IONOS

6-Month 2026 Results Webcast

06 August 2026

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In the interests of clear and transparent reporting, financial presentations, the annual financial statements and interim statements of IONOS Group SE, as well as any ad-hoc announcements pursuant to Art. 17 MAR and other financial information contain additional financial performance indicators to those required under International Financial Reporting Standards (IFRS), such as EBITDA, EBITDA margin, adjusted EBITDA, adjusted EBITDA margin, EBIT and free cashflow. Information on the use, definition and calculation of these performance measures is provided in the Annual Consolidated Financial Statements 2025 of IONOS Group SE or is explained in an associated footnote.

Agenda

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Achim Weiß

CEO

Patrik Heider

CFO

- Product / Business Update
- Financials Q2 / H1 2026
- Outlook
- Q&A

Growth is accelerating — and so is the AI contribution

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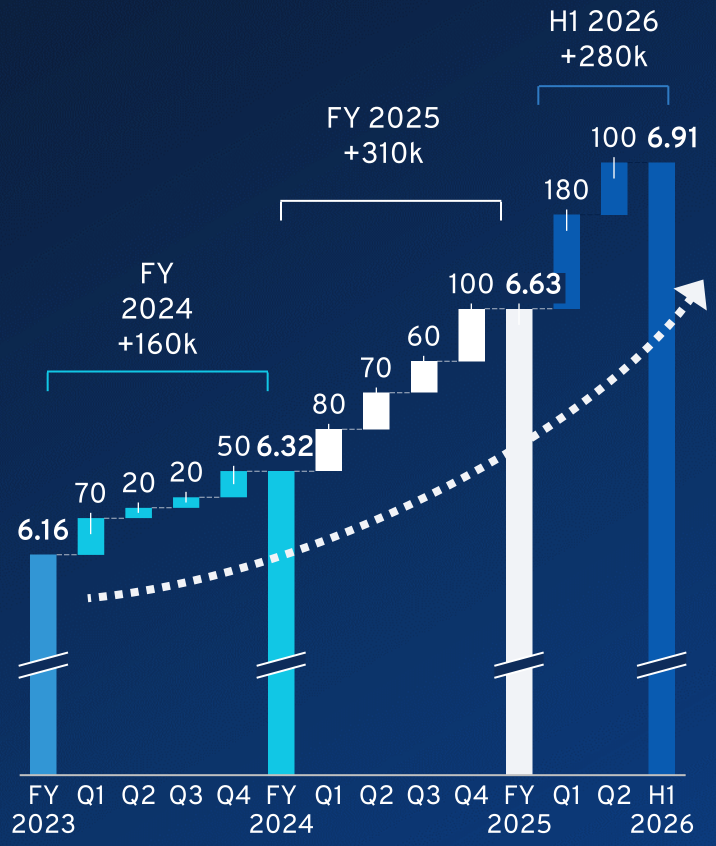
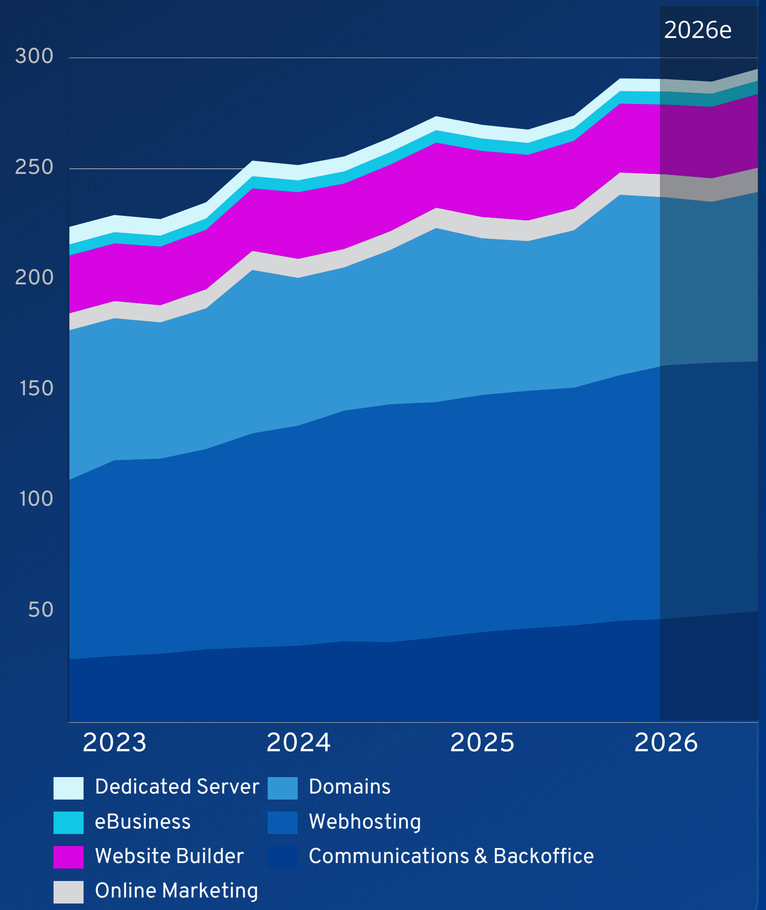
Customer growth

Quarterly net additions (k) and customer inventory in mn



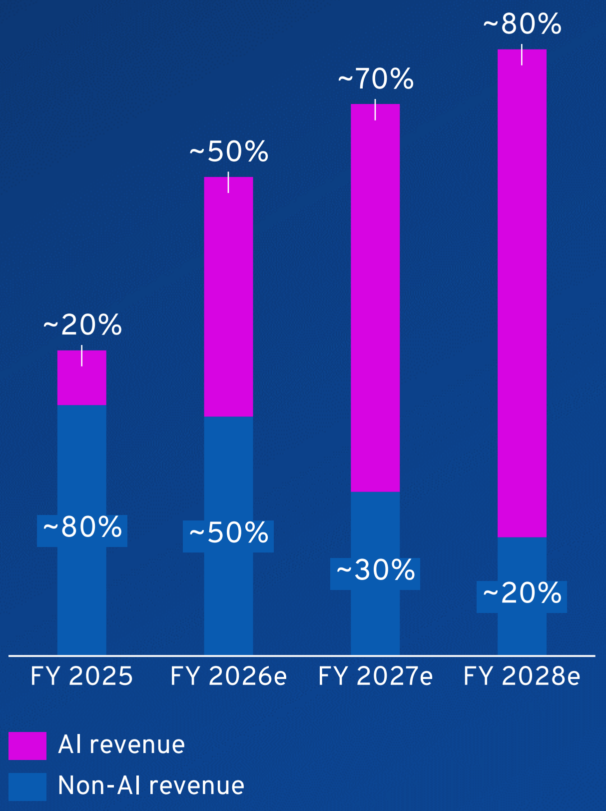
Revenue mix — WPP

Quarterly revenue by product line (€mn)



AI driving growth[1]

AI share of new WPP 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 live across every product line

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Web Presence & Productivity

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

- Domains
- E-mail & Office
- Web Hosting & Sitebuilder
- E-commerce
- Server Hosting

AI-powered Website Builder | AI App & Site Builder | WordPress AI Assistant | AI Mail | AI Email Marketing | AI Online Marketing | AI SEO Tooling | AI Domain Search | AI-powered e-commerce | Reputation Management | AI Phone Receptionist | IONOS GPT

Cloud Solutions

Trusted European cloud provider for SMBs and enterprises.

