



Fiscal Year 2024 and Outlook 2025

Ralph Dommermuth

- Company Development 2024
- 1&1 Mobile Network

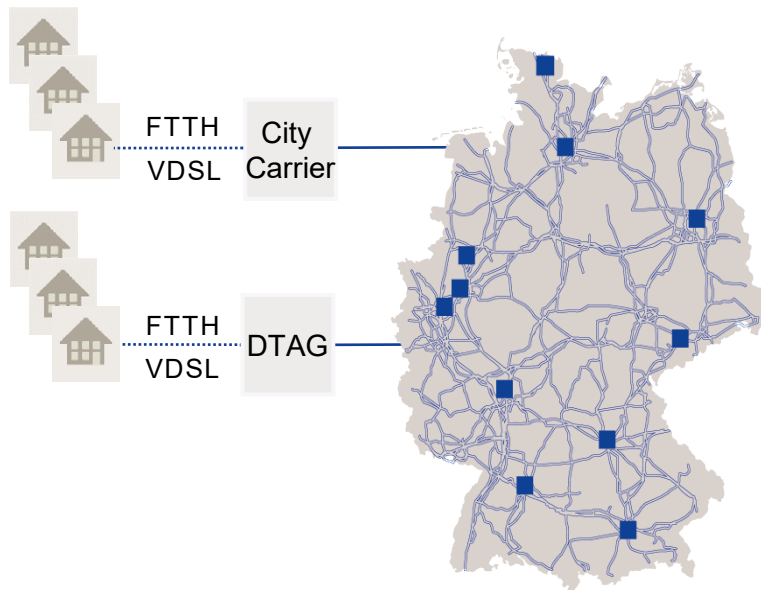
Sascha D'Avis

- Financials 2024
- Outlook 2025

Company development 2024

Broadband connections

- 3.95 million broadband connections
- VDSL and FTTH complete package including voice, IP-TV
Purchase via 1&1 Versatel, last mile via Deutsche Telekom and City Carriers

