

# UNITED INTERNET AG

## Company Presentation

(Q3 2024)

# INTRODUCTION OF CARSTEN THEURER, CFO



## **Carsten Theurer, CFO since January 2025**

- Carsten has been a member of the Management Board of United Internet AG since 2025 and is responsible for Finance and Controlling, Risk Management/Internal Audit, Legal, Tax, M&A and Investment Management
- He previously spent over 20 years in various divisions of the Schwarz Group, in his last position as Group CFO
- In these roles, he accompanied the international growth of the Schwarz Group in the retail sector and played a key role in the development of the company's own production companies

# KPIs 9M 2024

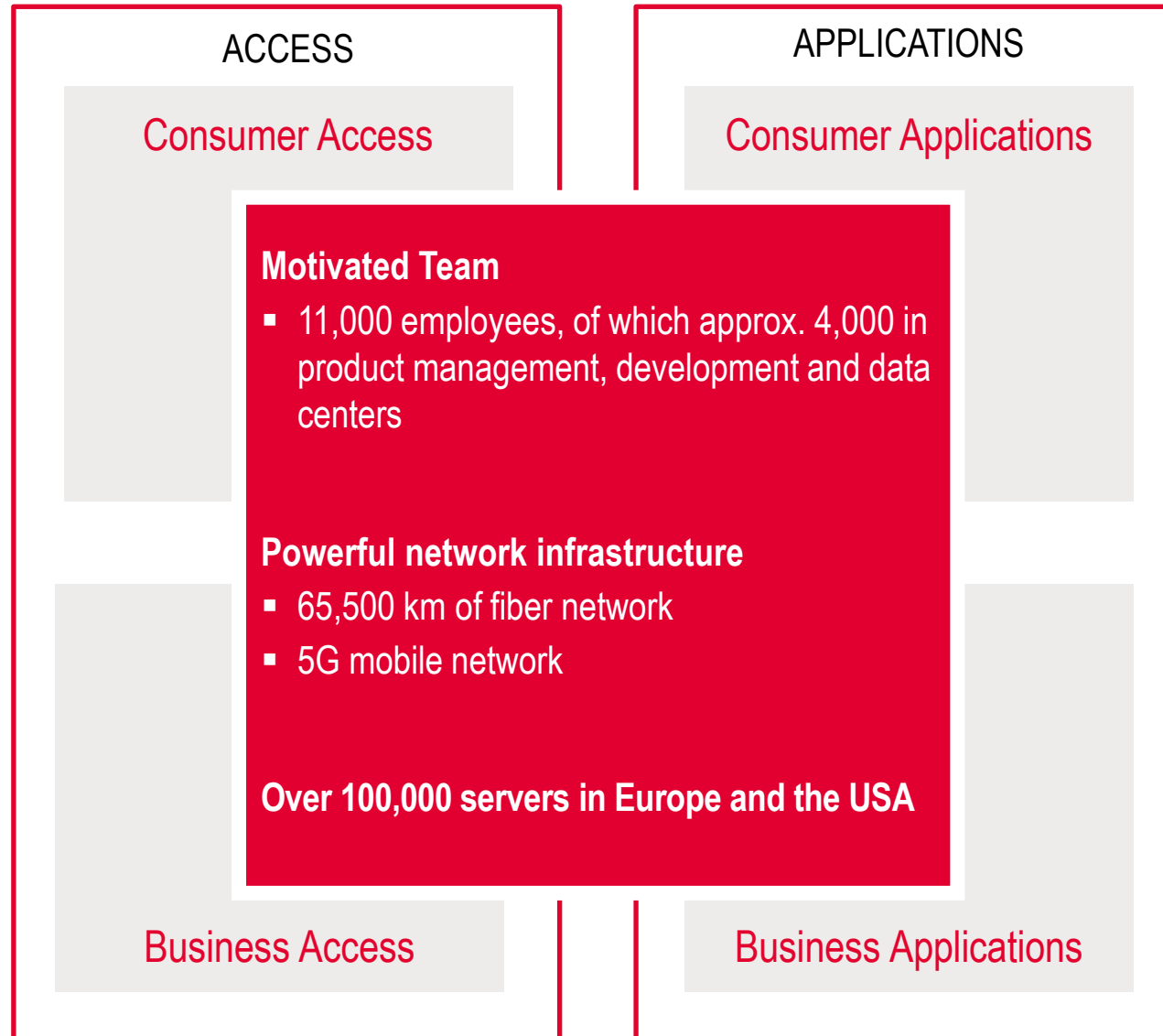
- 28.87 million customer contracts: +420,000 in the first 9 months 2024

Revenues and earnings figures (in € million)	9M 2023	9M 2024	Change
Revenues <sup>(1)</sup>	4,568.3	4,660.7	+2.0%
EBITDA <sup>(1)</sup>	992.7	978.4	-1.4%
EBIT <sup>(1)</sup>	596.3	529.5	-11.2%
EPS <sup>(1)</sup> (in €)	1.22	0.82	-32.8%

- EBITDA <sup>(1)</sup> 9M 2024 including:
  - € -167.1 million from 1&1 mobile network rollout expenses (prior year: € -73.8 million)
- EBIT <sup>(1)</sup> 9M 2024 impacted additionally by:
  - € -363.5 million from D&A on investments (prior year: € -310.9 million)
- EPS <sup>(1)</sup> 9M 2024 also impacted by:
  - Lower EBIT (EPS effect: € -0.26) as well as higher interest expenses (€ -0.14)

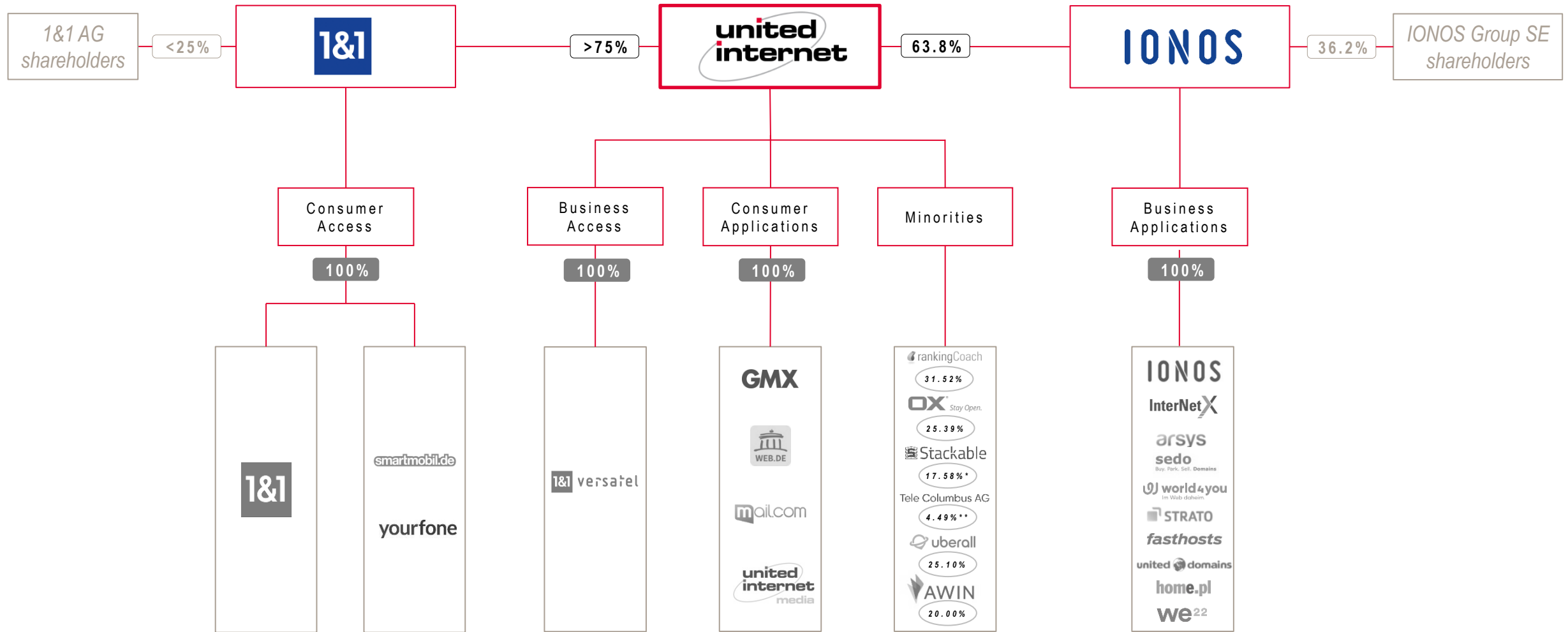
<sup>(1)</sup> Revenues / EBITDA / EBIT operative w/o revenue contribution (€ 19.9m; prior year: € 20.6m) and earnings contributions (EBITDA € -0.2m; prior year: € -2.1m and EBIT € -0,3m; prior year: € -2.1m) from “Energy” and “De-Mail” and w/o IPO costs IONOS (EBITDA and EBIT: prior year: € -1.6m net); which results in an EPS effect (in total): € -0.01 and w/o Kublai / Tele Columbus impairment EPS effect: € -0.99

## 2 BUSINESS AREAS: ACCESS & APPLICATIONS



# GROUP STRUCTURE

(as of September 30, 2024)



\* Held indirectly through the 63.84% interest in IONOS Group SE  
 \*\* Held indirectly through the 4.71% interest in Kublai GmbH

**1&1**

## Consumer Access

- Revenues: € 4,096.7 million
- EBITDA: € 653.8 million
- Profitability: 16.0% EBITDA margin
- FTE: ~ 3,300
- Total contracts: 16.26 million

**1&1 versatel**

## Business Access

- Revenues: € 564.0 million
- EBITDA: € 162.9 million
- Profitability: 31.7% EBITDA margin
- FTE: ~ 1,500

\* Figures based on FY 2023

# “CONSUMER ACCESS”

## Fixed-line

- 1&1 with 3.97 million broadband connections
- VDSL and FTTH complete packages including voice and IP-TV via 1&1 Versatel, with last mile via Deutsche Telekom and City Carrier

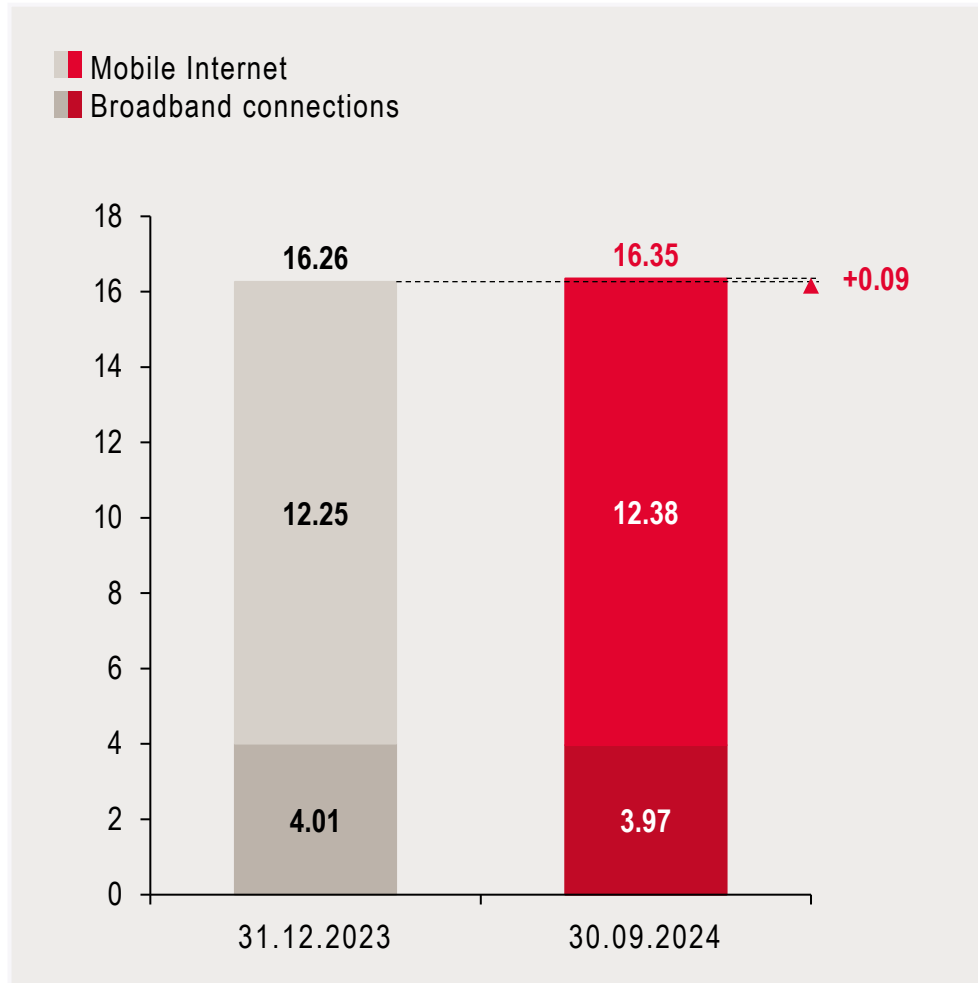
## Mobile

- 12.38 million mobile contracts
- First Open RAN in Europe, fully virtualized
- Migration of existing customers from wholesale contracts started



