

UNITED INTERNET AG

6-Month 2021

Montabaur,

August 5, 2021

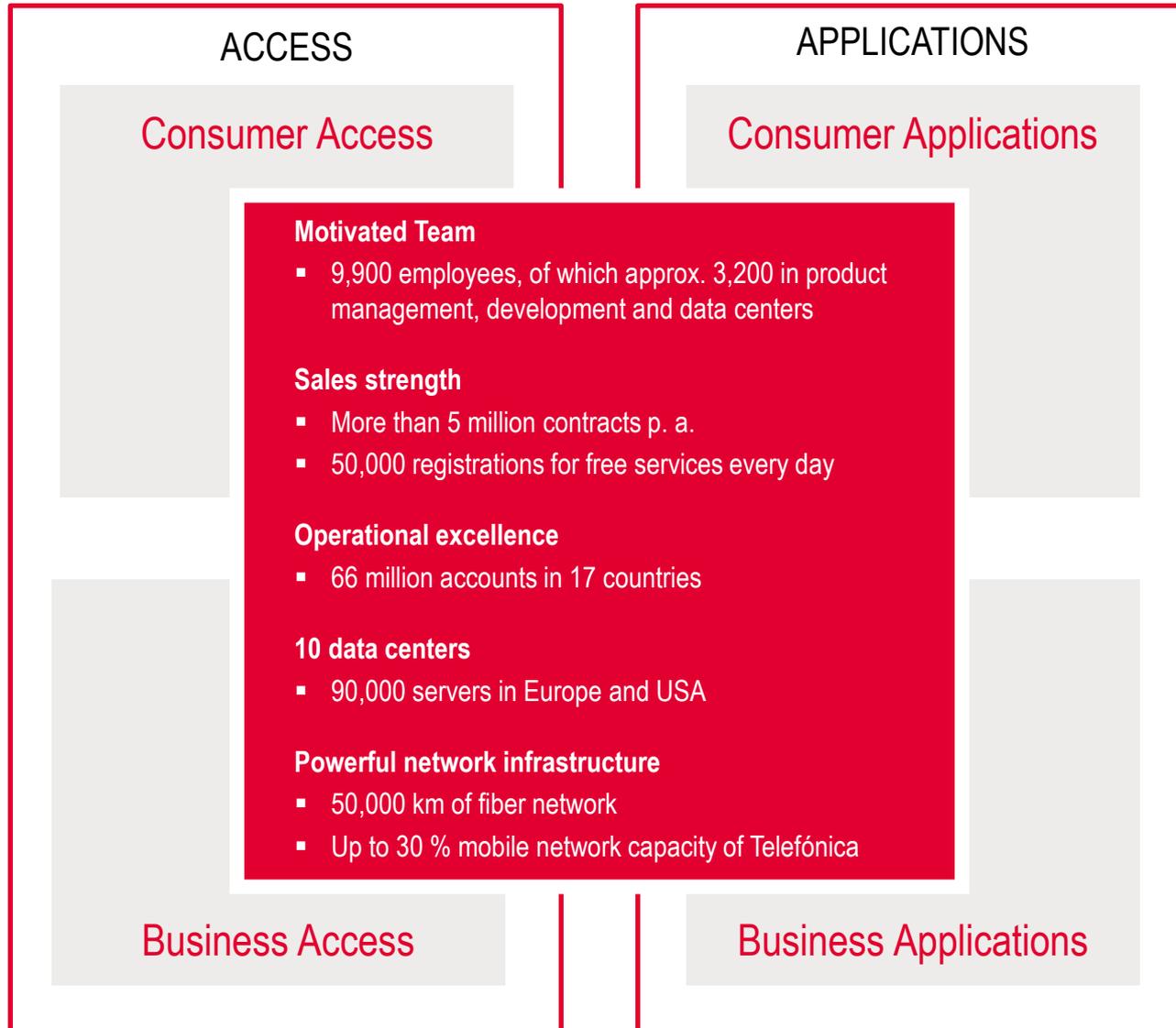
AGENDA

Ralph Dommermuth Company development
Outlook 2021

Martin Mildner Results H1 2021

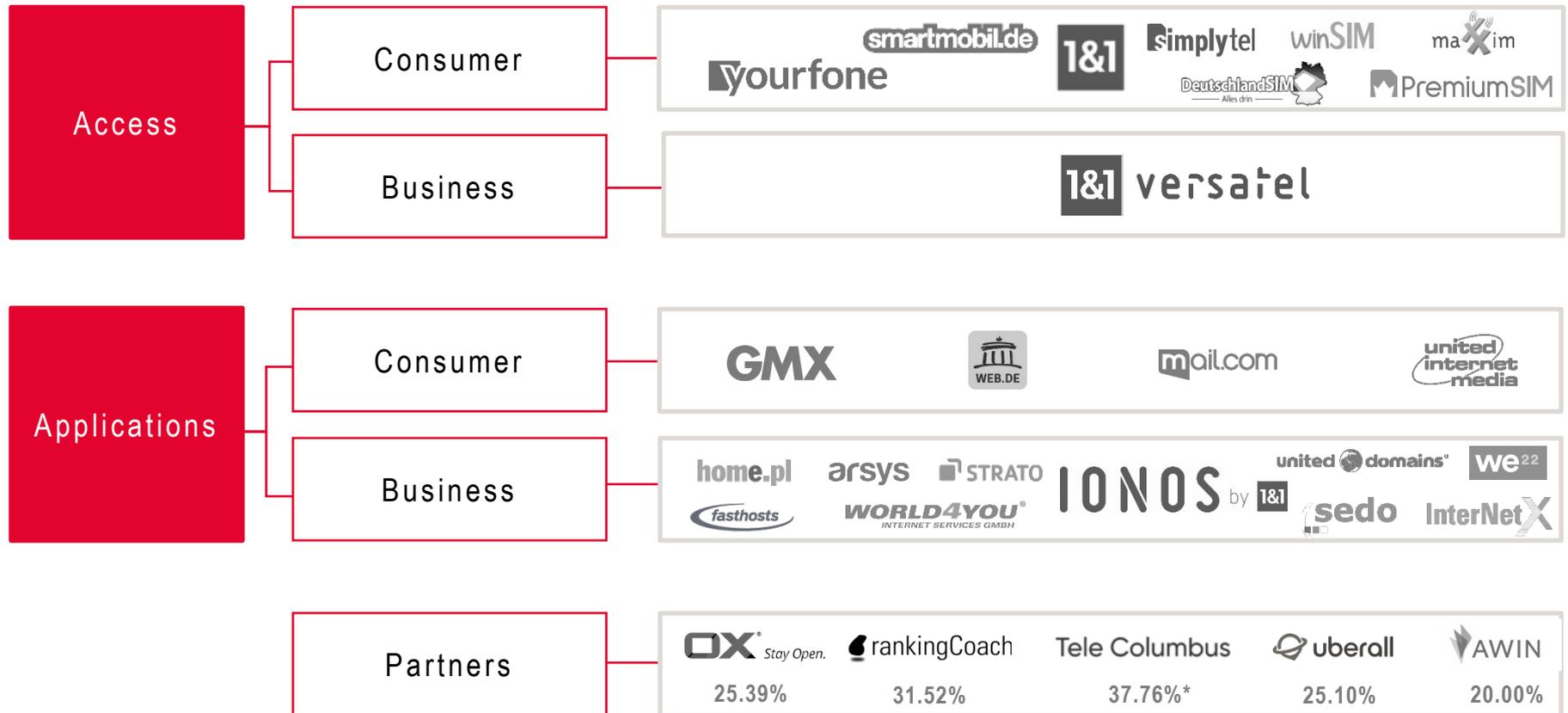
COMPANY DEVELOPMENT

2 BUSINESS AREAS: ACCESS & APPLICATIONS



BRANDS & INVESTMENTS

(as of June 30, 2021)



