

# Q1 2026 Results Webcast

12 May



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Patrik Heider

CFO

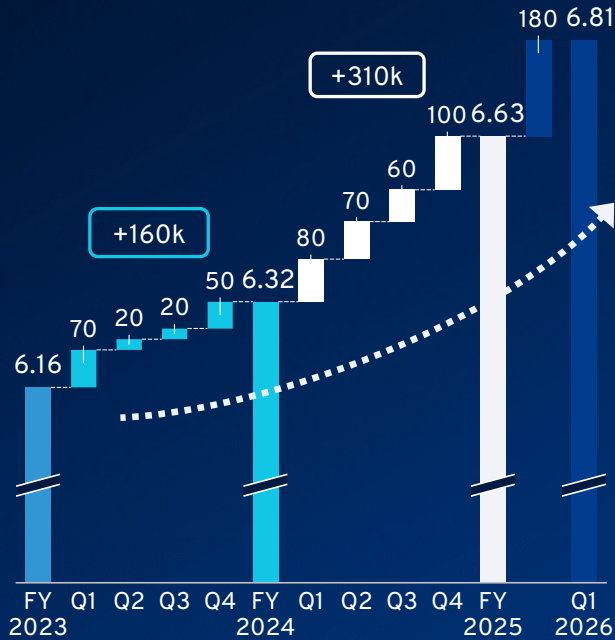
- Business Update
- Financials Q1 2026
- Outlook
- Q&A

# Growth Is Accelerating. So Is the AI Contribution.

IONOS

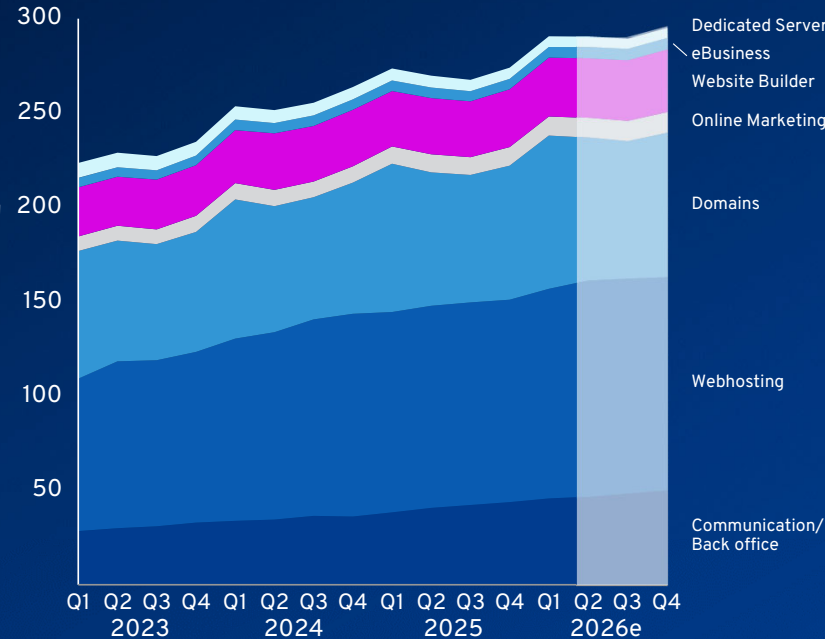
## Customer growth

Customer inventory FY in mn /  
Quarterly net additions in k



## Revenue mix Web Presence & Productivity

Quarterly revenue in €mn

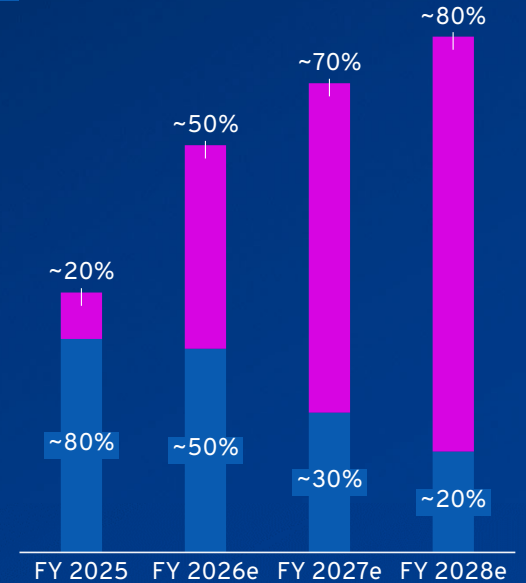


## Momentum driving revenue growth<sup>1</sup>

WPP revenue

AI revenue

Non-AI revenue



1) Definition: Share of AI revenues in additional revenue WPP; AI revenue is defined as share of AI in MyWebsite, share of AI in Wordpress, Mail AI, Momentum; the size of the columns is for illustrative purposes only

# AI is already available across all our product lines

IONOS

## Web Presence & Productivity

One-stop-shop for all digitalization needs of SMBs and solo entrepreneurs.



Domains



E-mail & Office



Web Hosting & Sitebuilder



E-commerce



Server Hosting



Value Added Services

AI Domain Search

AI Mail

AI Email Marketing Tool

IONOS GPT

AI-powered Website Builder

AI Phone Receptionist

WordPress AI Assistant

AI Online Marketing

Reputation Management

AI-powered e-commerce

AI SEO Tooling

GPU Server

Nextcloud Workspace

AI Integration



## Cloud Solutions

Trusted European cloud provider for SMBs and enterprises.



Public Cloud



Private Cloud



Bare Metal Cloud



Managed Services

AI Model Hub

Model Fine Tuning

GPU Server

n8n Image on VPS



# AI Phone Receptionist – strong early traction

IONOS

- Virtual employee that answers and manages business calls in natural, human-like speech across 20+ languages.
- Handles inquiries, books appointments, captures leads 24/7, and delivers structured call transcripts.
- Trained on the customer's website and uploaded knowledge – responds accurately and on-brand.
- Initially launched in Germany and the US in early access and with limited marketing spend – additional countries already added in March/April 2026.
- Early experience survey showing high satisfaction.



