



H1 and Outlook 2025

Ralph Dommermuth

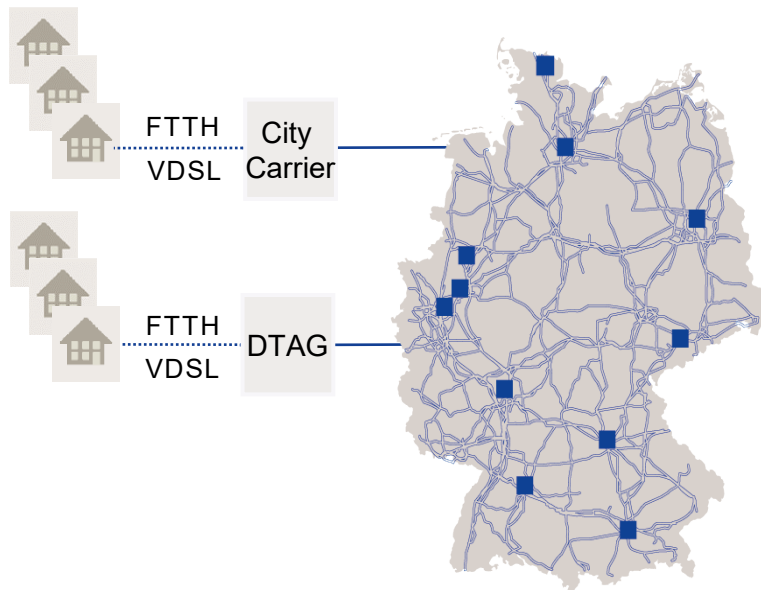
- Company Development H1 2025
- 1&1 Mobile Network

Sascha D'Avis

- Financials H1 2025
- Outlook 2025











Company development H1 2025

- 3.89 million broadband connections
- VDSL and FTTH complete package via 1&1 Versatel, last mile via Deutsche Telekom and regional carriers (e. g. Deutsche Glasfaser, Glasfaser Nordwest, M-Net, NetCologne, OXG, Westconnect, wilhelm.tel)