* Tele Columbus shares held indirectly via 40% investment in Kublai GmbH

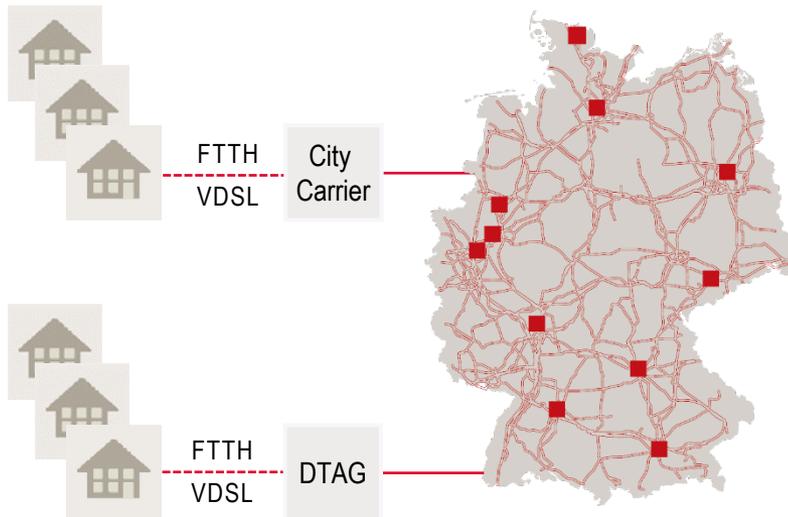
“ACCESS” IN H1 2021

- CONSUMER ACCESS
- BUSINESS ACCESS

- CONSUMER APPLICATIONS
- BUSINESS APPLICATIONS

“CONSUMER ACCESS”: FIXED-LINE BUSINESS

- 1&1 as the largest alternative DSL provider with 4.28 million broadband connections
- VDSL and FTTH complete packages incl. voice and IP-TV via 1&1 Versatel, with the last mile via Deutsche Telekom and City Carrier
- Connect fixed-line network awards: #1 in 2020, 2017 and 2015, #2 in 2021, 2018 and 2016



“CONSUMER ACCESS”: MOBILE BUSINESS

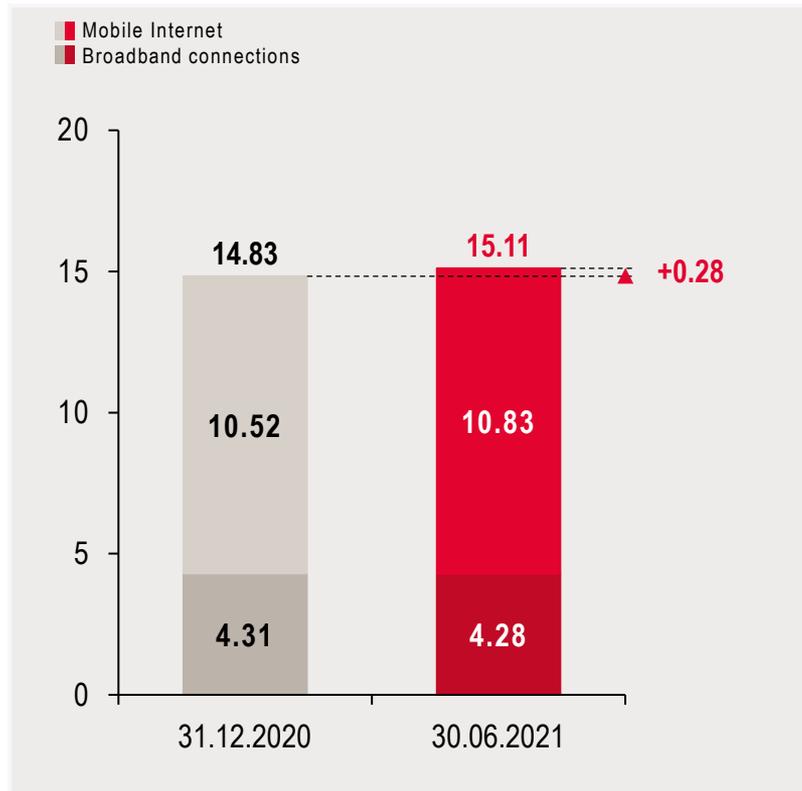
- 1&1 is Germany's leading MVNO with 10.83 million mobile phone contracts
- Broad market coverage - target group-specific approach to all market segments
- Award winning in the connect customer satisfaction survey



- Development of a high-performance 5G network
- MBA MVNO contract with Telefónica until network start
- Additional wholesale contract with Vodafone

“CONSUMER ACCESS”: CUSTOMER CONTRACTS

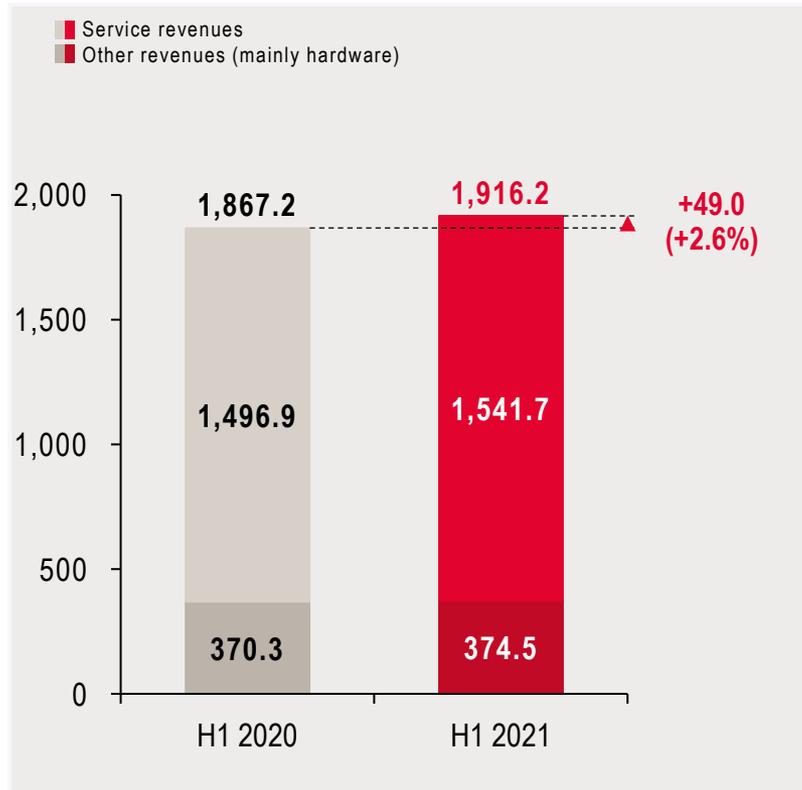
(in millions)



