

## United Internet: Key figures Q3 2024



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

Disclaimer: Minor rounding differences may occur between the KPI sheet and the report.

Group (in € millions)	9M 2023	9M 2024	Change yoy	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Change yoy
<b>Revenues</b>	4,588.9	4,680.6	2.0%	1,538.3	1,489.8	1,560.8	1,624.3	1,571.6	1,541.7	1,567.4	0.4%
De-Mail & Energy	20.6	19.9	-3.2%	7.2	6.7	6.6	6.8	6.6	6.7	6.6	-1.2%
<b>Revenues comparable</b>	4,568.3	4,660.7	2.0%	1,531.1	1,483.1	1,554.2	1,617.6	1,564.9	1,535.0	1,560.8	0.4%
<b>EBITDA</b>	989.0	978.2	-1.1%	315.0	349.2	324.9	303.1	340.8	320.9	316.5	-2.6%
De-Mail & Energy	-2.1	-0.2		-4.2	1.2	0.9	-0.5	-1.3	0.6	0.5	
IONOS IPO costs	-1.6	0.0		0.5	-2.1	0.0	-0.2	0.0	0.0	0.0	
<b>EBITDA comparable</b>	992.7	978.4	-1.4%	319.1	348.0	324.0	303.6	342.1	320.2	316.1	-2.4%
Project cost 1&1 Mobile Network (Consumer Access)	-73.8	-167.1	126.5%	-19.2	-21.5	-33.0	-58.6	-42.4	-68.6	-56.1	70.0%
<b>Segment "Consumer Access" (in € millions)</b>	<b>9M 2023</b>	<b>9M 2024</b>	<b>Change yoy</b>	<b>Q1 2023</b>	<b>Q2 2023</b>	<b>Q3 2023</b>	<b>Q4 2023</b>	<b>Q1 2024</b>	<b>Q2 2024</b>	<b>Q3 2024</b>	<b>Change yoy</b>
<b>Revenues</b>	3,031.8	3,017.2	-0.5%	1,021.0	972.1	1,038.7	1,064.9	1,024.4	991.5	1,001.3	-3.6%
Hardware/other revenues	612.9	538.5	-12.1%	232.2	176.3	204.4	240.6	202.5	168.4	167.5	-18.1%
<b>Service revenues</b>	2,418.9	2,478.7	2.5%	788.9	795.7	834.2	824.4	821.9	823.0	833.8	-0.1%
<b>EBITDA</b>	511.1	463.0	-9.4%	182.1	169.9	159.0	142.8	182.3	144.3	136.4	-14.2%
EBITDA "Access"	584.9	630.1	7.7%	201.4	191.4	192.0	201.4	224.7	212.8	192.5	0.3%
EBITDA "1&1 Mobile Network"	-73.8	-167.1	-126.5%	-19.2	-21.5	-33.0	-58.6	-42.4	-68.6	-56.1	70.0%
<b>Segment "Business Access" (in € millions)</b>	<b>9M 2023</b>	<b>9M 2024</b>	<b>Change yoy</b>	<b>Q1 2023</b>	<b>Q2 2023</b>	<b>Q3 2023</b>	<b>Q4 2023</b>	<b>Q1 2024</b>	<b>Q2 2024</b>	<b>Q3 2024</b>	<b>Change yoy</b>
<b>Revenues</b>	413.4	430.7	4.2%	136.1	134.7	142.6	150.6	141.7	141.4	147.5	3.4%
<b>EBITDA</b>	118.2	120.6	2.0%	34.8	42.4	41.1	44.7	35.4	43.4	41.9	1.9%
Start-up costs for the fiber-optic network extension to supply additional expansion areas and to connect mobile communications antennas	-17.1	-22.0	28.9%	-7.2	-4.4	-5.5	-4.4	-9.1	-7.4	-5.5	0.6%
<b>EBITDA comparable</b>	135.3	142.6	5.4%	42.0	46.8	46.5	49.1	44.4	50.8	47.4	1.9%