**~8,600**

total orders since launch

**Already ~€30 ARPU**

ARPU for initial product

**Avg. employee size: 1-4**

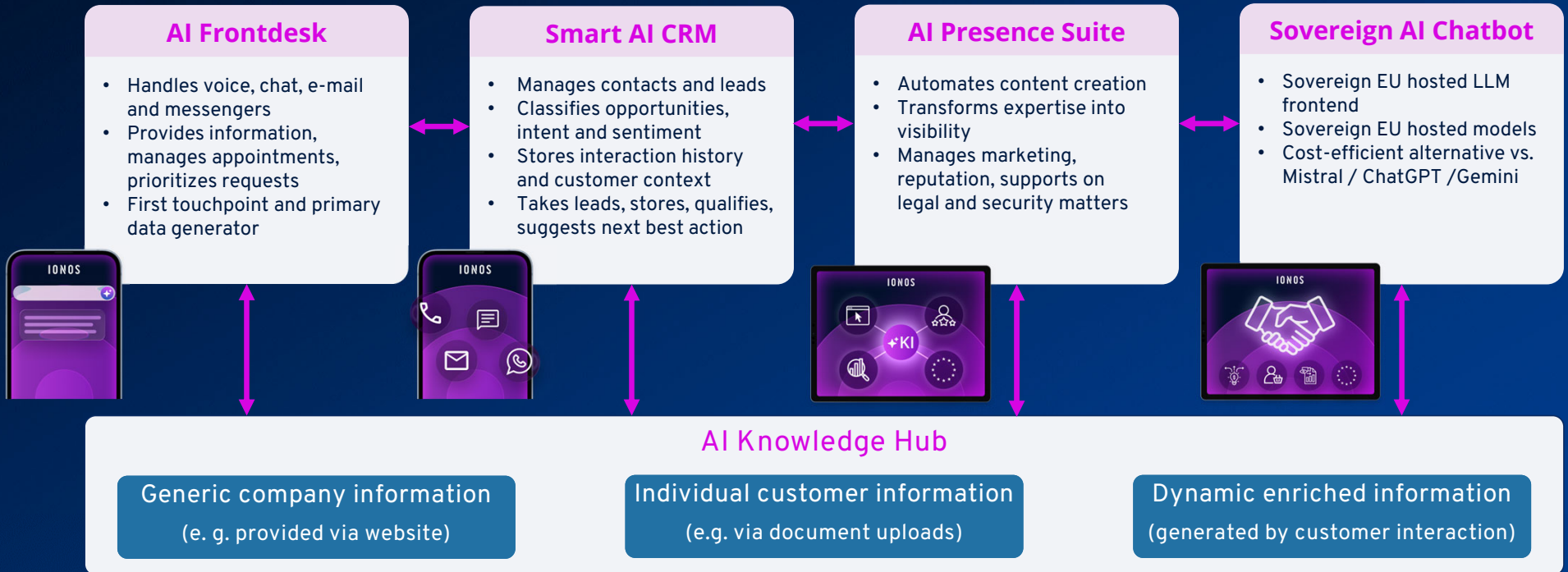
The largest customer group are SMBs with 1-4 employees

**High satisfaction**

NPS >50 (Online & post contact NPS)

# Momentum – modular and interoperable ecosystem

IONOS



# Momentum Team – Roadmap

   
AI Receptionist  
US live 

   
AI Receptionist  
UK & FR live 

  
AI Knowledge Hub &  
integrations

  
Dedicated use-cases/  
workflows with  
multiple agents

Nov 2025

Dec 2025


Q1 2026

H2 2026

   
AI Receptionist  
DE live 

   
AI Receptionist  
Strato live 

   
AI Receptionist  
CA & ES live 

  
Multi-channel  
capabilities

Our financial performance and  
guidance for sustainable growth



# Leading the European SMB digitalization

Q1 2026 figures

## Total

€348mn<sup>1</sup>

### Web Presence & Productivity

€291mn  
Revenue (84%)

#1 #2



Market positions  
in 6 core European  
markets

~130mn<sup>2</sup>



Annual revenue  
in North America



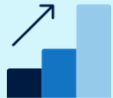
Exceptional EBITDA  
margins and cash  
conversion rates paired  
with strong growth

### Cloud Solutions

€48mn  
Revenue (14%)



Ready for  
profitability  
within the next  
year



EBITDA  
reinvested into  
future growth

€348mn Revenue<sup>1</sup>

€118mn Adjusted EBITDA

33.9% Adj. EBITDA margin

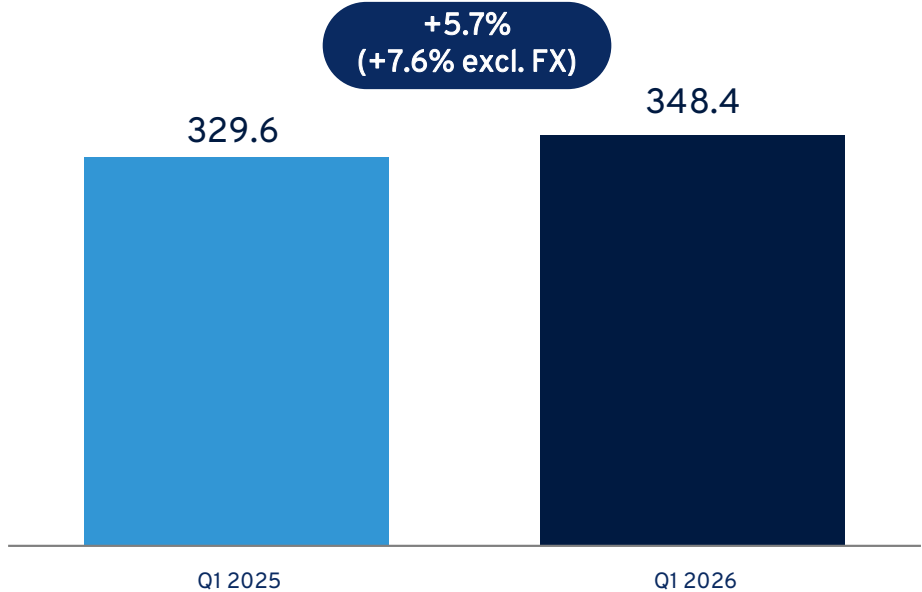
1) Including ~€9mn revenue from hosting services to United Internet companies (2% of total revenue)