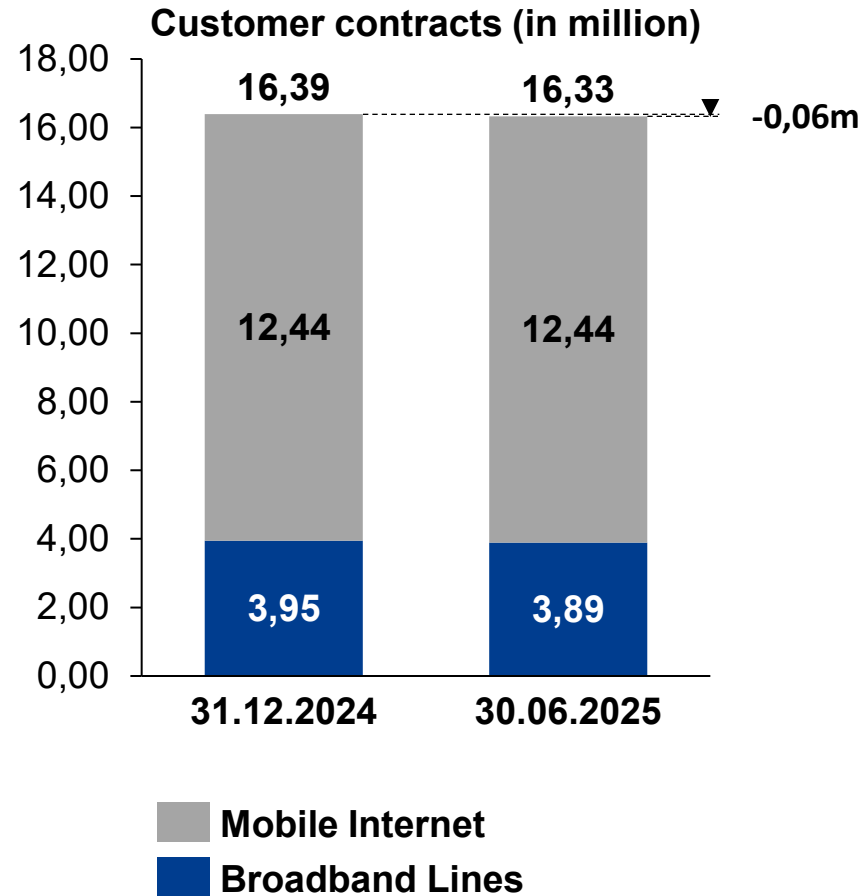
Product portfolio: Mobile

- 12.44 million mobile contracts
- Europe's first Open RAN, fully virtualized
- Broad market coverage – Target group specific marketing approach

Primary brand	
Co branding	 
Discount brands	      

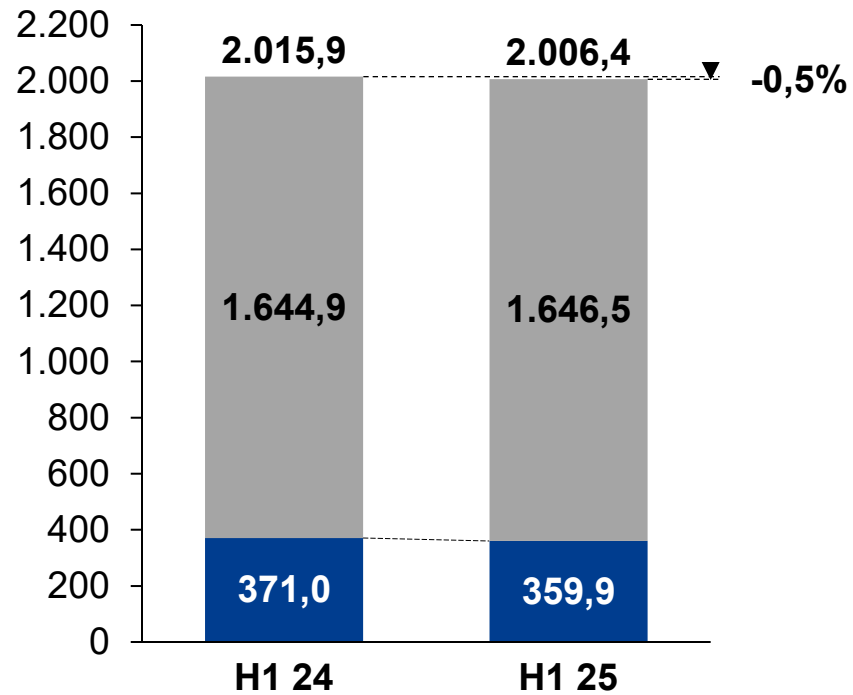


Customer contracts



- 16.33m customer contracts (- 0.06m)
- 12.44m mobile internet (unchanged)
- 3.89m broadband lines (- 0.06m)

Revenue in (in €m)

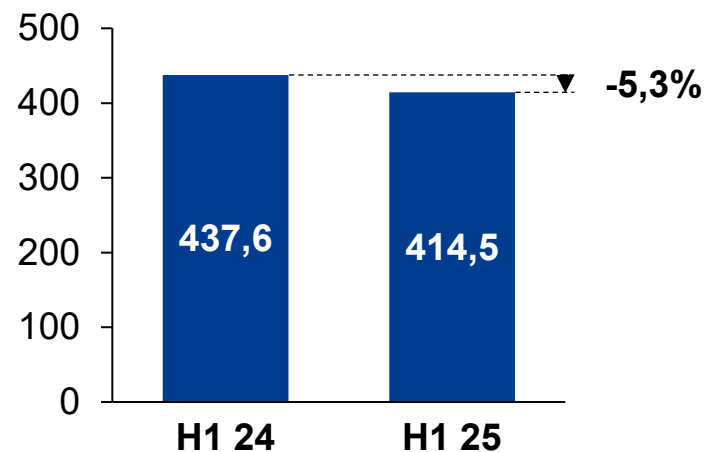


■ Service Revenue
■ Hardware Revenue

- €2,006.4m revenue (- 0.5 %)
 - €1,646.5m service revenue (+ 0.1 %)
 - €359.9m other revenue (- 3.0 %),
especially with smartphones