- Value Added Services
- Public Cloud
- Private Cloud
- Bare Metal Cloud
- Managed Services

AI Model Hub | Model Fine-Tuning | GPU Server | n8n Image on VPS | Nextcloud AI Integration

Sovereign, EU-hosted infrastructure — the foundation for data-sovereign AI.

AI Phone Receptionist: strong early traction

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- 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 – further rollout of the product across all of our markets.
- Early experience survey showing high satisfaction.

~15,000
total services (since launch)

>€70
ARPU IN (> 2x versus Q1 2026)

NPS >50
high customer satisfaction

1–4
employees — our core SMB group

AI App & Site Builder: describe it, and build it

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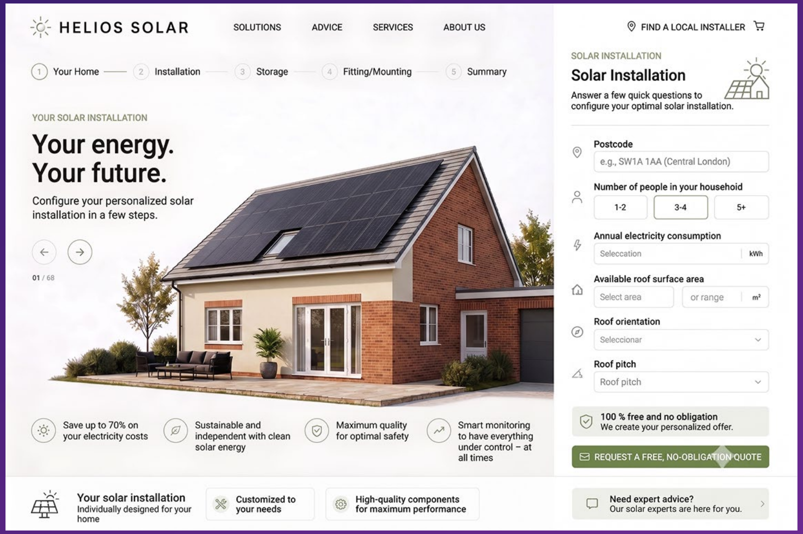
Build any app or website, just by describing it – domain, hosting and email included

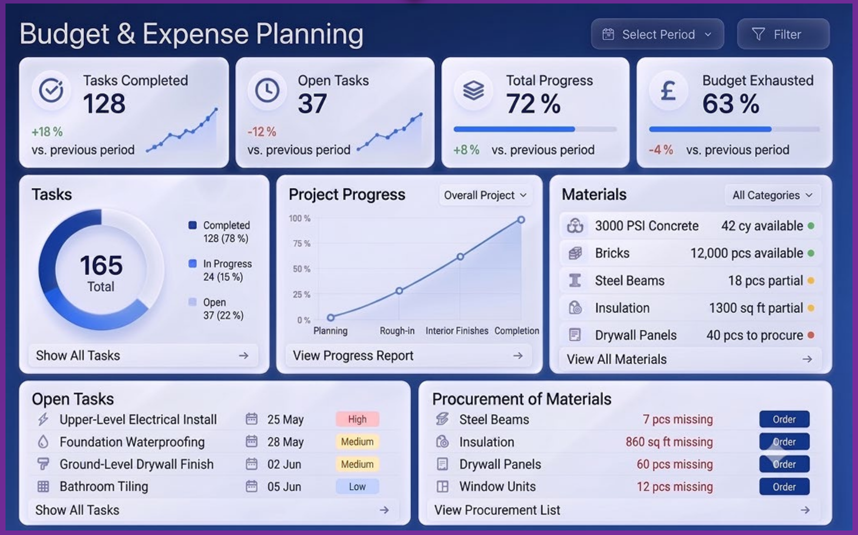
TOOL

Create a product configurator that allows my customers to design and plan panel systems tailored to their property.



TOOL

Develop a dashboard for my construction company to track custom projects. Modern, structured, and with a clear overview of relevant project details.



Momentum – modular and interoperable ecosystem

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AI Frontdesk

Partially live

- Primary access point for customer communication
- Handles voice, chat, e-mail and messengers
- Provides information, manages appointments, prioritizes requests

AI Presence Suite

Live

- Online identity for your business
- Website / eshop
- Web application

AI Marketing

Partially live

- The hub for all marketing activities
- SEO / GEO / listings
- Manages campaigns & reputation

Planned

Smart CRM

Booking

Document Management

AI Knowledge Hub

Planned

Generic company information (e. g. provided via website)

Individual customer information (e.g. via document uploads)

Dynamic enriched information (generated by customer interaction)

Our vision – Momentum as an intelligent and agentic operation system for your entire organization – a hub for managing all digital workflows, no matter your company size or technical expertise.

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Our financial performance and guidance for sustainable growth

Leading the European SMB digitalization

H1 2026 figures

Web Presence & Productivity

€581mn
Revenue (83%)

#1 #2

Market positions in 6 core European markets

~€130mn[2]

Annual revenue in North America

Exceptional EBITDA margins and cash conversion rates paired with strong growth

Cloud Solutions

€102mn
Revenue (15%)

Ready for profitability

EBITDA reinvested into future growth

€701mn Revenue[1]

€245mn Adjusted EBITDA

35.0% Adj. EBITDA margin

1) Including ~€18mn revenue from hosting services to United Internet companies (2% of total revenue)
2) Annual revenue USA, Canada, Mexico

