

**UNITED INTERNET AG**

**Analyst and Investor**

**Webcast – 9M Results 2023**

**Montabaur,  
November 10, 2023**



# KPIs 9M 2023

- 28.19 million customer contracts: +730,000 in the first 9 months 2023

Revenues and earnings figures (in € million)	9M 2022	9M 2023	Change
Revenues	4,384.3	4,588.9	+4.7%
EBITDA <sup>(1)</sup>	986.5	995.9	+1.0%
EBIT <sup>(1)</sup>	625.2	599.5	-4.1%
EPS <sup>(1)</sup> (in €)	1.59	1.23	-22.6%

- EBITDA <sup>(1)</sup> operative 9M 2023 including:
  - € -73.8 million from 1&1 mobile network rollout expenses (prior year: € -26.8 million)
- EBIT <sup>(1)</sup> operative 9M 2023 impacted additionally by:
  - € -310.9 million from D&A on investments (prior year: € -262.1 million)
- EPS for 9M 2023:
  - Lower EBIT (EPS effect: € -0.10), lower at-equity result (€ -0.08) and lower financial result affected by higher interest rates (EPS effect: € -0.18)

<sup>(1)</sup> EBITDA / EBIT operative w/o non-cash valuation effect from derivatives € -5.3m (prior year: € +12.2m) and IPO costs for IONOS Group SE of € +1.6m (prior year: € -3.2m);  
EPS effect (in total): € -0.05 (prior year: € 0.05)

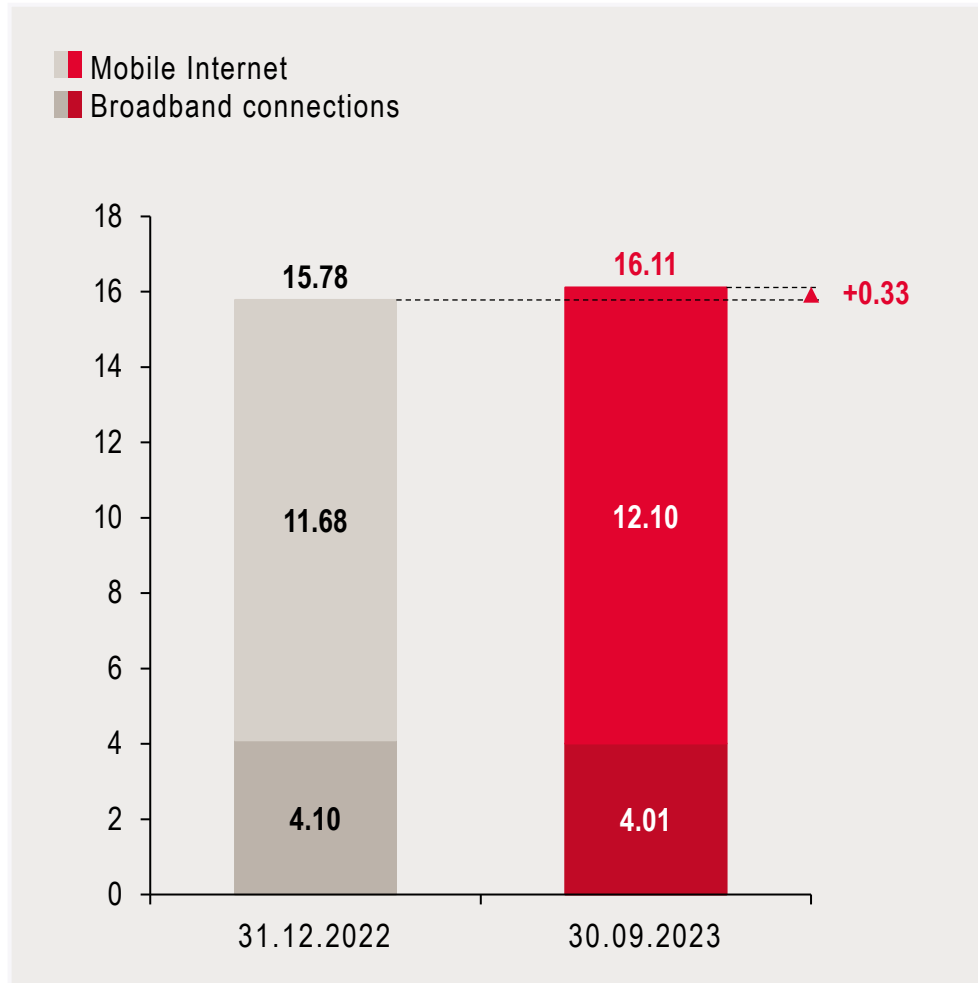
# “ACCESS” IN 9M 2023

- CONSUMER ACCESS
- BUSINESS ACCESS

- CONSUMER APPLICATIONS
- BUSINESS APPLICATIONS

# CONSUMER ACCESS SEGMENT: CUSTOMER CONTRACTS

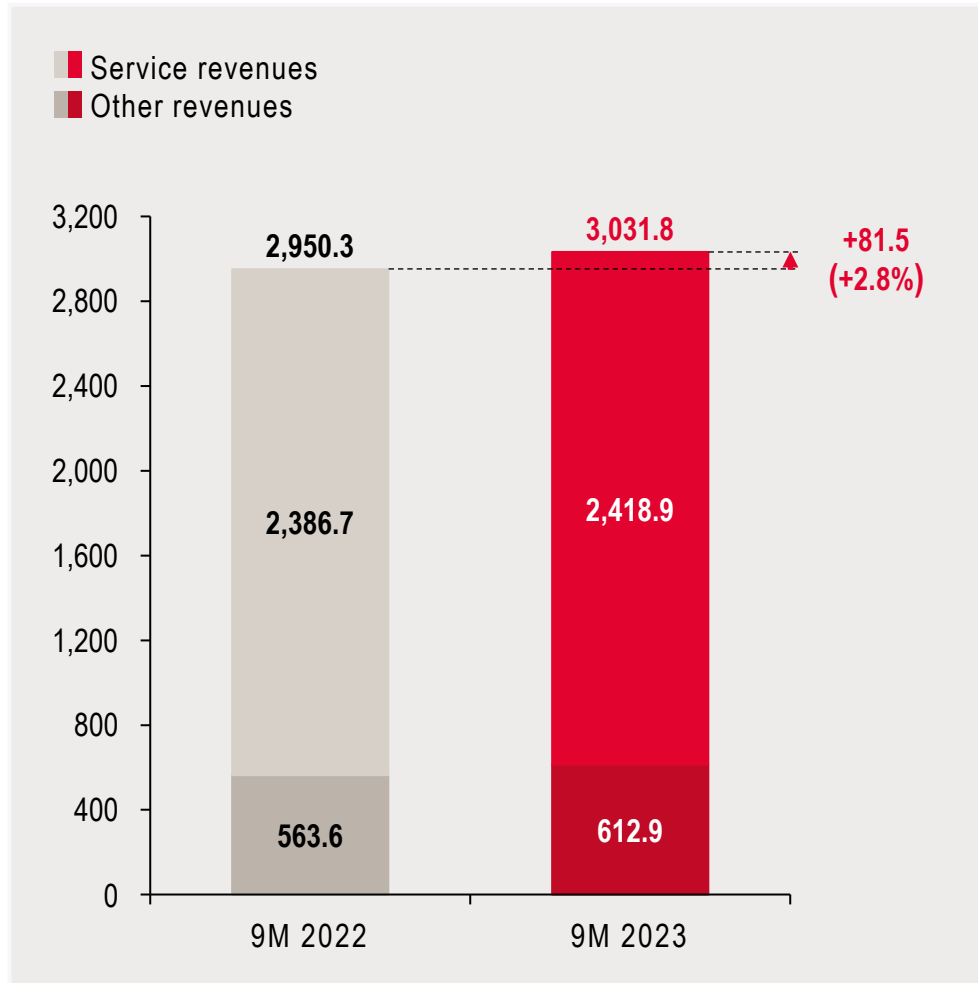
(in million)



