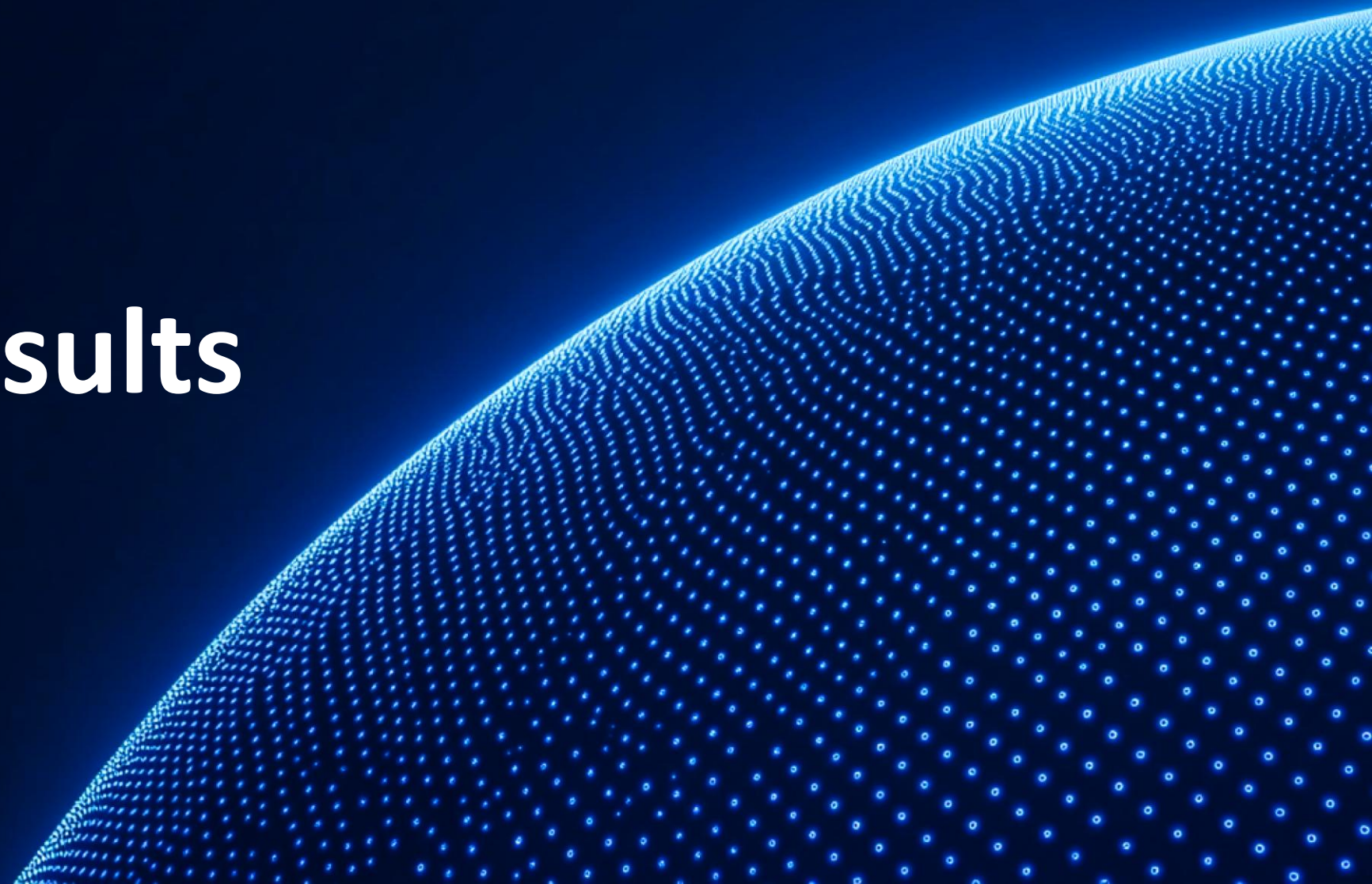
Q3 2026 Results Webcast

12 November 2026



Disclaimer

Certain information set forth in this presentation contains “forward-looking information”, including “future-oriented financial information” and “financial outlook” , under applicable securities laws (collectively referred to herein as forward-looking statements). Except for statements of historical fact, the information contained herein constitutes forward-looking statements and includes, but is not limited to, the (i) projected financial performance of the Company; (ii) the expected development of the Company’s business, projects, and participations; (iii) execution of the Company’s vision and growth strategy; (iv) completion of the Company’s projects that are currently underway, in development or otherwise under consideration; (v) renewal of the Company’s current supplier and other material agreements; and (vi) future liquidity, working capital, and capital requirements; (vii) currency exchange rates, most notably the EUR/USD exchange rates; (viii) changes in laws and regulations, including tax regulations; (ix) the impact of acquisitions including and related integration issues and reorganization measures, and (x) the general competitive conditions that, in each individual case, apply at a local, regional, national, and/or global level.