H1 2026 delivered strong growth

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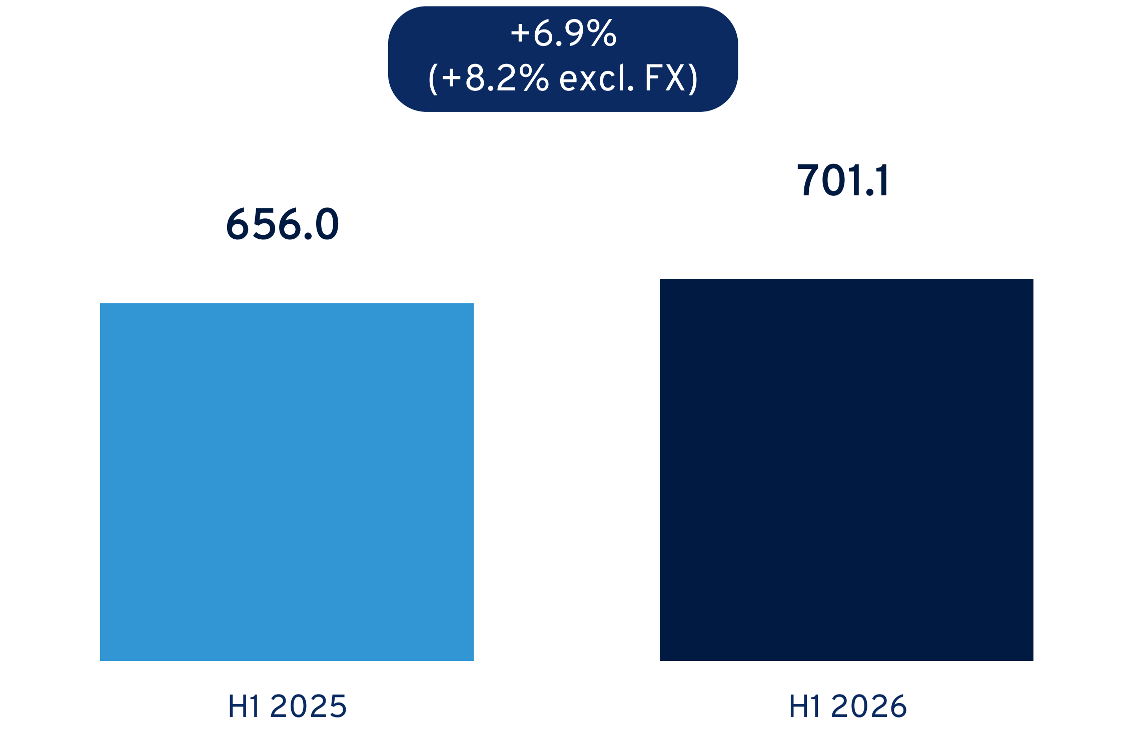
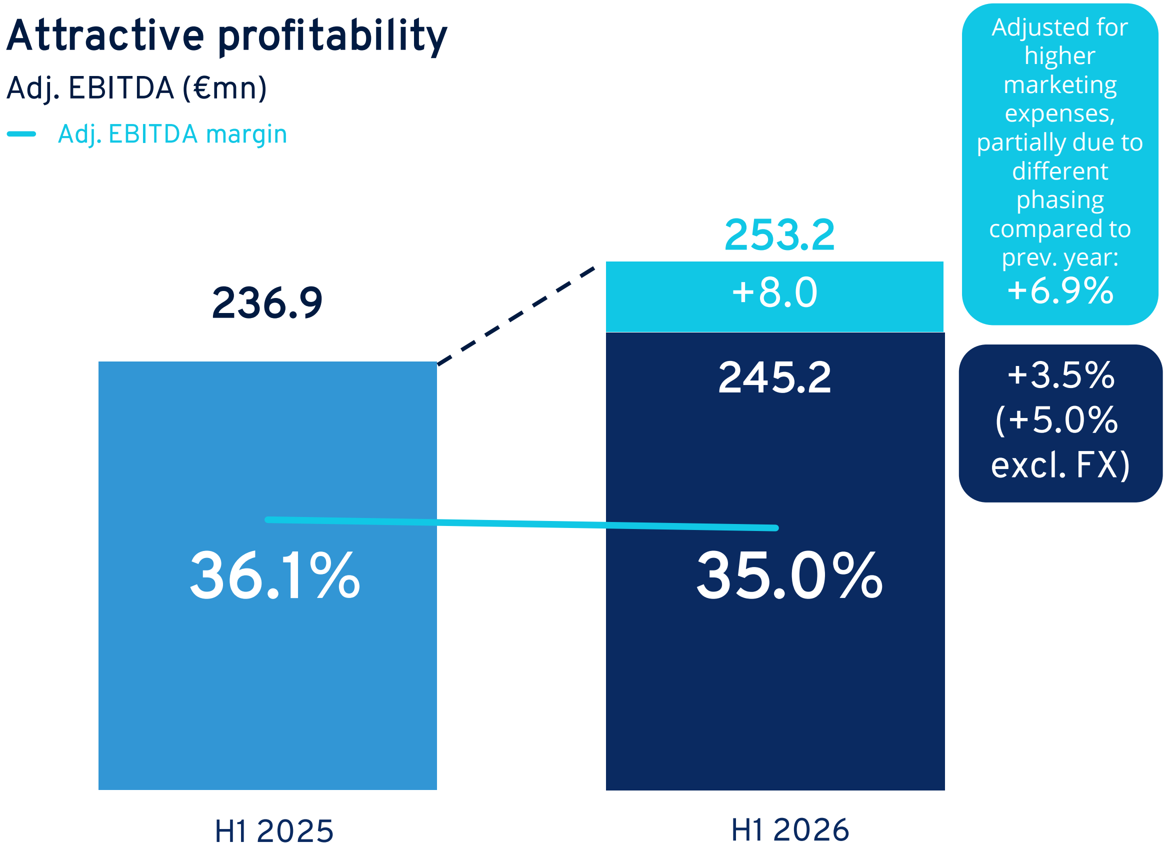
Industry leading growth with high visibility

Total revenue (€mn)



Attractive profitability

Adj. EBITDA (€mn)