- 16.11 million customer contracts (+330,000)
  - 12.10 million mobile internet contracts (+420,000)
  - 4.01 million broadband connections (-90,000)
- Continuous progress in the migration from ADSL to VDSL since Q1/2023
- ➔ Number of broadband lines expected to stabilize in Q4

# CONSUMER ACCESS SEGMENT: REVENUES

(acc. to IFRS in € million)

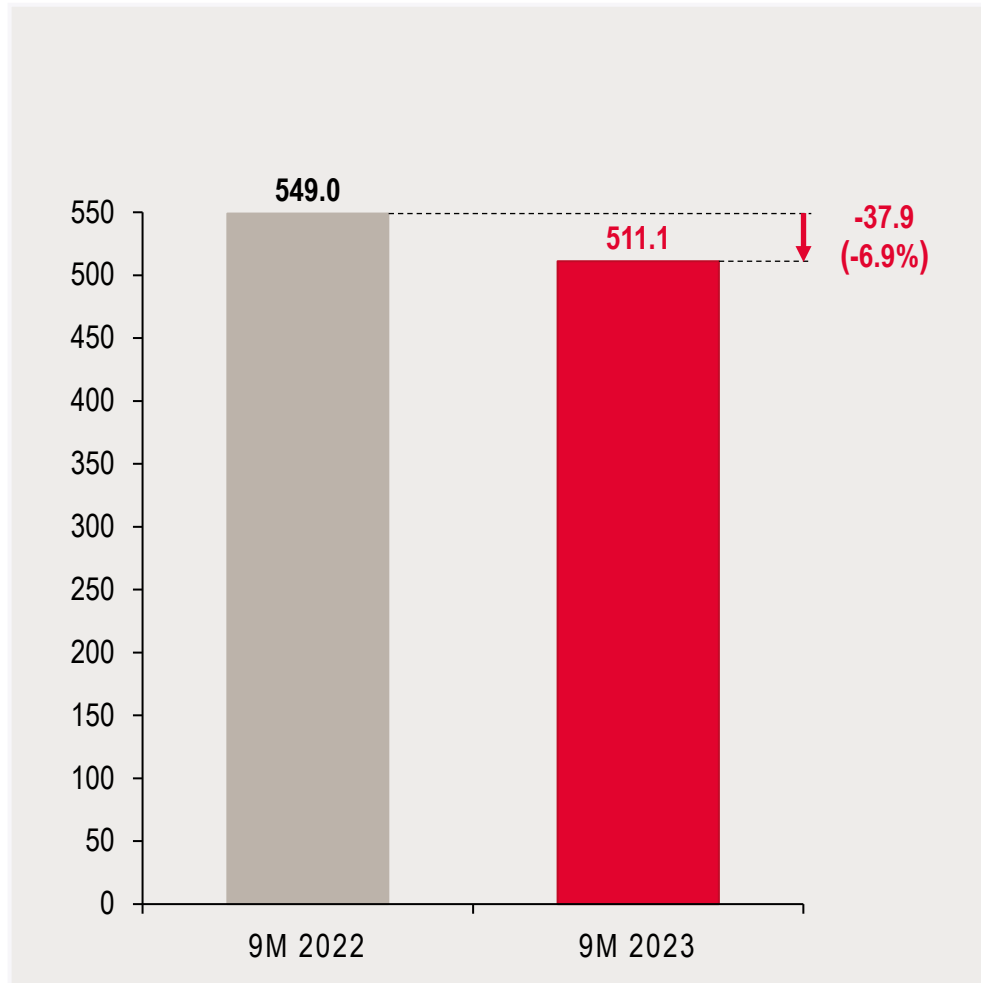


- +2.8% revenues to € 3,031.8 million
  - +1.3% service revenues to € 2,418.9 million
  - +8.7% other revenues (especially smartphones) to € 612.9 million

➔ Q3 service revenues yoy: +3.7%

# CONSUMER ACCESS (I): EBITDA

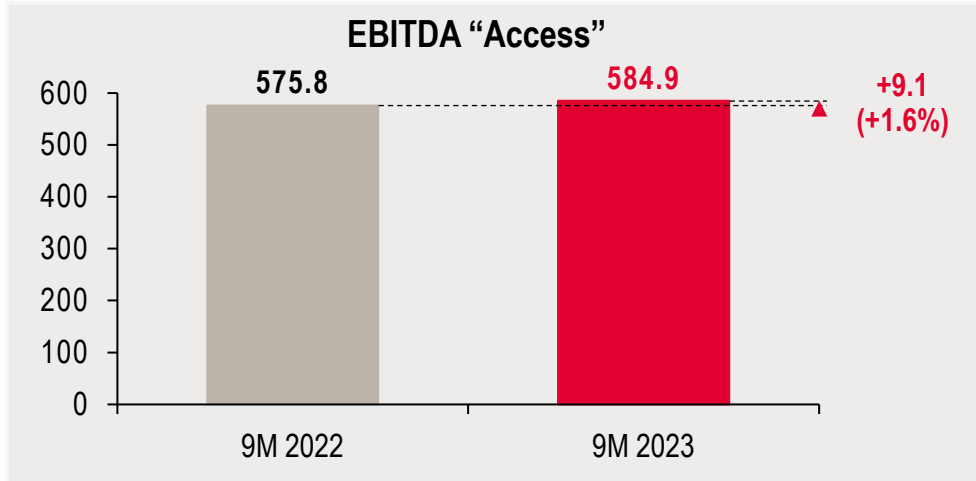
(acc. to IFRS in € million)