EBITDA by segments

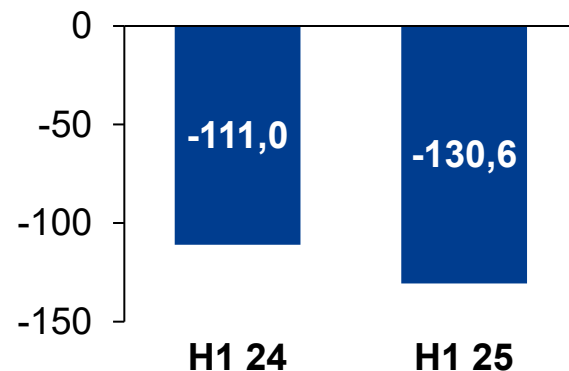
EBITDA Segment „Access“ (in €m)



Segment „Access“

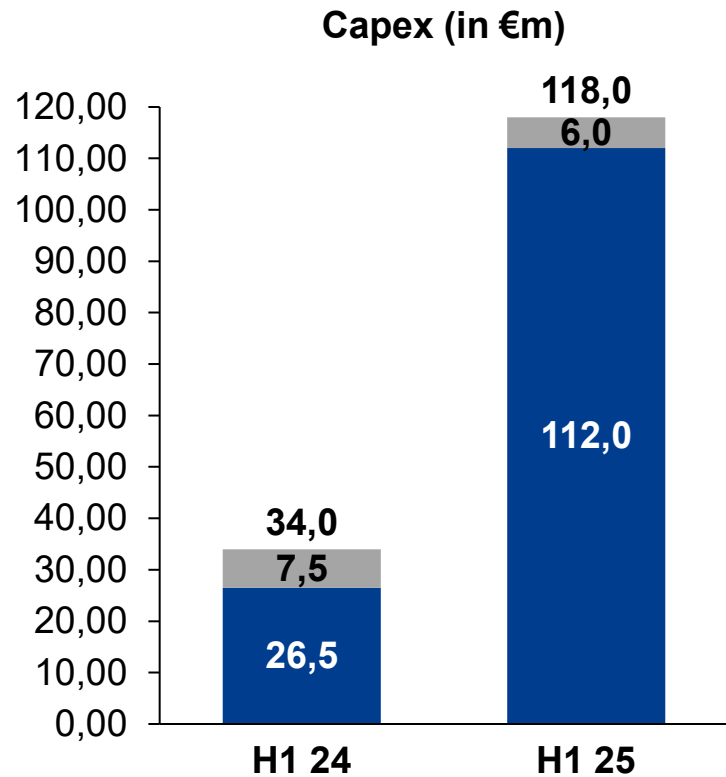
- €414.5m operating EBITDA (- 5.3 %) due to the change of roaming partner (no impact on EBIT, as costs were partially capitalized and amortized in the agreement with Telefónica and higher roaming costs due to lower than expected Vodafone network growth

EBITDA Segment „1&1 Mobile Network“ (in €m)