- 15.11 million customer contracts (+ 280,000)
 - 10.83 million mobile internet contracts (+ 310,000)
 - 4.28 million broadband connections ADSL / VDSL / FTTH (- 30,000)

“CONSUMER ACCESS”: REVENUES

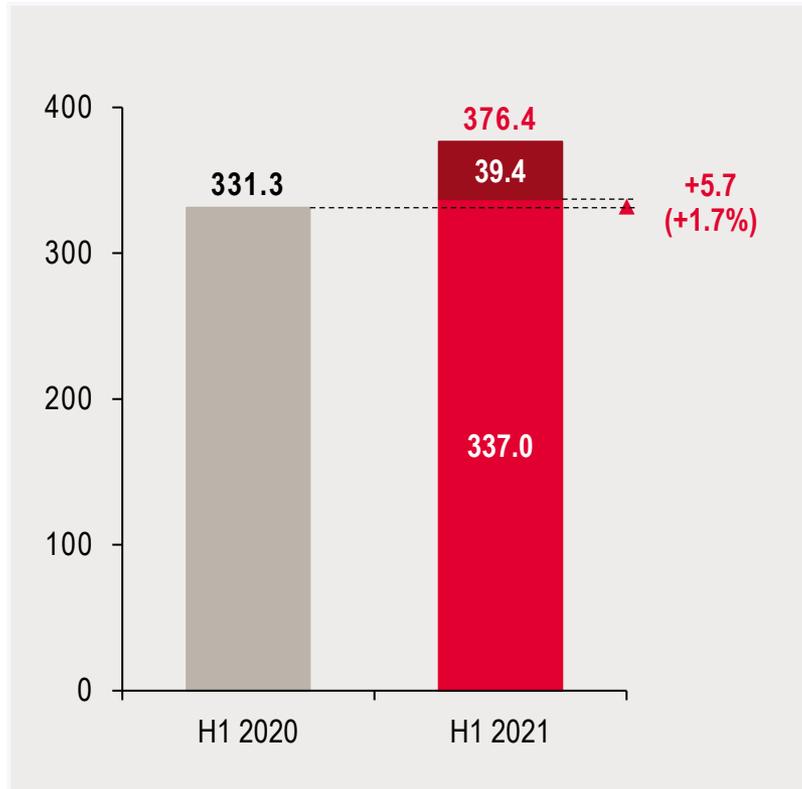
(acc. to IFRS in € millions)



- + 2.6% revenues to € 1.916 billion
 - + 3.0% service revenues to € 1.542 billion
 - + 1.1% other revenues (mainly smartphones) to € 374.5 million

“CONSUMER ACCESS” (I): TOTAL EBITDA

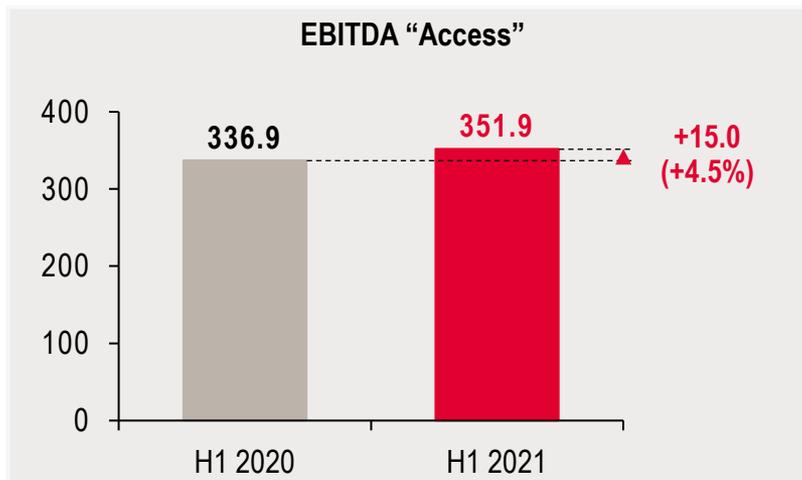
(acc. to IFRS in € millions)



- + 13.6% EBITDA to € 376.4 million
 - Incl. + € 39.4 million positive earnings effect from retrospective price adjustment of MBA MVNO in 2020 (“non-period”)
- + 1.7% operative EBITDA to € 337.0 million
- 17.6% operative EBITDA margin (prior year: 17.7%)

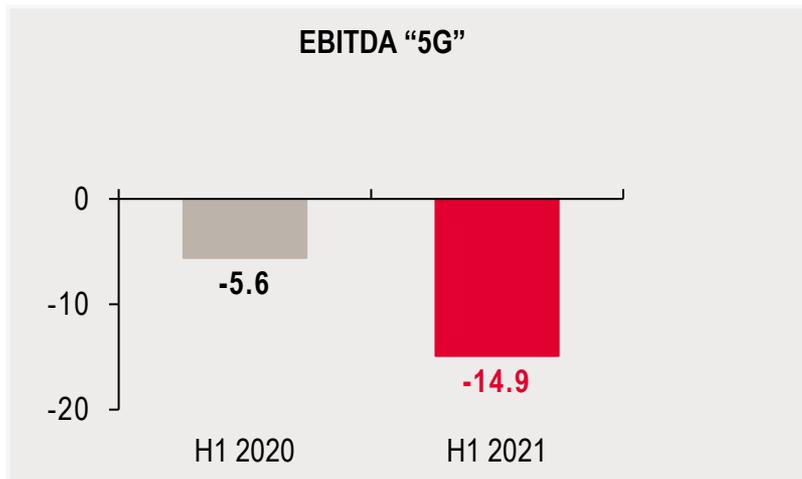
“CONSUMER ACCESS” (II): EBITDA ACC. TO SUBSEGMENTS

(acc. to IFRS in € million)



“Access” w/o non-period effects

- + 4.5% operative EBITDA to € 351.9 million
- 18.4% EBITDA margin (prior year: 18.0%)



“5G”

- - € 14.9 million EBITDA from the initial costs for 5G network rollout

“BUSINESS ACCESS”

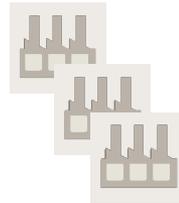
- 1&1 Versatel operates one of the largest German fiber optic networks
- Project business and plug-and-play solutions for medium-sized companies



**GLASFASER
DIREKT**

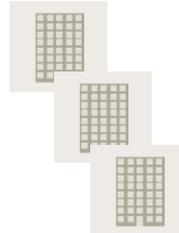
✓ Glasfaser-Anschluss für Firmen!
✓ Garantierte Gigabit-Bandbreite!
✓ Keine Baukosten bis zum Gebäude!