Q2 2026 with continued growth and strong profitability

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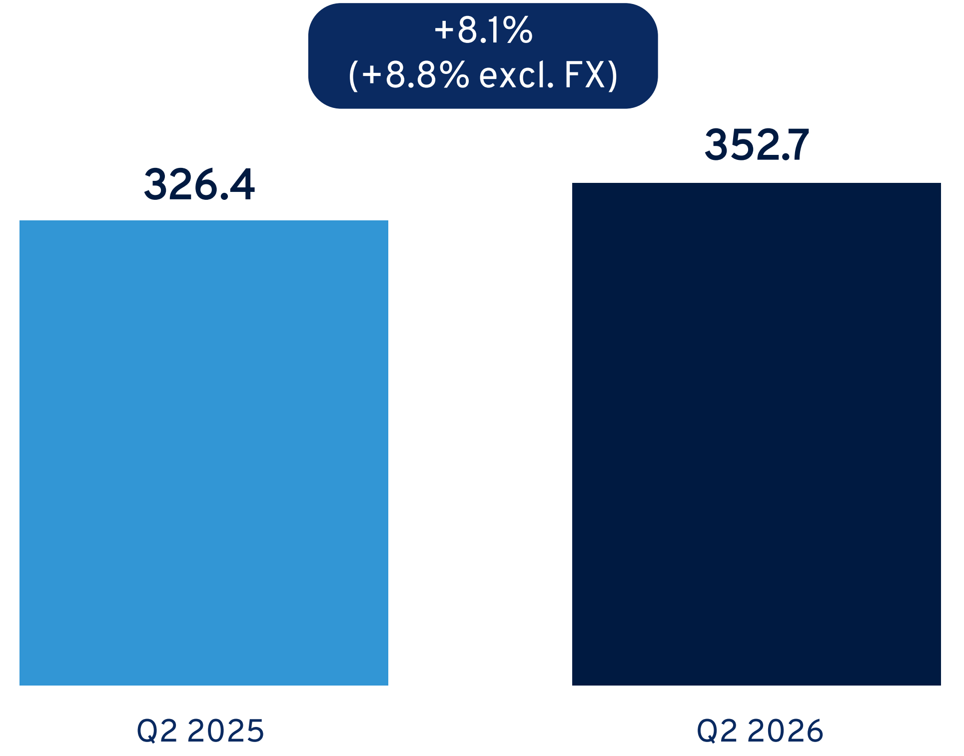
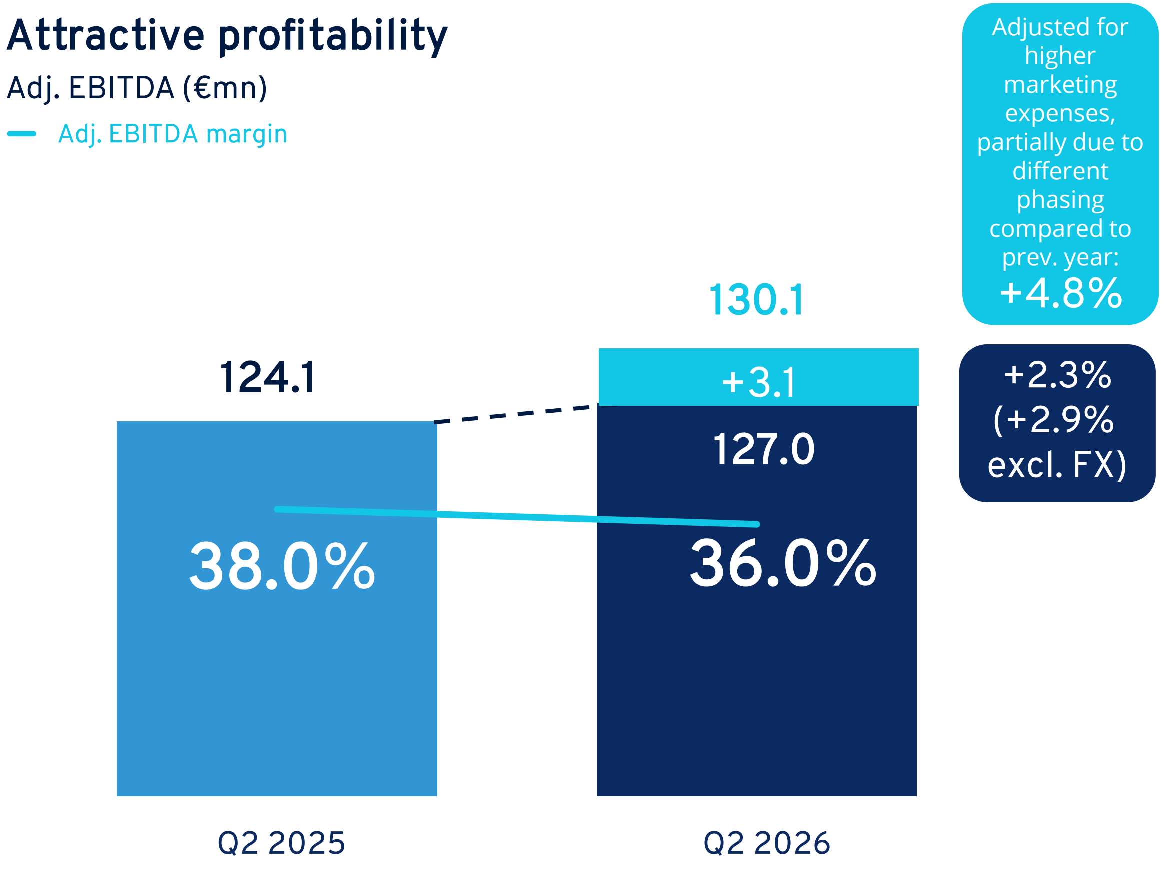
Robust growth with high visibility

Total revenue (€mn)



Attractive profitability

Adj. EBITDA (€mn)



Core business delivering solid growth

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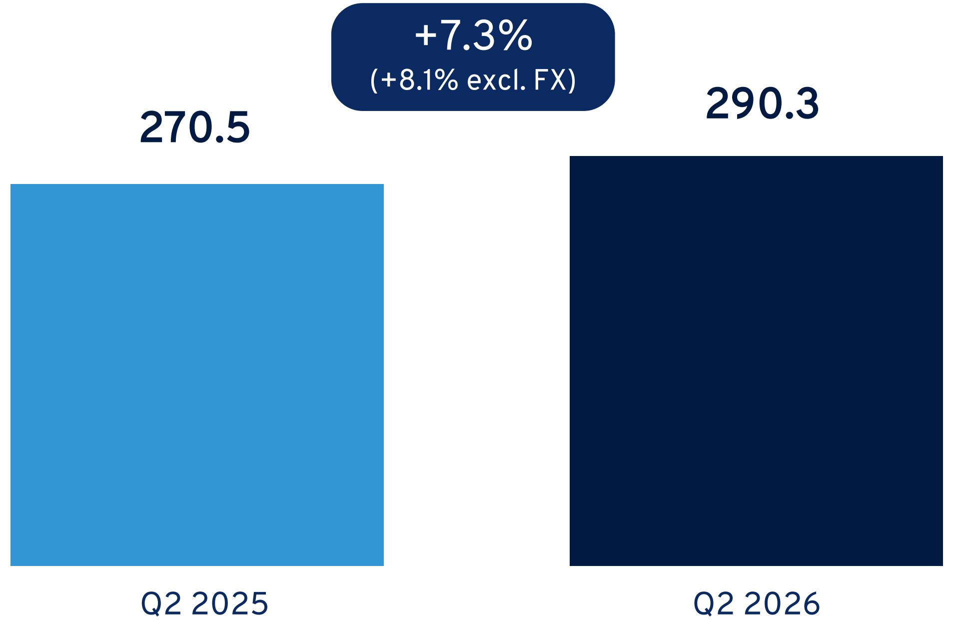
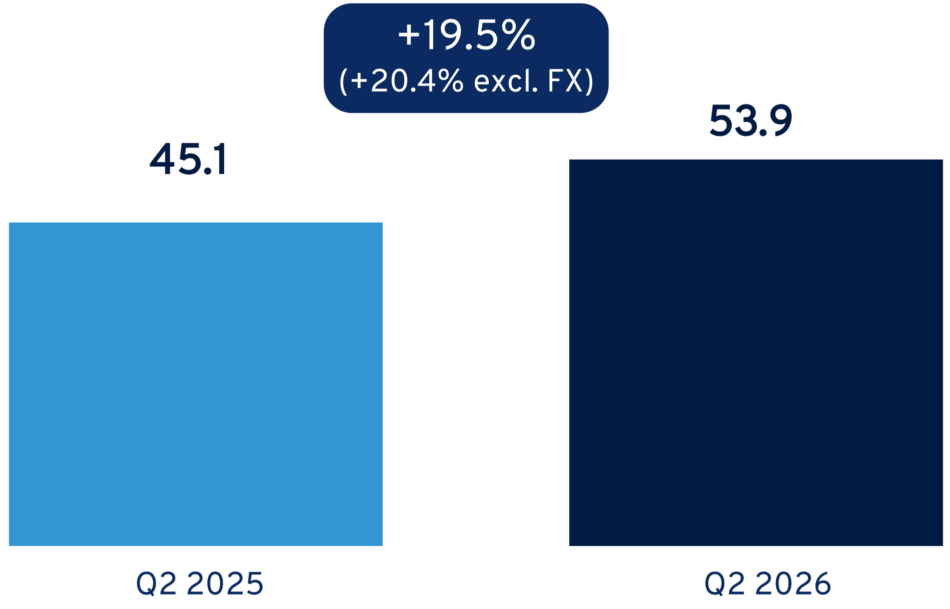
Web Presence & Productivity

Revenue (€mn)



Cloud Solutions

Revenue (€mn)



+9.1% Q2 2026
External revenue yoy

€8.5mn Hosting services to United Internet group companies in Q2 2026
(Q2 2025: €10.9mn)