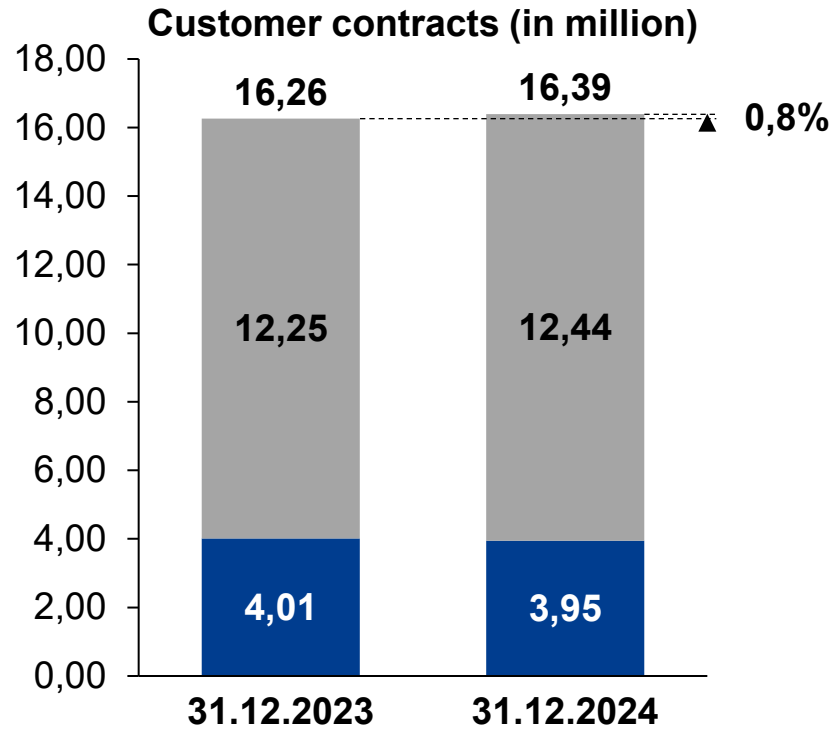


Product portfolio: Mobile

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

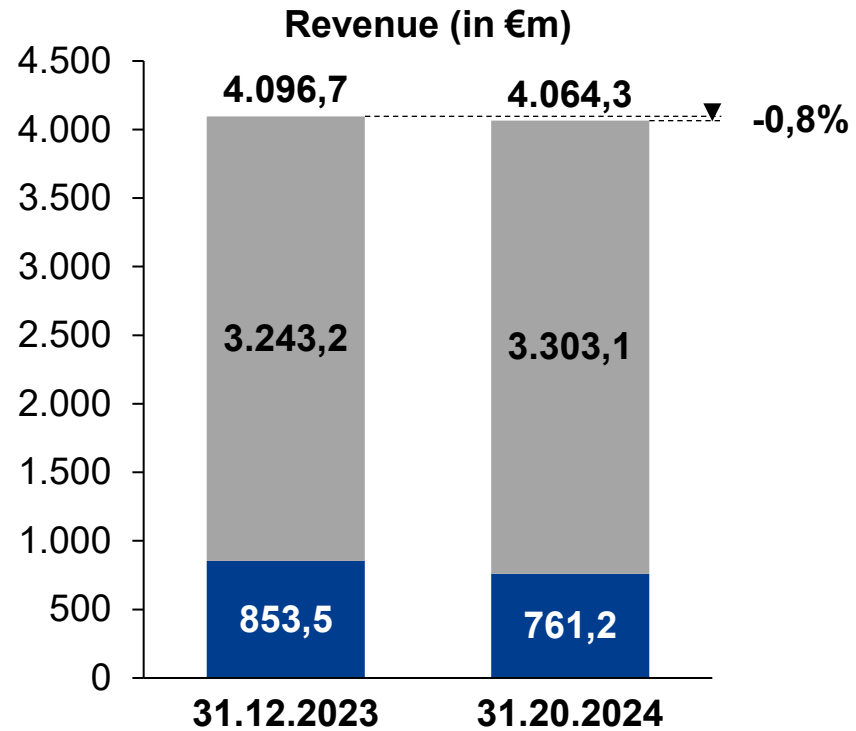
Primary brand	
Co branding	
Discount brands	

Customer contracts 2024



■ Mobile Internet
■ Broadband Lines

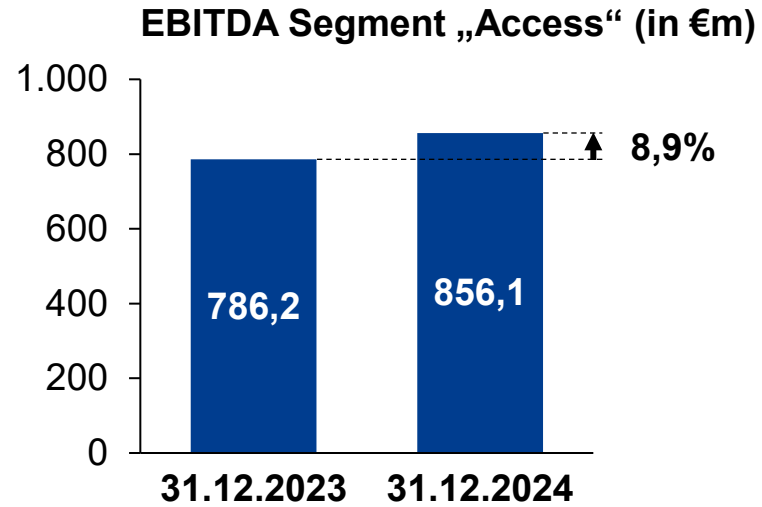
- 16.39m customer contracts (+ 0.13m)
- 12.44m mobile internet (+ 0.19m)
- 3.95m broadband lines (- 0.06m)



■ Service revenue
■ Hardware revenue

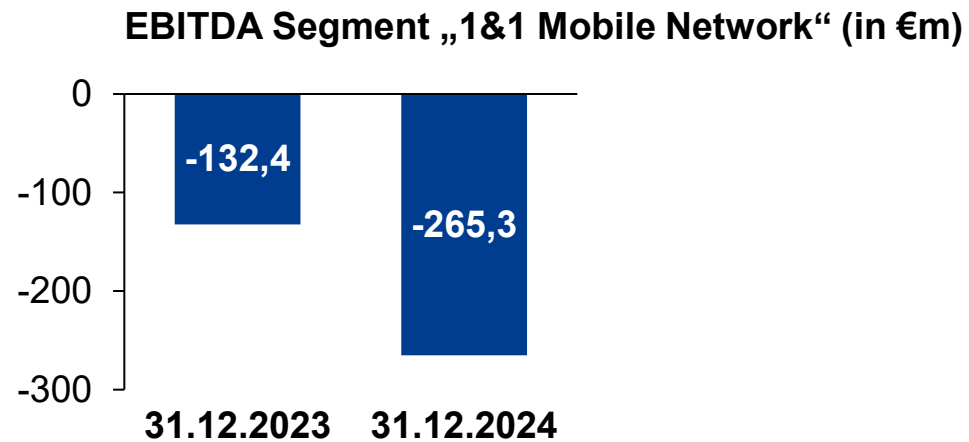
- €4,064.3m revenue (- 0.8 %)
- €3,303.1m high-margin service revenue (+ 1.8 %)
- €761.2m low-margin other revenue (- 10.8 %)
especially with smartphones