Business

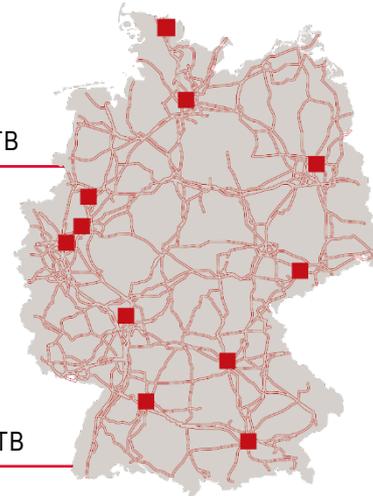


FTTB

Authorities



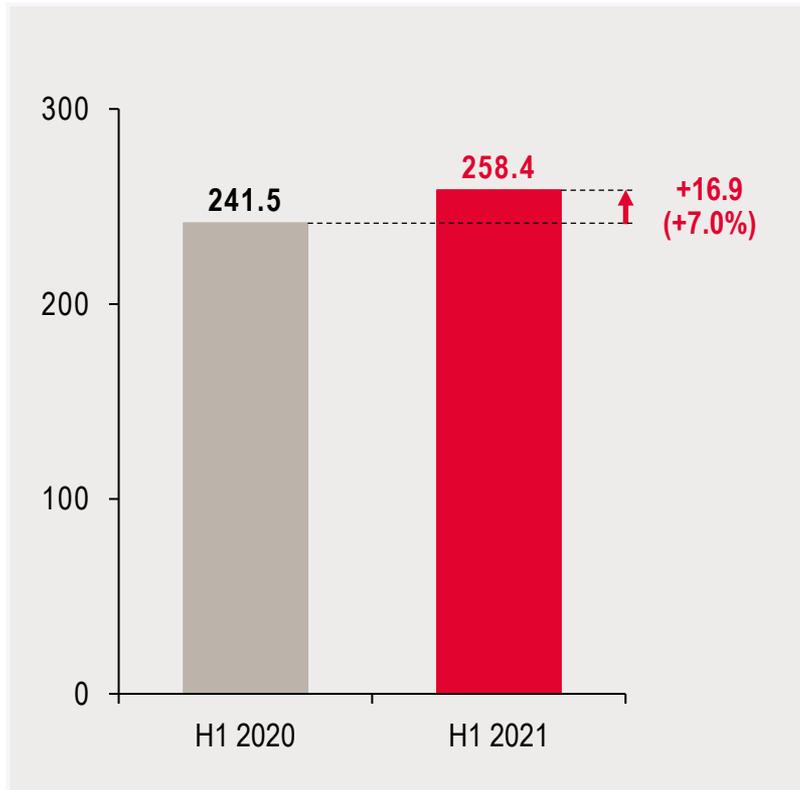
FTTB



- 51,721 km of fiber optic network
- In 250 German cities, incl. 19 of the 25 largest cities
- 20,791 directly connected locations

“BUSINESS ACCESS”: REVENUES

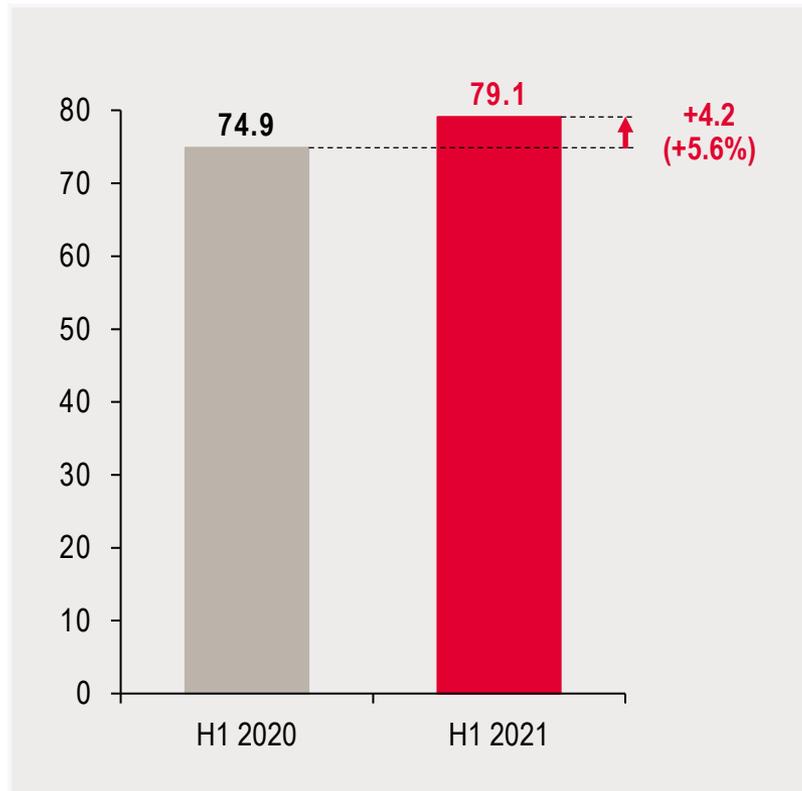
(acc. to IFRS in € millions)



- + 7.0% revenues to € 258.4 million

“BUSINESS ACCESS”: EBITDA

(acc. to IFRS in € millions)



- + 5.6% EBITDA to € 79.1 million
 - Incl. - € 1.1 million one-off charge in connection with the new FTTH / VDSL wholesale contract with Deutsche Telekom
- 30.6% EBITDA margin (prior year: 31.0%)

“APPLICATIONS” IN H1 2021

- CONSUMER ACCESS
- BUSINESS ACCESS

- CONSUMER APPLICATIONS
- BUSINESS APPLICATIONS

“CONSUMER APPLICATIONS”: FROM E-MAIL SERVICE TO COMMAND CENTER FOR COMMUNICATION, INFORMATION AND IDENTITY MANAGEMENT



Communication and organization

E-mail, calendar, contacts, SMS, fax



Online office texts, spreadsheets, presentations



Cloud storage

for photos, videos, music und documents



De-Mail

legally secure communication and identity management

“CONSUMER APPLICATIONS”: ASSETS

- With GMX, WEB.DE and mail.com one of the leading providers of consumer applications
- 34.6 million active accounts in Germany alone - over 50% market share in private e-mails

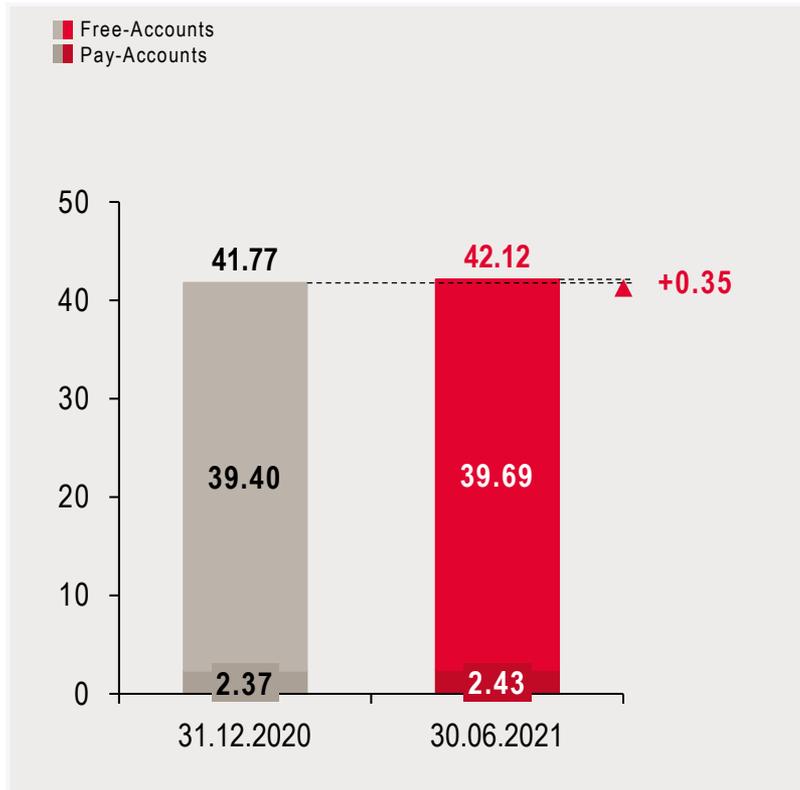
	E-Mail*	eIDAS/ De-Mail	Cloud- Speicher*	Content*	ID
	#1	#1	#2	#1	#3
	#2	–	#1	–	#1
	#3	#2	#7	#3	n.a.
	#4	–	#3	#33	n.a.
	n.a.	–	n.a.	n.a.	#5