Forward-looking statements are provided to allow (potential) investors the opportunity to understand management’s beliefs and opinions in respect of the future so that they may use such beliefs and opinions as one factor in evaluating an investment.

These statements are not guarantees of future performance and undue reliance should not be placed on them. Such forward-looking statements necessarily involve known and unknown risks and uncertainties, which may cause actual performance and financial results in future periods to differ materially from any projections of future performance or results expressed or implied by such forward-looking statements. Even if future results of IONOS Group SE meet the expectations expressed, they may not be indicative of the results or developments in any subsequent periods.

Although forward-looking statements contained in this presentation are based upon what management of the Company believes are reasonable assumptions, there can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. The Company undertakes no obligation to update forward-looking statements if circumstances or management’s estimates or opinions should change except as required by applicable securities laws. The reader is cautioned not to place undue reliance on forward-looking statements.

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



Patrik Heider

CFO

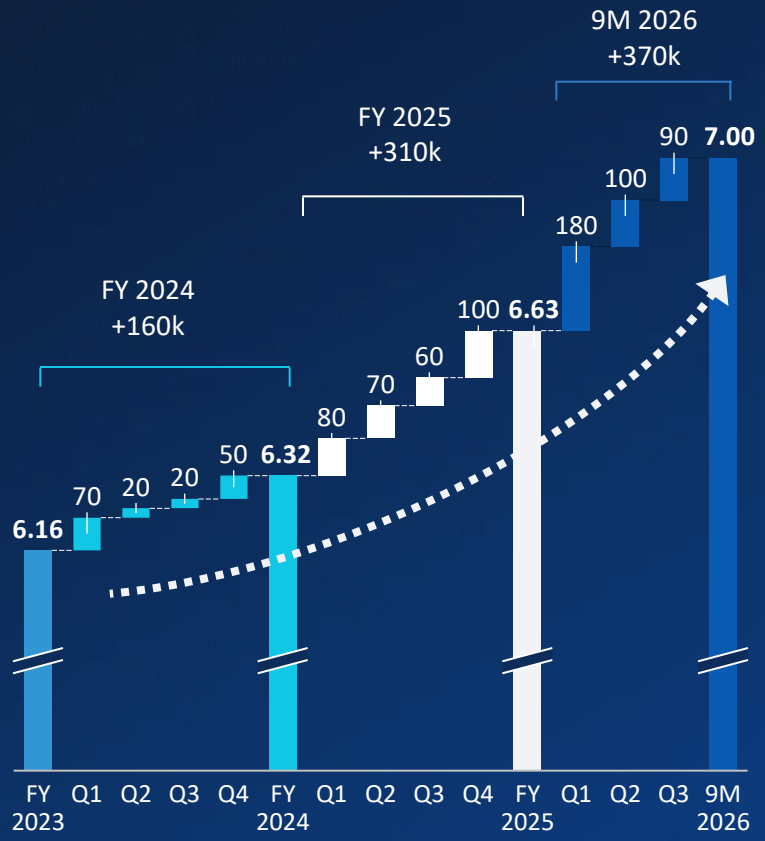
- Product / Business Update
- Financials Q3 / 9M 2026
- Outlook
- Q&A