- -6.9% EBITDA from € 549.0 million to € 511.1 million
  - € -73.8 million costs for rollout of 1&1 mobile network (prior year: € -26.8 million)
- 16.9% EBITDA margin (prior year: 18.6%)

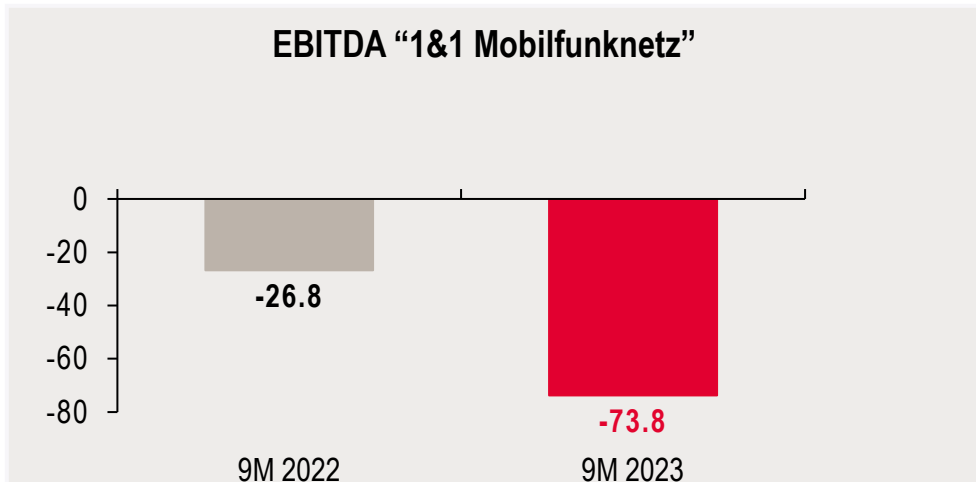
# CONSUMER ACCESS (II): EBITDA OF THE TWO SUBSEGMENTS

(acc. to IFRS in € million)



## "Access"

- +1.6% EBITDA to € 584.9 million
- 19.3% EBITDA margin (prior year: 19.5%)

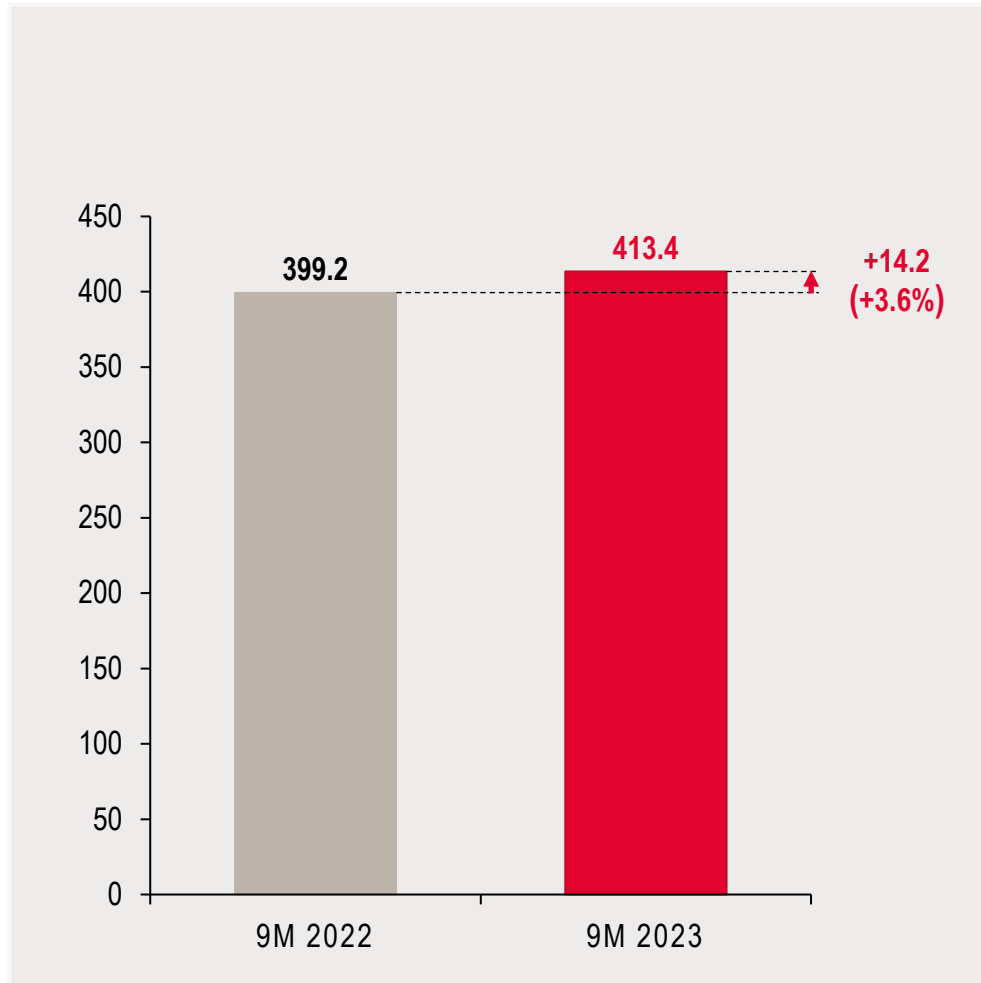


## "1&1 Mobilfunknetz"

- € -73.8 million EBITDA from the initial cost of the 1&1 mobile network rollout (prior year: € -26.8 million)

# BUSINESS ACCESS SEGMENT: REVENUES

(acc. to IFRS in € million)