# CONSUMER ACCESS SEGMENT: CUSTOMER CONTRACTS

(in million)

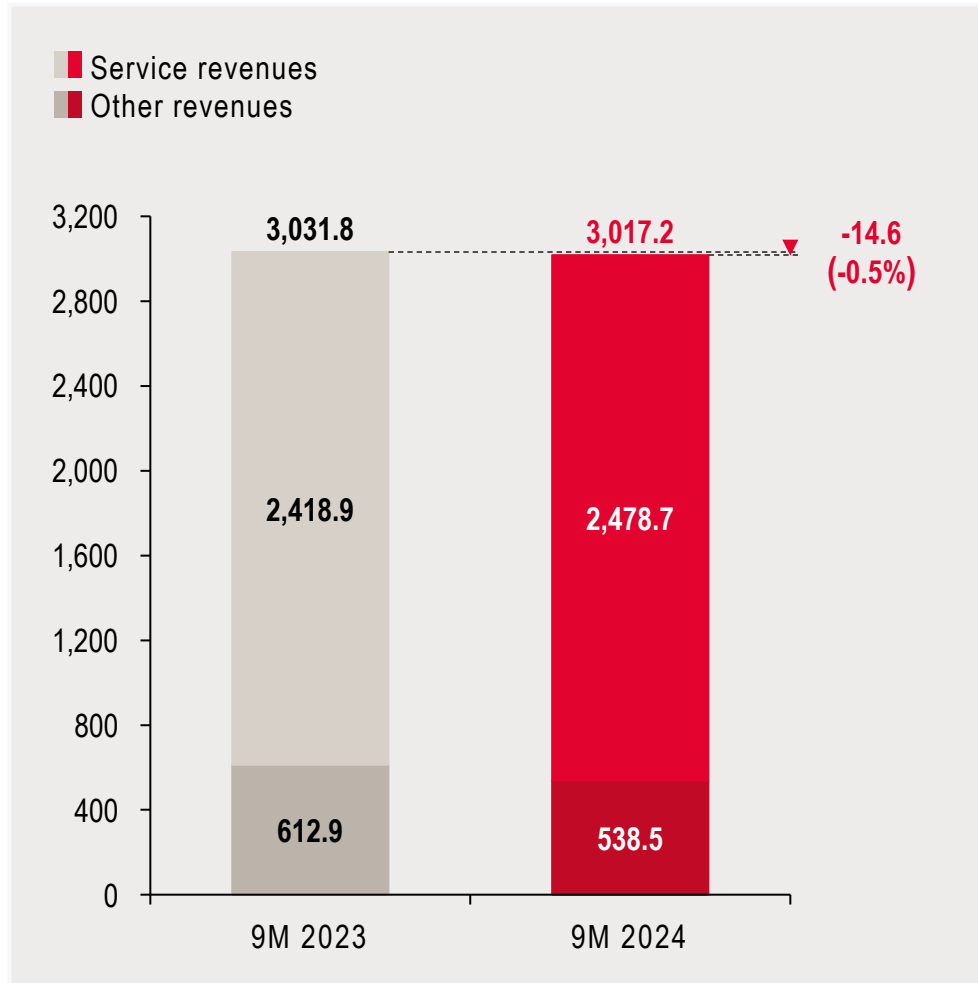


- 16.35 million customer contracts (+90,000)
  - 12.38 million mobile internet contracts (+130,000)
  - 3.97 million broadband connections (-40,000)



# CONSUMER ACCESS SEGMENT: REVENUES

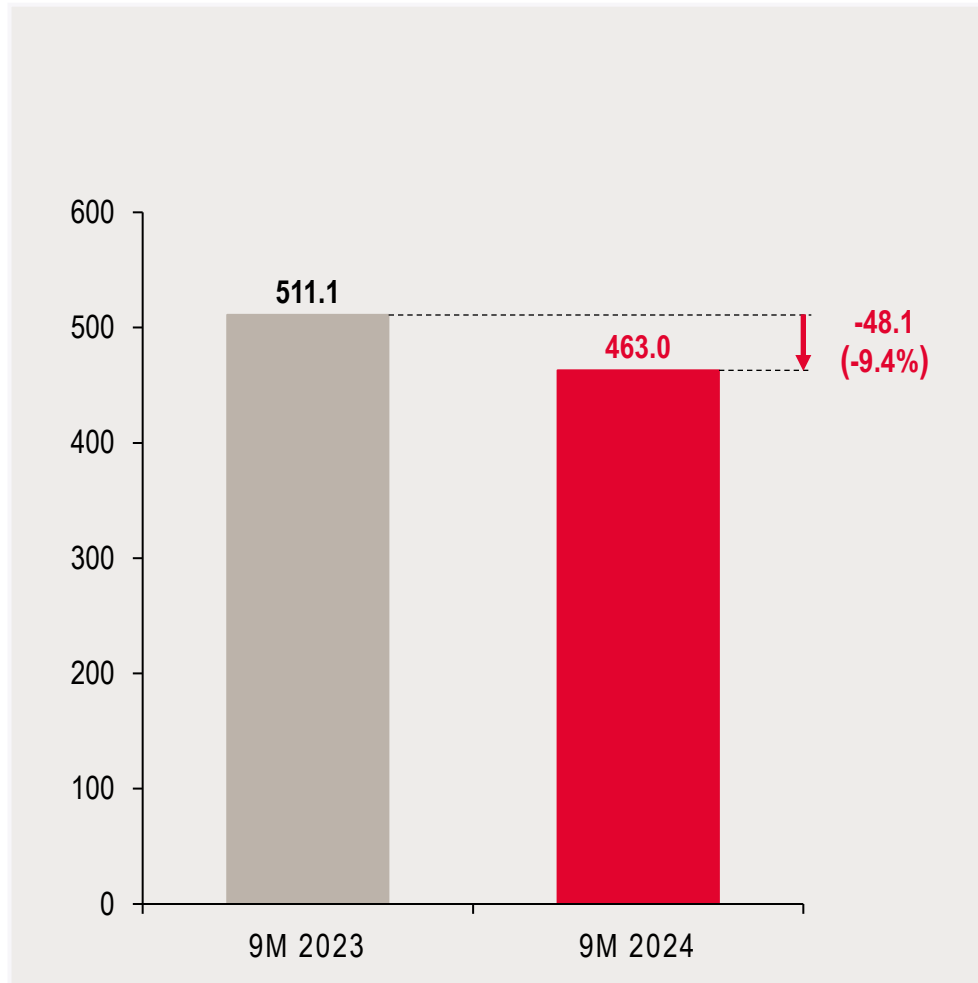
(acc. to IFRS in € million)



- -0.5% revenues to € 3,017.2 million
  - +2.5% service revenues to € 2,478,7 million
  - -12.1% other revenues (especially smartphones) to € 538.5 million

# CONSUMER ACCESS (I): EBITDA

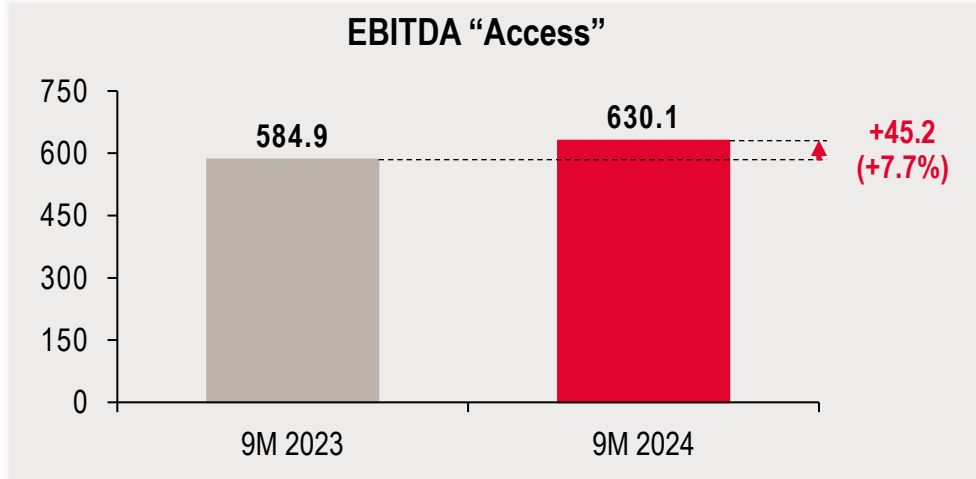
(acc. to IFRS in € million)



- -9.4% EBITDA to € 463.0 million
  - € -167.1 million costs from expenses for the expansion of the 1&1 mobile network (prior year: € -73.8 million), thereof € -14.3 million in out-of-period expenses from subsequent invoices for additional services for network expansion in 2022 and 2023
- 15.3% EBITDA margin (prior year: 16.9%)

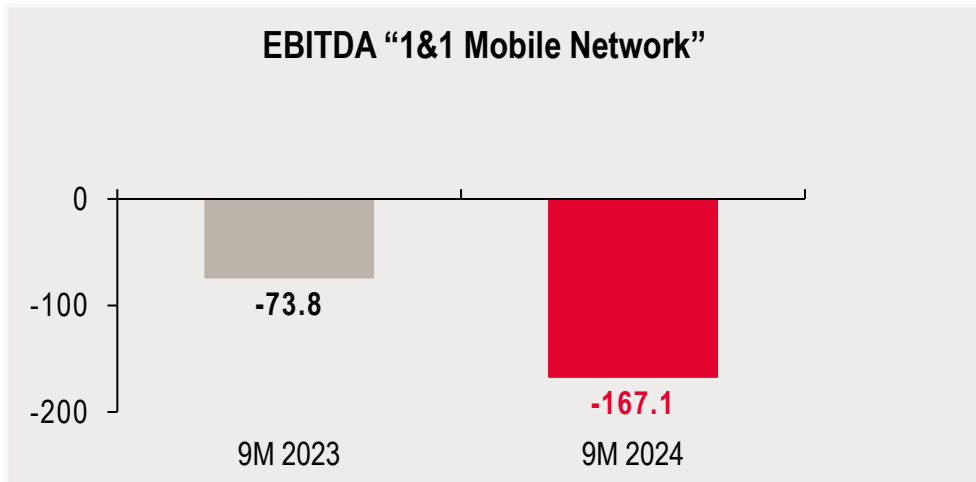
# CONSUMER ACCESS (II): EBITDA OF THE TWO SUBSEGMENTS

(acc. to IFRS in € million)