EBITDA 2024 by segments



Segment „Access“

- €856,1m operating EBITDA (+ 8.9 %)

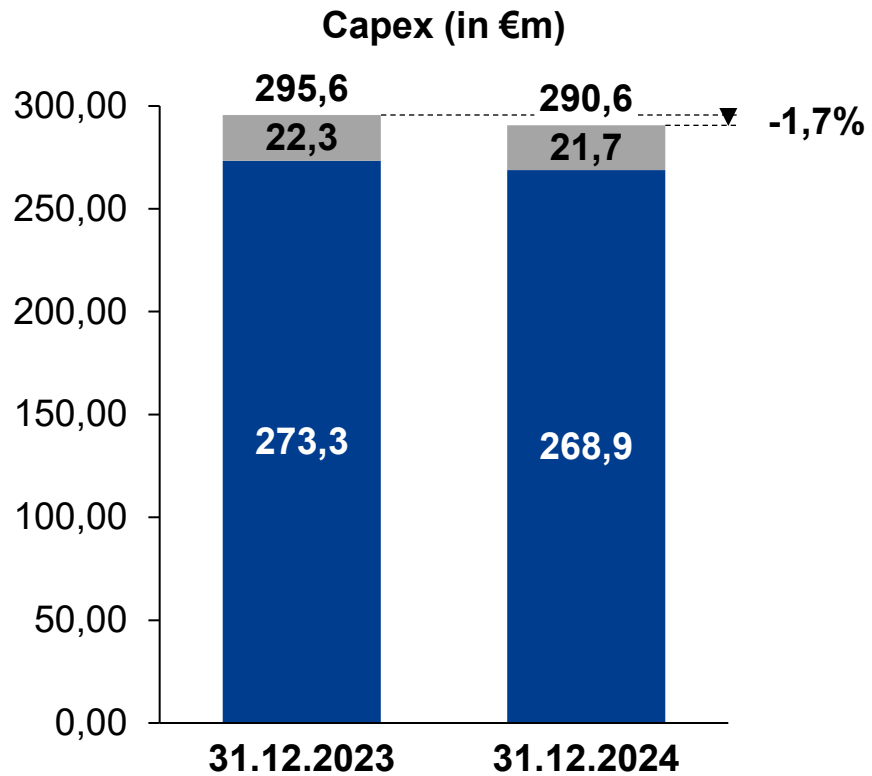


Segment „1&1 Mobile Network“

- - €265.3m EBITDA

increased start-up costs, as well as lower savings and due to delayed customer migration

Cash Capex 2024



■ Segment Access
■ Segment 1&1 Mobile Network

- €290.6m Cash Capex
 - €21.7m segment „Access“
 - €268.9m segment „1&1 Mobile Network“, primarily for rollout

