

United Internet: Key figures Q2 2022



Financial Key Figures

Group (in € millions)	H1 2021	H1 2022	Change yoy	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Change yoy
Revenues	2,775.6	2,901.1	4.5%	1392.2	1383.4	1392.3	1478.3	1443.7	1457.4	5.3%
Revenues excl. hardware	2,401.2	2,542.3	5.9%	1188.5	1212.7	1222.0	1263.4	1263.4	1278.9	5.5%
EBITDA	673.2	659.7	-2.0%	346.5	326.7	321.3	309.2	330.0	329.7	0.9%
Non-period effect from lower MBA MVNO billing	39.4			34.4	5.0					
Derivative Consumer Applications	0.9	4.6		0.2	0.7	2.1	1.9	0.8	3.7	
EBITDA comparable	632.9	655.1	3.5%	311.9	321.0	319.2	307.3	329.2	326.0	1.6%
Project cost 1&1 Mobile Network (Consumer Access)	-14.9	-16.1		-7.2	-7.7	-9.6	-13.4	-8.2	-7.9	
Additional purchase marketing IONOS								-6.0	-7.3	
Higher electricity costs		-11.1						-5.3	-5.7	

Segment "Consumer Access" (in € millions)	H1 2021	H1 2022	Change yoy	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Change yoy
Revenues	1,916.2	1,940.7	1.3%	965.9	950.3	964.3	1002.5	969.4	971.3	2.2%
Hardware/other revenues	374.5	358.8	-4.2%	203.7	170.8	170.2	214.9	180.3	178.5	4.5%
Service revenues	1,541.7	1,581.9	2.6%	762.2	779.5	794.1	787.6	789.1	792.8	1.7%
EBITDA	376.3	370.1	-1.6%	202.8	173.6	176.9	160.7	187.9	182.2	5.0%
Non-period effect from revised MBA MVNO offer	39.4			34.4	5.0					
Higher electricity costs		-0.4						-0.2	-0.2	
EBITDA comparable	337.0	370.5	9.9%	168.4	168.6	176.9	160.7	188.1	182.4	8.2%
EBITDA "1&1 Mobile Network"	-14.9	-16.1		-7.2	-7.7	-9.6	-13.4	-8.2	-7.9	
EBITDA "Access"	351.9	386.6	9.9%	175.6	176.3	186.5	174.1	196.3	190.3	7.9%

Segment "Business Access" (in € millions)	H1 2021	H1 2022	Change yoy	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Change yoy
Revenues	258.4	261.8	1.3%	128.3	130.1	124.3	131.7	128.4	133.4	2.5%
Regulatory effect		-3.3						-1.7	-1.6	
EBITDA	79.1	75.7	-4.3%	38.2	40.9	39.7	41.7	36.6	39.1	-4.4%
Start-up costs for the construction of the infrastructure for the 1&1 Mobile Network		-4.2						-1.8	-2.4	
SDH migration cost (one-off)		-0.9						-0.2	-0.7	
Higher electricity costs		-0.6						-0.1	-0.5	
EBITDA comparable	79.1	81.4	2.9%	38.2	40.9	39.7	41.7	38.7	42.7	4.4%

Segment "Business Applications" (in € millions)	H1 2021	H1 2022	Change yoy	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Change yoy
Revenues	514.4	608.0	18.2%	256.2	258.2	260.5	287.9	300.1	307.9	19.2%
Revenues w/o aftermarket business Sedo			7.9%							7.6%
EBITDA	163.3	164.5	0.7%	79.2	84.1	78.9	73.1	83.1	81.4	-3.2%
Additional purchase marketing IONOS		-13.2						-5.9	-7.4	
Higher electricity costs		-8.9						-4.5	-4.4	
EBITDA effect aftermarket business		10.3						5.1	5.2	
EBITDA, comparable	163.3	176.3	8.0%	79.2	84.1	78.9	73.1	88.4	88.0	4.6%

Segment "Consumer Applications" (in € millions)	H1 2021	H1 2022	Change yoy	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Change yoy
Revenues	134.2	140.1	4.4%	65.3	68.9	65.9	79.0	70.2	69.9	1.5%
EBITDA	56.1	61.0	8.7%	25.9	30.2	27.4	39.0	27.5	33.4	10.6%
Derivative	0.9	4.6		0.2	0.7	2.1	1.9	0.8	3.7	
Higher electricity costs		-1.2						-0.5	-0.7	
EBITDA, comparable	55.2	57.6	4.3%	25.7	29.5	25.3	37.1	27.2	30.4	3.2%

Customer figures

Development of customer contracts (in millions)	30.06.2022 vs. 31.12.2021			30.06.2021				30.06.2022 vs. 31.03.2022		
	31.12.2021	30.06.2022	31.12.2021	31.03.2021	30.06.2021	30.09.2021	31.12.2021	31.03.2022	30.06.2022	31.03.2022
Total customers, subscription based	26.68	26.97	+ 0.29	25.93	26.17	26.41	26.68	26.85	26.97	+ 0.12
Consumer Access, total contracts	15.43	15.55	+ 0.12	14.97	15.11	15.27	15.43	15.49	15.55	+ 0.06
of which Mobile Internet*	11.19	11.38	+ 0.19	10.66	10.83	11.01	11.19	11.28	11.38	+ 0.10
of which broadband products*	4.24	4.17	- 0.07	4.31	4.28	4.26	4.24	4.21	4.17	- 0.04
Business Applications, total contracts	8.78	8.91	+ 0.13	8.56	8.63	8.69	8.78	8.87	8.91	+ 0.04
Consumer Applications, total	42.79	42.34	- 0.45	41.95	42.12	41.74	42.79	42.64	42.34	- 0.30
of which Premium Mail Subscriptions	1.72	1.76	+ 0.04	1.66	1.68	1.70	1.72	1.74	1.76	+ 0.02
of which Value Added Subscriptions	0.75	0.75	+/- 0	0.74	0.75	0.75	0.75	0.75	0.75	+/- 0
of which free accounts	40.32	39.83	- 0.49	39.55	39.69	39.29	40.32	40.15	39.83	- 0.32

\* H1 2022: + 190,000 Mobile Internet contracts, thereof + 300,000 operative and -110,000 "TKG effect"; - 70,000 broadband contracts (ADSL / VDSL / FTTH) , thereof -10,000 operative and -60,000 "TKG effect"