## "Access"

- +7.7% EBITDA to € 630.1 million
- 20.9% EBITDA margin (prior year: 19.3%)



## "1&1 Mobile Network"

- € -167.1 million EBITDA, thereof € -14.3 million out-of-period expenses (prior year: € -73.8 million)

# “BUSINESS ACCESS”

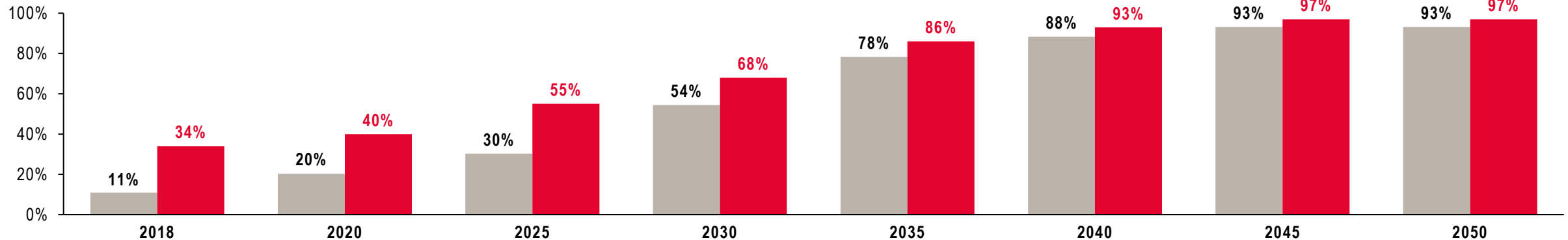
- One of the largest German fiber-optic networks
- Project business and plug-and-play solutions for medium-sized companies
  - Fiber-optic network with 65,500 km
  - In more than 350 German cities, including in the 25 largest cities
  - 27,292 directly connected locations



**GLASFASER DIREKT**

- ✓ Glasfaser-Anschluss für Firmen!
- ✓ Garantierte Gigabit-Bandbreite!
- ✓ Keine Baukosten bis zum Gebäude!

## Fiber optic expansion and growth capability:



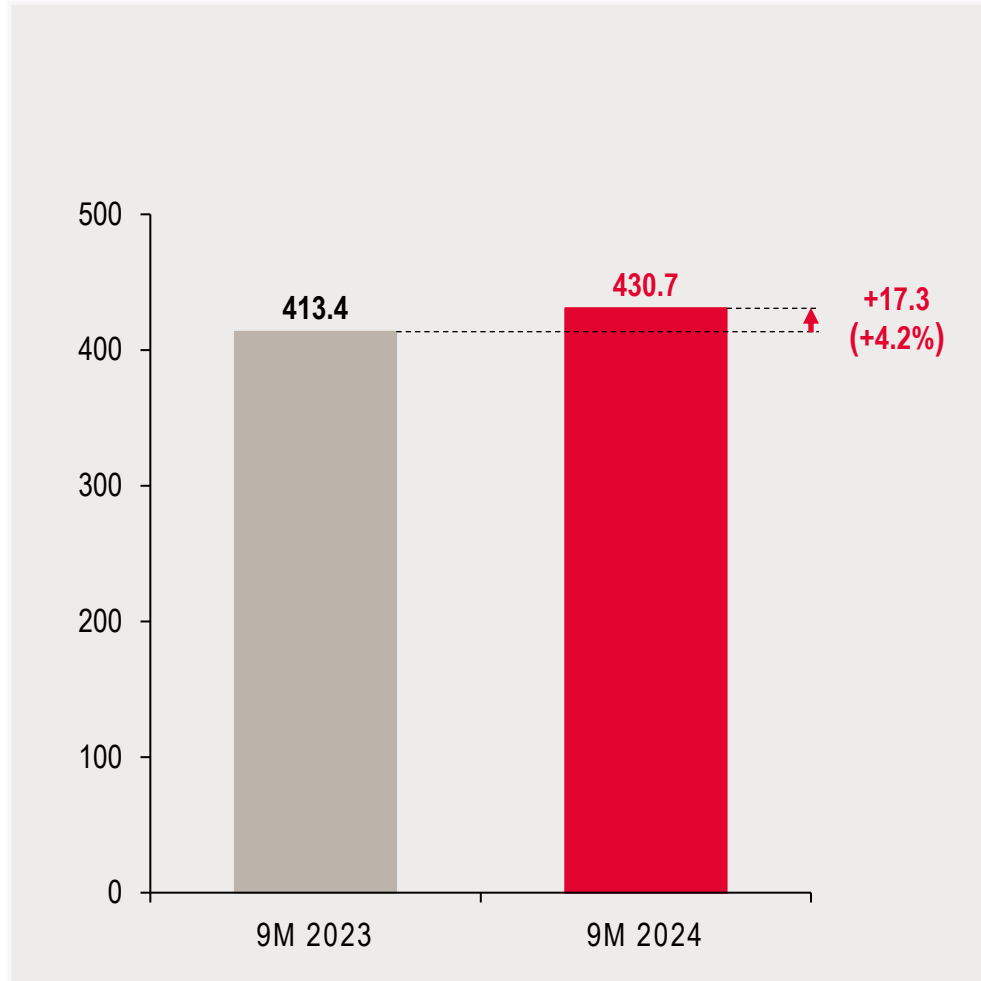
■ Degree of fulfillment in % (BA\* / Companies in total) = Companies, that have been capitalized (activated) in relation to the companies in total

■ Degree of potential in % (BP\* / Companies in total) = Companies, that have been reached (passed) in relation to the companies in total

\* Source: Arthur D. Little. FTTP = Fiber to the Premise (addressable). BP = Business Passed = Reached; BA = Businesses Activated = Capitalized

# BUSINESS ACCESS SEGMENT: REVENUES

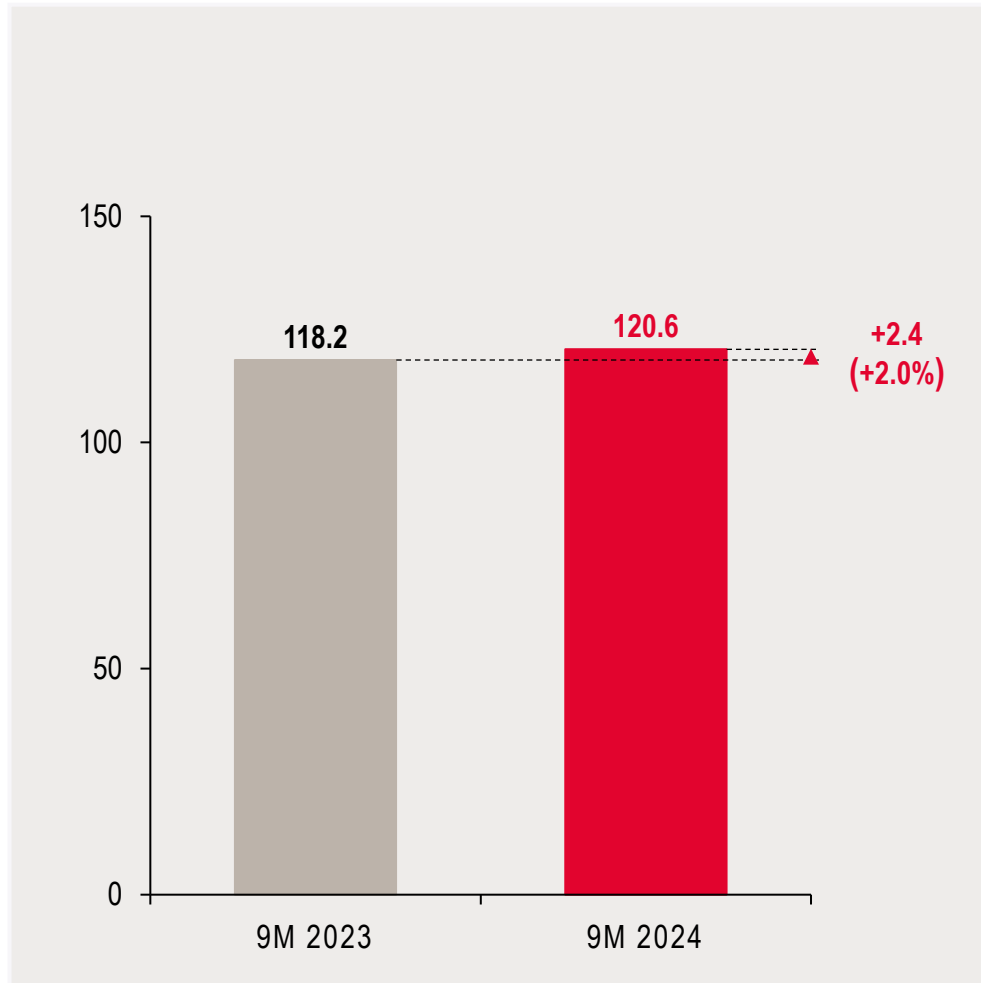
(acc. to IFRS in € million)



■ +4.2% revenues to € 430.7 million

# BUSINESS ACCESS SEGMENT: EBITDA

(acc. to IFRS in € million)



- +2.0% EBITDA to € 120.6 million
  - € -22.0 million start-up costs in the new business areas “5G” and “expansion of commercial areas” (prior year: € -17.1 million)
- 28.0% EBITDA margin (prior year: 28.6%)
- ➔ +5.4% EBITDA growth in core business

# APPLICATIONS\*

GMX



mail.com



IONOS



## Consumer Applications

- Revenues: € 304.3 million
- EBITDA: € 109.8 million
- Profitability: 36.1% EBITDA margin
- FTE: ~ 1,050
- Total contracts: 42.77 million
  - Free accounts: 39.93 million
  - Pay accounts: 2.84 million

