

**United Internet: Key figures FY/Q3 2023**

**Financial Key Figures - Accounting View - (only concerning the segments)**

Group (in € millions)	9M 2022	9M 2023	Change yoy	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Change yoy
Revenues	4,384.3	4,588.9	4.7%	1,443.7	1,457.4	1,483.2	1,530.8	1,538.3	1,489.8	1,560.8	5.2%
Revenues excl. hardware	3,820.7	3,976.0	4.1%	1,256.8	1,274.2	1,289.7	1,306.1	1,306.2	1,313.4	1,356.4	5.2%
EBITDA	995.5	989.0	-0.7%	330.0	329.7	335.8	267.0	315.0	349.1	324.9	-3.2%
Derivative Consumer Applications	12.2	-5.3		0.8	3.8	7.6	-12.7	-4.5	0.1	-0.9	
IONOS IPO costs	-3.2	-1.6		-0.9	-1.5	-0.8	-5.6	0.5	-2.1		
EBITDA comparable	986.5	995.9	1.0%	330.1	327.4	329.0	285.4	319.0	351.1	325.8	-1.0%
Project cost 1&1 Mobile Network (Consumer Access)	-26.8	-73.8		-8.3	-7.8	-10.7	-25.6	-19.2	-21.5	-33.1	

Segment "Consumer Access" (in € millions)	9M 2022	9M 2023	Change yoy	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Change yoy
Revenues	2,950.3	3,031.8	2.8%	975.9	976.1	998.3	1,013.4	1,021.0	972.1	1,038.7	4.0%
Hardware/other revenues	563.6	612.9	8.7%	186.8	183.2	193.5	224.7	232.1	176.4	204.4	5.6%
Service revenues	2,386.7	2,418.9	1.3%	789.1	792.8	804.8	788.7	788.9	795.7	834.3	3.7%
EBITDA	549.0	511.1	-6.9%	187.1	181.1	180.8	144.3	182.1	169.9	159.1	-12.0%
EBITDA "1&1 Mobile Network"	-26.8	-73.8		-8.3	-7.7	-10.7	-25.6	-19.2	-21.5	-33.1	
EBITDA "Access"	575.8	584.9	1.6%	195.4	188.8	191.5	169.9	201.3	191.4	192.2	0.4%

Segment "Business Access" (in € millions)	9M 2022	9M 2023	Change yoy	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Change yoy
Revenues	399.2	413.4	3.6%	128.6	133.5	137.1	144.2	136.1	134.7	142.6	4.0%
EBITDA	112.2	118.2	5.3%	36.2	38.7	37.3	41.8	34.8	42.4	41.0	9.8%
Start-up costs for the fiber-optic network extension to supply additional expansion areas and to connect mobile communications antennas	-9.1	-17.1		-2.2	-3.2	-3.7	-1.5	-7.2	-4.6	-5.3	
EBITDA comparable	121.3	135.3	11.5%	38.4	41.9	41.0	43.3	42.0	47.0	46.7	13.8%

Segment "Business Applications" (in € millions)	9M 2022	9M 2023	Change yoy	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Change yoy
Revenues	953.7	1,058.7	11.0%	311.4	318.4	323.9	339.3	353.8	354.8	350.1	8.1%
Revenues w/o aftermarket business Sedo	780.2	829.6	6.3%	260.3	258.9	261.0	265.4	272.4	279.0	278.3	6.6%
EBITDA	258.9	305.4	18.0%	86.1	84.0	88.8	61.5	92.8	111.2	101.4	14.2%
IONOS IPO costs	-3.2	11.7		-0.9	-1.5	-0.8	-5.6	11.3	0.4		
EBITDA comparable	262.1	293.7	12.1%	87.0	85.5	89.6	67.1	81.5	110.8	101.4	13.2%

Segment "Consumer Applications" (in € millions)	9M 2022	9M 2023	Change yoy	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Change yoy
Revenues	211.5	215.3	1.8%	71.6	71.0	69.0	77.1	70.0	71.0	74.3	3.0%
EBITDA	82.5	68.5	-17.0%	23.2	29.8	29.6	21.4	15.6	27.7	25.2	-14.6%
Derivative	12.2	-5.3		0.8	3.8	7.6	-12.7	-4.5	0.1	-0.9	
EBITDA comparable	70.3	73.8	5.0%	22.4	26.0	22.0	34.1	20.1	27.6	26.1	18.8%

**Customer figures**

Development of customer contracts (in millions)	31.12.2022	30.09.2023	30.09.2023 vs. 31.12.2023	31.03.2022	30.06.2022	30.09.2022	31.12.2022	31.03.2023	30.06.2023	30.09.2023	30.09.2023 vs. 30.06.2023
Total customers, subscription based	27.46	28.19	+ 0.73	26.91	27.04	27.20	27.46	27.70	27.96	28.19	+ 0.23
<b>Consumer Access, total contracts</b>	<b>15.78</b>	<b>16.11</b>	+ 0.33	<b>15.49</b>	<b>15.55</b>	<b>15.65</b>	<b>15.78</b>	<b>15.87</b>	<b>15.96</b>	<b>16.11</b>	+ 0.15
of which Mobile Internet	11.68	12.10	+ 0.42	11.28	11.38	11.52	11.68	11.80	11.91	12.10	+ 0.19
of which broadband products	4.10	4.01	- 0.09	4.21	4.17	4.13	4.10	4.07	4.05	4.01	- 0.04
<b>Business Applications, total contracts</b>	<b>9.04</b>	<b>9.30</b>	+ 0.26	<b>8.87</b>	<b>8.91</b>	<b>8.94</b>	<b>9.04</b>	<b>9.15</b>	<b>9.25</b>	<b>9.30</b>	+ 0.05
<b>Consumer Applications, total</b>	<b>42.95</b>	<b>42.55</b>	- 0.40	<b>42.64</b>	<b>42.34</b>	<b>42.55</b>	<b>42.95</b>	<b>42.42</b>	<b>42.26</b>	<b>42.55</b>	+ 0.29
of which Premium Mail Subscriptions	1.89	2.00	+ 0.11	1.8	1.83	1.86	1.89	1.91	1.96	2.00	+ 0.04
of which Value Added Subscriptions	0.75	0.78	+ 0.03	0.75	0.75	0.75	0.75	0.77	0.78	0.78	+/- 0
of which free accounts	40.31	39.77	- 0.54	40.09	39.76	39.94	40.31	39.74	39.52	39.77	+ 0.25
<b>Business Applications, total contracts</b>	<b>9.04</b>	<b>9.30</b>	+ 0.26	<b>8.87</b>	<b>8.91</b>	<b>8.94</b>	<b>9.04</b>	<b>9.15</b>	<b>9.25</b>	<b>9.30</b>	+ 0.05
<b>Business Applications, total customers</b>	<b>6.00</b>	<b>6.13</b>	0.13	<b>5.94</b>	<b>5.95</b>	<b>5.96</b>	<b>6.00</b>	<b>6.06</b>	<b>6.10</b>	<b>6.13</b>	+ 0.03