2) Annual revenue USA, Canada, Mexico

# Q1 2026 with continued growth and strong profitability

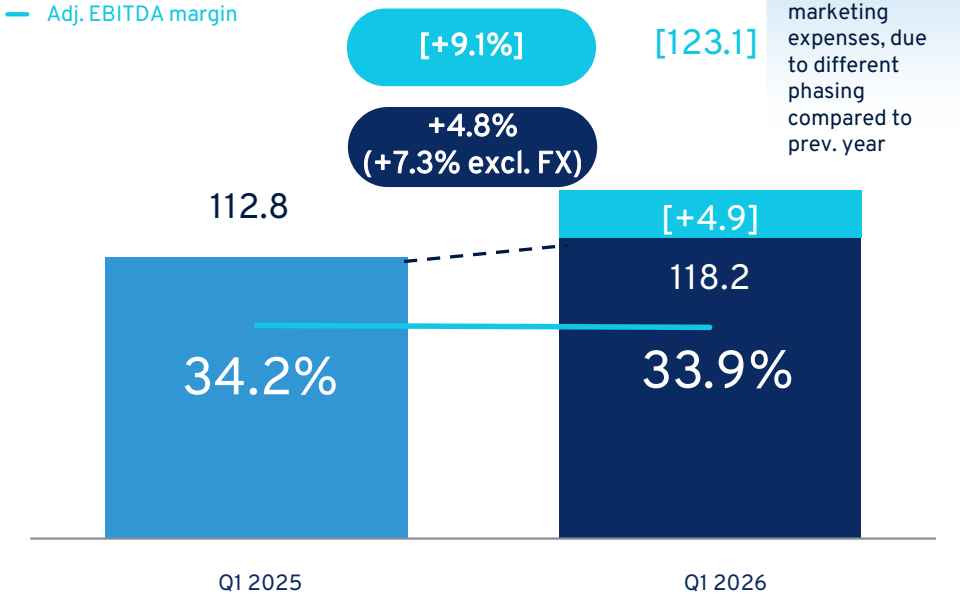
## Robust growth with high visibility

Total revenue (€mn)

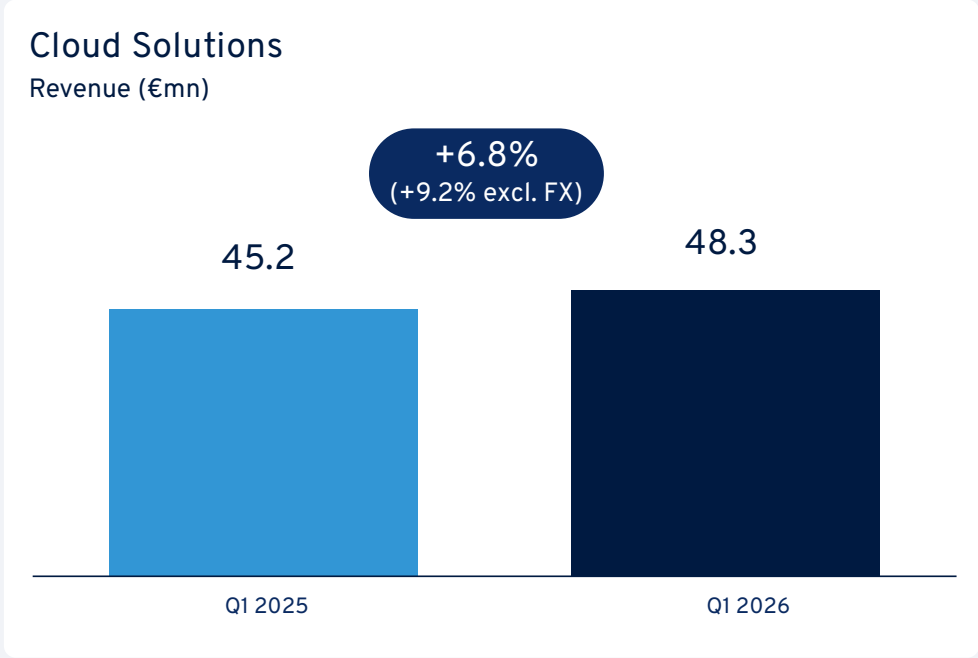
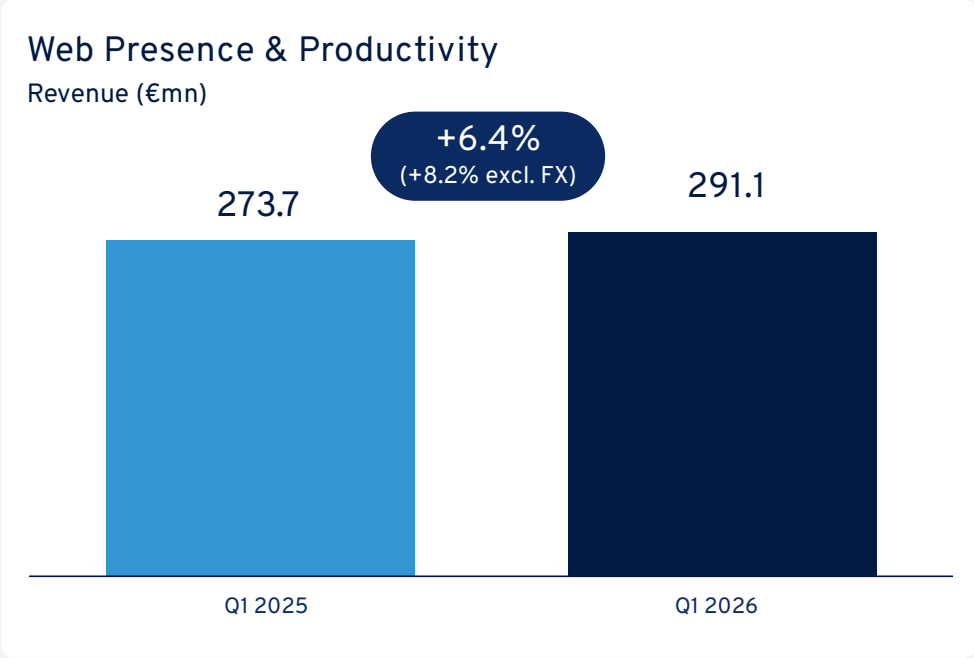