Segment „1&1 Mobile Network“

- - €130.6m EBITDA

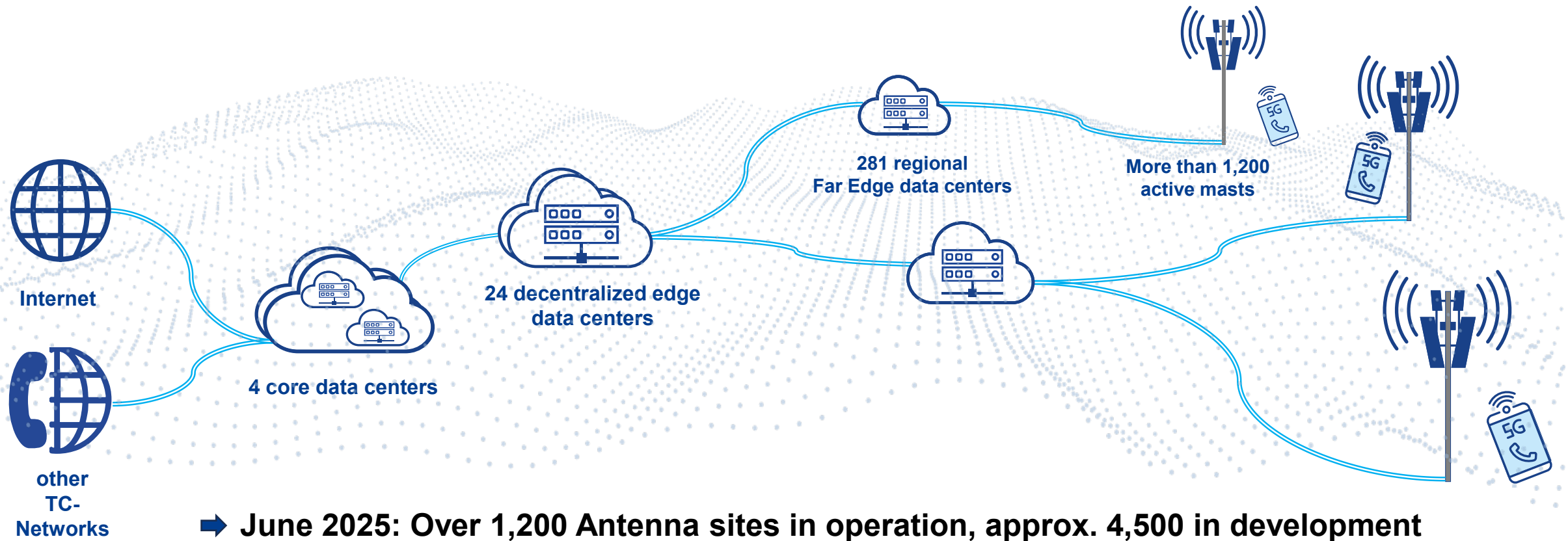


- €118.0m Capex
- €6.0m segment „Access“
- €112.0m segment „1&1 Mobile Network“

1&1 Mobile Network

Europe's first Open Ran

- **Software** in a private cloud implements all network functions on **standard servers**



Differentiation from traditional networks

- **Open System**

- Standardized Interfaces
- Independent of dominant manufacturers

- **Ready for real-time applications**

- Gigabit antennas at all locations, connected via fiber optics
- Data processing possible directly on site (in far-edge data centers)

- **Low electricity consumption ***

- Savings potential* of 10 to 30 % compared to conventional networks



Strong team and diverse ecosystem

1&1

3,200 employees in Düsseldorf, Karlsruhe, Krefeld, Maintal, Montabaur, München, Ratingen, and Zweibrücken



Ecosystem with more than 100 partners

From Germany: approx. 50%

Rest of Europe: approx. 40 %

Rest of the World (except China): ca. 10 %



Highlights in the first half of 2025

- **Over 10 million customers in the 1&1 O-RAN**
 - All customers will be migrated to the 1&1 network by the end of the year
- **Press release from the Cartel Office on Vantage Towers**
 - Delay in the provision of antenna sites is classified as an abusive restriction of competition; final assessment expected this summer
- **BNetzA extends frequencies until 2031**
 - Telefónica must continue to provide 1&1 with 2x10 MHz of its 2.6 GHz frequencies
 - Deutsche Telekom, Vodafone and Telefónica must provide 1&1 with at least 2x5 MHz of low band for shared use