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

The core business delivers strong operational performance

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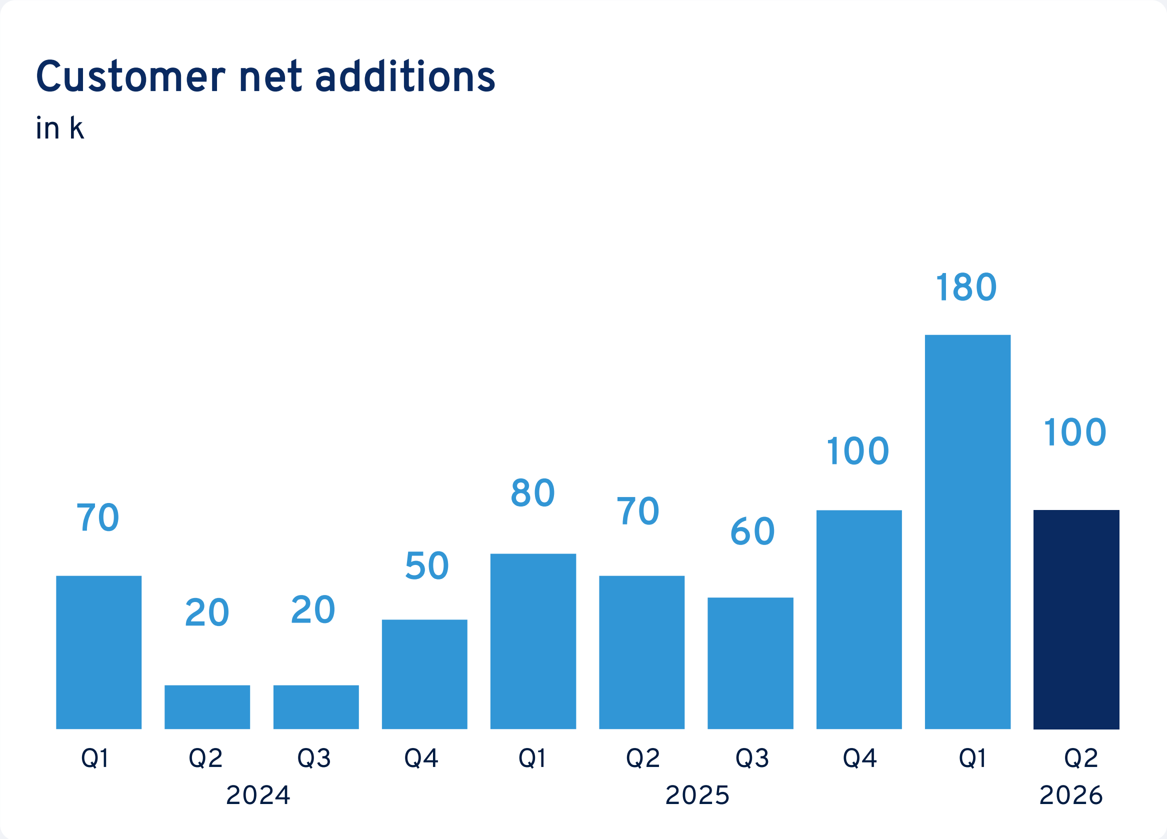