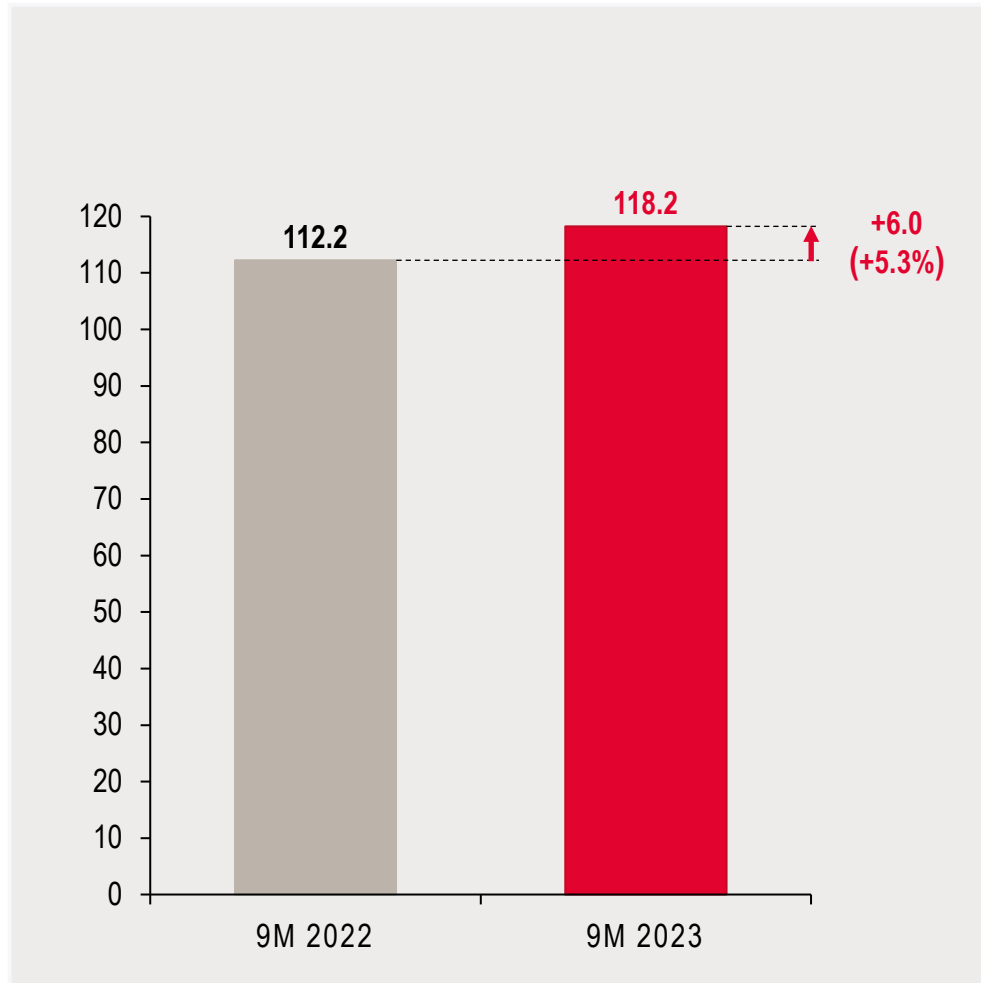
■ +3.6% revenues to € 413.4 million

➔ Q3 revenues yoy: +4.0%



# BUSINESS ACCESS SEGMENT: EBITDA

(acc. to IFRS in € million)



- +5.3% EBITDA to € 118.2 million
- 28.6% EBITDA margin (prior year: 28.1%)
- ➔ Q3 EBITDA yoy: +9.9%