- Differentiation through data protection and data security
- Advertising marketing via United Internet Media

* E-mail and cloud storage: Convios Consulting, representative survey on behalf of United Internet, 2020 (most privately used e-mail and cloud providers in Germany)
Content: die medienanstalten, MedienVielfaltsMonitor 2020-II, online media market shares

“CONSUMER APPLICATIONS”: ACCOUNTS

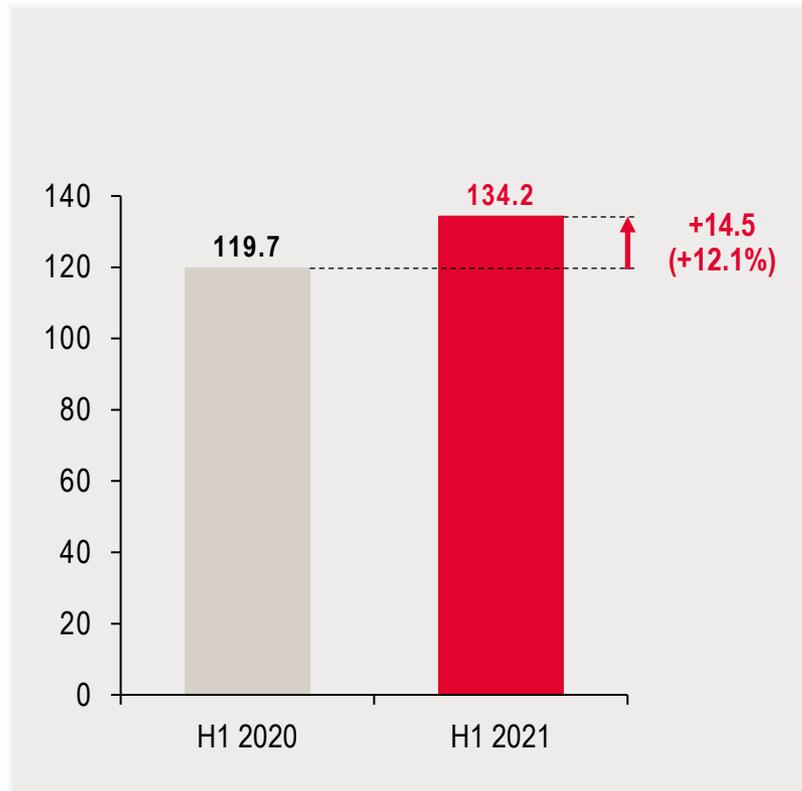
(in millions)



- 42.12 million consumer accounts (+ 350,000), thereof
 - 39.69 million free accounts (+ 290,000)
 - 2.43 million pay accounts (+ 60,000)
- 27.0 million with mobile use (+ 300,000)
- 21.2 million with cloud storage (+ 500,000)

“CONSUMER APPLICATIONS”: REVENUES

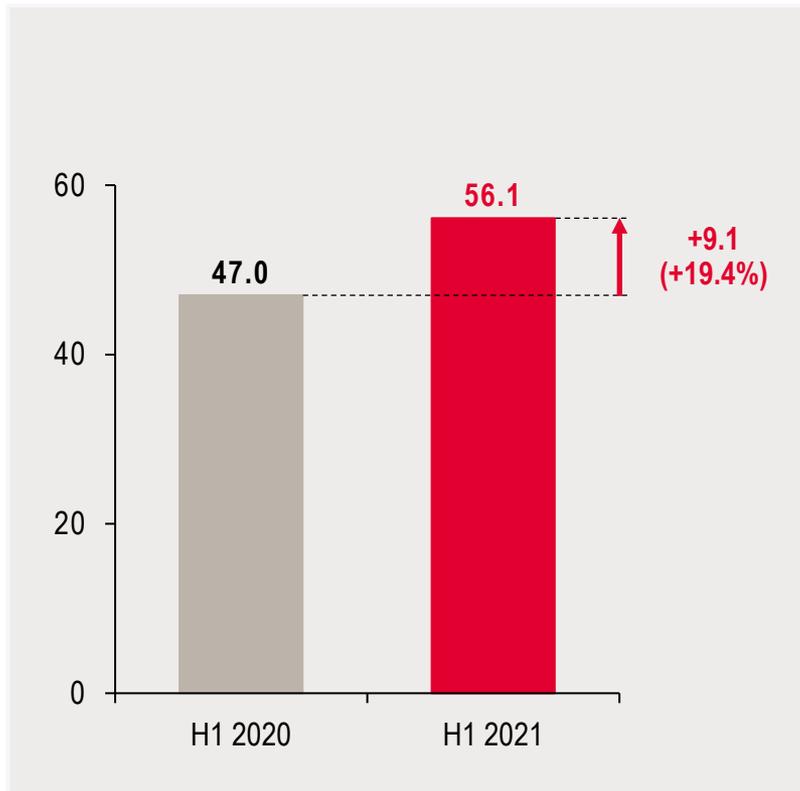
(acc. to IFRS in € millions)