<b>Segment "Business Applications" (in € millions)</b>	<b>9M 2023</b>	<b>9M 2024</b>	<b>Change yoy</b>	<b>Q1 2023</b>	<b>Q2 2023</b>	<b>Q3 2023</b>	<b>Q4 2023</b>	<b>Q1 2024</b>	<b>Q2 2024</b>	<b>Q3 2024</b>	<b>Change yoy</b>
<b>Revenues</b>	1,058.7	1,141.6	7.8%	353.8	354.8	350.2	365.0	373.0	378.7	390.0	11.4%
<b>EBITDA</b>	305.4	320.3	4.9%	92.8	111.3	101.4	80.0	101.3	106.1	112.9	11.4%
IONOS IPO costs	-11.7	0.0		-11.3	-0.4	0.0	0.0	0.0	0.0	0.0	
<b>EBITDA comparable</b>	293.7	320.3	9.0%	81.5	110.9	101.4	80.0	101.3	106.1	112.9	11.4%
<b>Segment "Consumer Applications" (in € millions)</b>	<b>9M 2023</b>	<b>9M 2024</b>	<b>Change yoy</b>	<b>Q1 2023</b>	<b>Q2 2023</b>	<b>Q3 2023</b>	<b>Q4 2023</b>	<b>Q1 2024</b>	<b>Q2 2024</b>	<b>Q3 2024</b>	<b>Change yoy</b>
<b>Revenues</b>	215.3	237.5	10.3%	70.0	71.0	74.3	89.0	77.7	80.1	79.7	7.3%
De-Mail & Energy	20.6	19.9	-3.2%	7.2	6.7	6.6	6.8	6.6	6.7	6.6	-1.2%
<b>Revenues comparable</b>	194.7	217.6	11.8%	62.7	64.3	67.6	82.2	71.1	73.3	73.2	8.2%
<b>EBITDA</b>	68.5	78.7	14.8%	15.6	27.7	25.2	35.0	22.5	30.7	25.5	1.1%
De-Mail & Energy	-1.6	-0.2	-87.5%	-4.0	1.3	1.0	-0.3	-1.3	0.6	0.5	-51.3%
<b>EBITDA comparable</b>	70.7	78.9	11.7%	19.8	26.5	24.3	35.5	23.8	30.1	25.0	2.7%
<b>Customer figures</b>											
<b>Development of customer contracts (in millions)</b>	30.09.2024 vs.			31.03.2023				30.09.2024 vs.			
	31.12.2023	30.09.2024	31.12.2023	31.03.2023	30.06.2023	30.09.2023	31.12.2023	31.03.2024	30.06.2024	30.09.2024	30.06.2024
<b>Total customers, subscription based</b>	28.45	28.87	0.42	27.65	27.89	28.15	28.45	28.65	28.78	28.87	0.09
<b>Consumer Access, total contracts</b>	16.26	16.35	0.09	15.87	15.96	16.11	16.26	16.30	16.35	16.35	0.00
of which Mobile Internet	12.25	12.38	0.13	11.80	11.91	12.10	12.25	12.29	12.36	12.38	0.02
of which broadband products	4.01	3.97	-0.04	4.07	4.05	4.01	4.01	4.01	3.99	3.97	-0.02
<b>Business Applications, total contracts</b>	9.39	9.54	0.15	9.15	9.25	9.30	9.39	9.49	9.52	9.54	0.02
<b>Consumer Applications, total</b>	42.73	41.66	-1.07	42.48	42.22	42.51	42.73	42.06	41.66	41.66	0.00
of which Premium Mail Subscriptions	2.03	2.16	0.13	1.99	1.94	1.98	2.03	2.07	2.11	2.16	0.05
of which Value Added Subscriptions	0.77	0.82	0.05	0.75	0.76	0.76	0.77	0.79	0.80	0.82	0.02
of which free accounts	39.93	38.68	-1.25	39.74	39.52	39.77	39.93	39.20	38.75	38.68	-0.07
<b>Business Applications, total contracts</b>	9.39	9.54	0.15	9.15	9.25	9.30	9.39	9.49	9.52	9.54	0.02
Business Applications, total customers	6.18	6.30	0.12	6.06	6.10	6.13	6.19	6.26	6.28	6.30	0.02