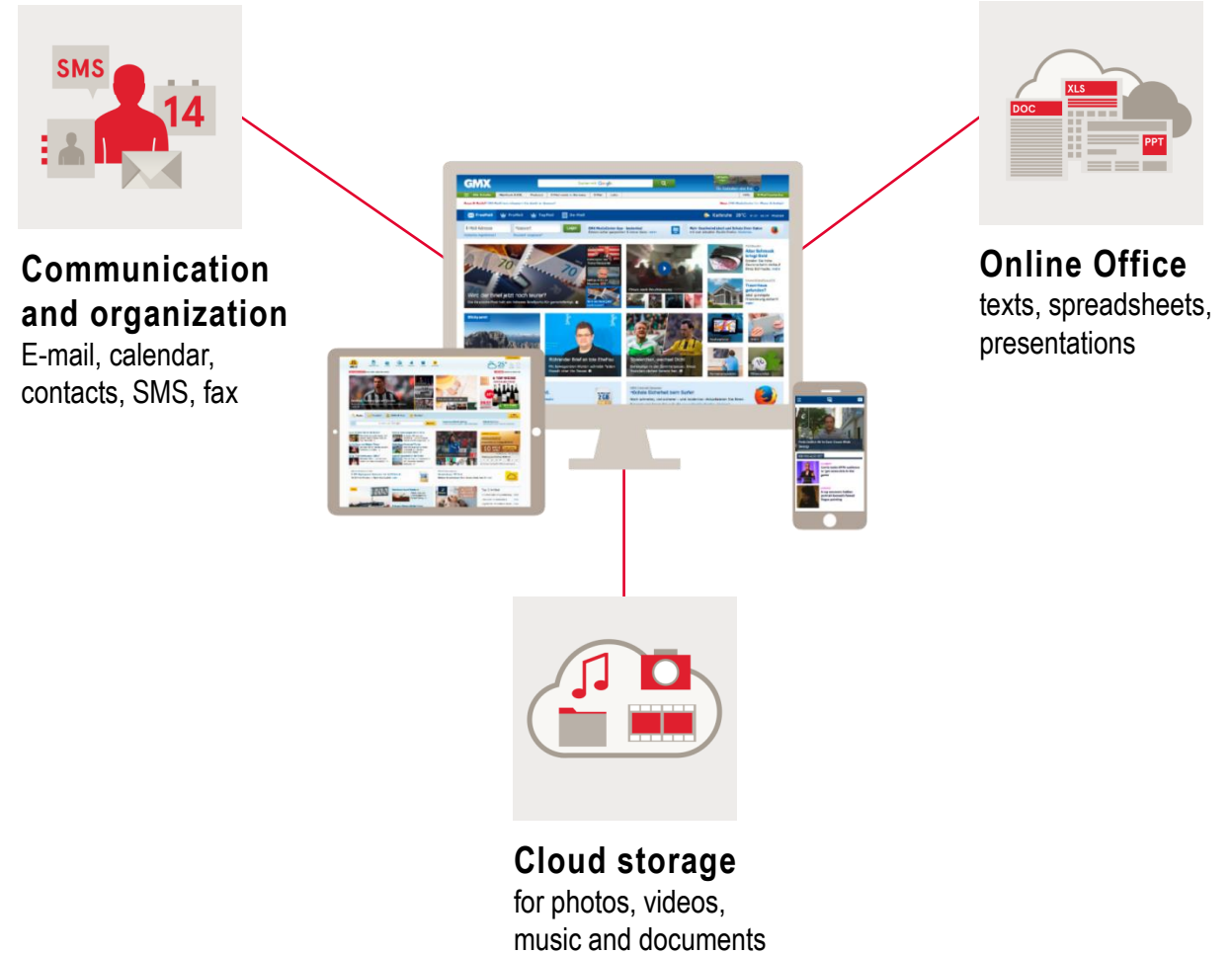
## Business Applications

- Revenues: € 1.423 billion
- EBITDA: € 373.7 million
- Profitability: 26.3% EBITDA margin
- FTE: ~ 4,350
- Total contracts: 9.39 million

\* Figures based on FY 2023

# “CONSUMER APPLICATIONS”

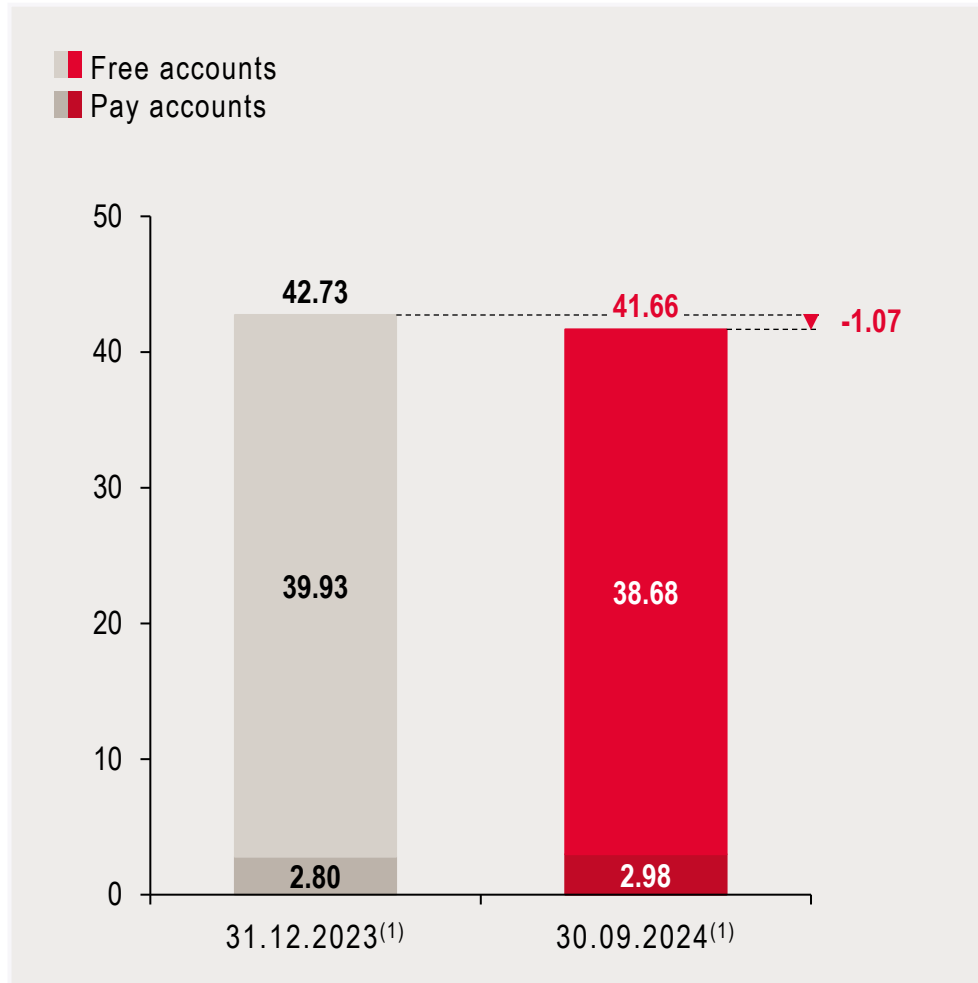
- With GMX, WEB.DE and mail.com, one of the leading providers of consumer applications
- Broad product portfolio for private customers: Personal Information Management (e-mail, tasks, appointments, addresses), cloud storage and office applications
- Differentiation through data protection & data security





# CONSUMER APPLICATIONS SEGMENT: ACCOUNTS

(in million)

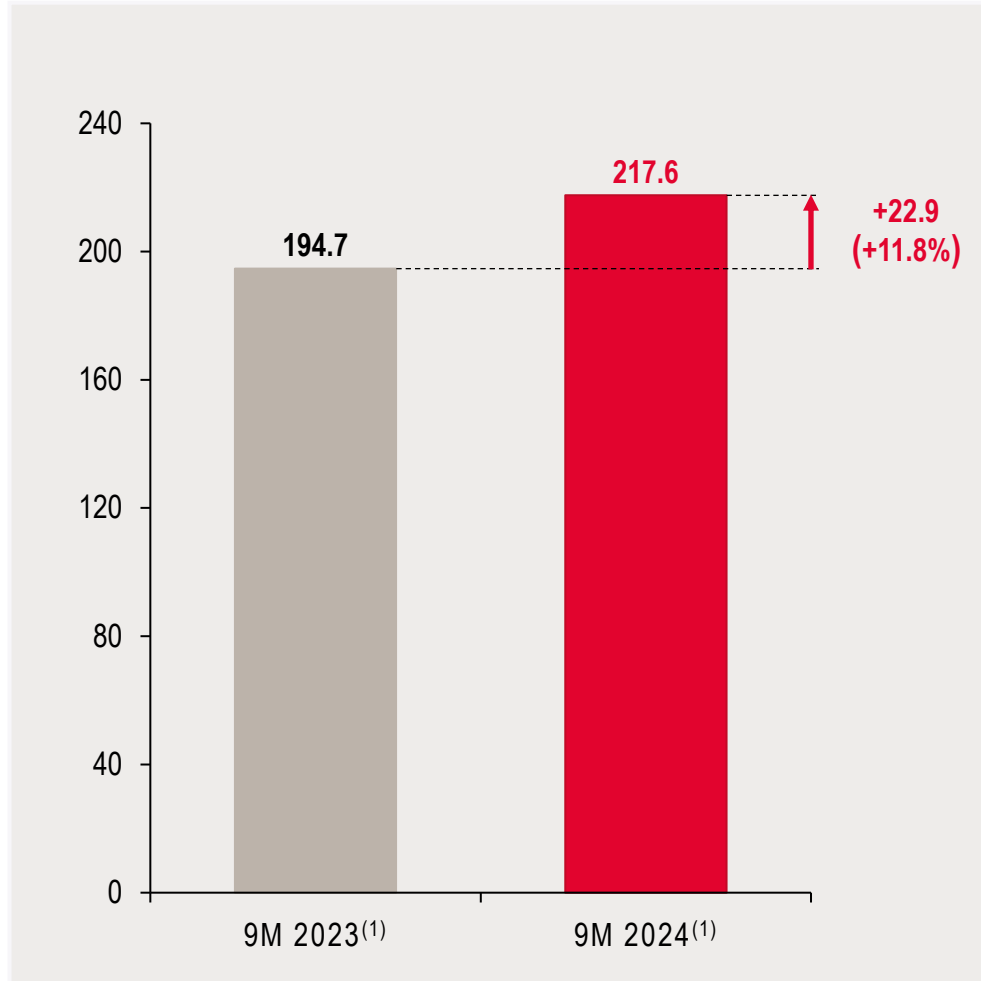


<sup>(1)</sup> w/o 0.04m "De-Mail" and "Energy" contracts

- 41.66 million Consumer accounts (-1.07 million), thereof
  - 38.68 million free accounts (-1.25 million) particularly due to seasonal factors and higher security requirements
  - 2.98 million pay accounts (+180,000)

# CONSUMER APPLICATIONS SEGMENT: REVENUES

(acc. to IFRS in € million)

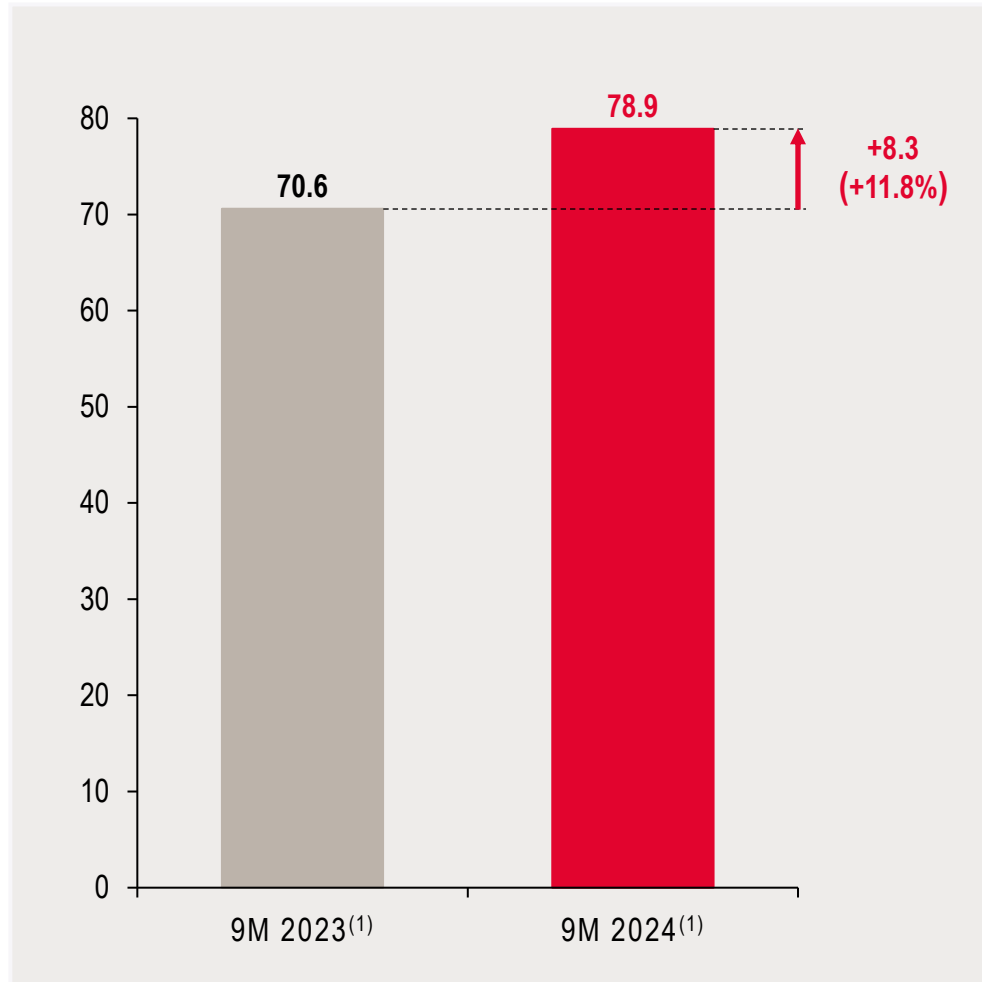


■ +11.8% revenues from € 194.7 million to € 217.6 million

<sup>(1)</sup> w/o revenues contributions "Energy" and "De-Mail" (€ 19.9m; prior year: € 20.6m)