## Attractive profitability

Adj. EBITDA (€mn)



# Core business delivering solid growth



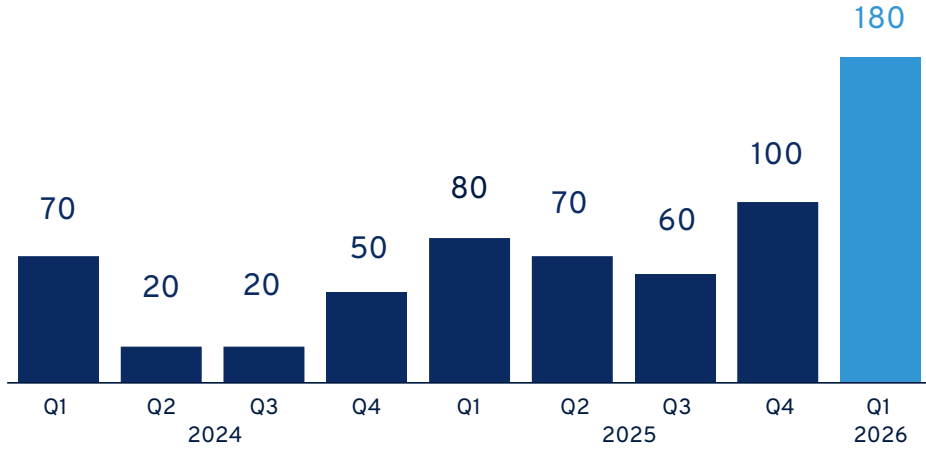
**+6.4%** Q1 2026 External revenue yoy

**€9.0mn** Hosting services to United Internet group companies in Q1 2026 (Q1 2025: €10.7mn)

Solid growth of the Web Presence & Productivity business due to customer growth and successful cross- and upselling

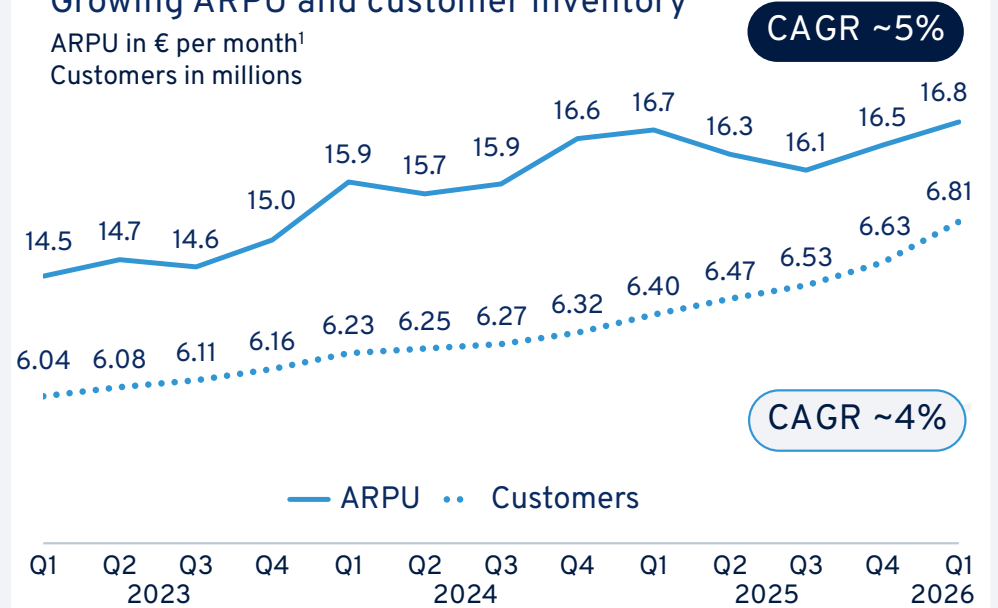
# The core business delivers strong operational performance