Growth is accelerating — and so is the AI contribution

IONOS

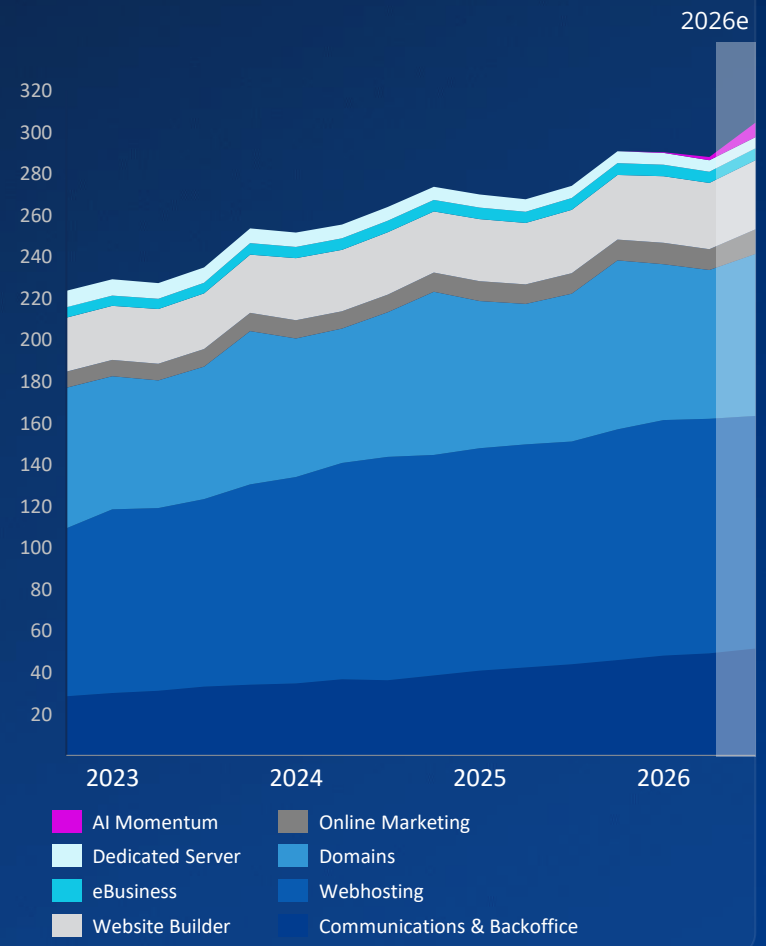
Customer growth

Quarterly net additions (k) and customer inventory in mn



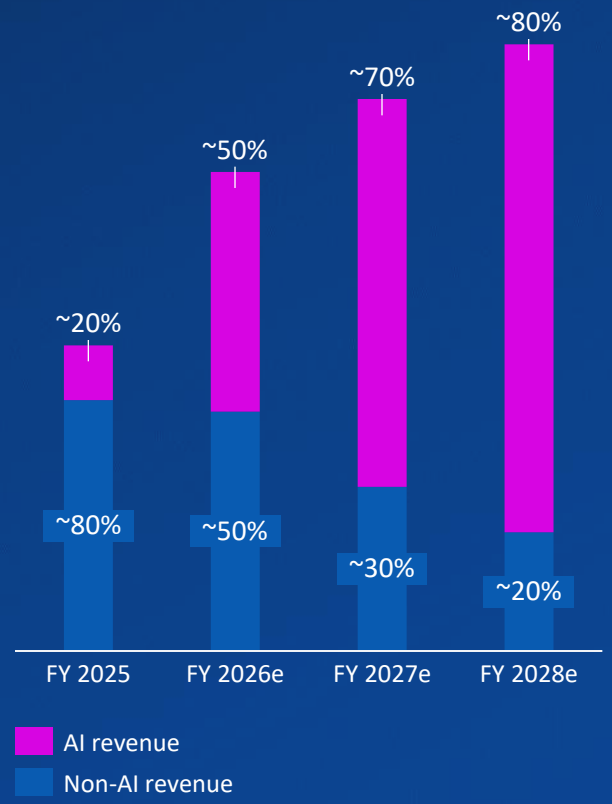
Revenue mix — WPP

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

IONOS

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



Value Added Services

- 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
- AI Reputation Management
- AI Phone Receptionist
- IONOS GPT
- AI Email Assistant

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
- Nextcloud AI Integration
- AI Server Solutions
- Cloud GPU VM
- IONOS Cloud MCP

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

Momentum – modular and interoperable ecosystem

IONOS

Live

AI Frontdesk

Primary access point for customer communication

- AI Phone Receptionist
- AI Chat Assistant (added in Q3)
- AI Email Assistant (added in Q3)
- AI Messenger (planned)

Live

AI Presence Suite

Online identity for your business – web site, web applications, eshop etc.

- AI Website Builder
- AI App & Site Builder (added in Q3)

Live

AI Marketing

The hub for all marketing activities –campaigns, manages reputation, SEO/GEO

- AI Search Manager (added in Q3)
- AI Marketing Manager (added in Q3)