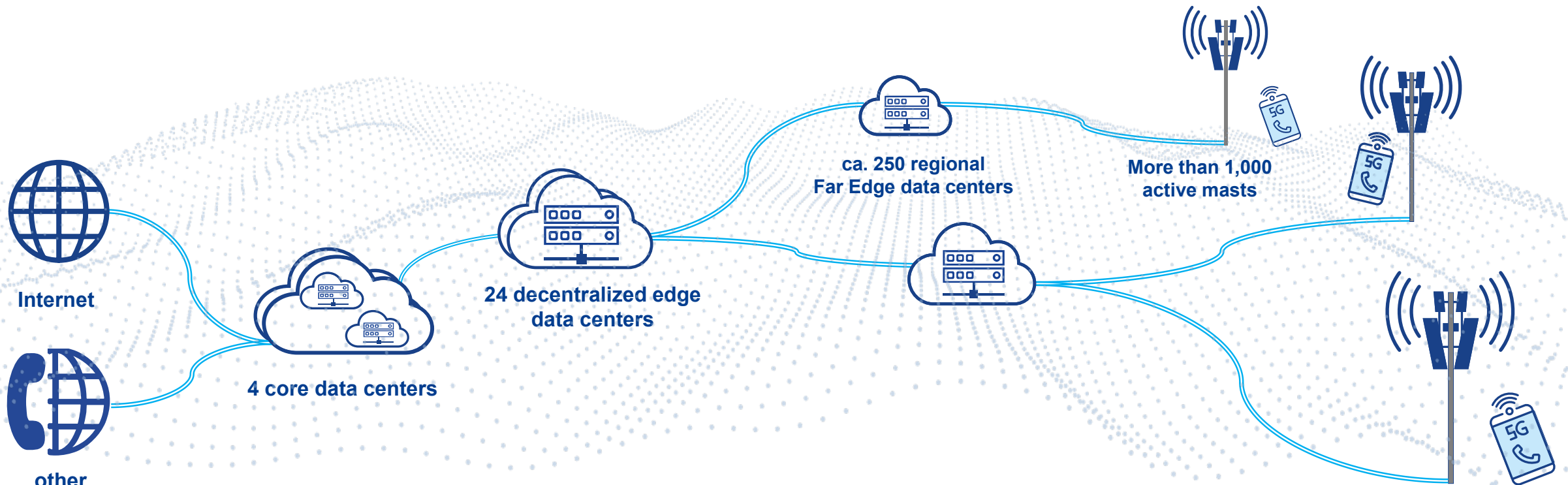
	2023	2024	Change
Customer Contracts	16.26m	16.39m	+ 0.8 %
Revenue	€4.096.7m	€4,064.3m	- 0.8 %
of which Service Revenue	€3.243.2m	€3,303.1m	+ 1.8 %
EBITDA	€653.8m	€590.8m	- 9.6 %
of which Access segment	€786.2m	€856.1m	+ 8.9 %
of which 1&1 Mobile Network segment	- €132.4m	- €265.3m	
EBIT	€455.8m	€309.4m	- 32.1 %

- Dividend proposal to the General Meeting: €0.05 per voting share (minimum dividend according to sec. 254 AktG)

1&1 Mobile Network

Europe's first Open Ran

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



➔ **March 2025: Over 1,000 sites, with another 5,000 in development**

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&T

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 %



Financials 2024

Earnings



(in €m)	2023	2024	Change
Revenue	4,096.7	4,064.3	- 0.8 %
Cost of Sales ⁽¹⁾	- 2,937.7	- 3,022.1	+ 2.9 %
Gross profits from turnover	1,159.0	1,042.2	- 10.1 %
<i>thereof gross profit from Access sales</i>	<i>1,325.8</i>	<i>1,401.2</i>	<i>+ 5.7 %</i>
<i>thereof gross profit from 1&1 mobile network sales</i>	<i>- 166.8</i>	<i>- 359.0</i>	
Distribution costs	- 513.2	- 535.7	+ 4.4 %
Administration costs	- 115.6	- 112,2	- 3.0 %
Other operating income/expenses	31.0	37.0	+ 19.3 %
Impairment losses on receivables and contract Assets	- 105.4	- 121.9	+ 15.6 %
Profit/loss from operating activities	455.8	309.4	- 32.1 %
Financial result	9.1	- 4.2	
Profit before taxes	464.9	305.2	- 34.3 %
Tax expense	- 149.9	- 92.4	- 38.4 %
Consolidated result	315.0	212.8	- 32.4 %

(1) Of which -€129.1 million depreciation (previous year: -€47.3 million) in the 1&1 Mobile Network segment