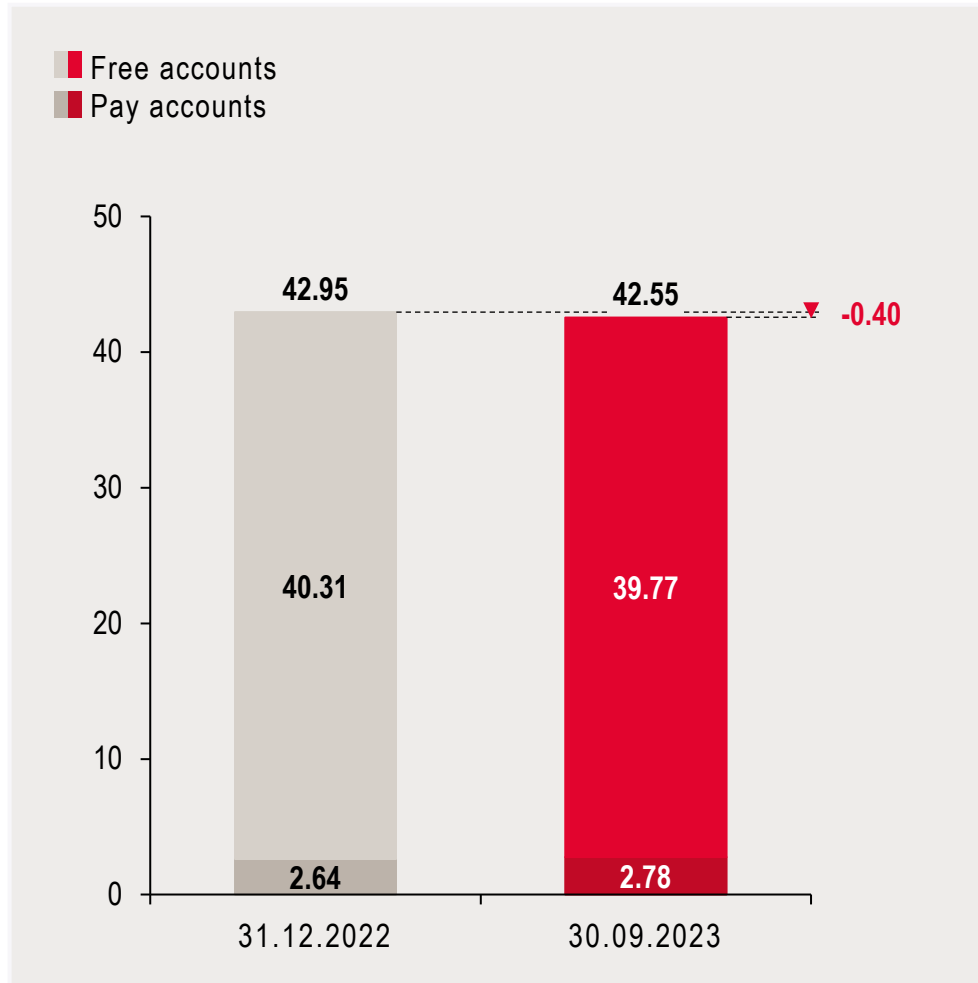
# “APPLICATIONS” IN 9M 2023

- CONSUMER ACCESS
- BUSINESS ACCESS

- CONSUMER APPLICATIONS
- BUSINESS APPLICATIONS

# CONSUMER APPLICATIONS SEGMENT: ACCOUNTS

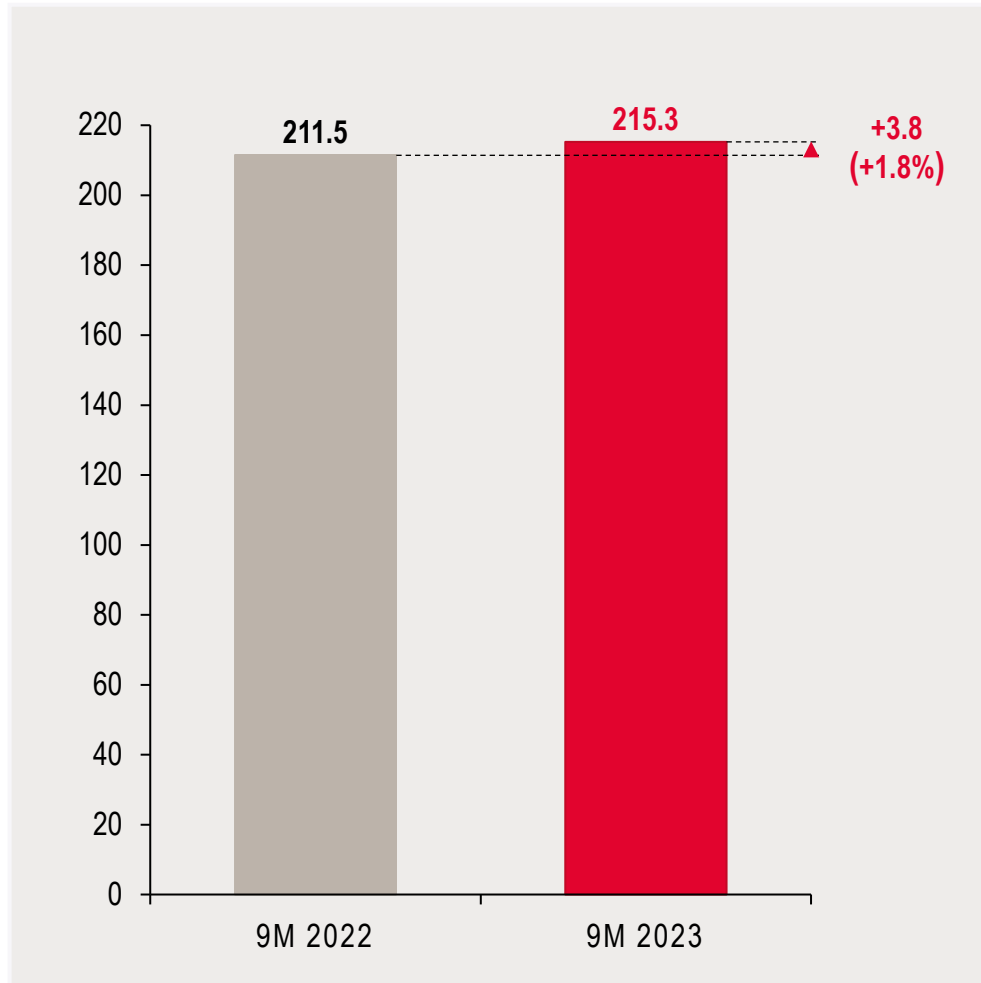
(in million)



- 42.55 million Consumer accounts (-400,000), thereof
  - 39.77 million free accounts (-540,000 primarily seasonal)
  - 2.78 million pay accounts (+140,000)
- 28.2 million with mobile usage (+200,000)
- 22.8 million with cloud storage (+400,000)

# CONSUMER APPLICATIONS SEGMENT: REVENUES

(acc. to IFRS in € million)

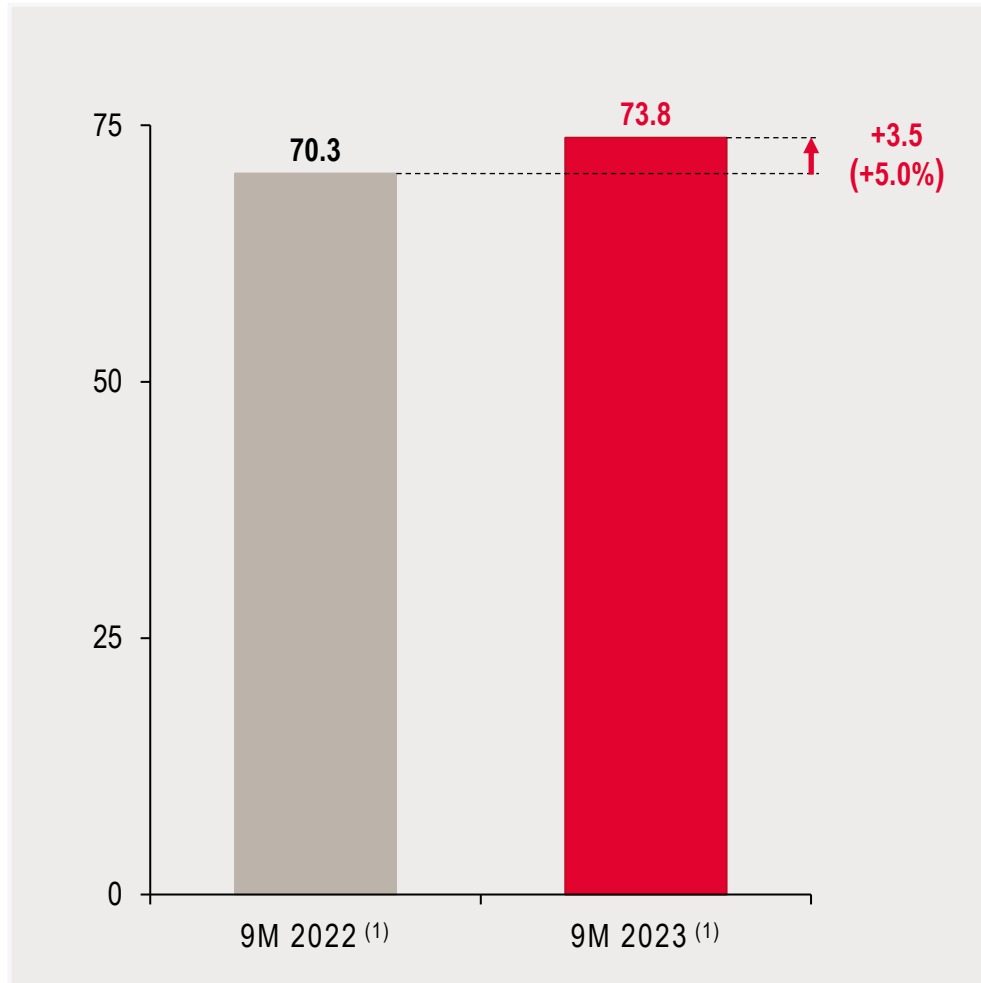


■ +1.8% revenues to € 215.3 million

➔ Q3 revenues yoy: +7.7%

# CONSUMER APPLICATIONS SEGMENT: EBITDA

(acc. to IFRS in € million)