- AI Reputation Manager (added in Q3)

Planned

Smart CRM

Booking

Document Management

Planned

AI Knowledge Hub

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 of your company size or technical expertise.

Momentum AI gaining traction

IONOS

Portfolio completeness & Launch Record

- AI Phone Receptionist launched in Germany and the US at the end of 2025, and was rolled out across all IONOS markets and brands in H1 2026.
- Since July 2026, Momentum has been a multi-product suite: six new AI products have been launched across AI Frontdesk, AI Presence Suite and AI Marketing.

Commercial Value

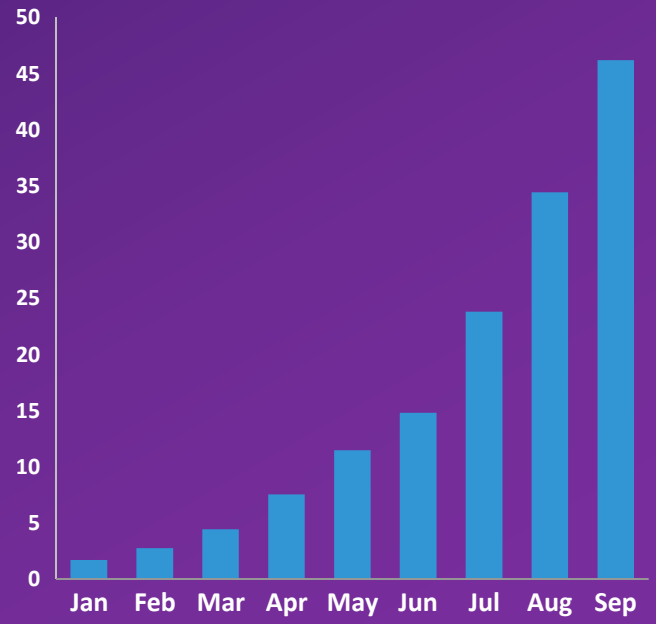
- Momentum service inventory has grown to almost 50k at the end of September.
- The new Q3 products are already contributing: AI Presence and AI Marketing account for ~50% of service inventory after only three months in the market.
- Average revenue per service continuously increasing since January.

Customer Satisfaction & Product Usage

- Early customer experience shows high customer satisfaction, with Momentum products emerging as a driver of the overall NPS improvement.
- Adoption is growing steadily, e.g. our AI Phone Receptionist handled 750,000 call minutes for our customers in October, up from 360,000 minutes in June.