# CONSUMER APPLICATIONS SEGMENT: EBITDA

(acc. to IFRS in € million)



- +11.8% EBITDA from € 70.6 million to € 78.9 million
  - 36.3% EBITDA margin (prior year: 36.3%)
- ➔ Continued good revenue growth expected; the associated profitability growth is to be invested in future growth

<sup>(1)</sup> w/o earnings contributions "Energy" and "De-Mail" (€ -0.2m; prior year: € -2,1m)

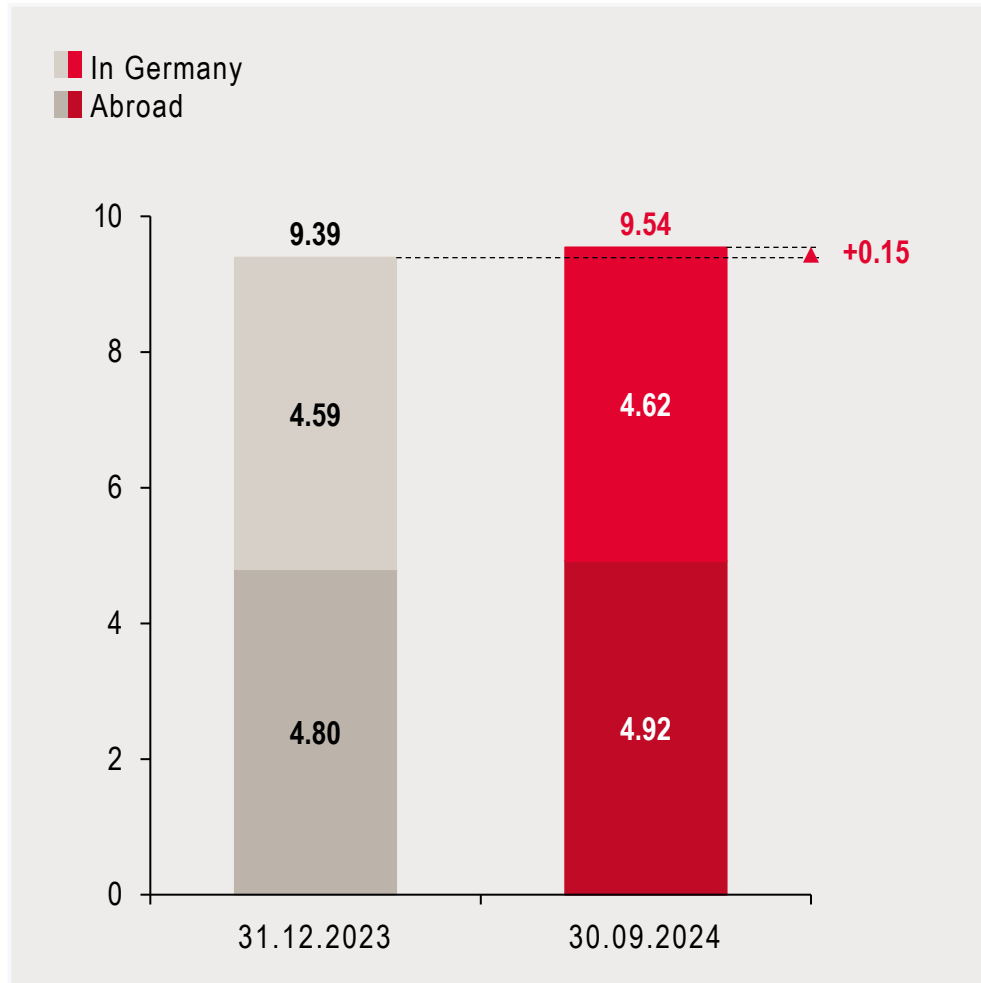
# “BUSINESS APPLICATIONS”

- IONOS as Europe's leading digitization partner for freelancers and small/medium-sized enterprises and reliable cloud enabler
- Active in 18 European countries as well as in the USA, Canada and Mexico
- Broad product portfolio from Web Presence & Productivity to Cloud Solutions



# BUSINESS APPLICATIONS SEGMENT: CUSTOMER CONTRACTS

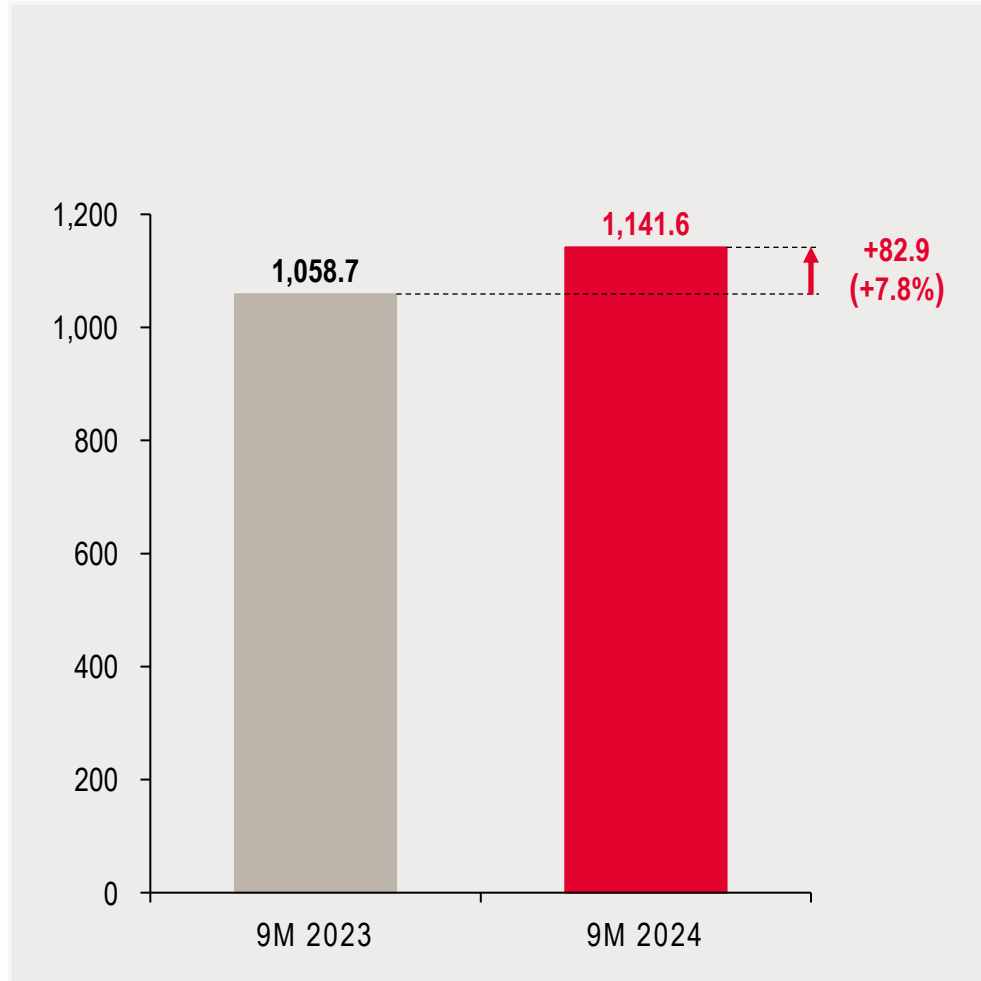
(in million)



- 9.54 million customer contracts (+150,000)
- 4.92 million abroad (+120,000)
- 4.62 million in Germany (+30,000)

# BUSINESS APPLICATIONS SEGMENT: REVENUES

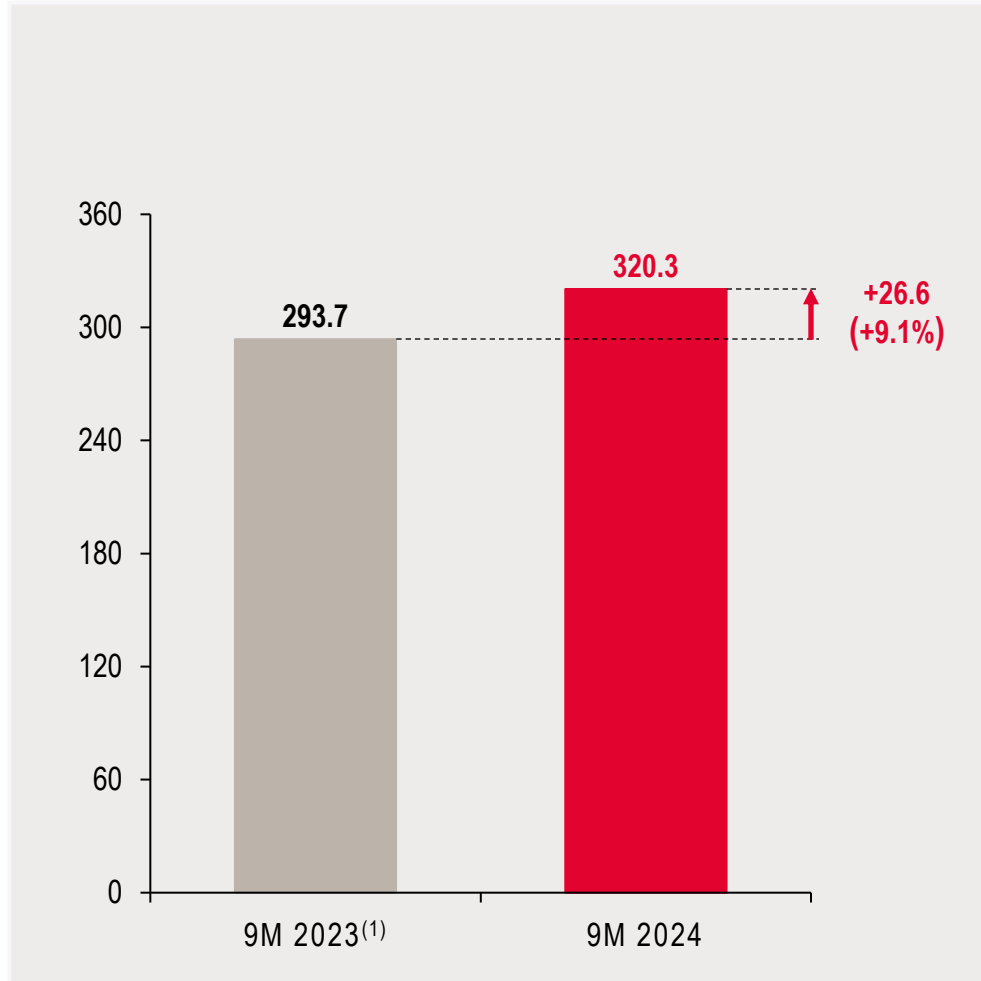
(acc. to IFRS in € million)



- +7.8% revenues to € 1,141.6 million
    - Customer growth
    - Increased up- and cross-selling
- ➔ +11.4% revenues growth in Q3/2024 (yoy)