Financials H1 2025

Earnings

(in €m)	H1 24	H1 25	Change
Revenue	2,015.9	2,006.4	- 0.5%
Cost of Sales ⁽¹⁾	-1,458.7	-1,516.2	+ 3.9%
Gross profits from turnover	557.2	490.2	- 12.0%
<i>thereof gross profit from Access sales</i>	<i>716.1</i>	<i>694.2</i>	<i>- 3.0%</i>
<i>thereof gross profit from 1&1 mobile network sales</i>	<i>-158.9</i>	<i>-204.0</i>	<i>+ 28.4%</i>
Distribution costs	-262.9	-272.3	+ 3.6%
Administration costs	-57.5	-59.0	+ 2.6%
Other operating income/expenses	18.7	20.8	+ 11.5%
Impairment losses on receivables and contract Assets	-59.4	-61.6	+ 3.8%
Profit/loss from operating activities	196.1	118.1	- 39.8%
Financial result	0.4	-10.9	
Profit before taxes	196.5	107.2	- 45.4%
Tax expense	-60.1	-32.6	- 45.7%
Consolidated result	136.4	74.6	- 45.3%

(1) Of which -€82.0 million depreciation (previous year: -€54.6 million) in the 1&1 Mobile Network segment

Balance Sheet

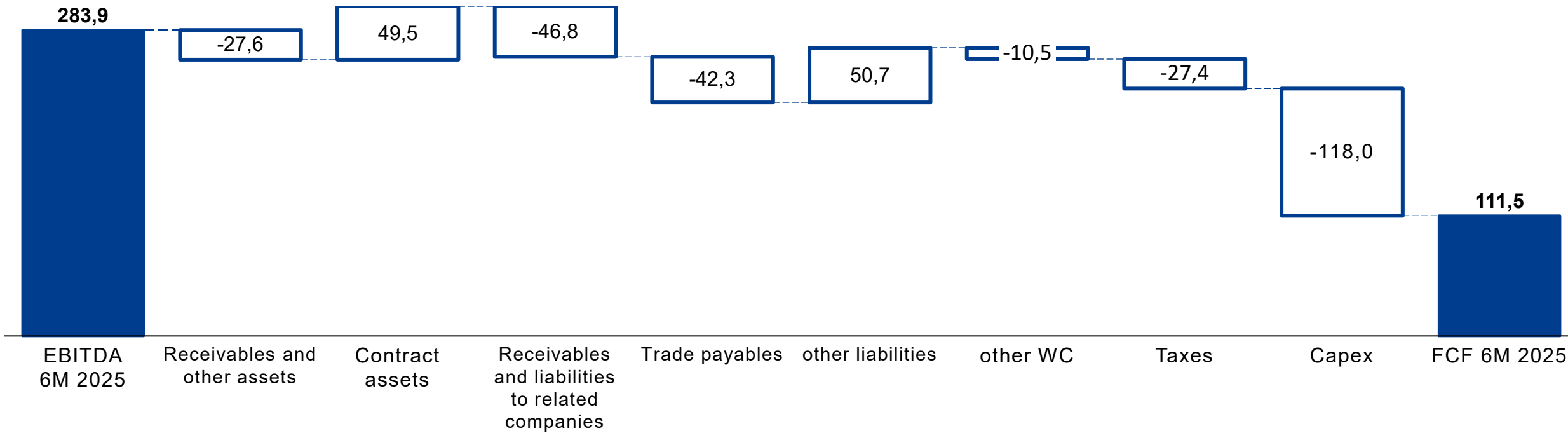
(in €m)	31 December 2024	30 June 2025	Change
Short term assets	1,844.1	2,183.5	+ 18.4%
<i>thereof receivables from affiliated companies</i>	327.3	682.4	+ 108.5%
<i>thereof contract assets</i>	620.8	568.6	- 8.4%
Long term assets	6,286.0	6,307.6	+ 0.3%
Short term liabilities	730.6	752.0	+ 2.9%
<i>thereof trade payables</i>	163.1	100.4	- 38.5%
<i>thereof payables due to affiliated companies</i>	109.3	194.0	+ 77.6%
<i>thereof other non-financial liabilities</i>	25.5	68.5	+ 168.6%
Long term liabilities	1,305.5	1,577.2	+ 20.8%
<i>thereof payables due to affiliated companies</i>	0.0	290.0	
<i>thereof lease liabilities</i>	1,036.2	1,019.0	- 1.7%
Equity	6,094.0	6,161.9	+ 1.1%
Balance sheet total	8,130.1	8,491.1	+ 4.4%
Equity ratio	75.0%	72.6%	- 3.2%