Balance Sheet



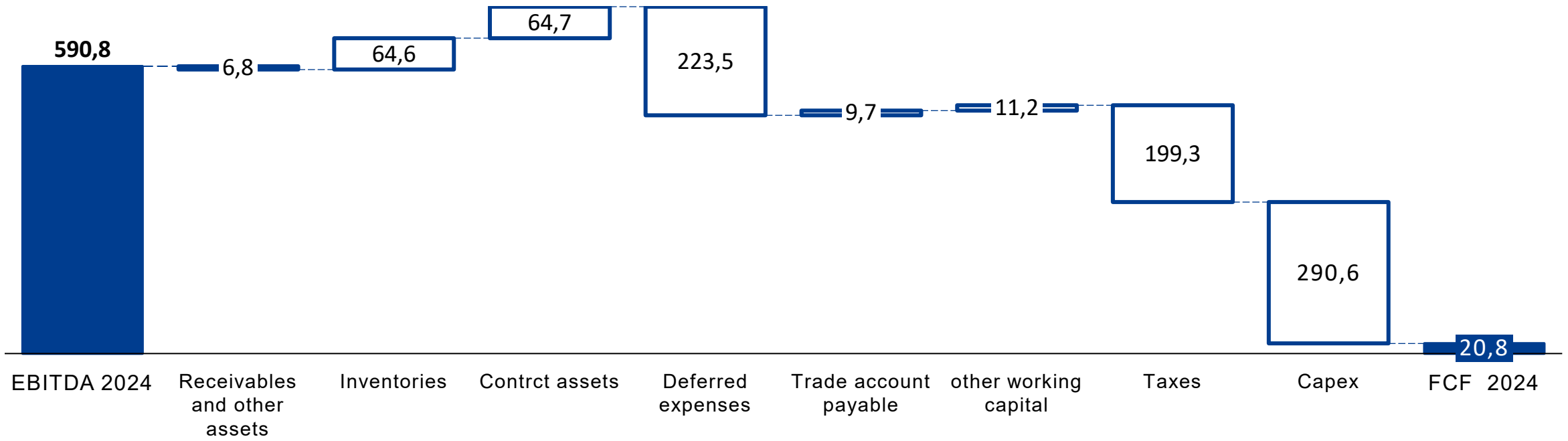
(in €m)	31 December 2023	31 December 2024	Change
Short term assets	1,927.8	1,844.1	- 4.3 %
<i>thereof receivables from affiliated companies</i>	434.3	327.3	- 24.6 %
<i>thereof inventories</i>	178.0	119.6	- 32.8 %
<i>thereof prepaid expenses</i>	250.6	321.0	+ 28.1 %
Long term assets	5,812.5	6,286.0	+ 8.1 %
<i>thereof tangible assets</i>	501.0	962.7	+ 92.1 %
Short term liabilities	716.6	730.6	+ 1.9 %
Long term liabilities	1,136.6	1,305.5	+ 14.9 %
<i>thereof leasing liabilities</i>	170.5	392.7	+ 130.3 %
Equity	5,887.1	6,094.0	+ 3.5 %
Balance sheet total	7,740.3	8,130.1	+ 5.0 %
Equity ratio	76.1 %	75.0 %	

(in €m)	2023	2024	Change	Comments
Net inflow of funds from operating activities	225.6	311.4	+ 38.1 %	<ul style="list-style-type: none"> +€494.3m Cash flow from operating activities -€99.9m from the change in (L&L) receivables and in other assets +€58.4m from changes in inventories +€64.7m from the change in contract assets -€223.5m from the change in accrued expenses +€17.4m from the change in other working capital
Cash flow from investment activities	- 125.2	- 180.8 ⁽²⁾	- 44.4 %	<ul style="list-style-type: none"> -€290.6m Capex +€91.0m Investment of free cash with United Internet +€19.1m Interest received, mainly from cash investment at UI
Cash flow from financing activities	- 101.8	- 129.7	- 27.3 %	<ul style="list-style-type: none"> -€14.1m Payment in connection with leases -€8.8m Dividend payment -€61.3m Repayment of 5G spectrum liabilities -€31.3m Other payments of an interest nature -€14.1m Interest payments from leases
Free cash flow ⁽¹⁾	- 70.1	+ 20.8		

(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.

(2) Including investments in other financial assets.

Bridge EBITDA to FCF (in €m)



	EBITDA 2024	Receivables and other assets	Inventories	Contract assets	Deferred expenses	Trade account payable	other working capital	Taxes	Capex	FCF 2024
Q1	182,3	-16,4	41,7	12,6	-17,5	-30,8	-1,1	-82,2	-10,1	78,5
Q2	144,3	-9,5	10,0	31,0	-215,2	-14,6	-17,9	-41,2	-23,9	-137,0
Q3	136,4	-0,2	-1,8	35,3	-2,0	-1,8	29	-36,6	-36,8	121,5
Q4	127,8	19,3	14,7	-14,2	11,2	56,9	1,2	-39,3	-219,8	-42,2

Incl. advance payment for FTTH/VDSL contingent contract Deutsche Telekom

Outlook 2025

- Service revenue unchanged (2024: €3.30 billion)
- EBITDA ca. €571 million (2024: €590.8 million)
 - EBITDA Segment Access: ca. €836 million (2024: €856.1 million), including an amount of ca. -€20 million due to the change of the national roaming provider – no impact on EBIT ⁽¹⁾
 - EBITDA Segment 1&1 Mobile Network: ca. - €250 million (2024: - €265.3 million), including an expense of approx. in migration costs and temporary network advance services 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 commercially equivalent 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