Service Inventory Momentum

Service inventory in k





Our financial performance and guidance for sustainable growth

Leading the European SMB digitalization

9M 2026 figures

IONOS

Web Presence & Productivity

€871mn
Revenue (83%)

#1 **#2**

Market positions in 6 core European markets

~€140mn[2]

Annual revenue in North America

Exceptional EBITDA margins and cash conversion rates paired with strong growth

Cloud Solutions

€158mn
Revenue (15%)

Ready for profitability

EBITDA reinvested into future growth

€1,055mn Revenue[1]

€390mn Adjusted EBITDA

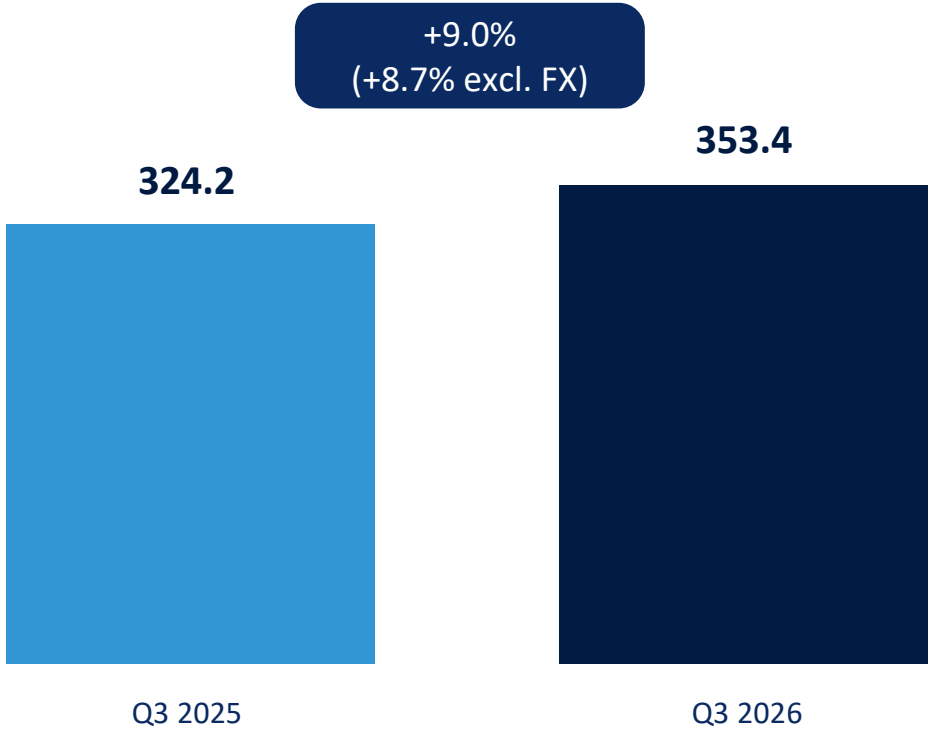
37.0% Adj. EBITDA margin

1) Including ~€26mn revenue from hosting services to United Internet group companies (2% of total revenue)
2) Annualized revenue USA, Canada, Mexico