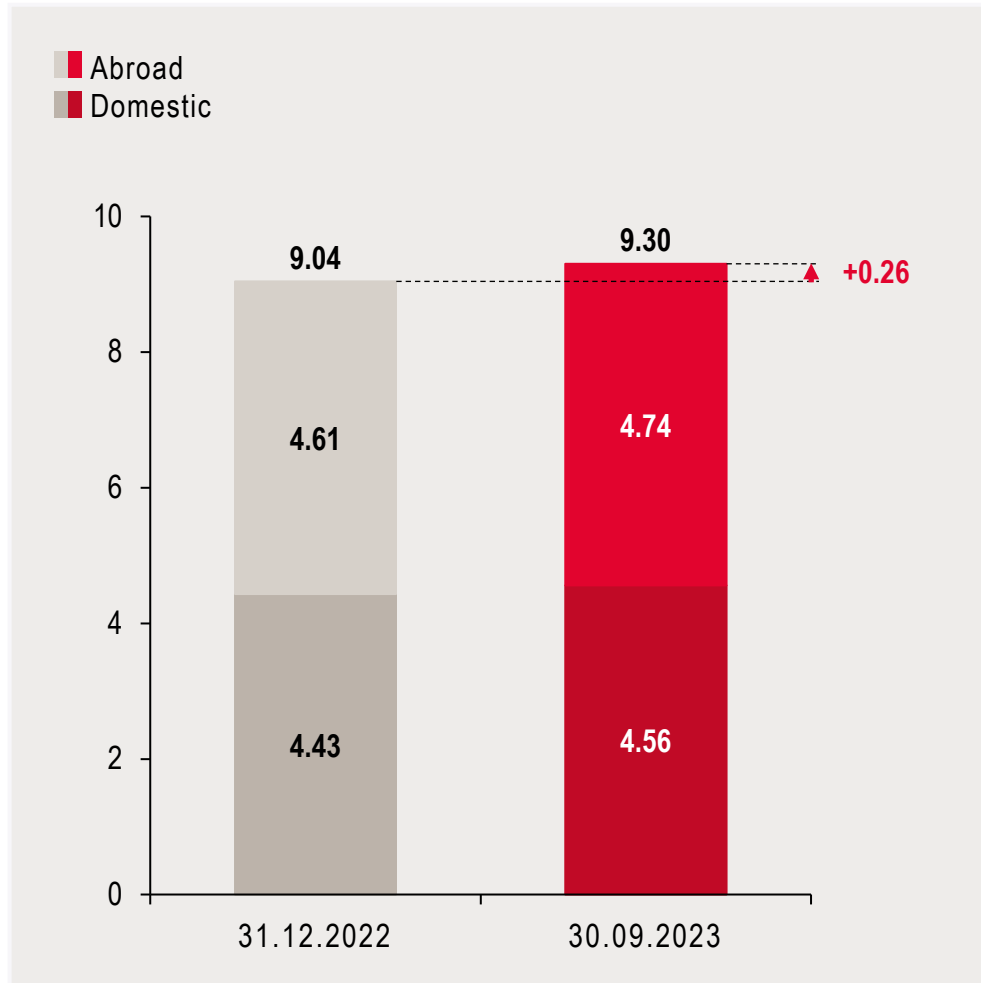


- +5.0% EBITDA to € 73.8 million
  - 34.3% EBITDA margin (prior year: 33.2%)
- ➔ Q3 EBITDA yoy: +18.6%

<sup>(1)</sup> excl. a non-cash valuation effect from derivatives EBITDA effect: € -5.3 million (prior year: € +12.2 million)

# BUSINESS APPLICATIONS SEGMENT: CUSTOMER CONTRACTS

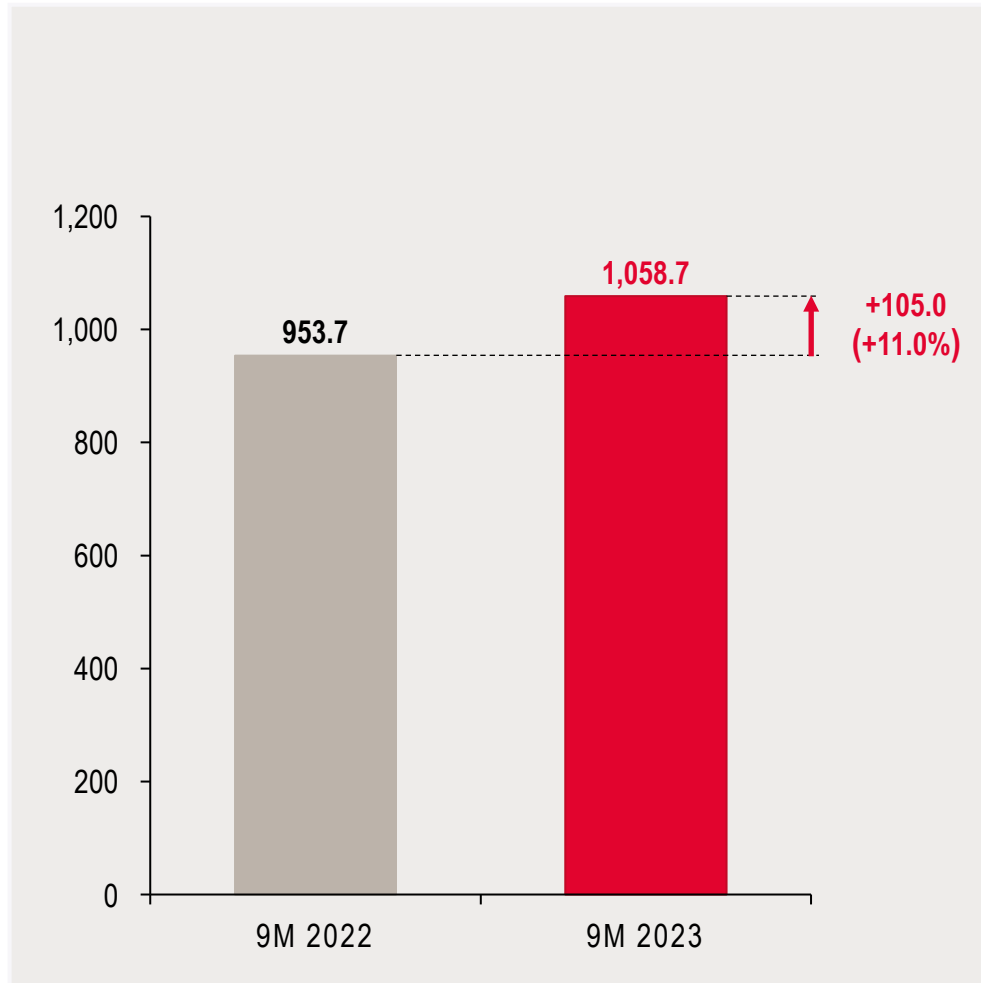
(in million)