# BUSINESS APPLICATIONS SEGMENT: EBITDA

(acc. to IFRS in € million)



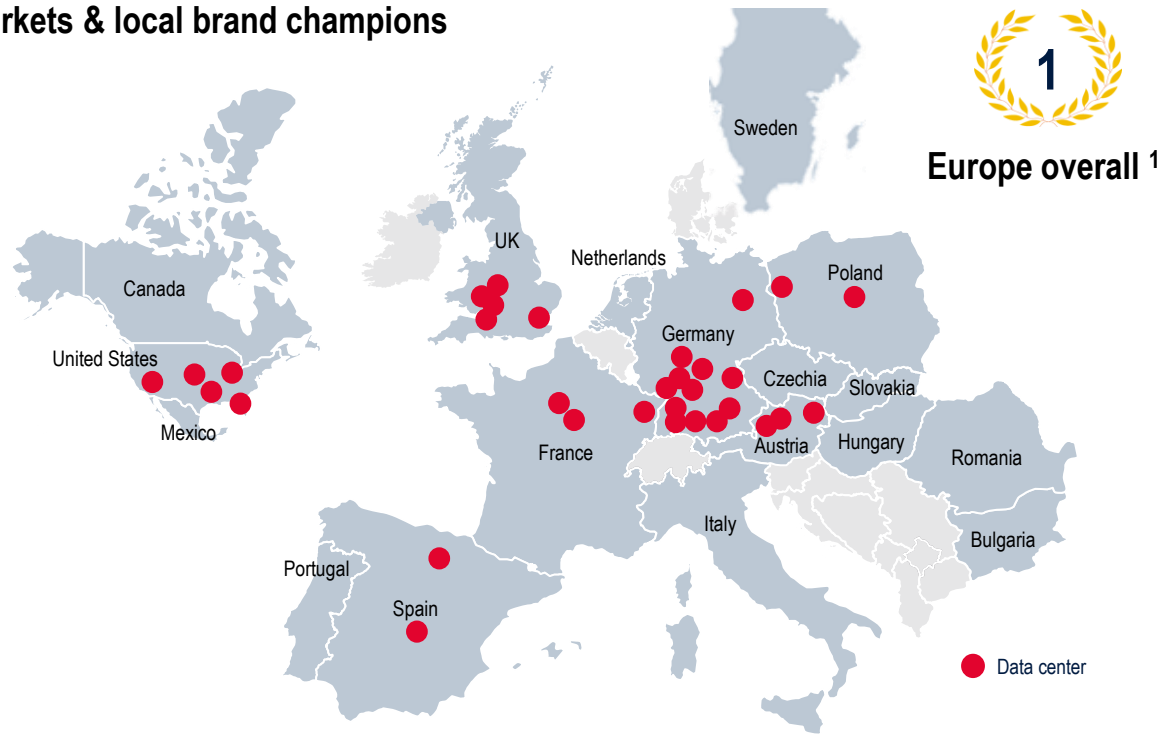
- +9.1% EBITDA to € 320.3 million
- 28.1% EBITDA margin (prior year: 27.7%)

<sup>(1)</sup> Excluding IPO costs (EBITDA and EBIT effect: € +11.7m net)

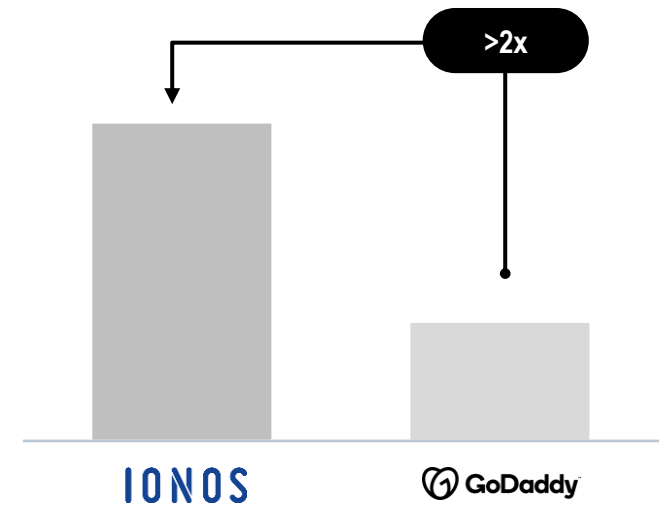
# IONOS IS THE LEADING PARTNER FOR SMB DIGITALIZATION IN EUROPE WITH A BROAD STRATEGIC FOOTPRINT AND LEADING LOCAL BRANDS

## IONOS footprint in 18 markets & local brand champions

- Germany 🇩🇪 🏆 1
- Spain 🇪🇸 🏆 1
- Austria 🇦🇹 🏆 1
- UK 🇬🇧 🏆 2
- Poland 🇵🇱 🏆 2
- France 🇫🇷 🏆 2



## Webhosting market share in Europe (%)<sup>1</sup>



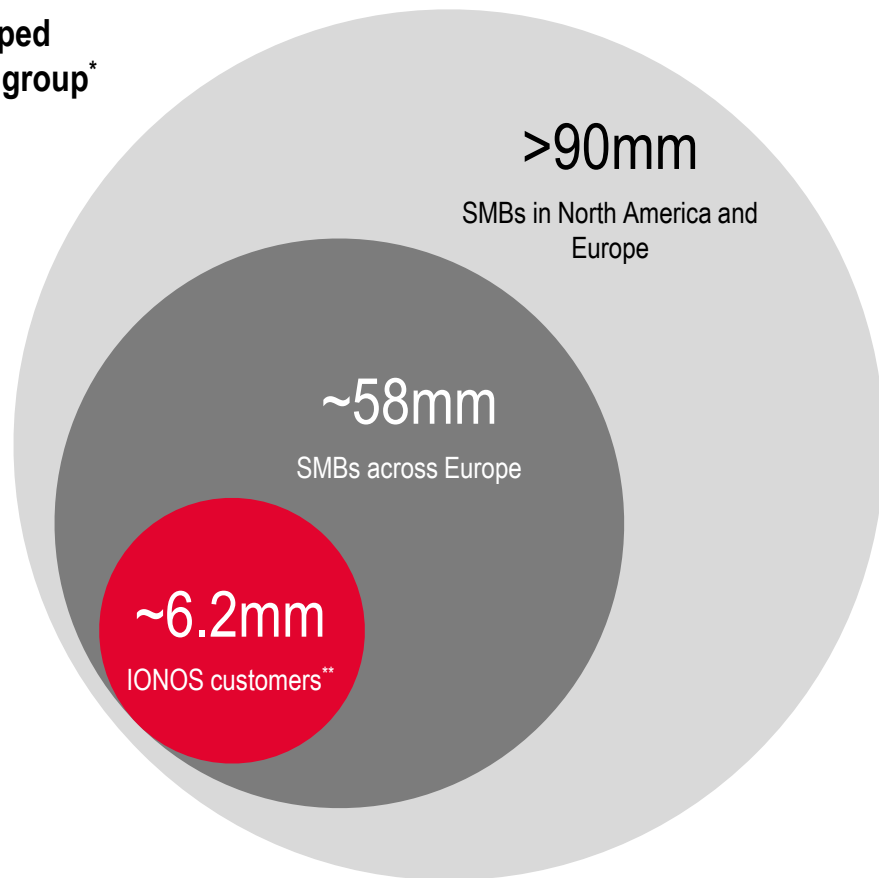
<b>IONOS</b> Global lead brand	<b>STRATO</b> Local champion	<b>arsys</b> Local champion	<b>WORLD4YOU</b> INTERNET SERVICES GMBH Local champion	<b>home.pl</b> Local champion	<b>fasthosts</b> Local champion	<b>united domains</b> InterNetX / sedo Domain expert	<b>we22</b> Website builder
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\* Refers to webhosting market shares based on company data analysis and HostAdvice.

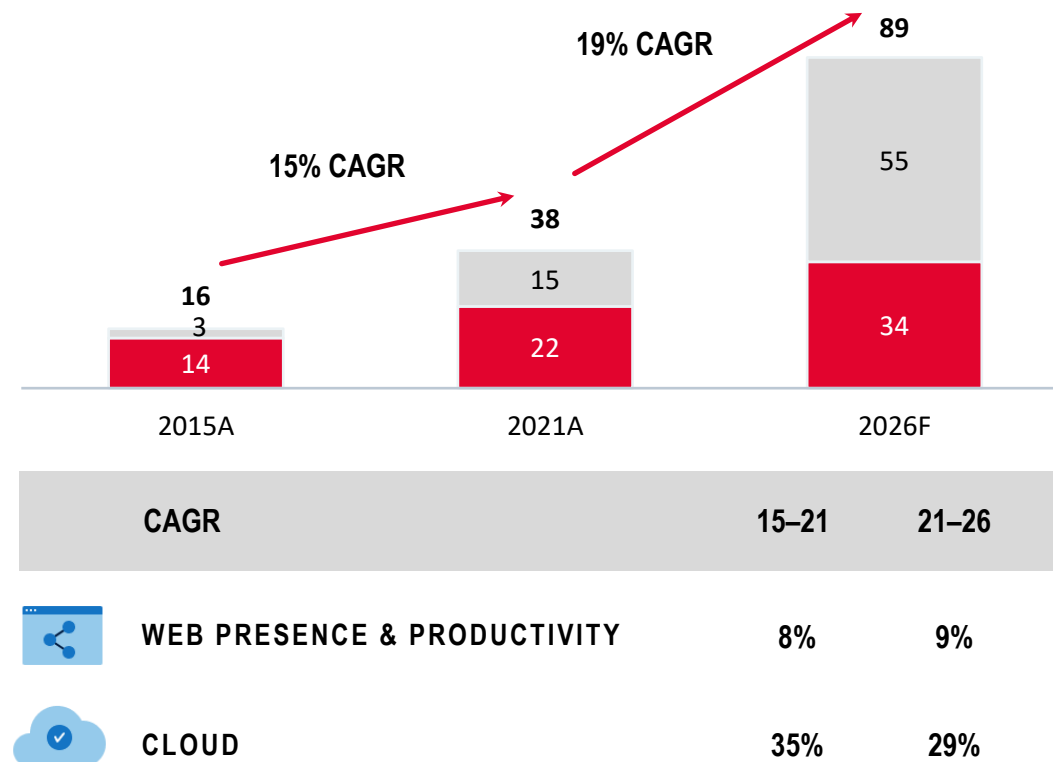


# LARGE AND FAST-GROWING MARKET DRIVEN BY SECULAR TRENDS

Large and untapped  
SMB core target group\*



IONOS addressable market 15-26\*\*\*, €bn



\* SMB core target group shown in the chart includes companies with <250 FTE in 2020

\*\* Total number of IONOS customers (mostly SMBs), as of December 31, 2023

\*\*\* McKinsey: The SMB Market for Digitization and Cloud Solutions, Cloud North America and server hosting North America deducted from total McKinsey figures to align with IONOS current addressability

# COMPREHENSIVE PRODUCT PORTFOLIO, FIRST CLASS CUSTOMER CARE AND INFRASTRUCTURE

## IONOS

Strong customer support organisation  
(Personal Service Agent & 24/7 multi-channel support)

### WEB PRESENCE & PRODUCTIVITY

One-stop-shop for all digitalization needs of SMBs



Domains



E-mail & Office



Web Hosting & Sitebuilder



E-commerce



Server Hosting



Value Added Services

SMBs typically spending €10-20 per month

FY23 revenue: ~90%\*

### CLOUD SOLUTIONS

Trusted European cloud provider for SMBs and enterprises



Public Cloud



Private Cloud



Bare Metal Cloud



Managed Services

SMBs, mid-market & public sector, typically spending €300-500+ per month

FY23 revenue: ~10%\*

### Internet factory

Unified product platforms | Joint group developments | Technology stack with >100,000 servers in 31 data centers\*\*