Cashflow

(in €m)	H1 24	H1 25	Change	Comments
Net inflow of funds from operating activities	-24.5	229.5		<ul style="list-style-type: none"> +€246.1m Cash flow from operating activities -€27.6m from the change in trade receivables and other assets -€46.8m from change in receivables and liabilities to related companies -€42.3m from change in (L&L) trade payables +€50.7m from the change in other liabilities +€49.1m from changes in contract assets
Cash flow from investment activities	69.5	- 478.9		<ul style="list-style-type: none"> -€118.0m Capex -€4.0m Acquisition of A1 Marketing, Communication, and New Media -€360.0m Investment of free cash with United Internet +€3.1m Interest received, mainly from cash investment at UI
Cash flow from financing activities	- 45.4	250.2		<ul style="list-style-type: none"> -€10.5m Repayment of lease liabilities -€8.8m dividend payment -€5.8m Other payments with interest nature +€290.0m from borrowings -€14.7m Interest payments from leases
Free cash flow ⁽¹⁾	-58.5	111.5		

(1) Definition of free cash flow: free cash flow is calculated as the net payments from operating activities in continued operations (items disclosed in the capital flow statement) less investments in intangible and tangible assets plus payments from the disposal of intangible and tangible assets.

Bridge EBITDA to FCF (in €m)



	EBITDA 6M 2025	Receivables and other assets	Contract assets	Receivables and liabilities to related companies	Trade payables	other liabilities	other WC	Taxes	Capex	FCF 6M 2025
Q1	155,9	-30,6	11,3	-61,8	-48,3	58,1	-3,6	-37,3	-27,9	15,8
Q2	128,0	3,0	38,2	15,0	6,0	-7,4	-6,9	9,9	-90,1	95,7

Forecast 2025

Updated Forecast from June 27, 2025 confirmed



- Stable contract base
- Service revenue at previous year's level (2024: €3.30 billion)
- EBITDA ca. €545 million (2024: €590.8 million)
 - EBITDA Segment Access: ca. €810 million (2024: €856.1 million), the decline includes higher than planned costs for national roaming with Vodafone due to lower than expected network growth at Vodafone and ca. -€20 million due to the change of the national roaming provider (no impact on EBIT)⁽¹⁾
 - EBITDA Segment 1&1 Mobile Network: ca. - €265 million (2024: - €265.3 million), including approx. - €100 million in migration expenses and temporary network advance payments that will no longer be incurred or can be obtained more cheaply once all customers have been migrated
- Ca. €450 million cash capex (2024: €290.6 million) in particular for the mobile network build

(1) In the national roaming agreement with Vodafone, the capacities used by 1&1 are fully recognised in EBITDA, while in the national roaming agreement with Telefónica they were partially capitalised and amortised

Our success story
continues!

This presentation contains future-oriented statements and forecasts representing the current assessments of the management at 1&1 AG.

These assessments and statements are subject to changes and uncertain framework conditions that are for the most part difficult to predict and are beyond the control of 1&1 AG.

1&1 AG is not under any obligation to publish any information resulting in changes in framework conditions or to publish revised information.

1&1 AG

Investor Relations
Elgendorfer Str. 57
D-56410 Montabaur

Contact

Phone: +49 61 81 / 412 218
Internet: www.1und1.AG
Email: ir@1und1.de