Q3 2026 with continued growth and strong profitability

Robust growth with high visibility

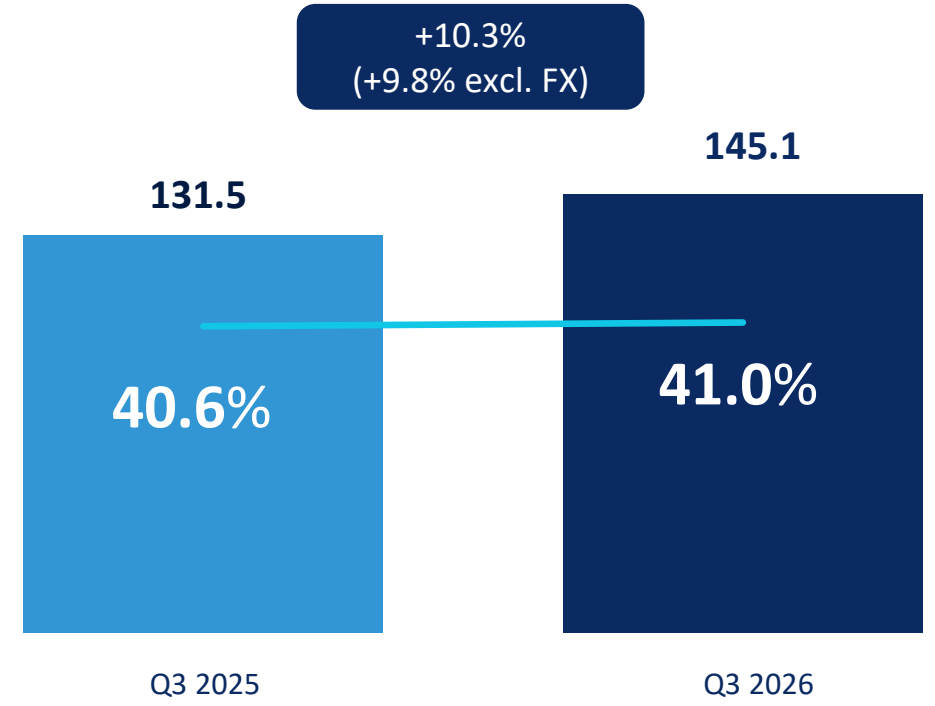
Total revenue (€mn)



Attractive profitability

Adj. EBITDA (€mn)