Broad portfolio



Open-source



Future-oriented design



State-of-the-art

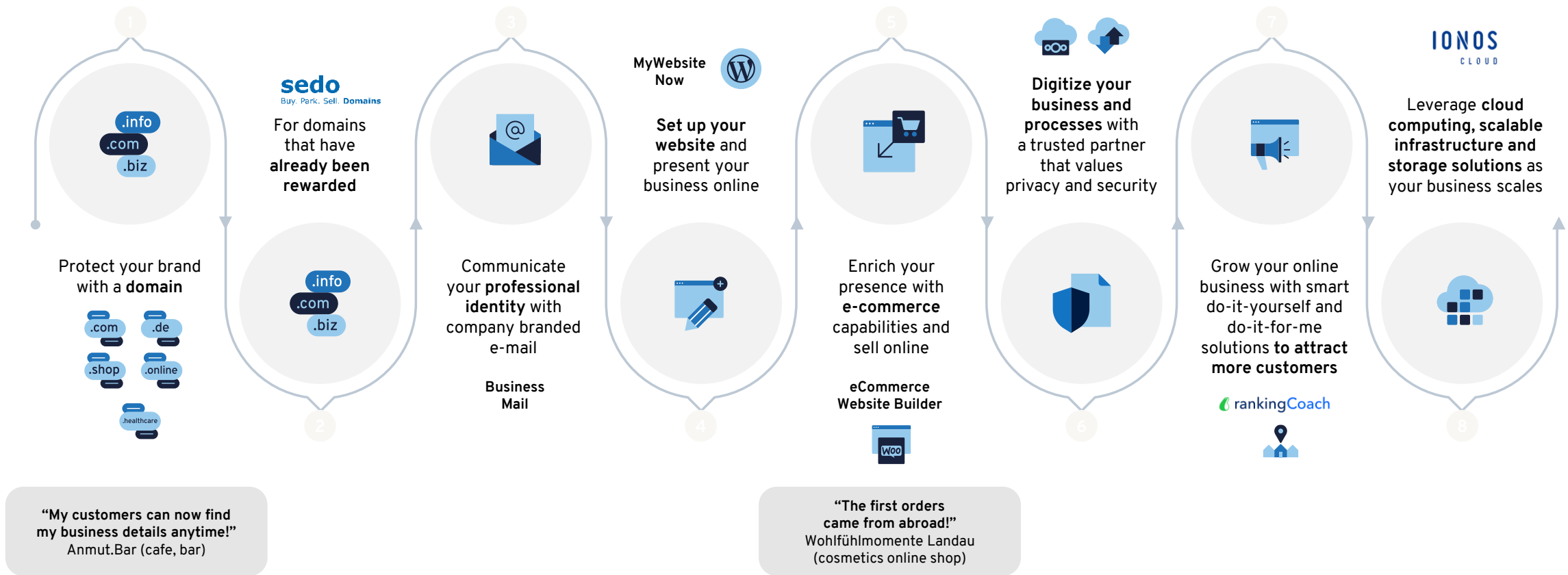


Scalable

\* Refers to revenue from contracts with customers

\*\* o/w 9 fully owned and 21 co-location data centers as Q3 2024, several of them geo-redundant

# THE IONOS ONE-STOP-SHOP PORTFOLIO ENABLES AN END-TO-END DIGITISATION JOURNEY FOR OUR CUSTOMERS



# RESULTS Q3 2024

## GROUP: KPIs AS OF SEPTEMBER 30, 2024

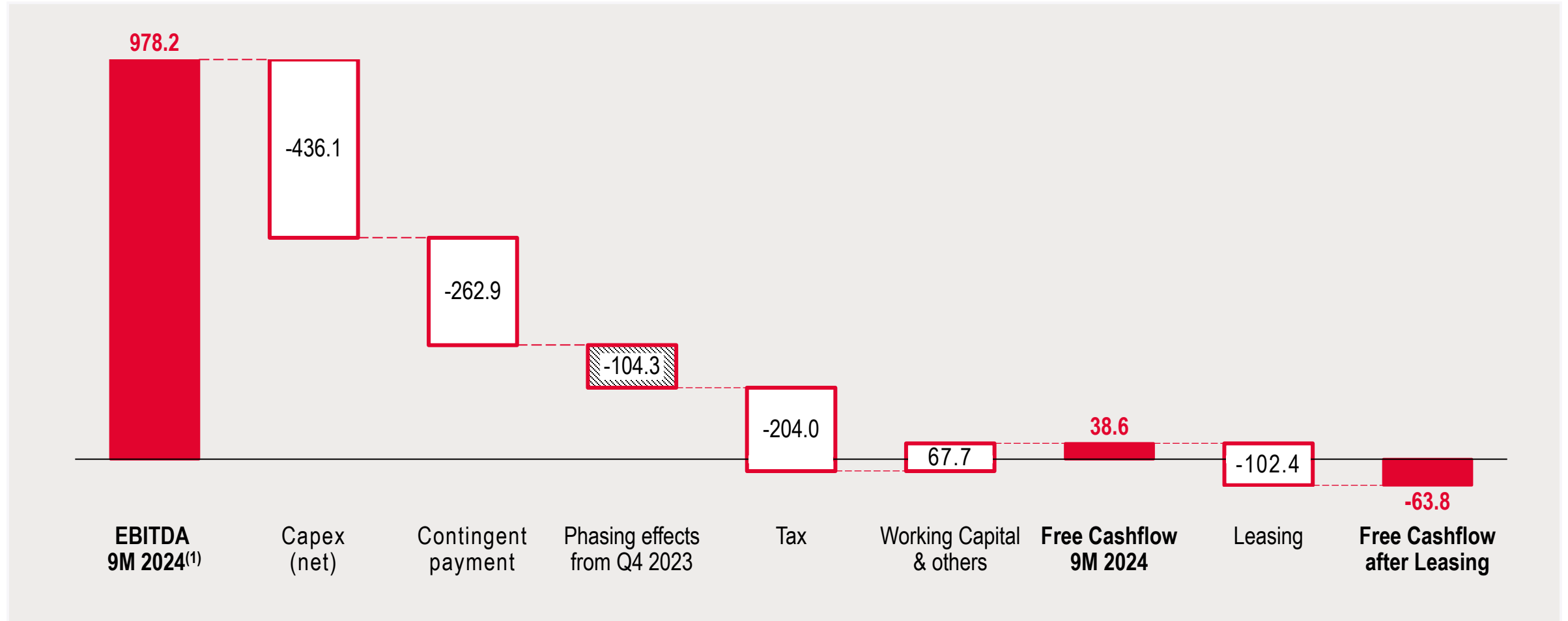
P&L ratios acc. to IFRS in € million	9M 2023 <sup>(1)</sup>	9M 2024 <sup>(2)</sup>	Change
Fee-based customer contracts	28.15	28.87	▪ +0.72 million
Advertising financed free accounts	39.77	38.68	▪ -1.09 million (pay accounts: +0.18 million)
Revenues	4,568.3	4,660.7	▪ +2.0%
EBITDA	992.7	978.4	▪ -1.4% despite € -167.1 million higher expenses for the roll-out of the 1&1 mobile network, € -14.3 m. out-of-period expenses
EBIT	596.3	529.5	▪ -11.2% due to € -363.5 million higher depreciation in connection with the network expansion
Key cash flow figures acc. to IFRS in € million	9M 2023	9M 2024	Comments
Cash flow from operating activities	784.3	818.3	▪ Increase despite lower consolidated earnings
Net cash provided by operating activities	570.6	474.7	▪ Decrease due to Q4 2023 phasing effect of € -104.3 million
Cash flow from investing activities	-506.3	-431.6	▪ Driven by investments in intangible assets and PPE
Cash flow from financing activities	-28,6	-43,5	▪ Decrease in particular due to higher leasing payments

<sup>(1)</sup> 2023 w/o revenue and earnings contributions from Energy and De-Mail (revenue contribution: € 20.6m; EBITDA and EBIT contribution: € -2.1m) and w/o IONOS IPO costs (EBITDA and EBIT effect: € -1.6m)

<sup>(2)</sup> 2024 w/o revenue and earnings contributions from Energy and De-Mail (revenue contribution: € 19.9m; EBITDA contribution: € -0.2m and EBIT contribution: € -0.3m)

# GROUP: EBITDA / FREE CASH FLOW BRIDGE AS OF SEPTEMBER 30, 2024

(acc. to IFRS in € million)



<sup>(1)</sup> incl. "Energy" and "De-Mail"

# GROUP: BALANCE SHEET AS OF SEPTEMBER 30, 2024 (I)

(acc. to IFRS in € millions)

Assets	31.12.2023	30.09.2024	Comments
Property, plant and equipment / intangible assets	4,406.9	4,784.9	▪ Increase due to investments made in 9M 2024 (primarily in the fiber optic/mobile network)
Goodwill	3,628.8	3,632.2	▪ Mostly unchanged
Financial assets	381.6	183.9	▪ Decline in particular due to impairment at Tele Columbus (€ -170.5 million)
Trade receivables	543.7	570.5	▪ Mostly unchanged
Contract assets	882.7	804.3	▪ Update of contract assets (decrease due to lower hardware revenues)
Inventories and deferred expenses	1,161.7	1,350.9	▪ Increase due to line rentals and advance payments to upfront providers (telecom quota agreement)
Income tax assets and other assets	212.5	234.0	▪ Increase due to reporting date
Cash and cash equivalents	27.7	27.3	▪ Mostly unchanged
<b>Total</b>	<b>11,245.6</b>	<b>11,588.3</b>	

# GROUP: BALANCE SHEET AS OF SEPTEMBER 30, 2024 (II)

(acc. to IFRS in € millions)

Liabilities and equity	31.12.2023	30.09.2024	Comments
Equity	5,555.1	5,510.0	▪ Equity ratio: 47.5%
Liabilities to banks	2,464.3	2,742.0	▪ Increase in liabilities to banks driven by utilization of long-term credit lines and taking on additional debt
Trade accounts payable	702.6	612.6	▪ Decline due to phasing effects from Q4 2023 (€ -104.3 million)
Contract liabilities	207.7	212.5	▪ Mostly unchanged
Accrued taxes and deferred tax liabilities	381.0	349.6	▪ Decrease due to reporting date
Other accrued liabilities / other liabilities	1,934.9	2,161.6	▪ Increase due to reporting date
<b>Total</b>	<b>11,245.6</b>	<b>11,588.3</b>	



# OUTLOOK 2024

# OUTLOOK 2024

## Full year guidance for revenues specified, for EBITDA and Cash-CAPEX confirmed<sup>(1)</sup>

- Revenues: approx. € 6.35 billion (previously expected: € 6.40 billion; 2023: € 6.21 billion)
- EBITDA (operative): approx. € 1.38 billion (2023: € 1.30 billion)
- Cash-CAPEX: 15 - 25% above the previous year's figure (2023: € 756 million), in particular for
  - building the mobile network and
  - expansion of the fiber optic network in additional expansion areas and for connecting mobile antennas

<sup>(1)</sup> incl. "Energy" and "De-Mail"