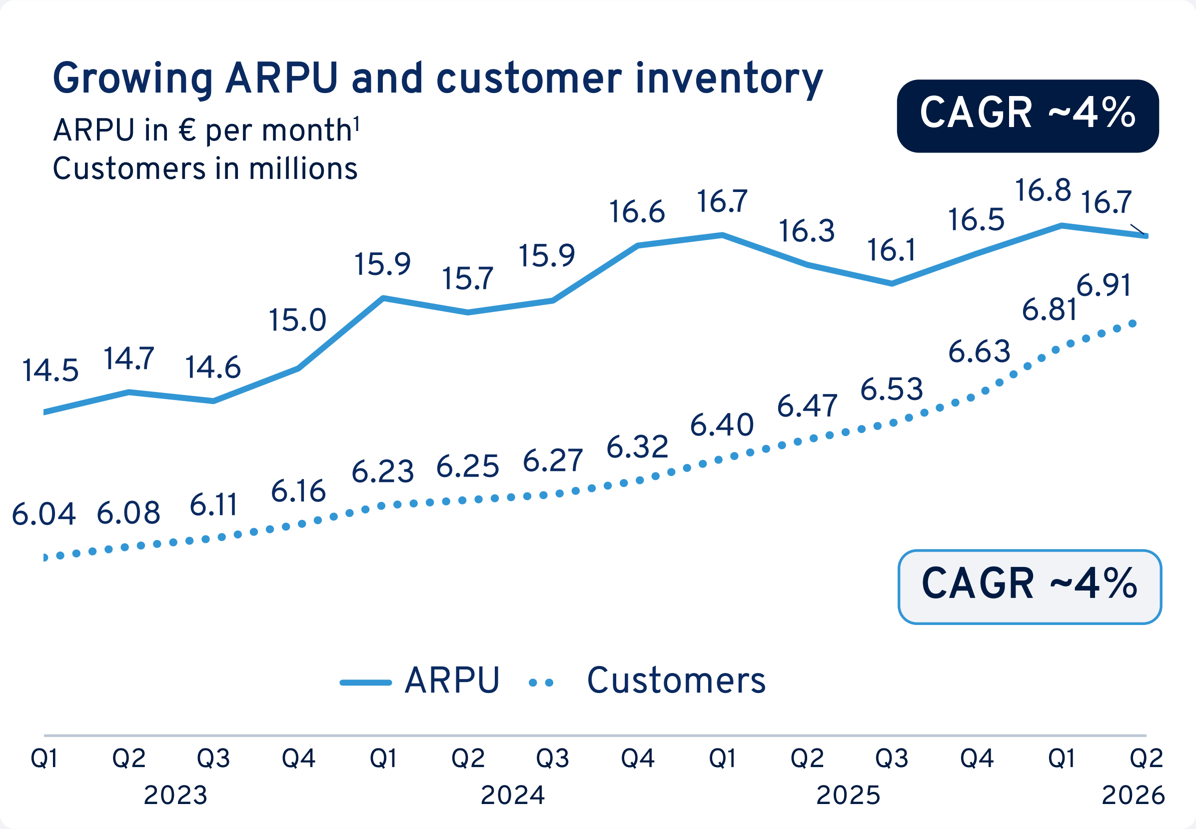

Churn remains at best-in-class level of ~1% per month

Successful up- & cross selling and pricing power

1) Based on external revenues

Strategic Focus: Converting Data Sovereign Cloud demand into growth

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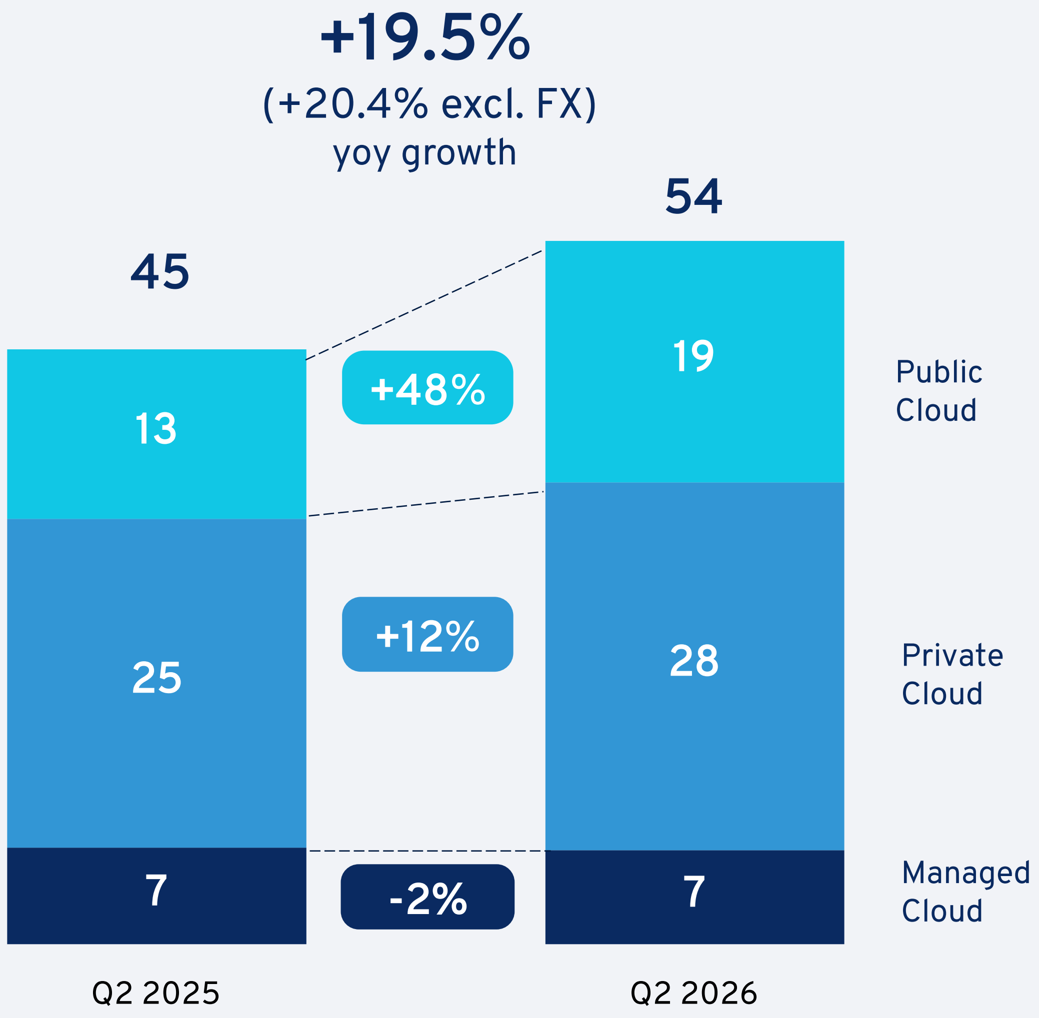
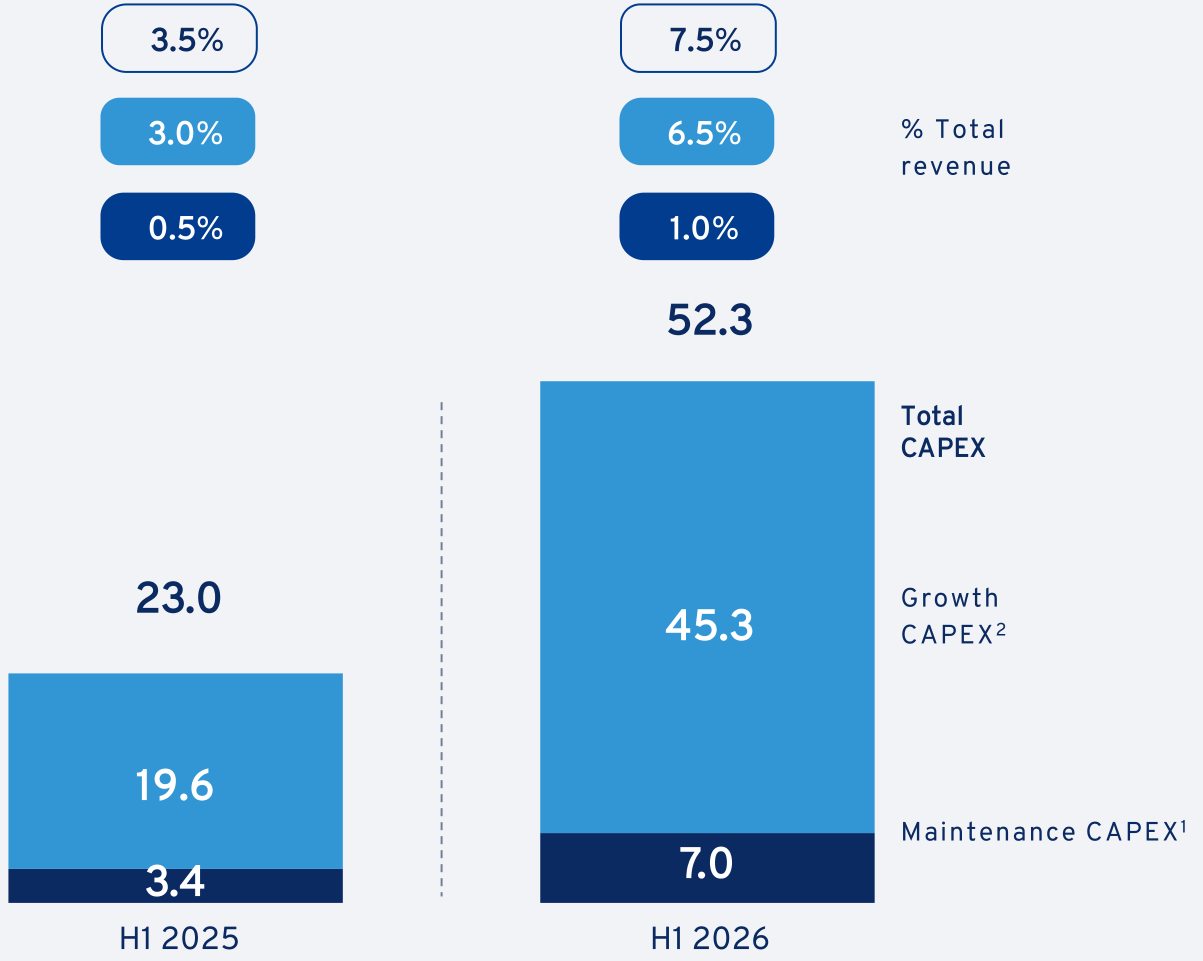


- Significantly higher interest in digital sovereignty.
- Acceleration of revenue growth, mainly from SME and mid-market, but also higher revenues from the public sector.
- Further expansion of the Cloud product portfolio (GPUs, Private Cloud features, etc).
- Expansion of our successful partner network 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 7.5% (prev. year: 3.5%)
- 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