Customer net additions  
in k



Growing ARPU and customer inventory

ARPU in € per month<sup>1</sup>  
Customers in millions



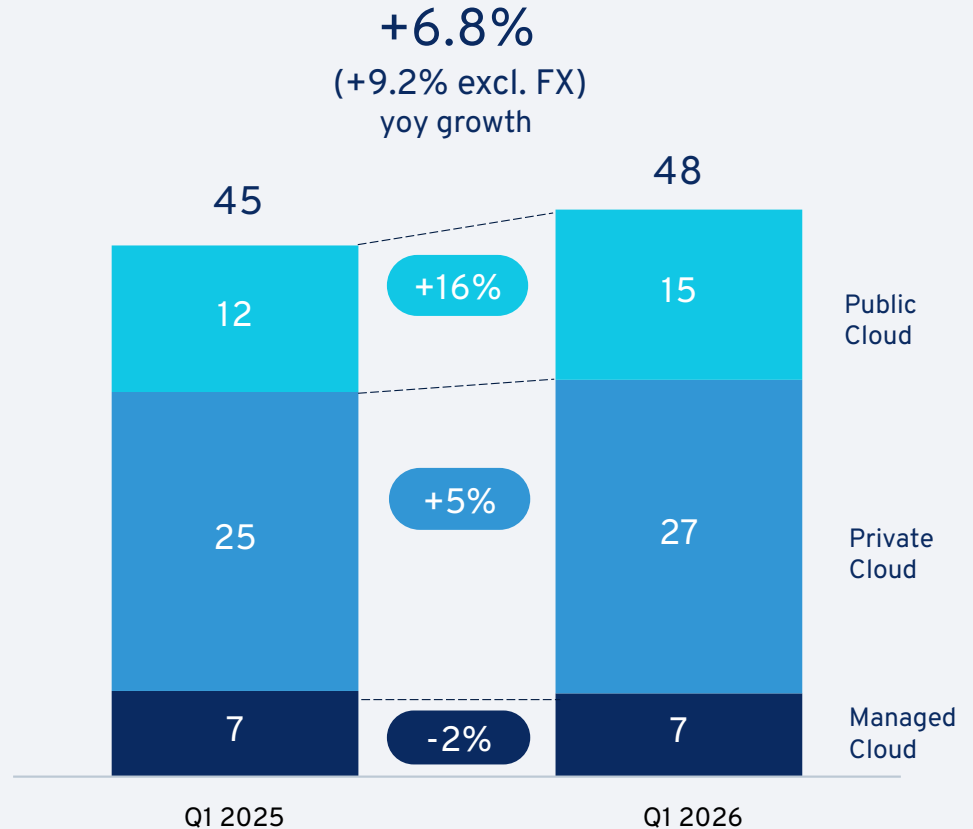
Churn remains at best-in-class level of ~1% per month

Successful up- & cross selling and pricing power

1) Based on external revenues

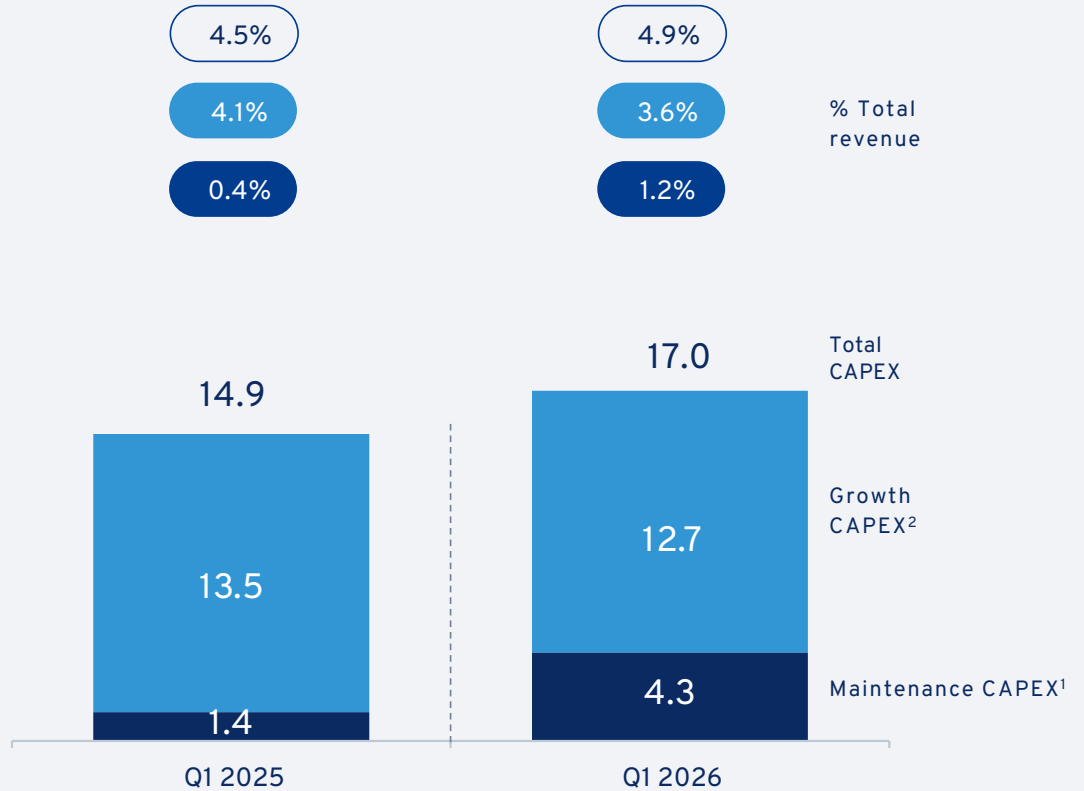
# Strategic Focus: Converting Data Sovereign Cloud demand into growth

- Significantly higher interest in digital sovereignty.
- Acceleration of revenue growth, mainly from SME and mid-market, but also higher revenues from the public sector.
- Further expansion of the Cloud product portfolio (GPUs, Private Cloud features, etc).
- Expansion of our successful partner network strategy, by adding new partners and leveraging our existing global partner relationships.
- After 2025 was a ramp-up phase, ITZBund is now in “continuous operations”.
- **Public Cloud** business is expected to grow **>20% yoy** in FY 2026e



# Well invested asset base ensures low, predictable maintenance capex

- Total CAPEX as % of total revenue at 4.9% (prev. year: 4.5%)
- Low and predictable maintenance CAPEX requirements
- Majority of growth capex is related to Cloud Solutions
- Expected CAPEX for FY 2026E: €75 - 85mn (CAPEX/total revenue of ~6%)