- + 12.1% revenues to € 134.2 million

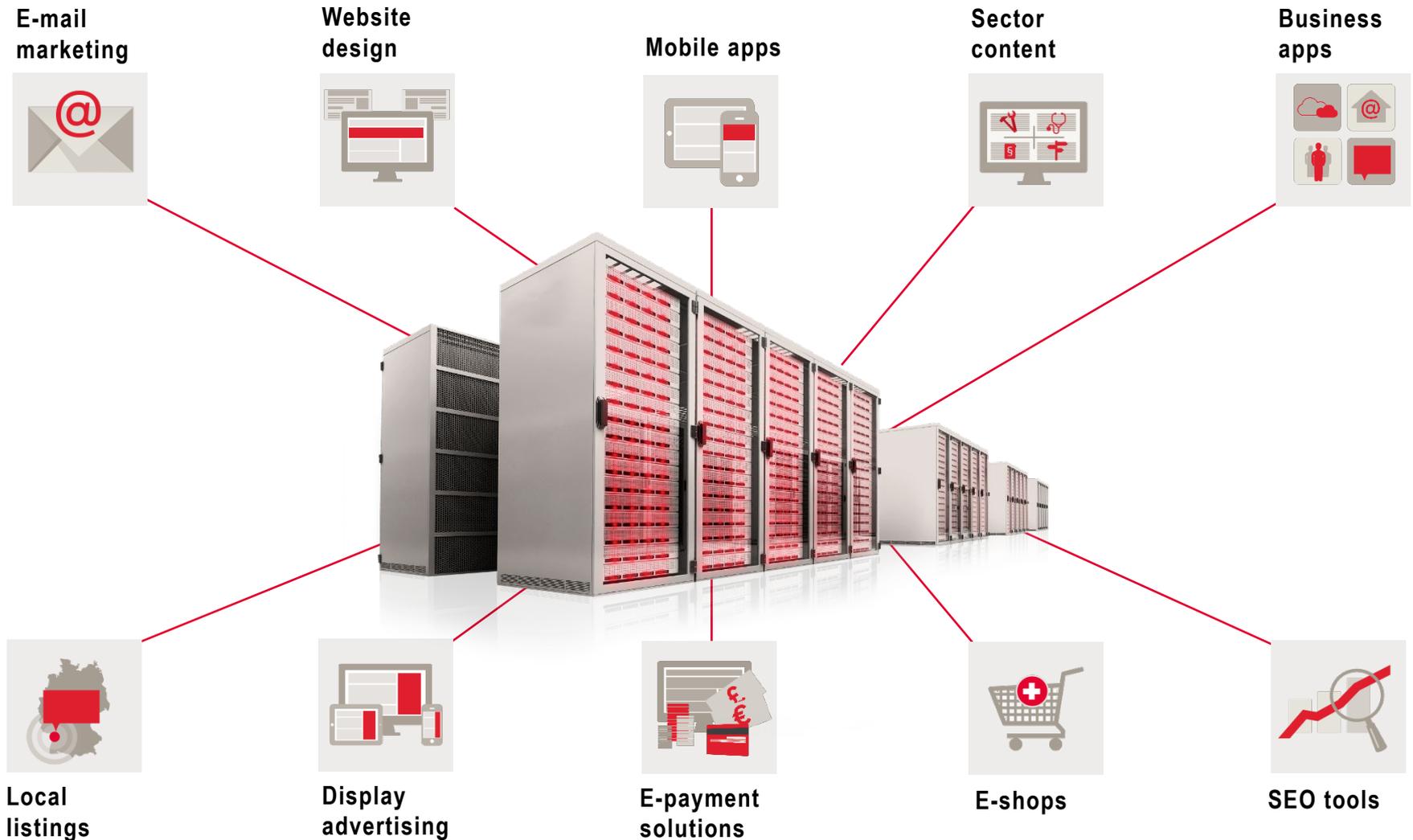
“CONSUMER APPLICATIONS”: EBITDA

(acc. to IFRS in € millions)



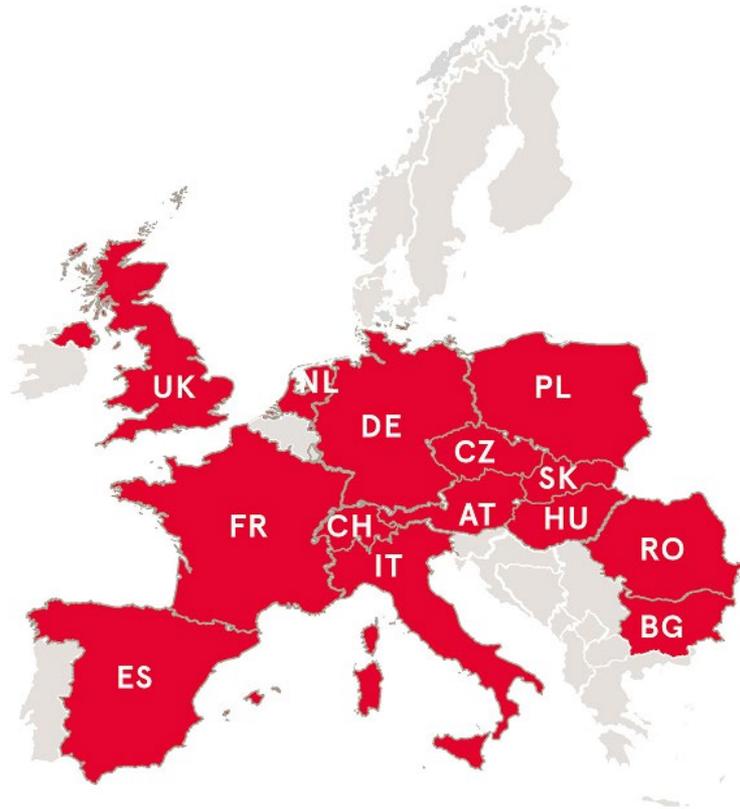
- + 19.4% EBITDA to € 56.1 million
- 41.8% EBITDA margin (prior year: 39.3%)

“BUSINESS APPLICATIONS”: FROM WEB HOST TO E-BUSINESS SOLUTIONS PROVIDER



“BUSINESS APPLICATIONS”: IONOS MARKET POSITION

- Leading European provider
- Active in 17 countries: #1 in Germany, Spain, Poland and Austria, #2 in UK and France*

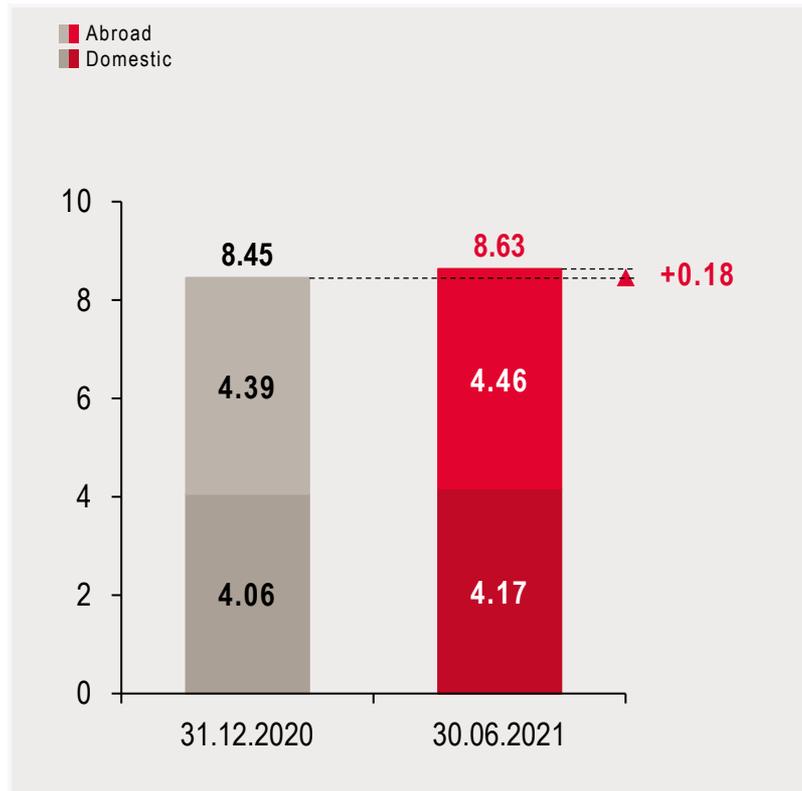


- Broad product portfolio
- In-house developments and cooperations with development partners
- Powerful data centers