- 9.30 million customer contracts (+260,000)
  - 4.74 million abroad (+130,000)
  - 4.56 million domestic (+130,000)

# BUSINESS APPLICATIONS SEGMENT: REVENUES

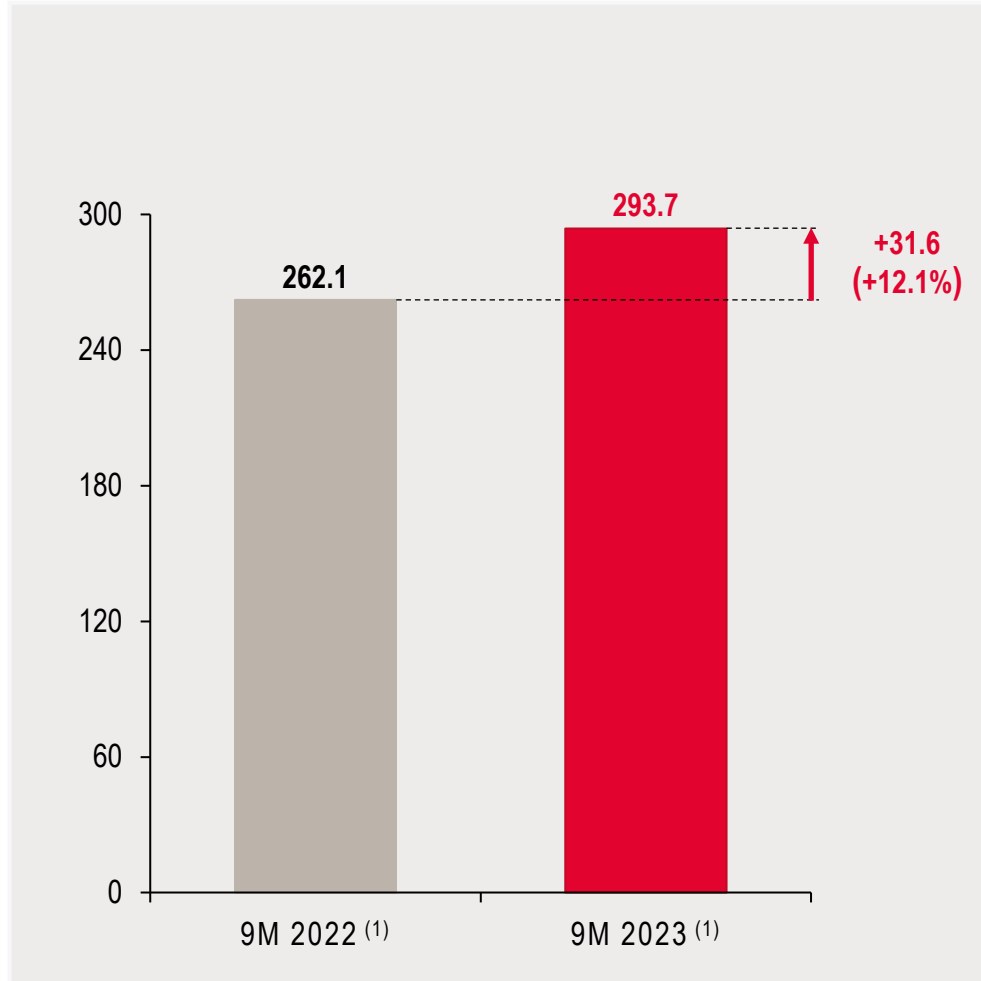
(acc. to IFRS in € million)



- +11.0% revenues to € 1,058.7 million
    - Customer growth
    - Increased up- and cross-selling
    - Good growth in aftermarket business
- ➔ Q3 revenues yoy: +8.1%

# BUSINESS APPLICATIONS SEGMENT: EBITDA

(acc. to IFRS in € million)



- +12.1% EBITDA to € 293.7 million
  - 27.7% EBITDA margin (prior year: 27.5%)
- ➔ Q3 EBITDA yoy: +13.2%

(1) Adjusted for IPO costs of € +11.7 million (prior year: € -3.2 million)



# KEY FINANCIAL KPIs 9M 2023

(financial KPIs acc. to IFRS in € million)

	9M 2022	9M 2023	Change
Revenues	4,384.3	4,588.9	+4.7%
EBITDA <sup>(1)</sup>	986.5	995.9	+1.0%
Capex	348.6	503.4	+44.4%
Free cash flow <sup>(2)</sup>	-16.3	-14.1	-

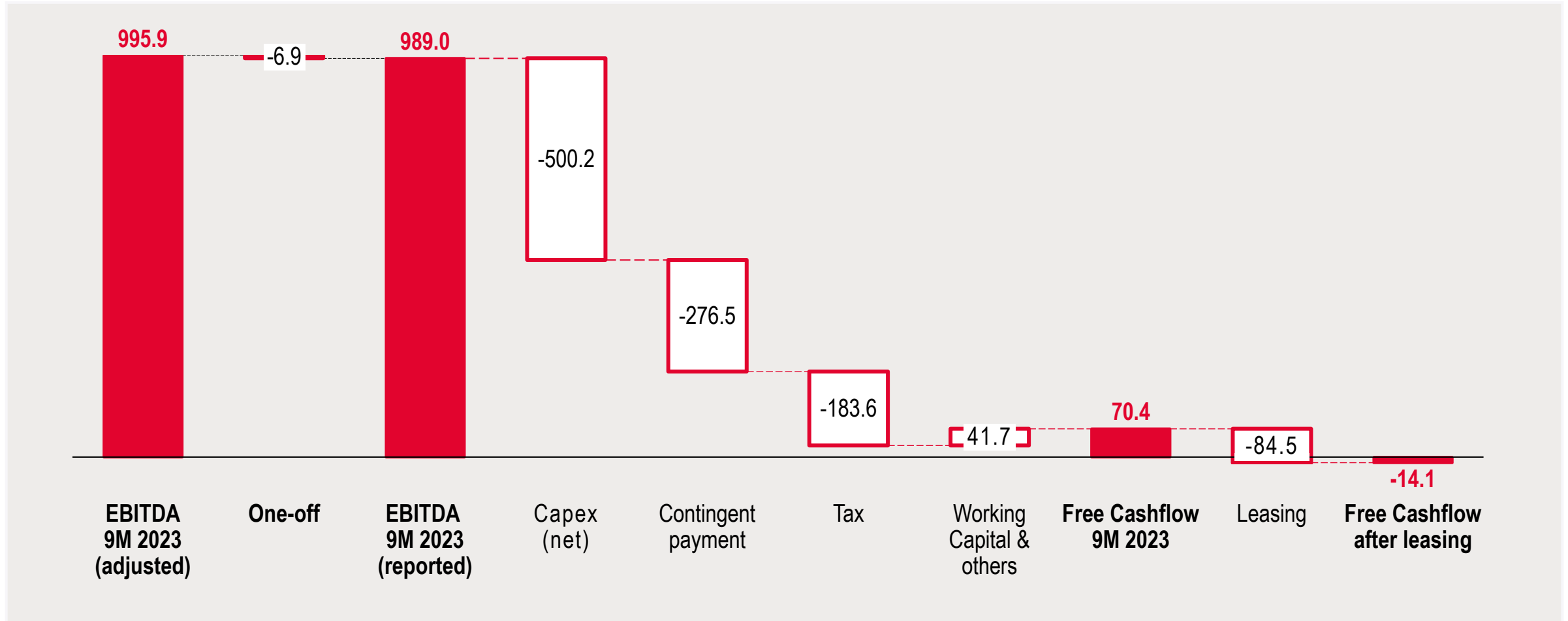
	31.12.2022	30.09.2023	Change
Net bank liabilities	2,115.0	2,273.1	+7.5%
Equity ratio	51.2%	50.3%	-0.9 Ppt.