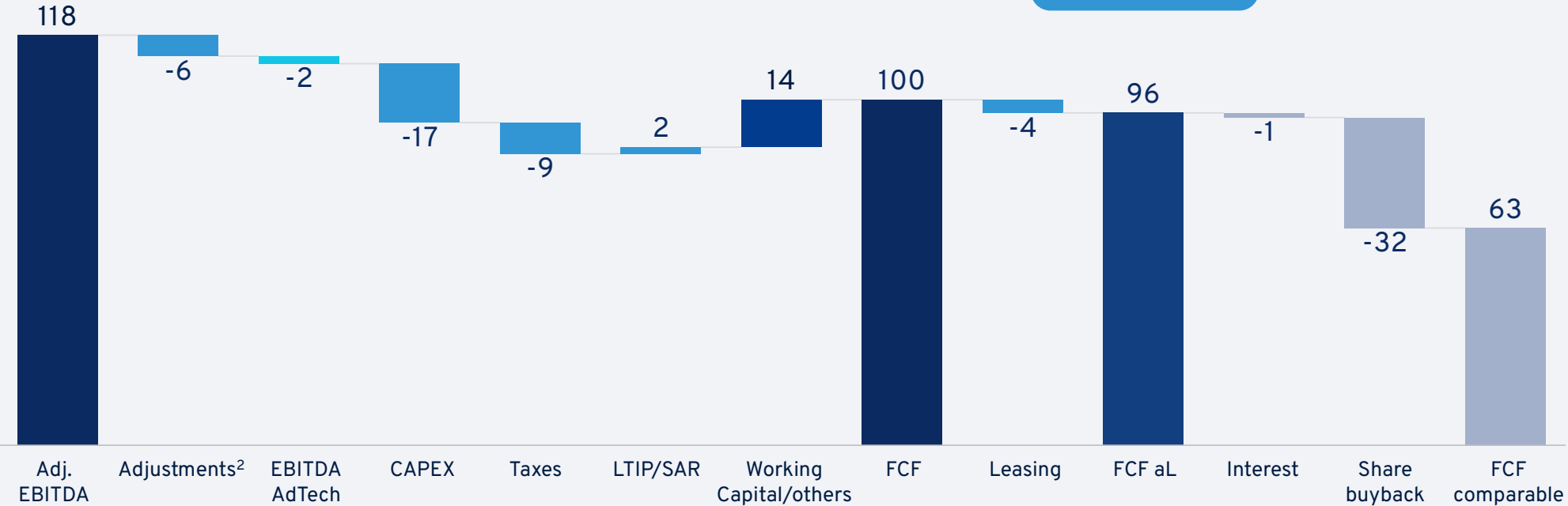


CAPEX figures refer to CAPEX excl. leasing; 1) Maintenance capital expenditures (excl. additions to right-of-use assets) include capital expenditures for replacements in the ordinary course of business; 2) Growth capital expenditures defined as total CAPEX, excluding maintenance CAPEX

# Strong and highly predictable Free Cash Flow generation

Q1 2026 adjusted EBITDA to (adjusted) Free Cash Flow<sup>1</sup> (FCF) bridge  
in €mn

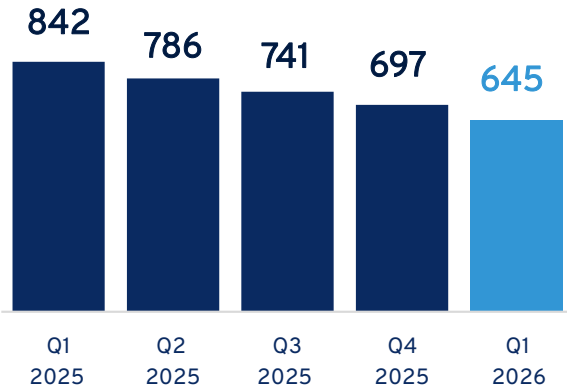
Q1 2025 FCF aL:  
€59mn



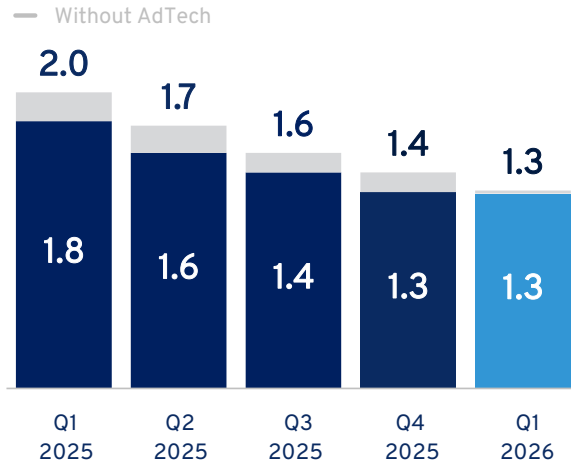
1) Free cash flow (FCF) is defined as cash flow from operating activities, less capital expenditures, plus payments from disposals of intangible assets and property, plant and equipment (incl. AdTech)  
 2) Adjustments for either non-recurring items or non-operating items (i.e. LTIP, stand-alone costs)

# Fixed-interest debt secures stability and removes refinancing risk

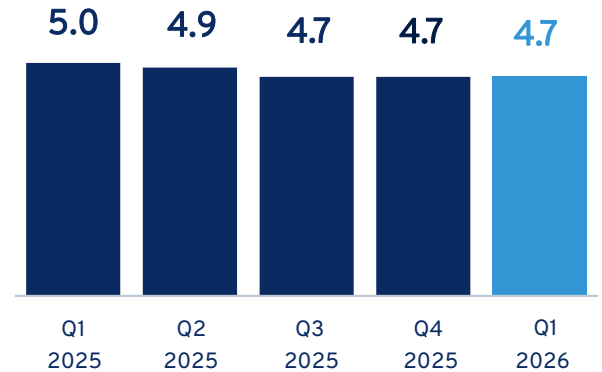
Net Debt<sup>1</sup>



Leverage<sup>3</sup>  
(Net debt/adj. EBITDA)



Avg. interest rate  
(fixed / in % p.a.)