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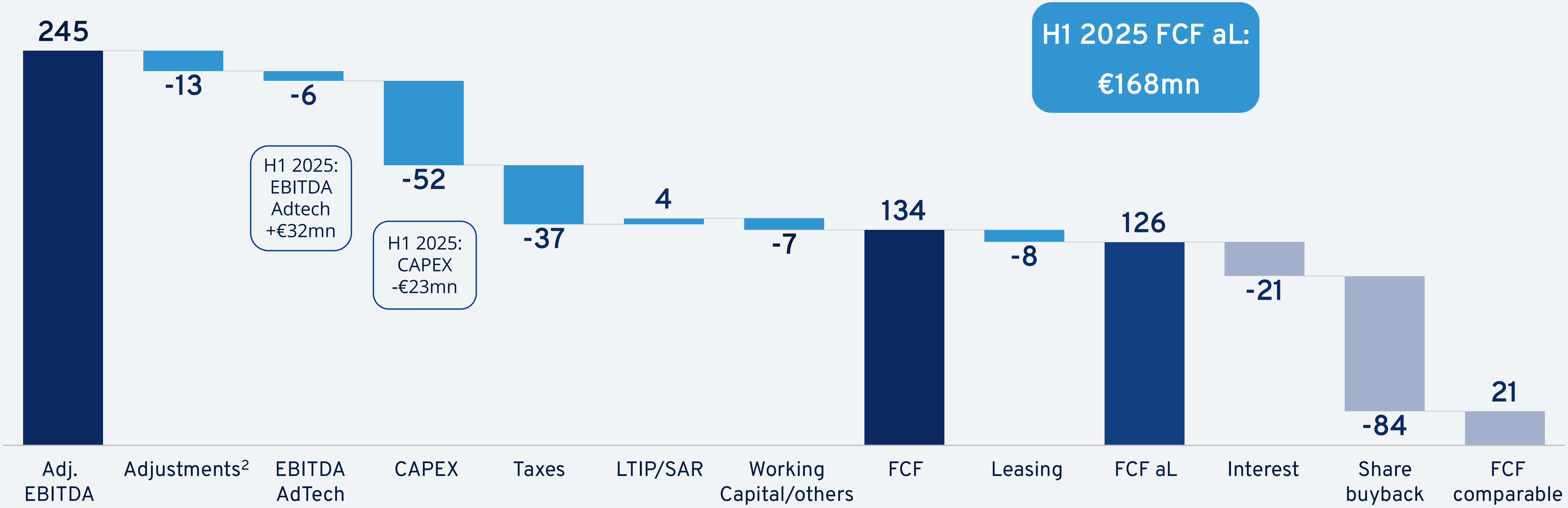
H1 2026 adjusted EBITDA to (adjusted) Free Cash Flow[1] (FCF) bridge

in €mn



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

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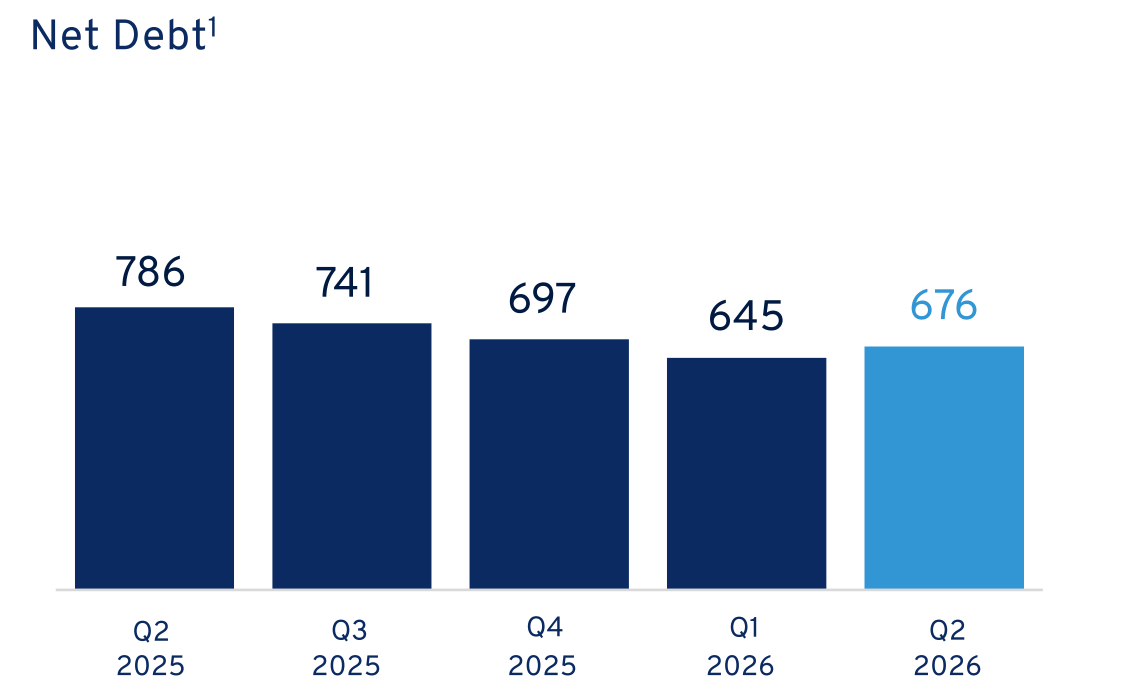

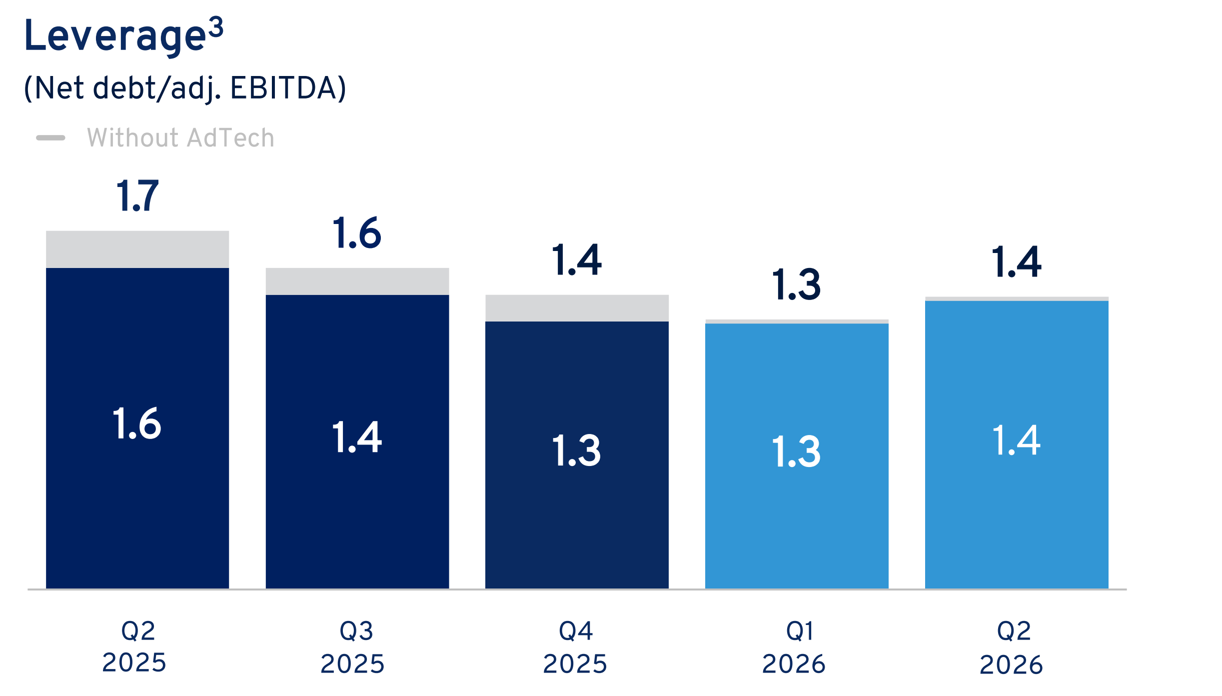

€676mn[1] Net debt as of June 30, 2026, comprising of an external bank loan, less receivables UI