* Based on ccTLDs

“BUSINESS APPLICATIONS”: CUSTOMER CONTRACTS

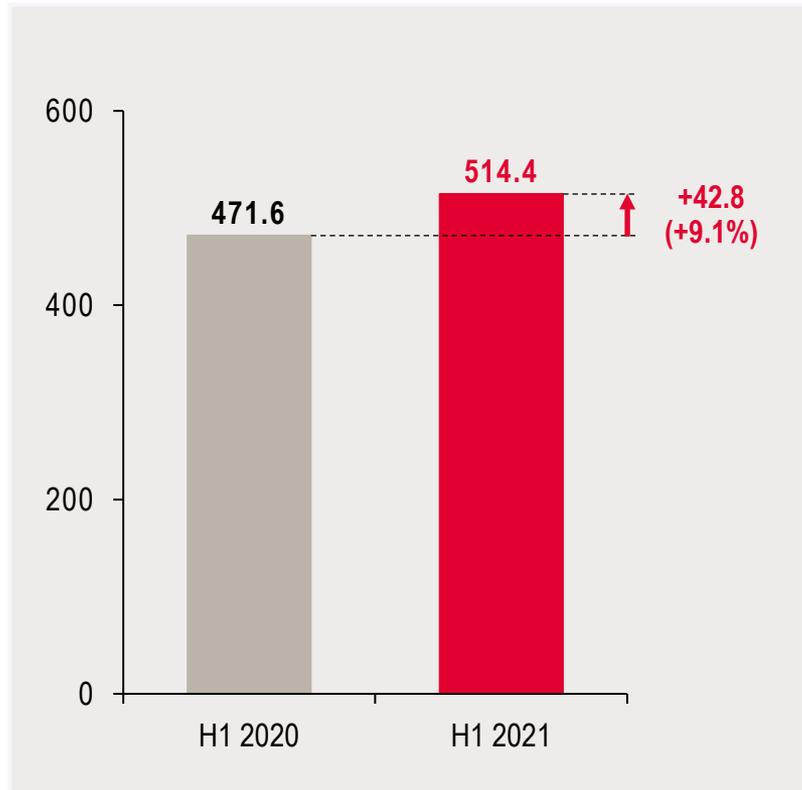
(in millions)



- 8.63 million customer contracts (+ 180,000)
 - 4.46 million abroad (+ 70,000)
 - 4.17 million domestic (+ 110,000)

“BUSINESS APPLICATIONS”: REVENUES

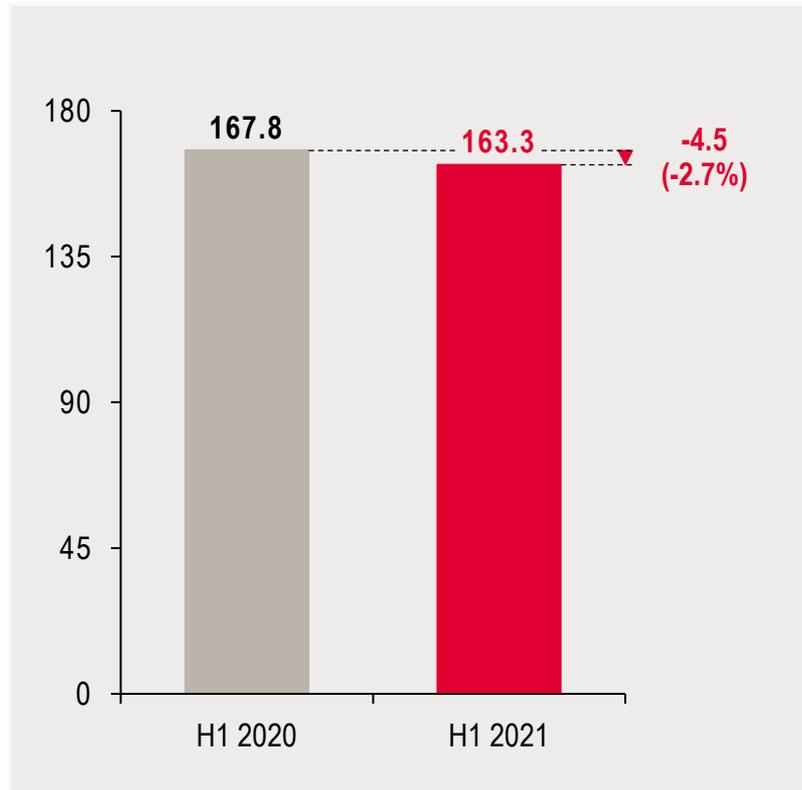
(acc. to IFRS in € millions)



- + 9.1% revenues to € 514.4 million
 - Customer growth
 - Increased up- and cross-selling
 - Strong Sedo growth (domain trading platform and domain parking)

“BUSINESS APPLICATIONS”: EBITDA

(acc. to IFRS in € millions)



- - 2.7% EBITDA to € 163.3 million
 - Incl. - € 16.4 million for a product / sales offensive in the cloud business and further internationalization
- 31.7% EBITDA margin (prior year: 35.6%)

GROUP: KPIs H1 2021

- + 520,000 customer contracts to 26.17 million contracts

Revenues and earnings figures (in € millions)	H1 2020	H1 2021	Change
Revenues	2,657.9	2,775.6	+ 4.4%
EBITDA ⁽¹⁾	620.5	673.2	+ 8.5%
Operative EBITDA ⁽²⁾	620.5	633.8	+ 2.1%
EBIT ⁽¹⁾	385.4	441.9	+ 14.7%
Operative EBIT ⁽²⁾	385.4	402.5	+ 4.4%

- EBITDA and EBIT for the first half of 2021 included
 - - € 14.9 million initial 5G costs (prior year: € - 5.6 million)
 - - € 16.4 million product / sales offensive in the cloud business and further internationalization of IONOS

⁽¹⁾ 2021 incl. a non-period positive earnings effect from 2020 (EBITDA and EBIT effect: + € 39.4 million)

⁽²⁾ 2021 excl. a non-period positive effect on earnings from Q4 2020

OUTLOOK 2021

FORECAST 2021

Guidance increased after successful H1 2021

- Revenues: approx. € 5.6 billion (previous guidance: approx. € 5.5 billion)
- EBITDA: approx. € 1.25 billion (previous guidance: € 1.22 billion), therein unchanged included
 - Approx. - € 30 million start-up costs for 1&1 mobile network
 - Approx. - € 40 million IONOS product / sales offensive with a focus on the cloud business and further internationalization
- Not included
 - Approx. € 39.4 million positive EBITDA effects from retrospective price adjustments for MBA MVNO wholesale payments (“non-period” from 2020)

RESULTS H1 2021

GROUP: KEY FIGURES AS OF JUNE 30, 2021

Contracts in million / P&L figures according to IFRS in million €	30.06.2020	30.06.2021	Change
Customer contracts with costs	25.20	26.17	+ 0.97 million
Advertising financed Free-Accounts	38.51	39.69	+ 1.18 million
Revenues	2,657.9	2,775.6	+ 4.4%
EBITDA ⁽¹⁾	620.5	673.2	+ 8.5%
Operative EBITDA ⁽²⁾	620.5	633.8	+ 2.1%
EBIT ⁽¹⁾	385.4	441.9	+ 14.7%
Operative EBIT ⁽²⁾	385.4	402.5	+ 4.4%
EPS (in €) ⁽³⁾	1.06	1.26	+ 18.9%
Operative EPS (in €) ⁽⁴⁾	0.98	1.15	+ 17.3%
Operative EPS before PPA (in €) ⁽⁴⁾	1.23	1.35	+ 9.8%