€645mn<sup>1</sup>

Net debt as of March 31, 2026, comprising of an external bank loan, less receivables UI

Shareholder loan UI fully repaid

4.7%<sup>2</sup>

Fixed annual interest rate  
maturity on December 15, 2026

~1.3x

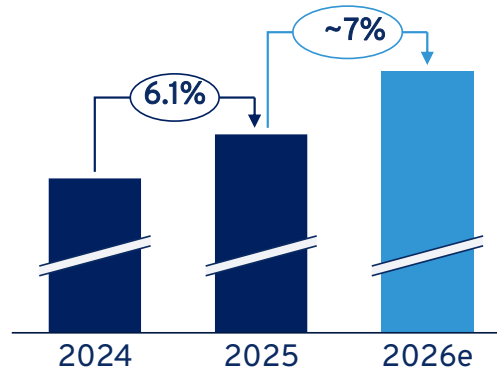
Leverage<sup>3</sup> as of December 31, 2025

1) Net Debt is the sum of liabilities to banks (31.03.2026: €808mn), current liabilities to related parties (31.03.2026: €7mn) and current liabilities to banks (31.03.2026: ~€0mn), less receivables from related parties (31.03.2026: €133mn), less cash and cash equivalents (31.03.2026: €38mn) at the end of the period; 2) as of 31.03.2026; 3) Calculated as Net Debt / Adj. EBITDA LTM

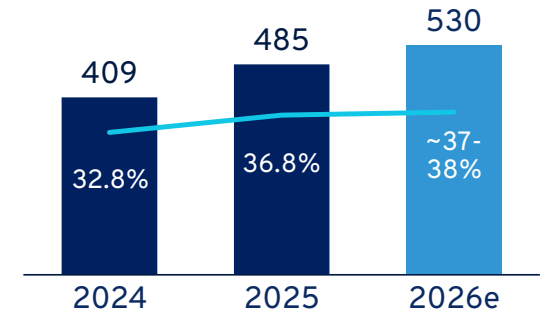
# Accelerating growth with our 2026 guidance

	FY 2025	Q1 2026	FY 2026e
Revenue <sup>1</sup>	6.1%	7.6%	~7%
External revenue <sup>2</sup>	6.5%	8.4%	~8%
Web Presence & Productivity	6.5%	8.2%	7 - 8%
Cloud Solutions	6.6%	9.2%	~10%
Intercompany UI	€43mn	€9mn	~€30-40mn
Adj. EBITDA margin	36.8%	33.9%	37 - 38%
Adj. EBITDA	€485mn	€118mn	~€530mn

Revenue growth<sup>1</sup>  
Expected development



Adj. EBITDA/Adj. EBITDA margin  
Expected development, in €mn



1) Revenue based on constant currency; 2) excl. Intercompany revenue with UI

# Reaffirming our mid-term guidance for continued growth

~10%

Total revenue growth (CAGR)

~9%

Web Presence & Productivity revenue growth (CAGR)

~20%

Cloud Solutions revenue growth (CAGR)