4.7%[2] Fixed annual interest rate, maturity on December 15, 2026

~1.4x Leverage[3] as of June 30, 2026

1) Net Debt is the sum of liabilities to banks (30.06.2026: €799mn), current liabilities to related parties (30.06.2026: €6mn), less receivables from related parties (30.06.2026: €82mn), less cash and cash equivalents (30.06.2026: €47mn) at the end of the period; 2) as of 30.06.2026; 3) Calculated as Net Debt / Adj. EBITDA LTM

Accelerating growth with our revised 2026 guidance

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	FY 2025	H1 2026	FY 2026e before	FY 2026e new
Revenue[1]	6.1%	8.2%	~7%	~8%
External revenue[2]	6.5%	9.1%	~8%	~9%
Web Presence & Productivity	6.5%	8.2%	7-8%	~8%
Cloud Solutions	6.6%	14.9%	~10%	~10-15%
Intercompany UI	€43mn	€18mn	~€30-40mn	~€30-40mn
Adj. EBITDA margin	36.8%	35.0%	37 - 38%	37 - 38%
Adj. EBITDA	€485mn	€245mn	~€530mn	~€530mn

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

Reaffirming our mid-term guidance for continued growth

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~10%
Total revenue growth

~9%
Web Presence & Productivity revenue growth

~20%
Cloud Solutions revenue growth

~40%
Adj. EBITDA margin

~6%
CAPEX (% on revenue)
Maintenance ~8% CAGR &
Growth ~4% of total revenue

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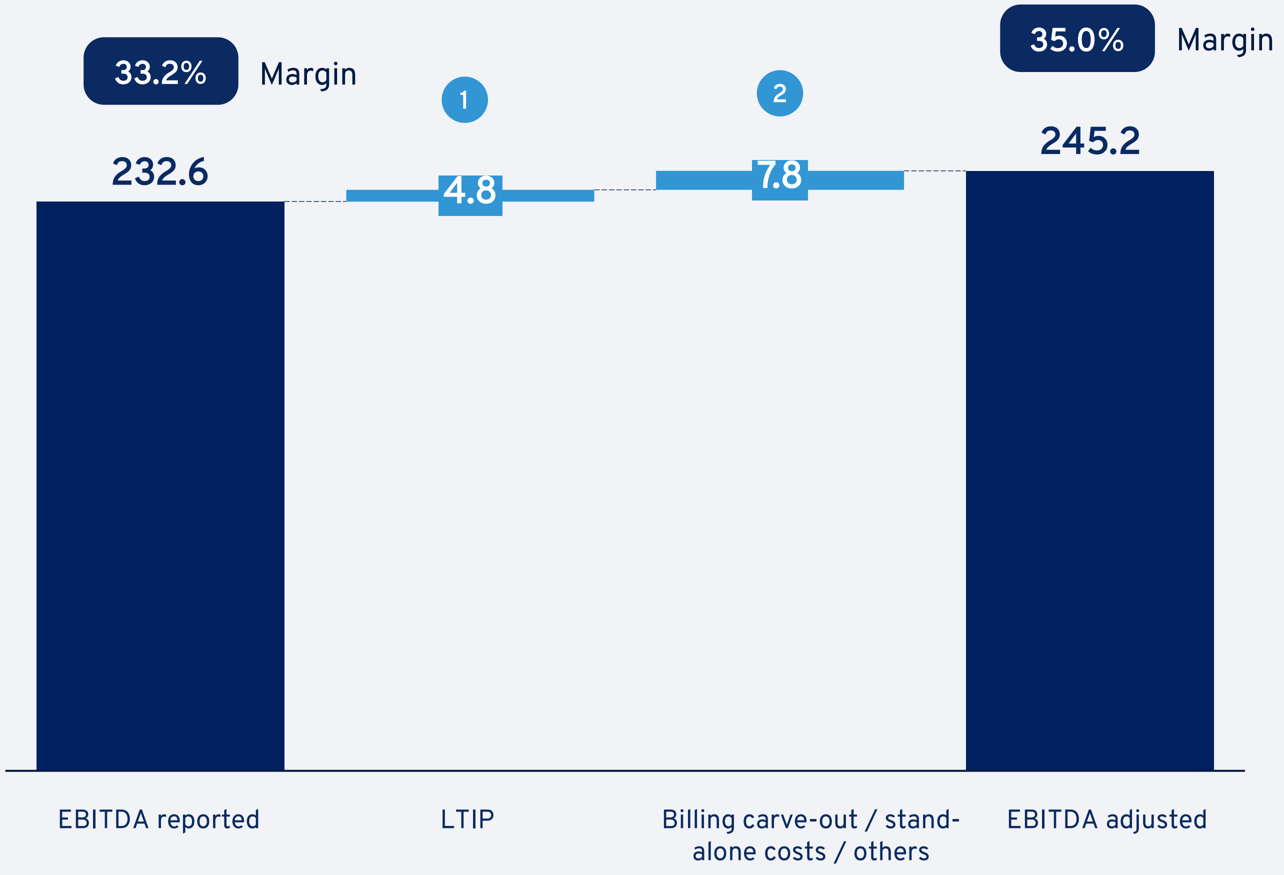
6-Month 2026 Results Webcast

6 August

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

H1 2026 EBITDA, adjustments and adj. EBITDA
(in €mn)



Financial Overview

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in €mn	Q2 2025	Q2 2026	Change yoy	H1 2025	H1 2026	Change yoy
Total Revenue (continued)	326.4	352.7	+8.1%	656.0	701.1	+6.9%
Discontinued	122.3	3.2	-97.4%	239.0	6.9	-97.1%
Adj. gross profit (continued)[1]	251.5	275.4	+9.5%	509.6	547.0	+7.3%
Adj. EBITDA (continued)	124.1	127.0	+2.3%	236.9	245.2	+3.5%
Discontinued	13.6	-0.8	n/a	31.8	-2.6	n/a
EBIT (continued)	93.1	94.5	+1.5%	172.1	182.4	+6.0%
Discontinued	13.6	-4.0	n/a	31.8	-6.3	n/a
Adjusted EBT (continued) excl. non-cash valuation effects from a contingent purchase price liability	80.3	84.1	+4.7%	145.9	161.6	+10.8%
Discontinued	13.6	-4.0	n/a	31.7	-6.3	n/a
Adjusted EPS in €/share (continued) excl. non-cash valuation effects from a contingent purchase price liability	0.36	0.44	+22.2%	0.69	0.84	+21.7%
Discontinued	0.10	-0.03	n/a	0.22	-0.05	n/a

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