# SHARE AND DIVIDEND

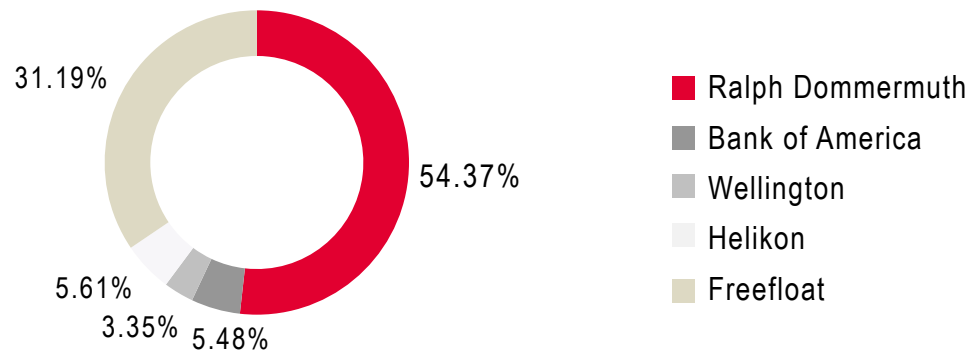
# SHARE PRICE DEVELOPMENT AND SHAREHOLDER STRUCTURE



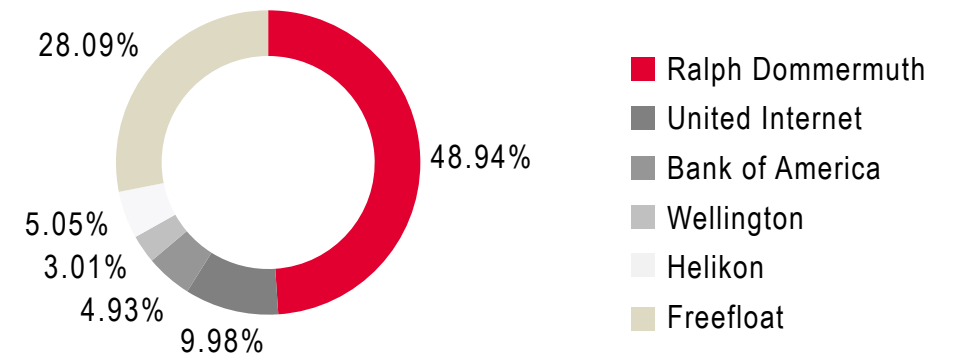
## Key Share Facts & Figures:

- ISIN: DE0005089031
- WKN: 508903
- Stock Exchange: Xetra
- Index: MDAX, TecDAX
- Shares: 192,000,000
- IPO Date: 23.03.1998
- Issuance Price: € 1.02

Shareholder Structure (taking into account non-voting treasury shares in the share capital):

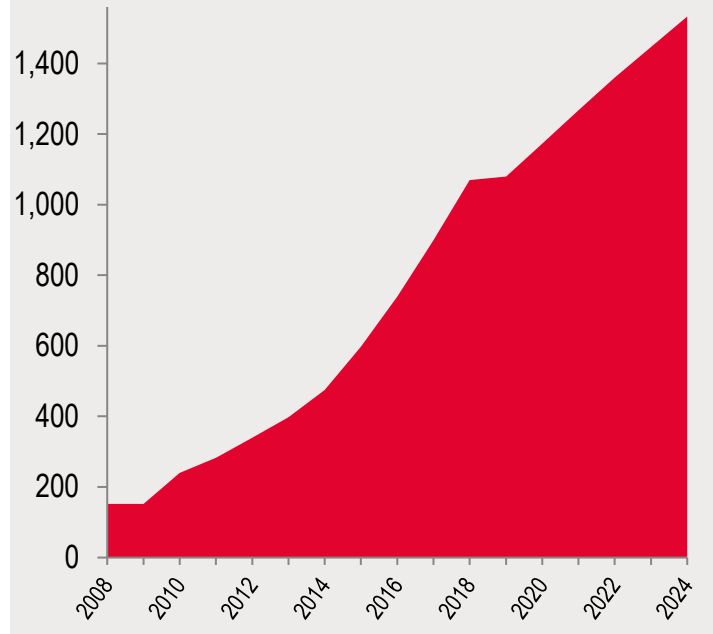


Shareholder Structure:



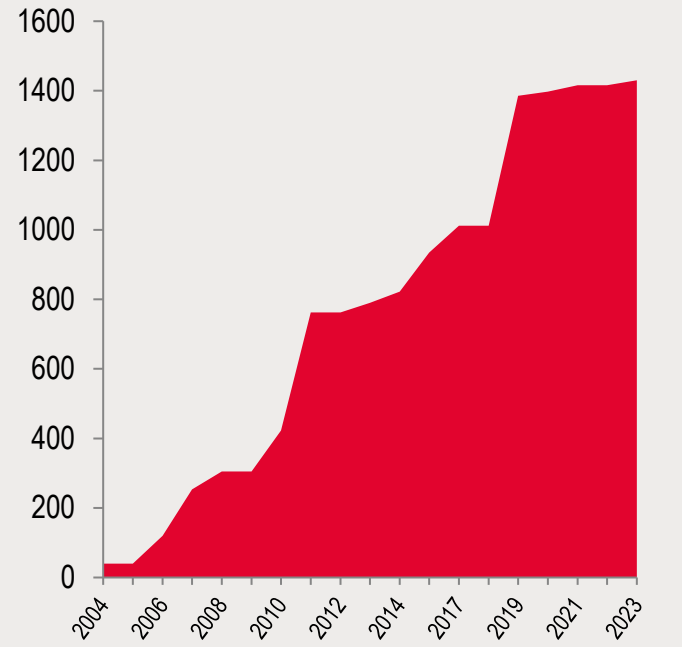
# SHAREHOLDER RETURN

**Dividend payments**  
(cumulative in € million)



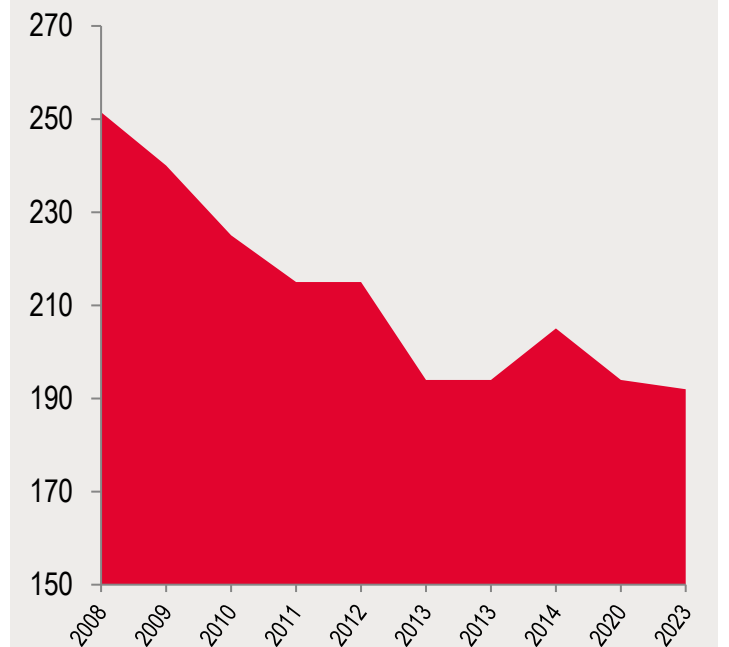
- Dividend payment for fiscal year 2024: € 0.50 per share
- Total dividend payments of € 1.53 billion

**Share buy backs**  
(cumulative in € million)



- Total of more than € 1.4 billion for share buy backs (until March 2023)

**Share capital**  
(in € million)



- Last capital reduction in February 2023: Redemption of 2 million shares to share capital of 192 million

# SUSTAINABILITY AT UNITED INTERNET

# ESG AT A GLANCE @UNITED INTERNET



## Ecological Responsibility

Decarbonization

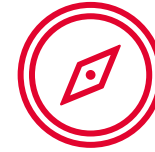
Material efficiency and circularity



## Social Responsibility

Working conditions, diversity and inclusion

Recruiting and retaining young talent, occupational health and safety and health management



## Corporate Responsibility

Responsible corporate management

Supply chain responsibility (compliance, anticorruption and respect for human rights)



## Digital Responsibility

Digital participation

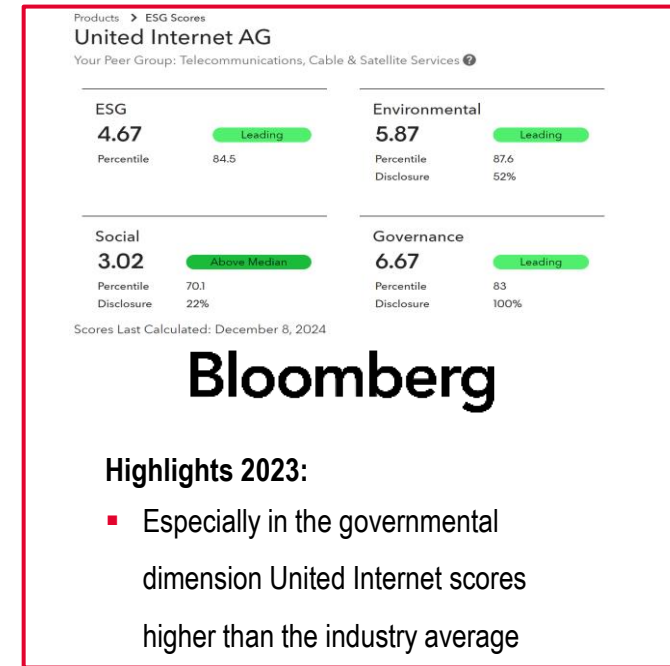
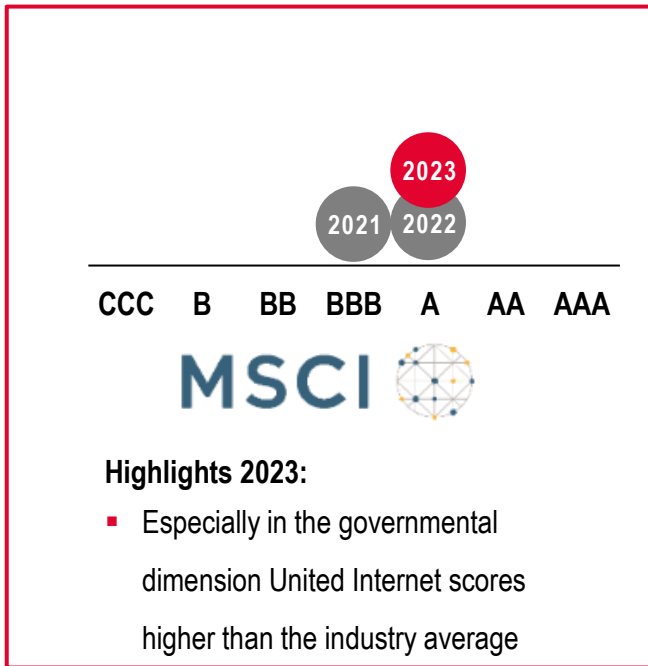
Information security and Data Privacy



ESG – Environment – Social – Governance & Digital Responsibility

# ESG RATINGS 2023

- Most asset management companies (83%) rely on external providers for data collection and use the ESG data and ratings from these providers<sup>1</sup>
- 84% of asset management companies use MSCI as a data provider, followed by ISS (44%), Bloomberg (28%) and Sustainalytics as well as Solactive (20% each)




<sup>1</sup> BaFin (2024) Market study on the collection and handling of ESG data and ESG rating procedures by asset management companies, [https://www.bafin.de/SharedDocs/Downloads/DE/dl\\_ESG-Studie\\_PDF\\_20240214.html](https://www.bafin.de/SharedDocs/Downloads/DE/dl_ESG-Studie_PDF_20240214.html)



# INVESTOR RELATIONS CONTACT




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 General: [investor-relations@united-internet.de](mailto:investor-relations@united-internet.de)

 Web: [united-internet.de/en/investor-relations](http://united-internet.de/en/investor-relations)

## VOTING RIGHTS\*

United Interent AG

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\* Please use the provided email address for shareholder disclosure notifications and, in addition to the legible report, also send us the XML version.

**UNITED INTERNET AG**

**Our success story  
continues!**