~40%

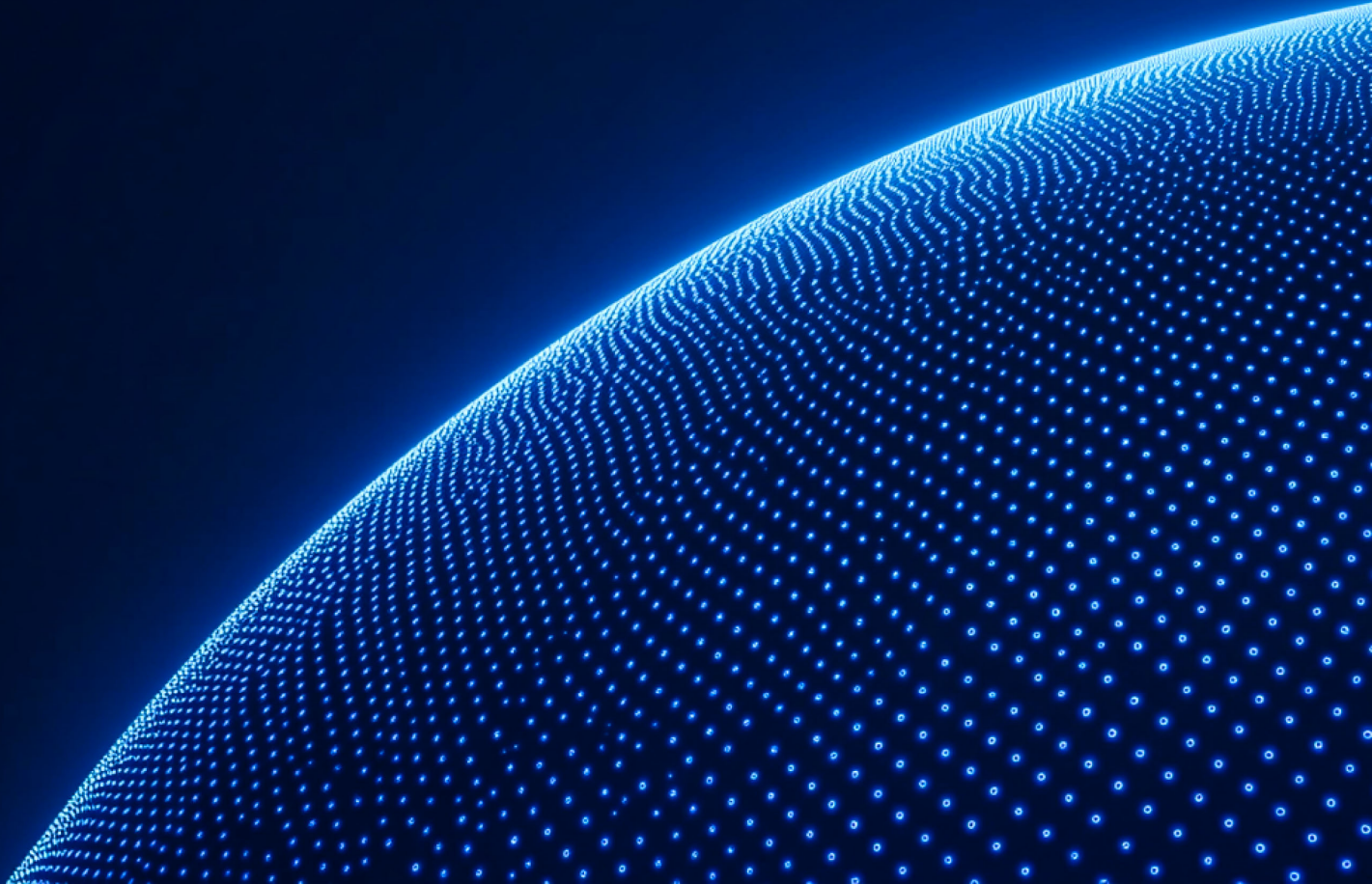
Adj. EBITDA margin

~6%

CAPEX (% on revenue)

Maintenance ~8% CAGR &  
Growth ~4% of total revenue

# Q&A



# Q1 2026 Results Webcast

12 May

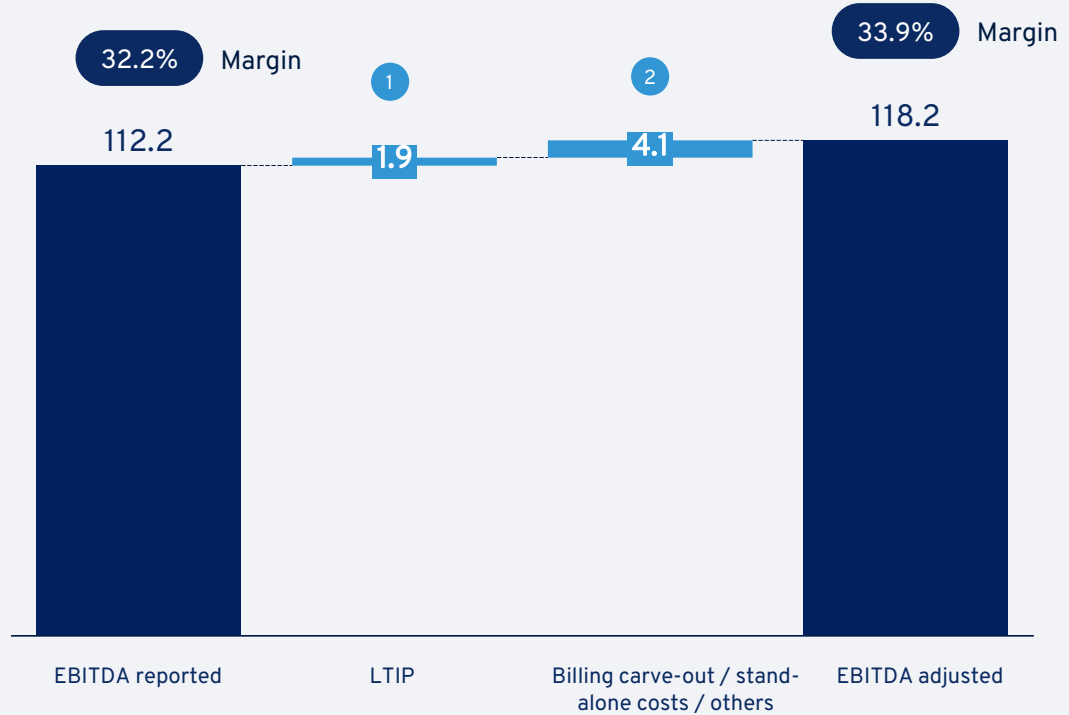


# Appendix

# EBITDA to adj. EBITDA bridge

- 1 Employee stock ownership program
- 2 Costs for the establishment of IONOS as an independent group, i.e. cost of the billing carve-out from United Internet Group, and others

Q1 2026 EBITDA, adjustments and adj. EBITDA (in €mn)



# Financial Overview

IONOS

in €mn	Q1 2025	Q1 2026	Change yoy
<b>Total Revenue (continued)</b>	<b>329.6</b>	<b>348.4</b>	<b>+5.7%</b>
Discontinued	116.7	3.7	-96.8%
<b>Adj. gross profit (continued)<sup>1</sup></b>	<b>258.0</b>	<b>271.6</b>	<b>+5.3%</b>
<b>Adj. EBITDA (continued)</b>	<b>112.8</b>	<b>118.2</b>	<b>+4.8%</b>
Discontinued	18.2	-1.8	n/a
<b>EBIT (continued)</b>	<b>79.0</b>	<b>87.9</b>	<b>+11.3%</b>
Discontinued	18.2	-2.3	n/a
<b>Adjusted EBT (continued)</b> excl. non-cash valuation effects from a contingent purchase price liability	<b>65.6</b>	<b>77.5</b>	<b>+18.1%</b>
Discontinued	18.1	-2.3	n/a
<b>Adjusted EPS in €/share (continued)</b> excl. non-cash valuation effects from a contingent purchase price liability	<b>0.33</b>	<b>0.40</b>	<b>+21.2%</b>
Discontinued	0.12	-0.02	n/a

1) Adjusted gross profit is calculated as revenue less cost of sales (excl. T&D and D&A)