<sup>(1)</sup> EBITDA operative w/o non-cash valuation effect from derivatives of € -5.3 million in 9M 2023 (€ +12.2 million in Q3 2022) and IPO costs for IONOS Group SE of € +1.6 million (prior year: € - 3.2 million)

<sup>(2)</sup> Free cash flow is defined as cash flow from operating activities, less capital expenditures, plus payments from disposals of intangible assets and property, plant and equipment. Free cash flow including the repayment portion of lease liabilities that have been reported in cash flow from financing activities since FY 2019; with regard to the changes in the presentation of the cash flow statement, reference is made to the notes to the quarterly statement

# GROUP: EBITDA / FREE CASH FLOW BRIDGE AS OF SEPTEMBER 30, 2023

(acc. to IFRS in € million)



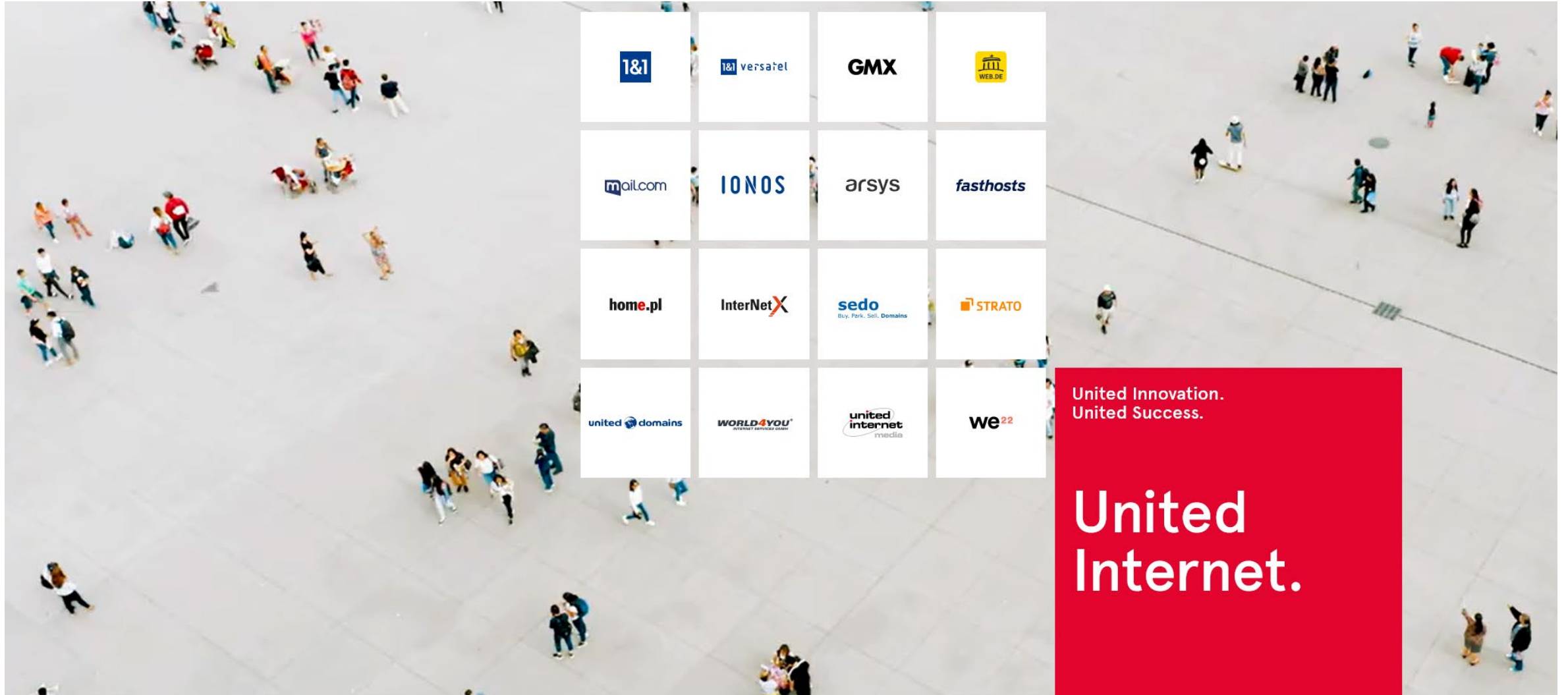
# OUTLOOK 2023

# OUTLOOK 2023

## Full year guidance confirmed and EBITDA forecast slightly increased

- Revenues: approx. € 6.2 billion (2022: € 5.915 billion)
- EBITDA (excluding derivatives and IONOS IPO) slightly above prior year's level (previous guidance: "at the previous year's level" - 2022: € 1.272 billion), including
  - approx. € 120 million (prior year: € 52 million) for mobile network rollout at 1&1
- CAPEX: approx. € 800 million (2022: € 681.4 million), in particular for
  - building the mobile network
  - fiber-optic network extension to supply additional expansion areas and to connect mobile communications antennas

# Q&A SESSION



United Innovation.  
United Success.

# United Internet.

**UNITED INTERNET AG**

**Analyst and Investor**

**Webcast – 9M Results 2023**

**Montabaur,  
November 10, 2023**