(1) 2021 incl. a non-period positive earnings effect from 2020 (non-period) (EBITDA and EBIT effect: + € 39.4 million)

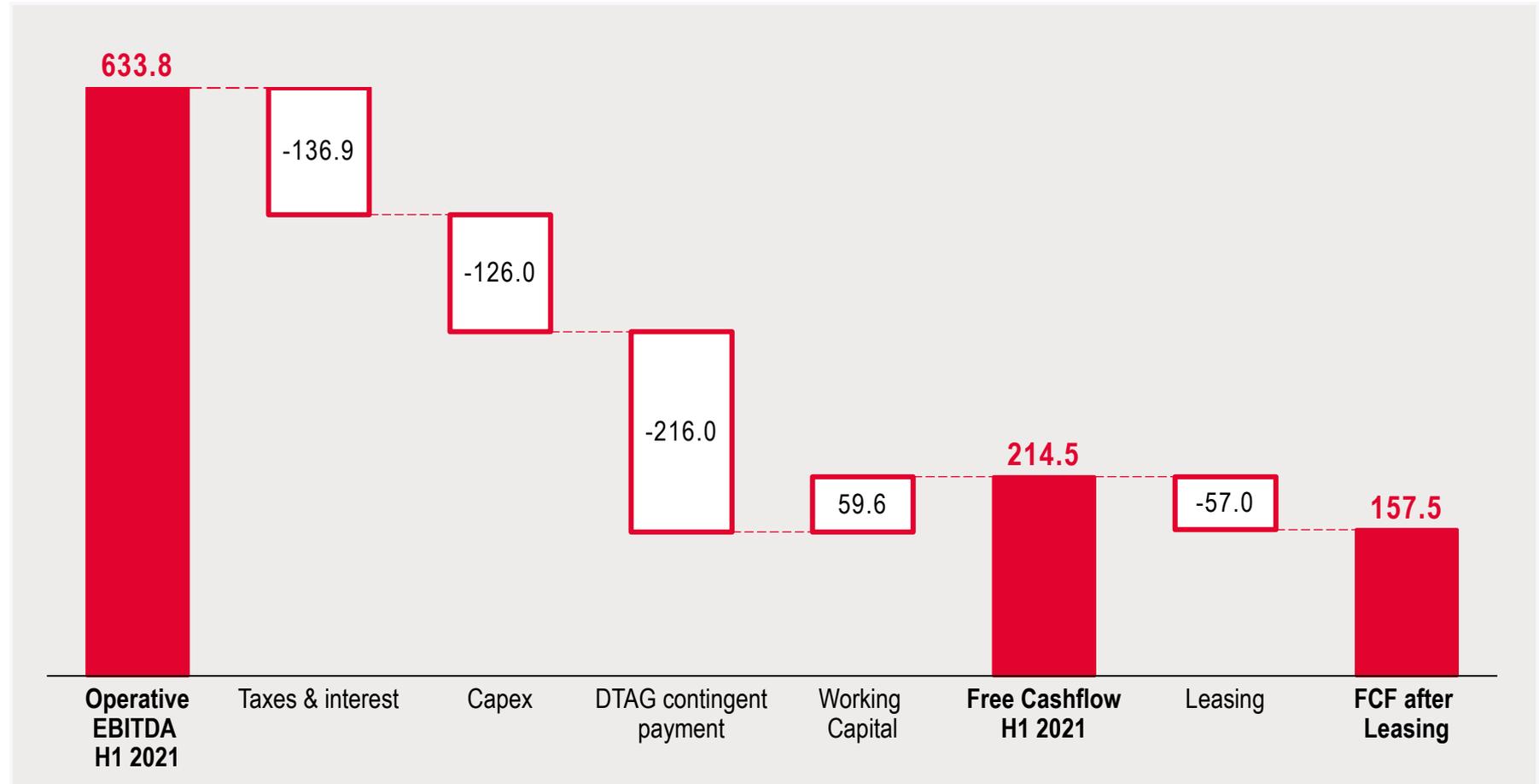
(2) 2021 excl. a positive earnings effect from 2020

(3) 2021 incl. a non-period positive earnings effect from 2020 (EPS effect: + € 0.11); 2020 incl. Tele Columbus write-ups (EPS effect: + € 0.08)

(4) 2021 excl. a non-period positive earnings effect from 2020; 2020 excl. Tele Columbus impairments

GROUP: EBITDA / FREE CASH FLOW BRIDGE AS OF JUNE 30, 2021

(acc. to IFRS in € millions)



GROUP: BALANCE SHEET AS OF JUNE 30, 2021 (I)

(acc. to IFRS in € millions)

Assets	31.12.2020	30.06.2021	Comments
Property, plant and equipment / intangible assets	3,469.4	3,421.9	▪ Mostly unchanged
Goodwill	3,609.4	3,638.9	▪ Increase through we22 acquisition
Financial assets	99.5	445.4	▪ Increase through Kublai participatio
Accounts receivable	398.8	417.0	▪ Mostly unchanged
Contract assets	774.1	811.6	▪ Update of contract assets
Inventories and deferred expenses	444.6	645.5	▪ Increase due to wholesale costs and contingent payments to DTAG
Income tax assets and liabilities other assets	179.7	194.7	▪ Mostly unchanged
Assets held for sale	124.0	0	▪ Contribution of Tele Columbus in Kublai
Cash and cash equivalents	131.3	58.8	▪ Decline due to dividend payments and M&A activities
Total	9,230.8	9,633.8	

GROUP: BALANCE SHEET AS OF JUNE 30, 2021 (II)

(acc. to IFRS in € millions)

Liabilities and equity	31.12.2020	30.06.2021	Comments
Equity	4,911.2	4,759.5	<ul style="list-style-type: none"> Equity ratio: - 3.8 pp to 49.4% by increasing the shares in 1&1 and IONOS (+8.43 pp to 75.10% (purchase price: approx. € 310 million) und 1&1 (1.87 pp to 76.97% (purchase price: approx. € 81 million)
Liabilities to banks	1,466.1	1,971.8	<ul style="list-style-type: none"> Bank liabilities (net): € 1,912.9 million (December 31, 2020: € 1,334.8 million)⁽¹⁾
Trade accounts payable	538.8	507.8	<ul style="list-style-type: none"> Decrease due to the reporting date
Contract liabilities	185.7	190.6	<ul style="list-style-type: none"> Mostly unchanged
Accrued taxes and deferred tax liabilities	446.3	425.5	<ul style="list-style-type: none"> Mostly unchanged
Other accrued liabilities / other liabilities	1,682.7	1,778.6	<ul style="list-style-type: none"> Increase in other non-financial liabilities (tax authority)
⁽¹⁾ Promissory note loan of €750 million issued in July 2021 Total	9,230.8	9,633.8	

UNITED INTERNET AG

Our

success story

continues!