Adj. EBITDA margin

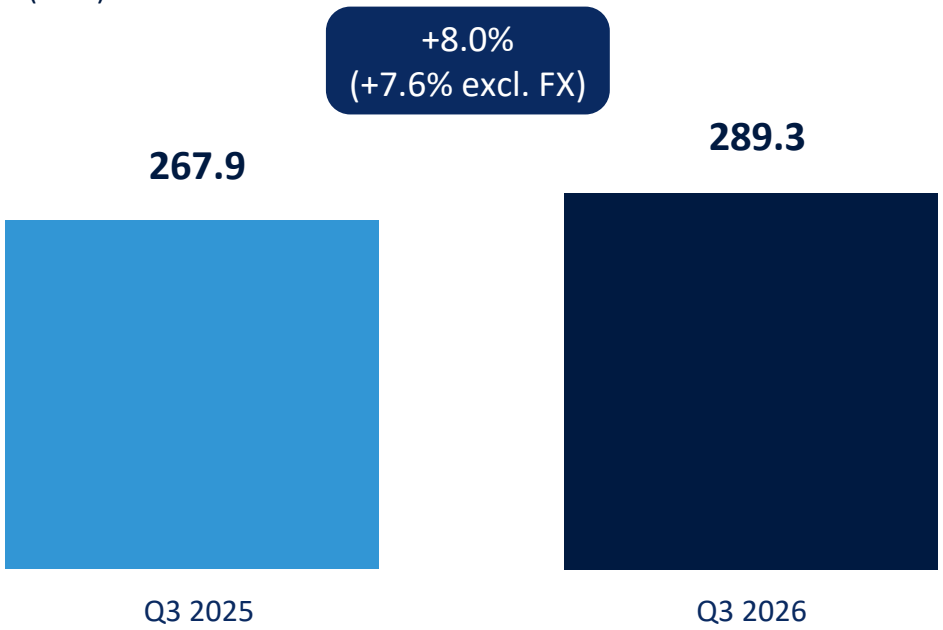


Core business delivering solid growth

IONOS

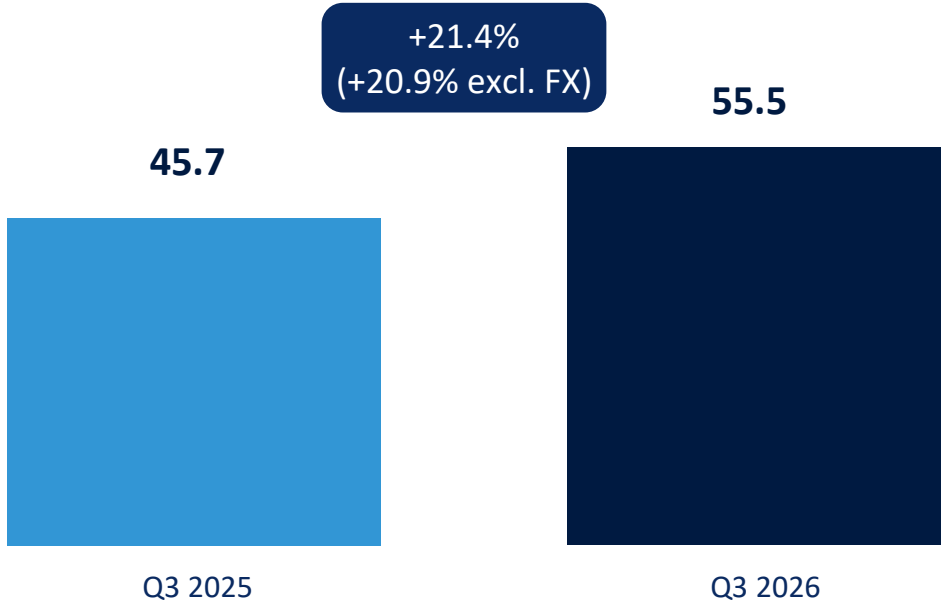
Web Presence & Productivity

Revenue (€mn)



Cloud Solutions

Revenue (€mn)



+9.9%
Q3 2026
External revenue yoy

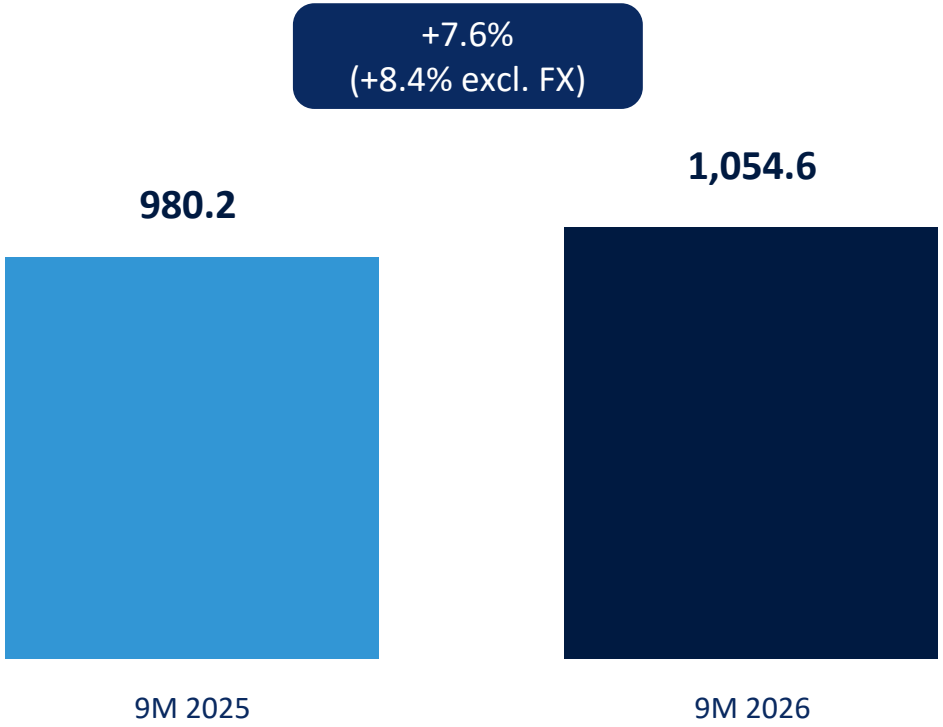
€8.7mn
Hosting services to United Internet group companies in Q3 2026
(Q3 2025: €10.5mn)

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

9M 2026 delivered strong growth

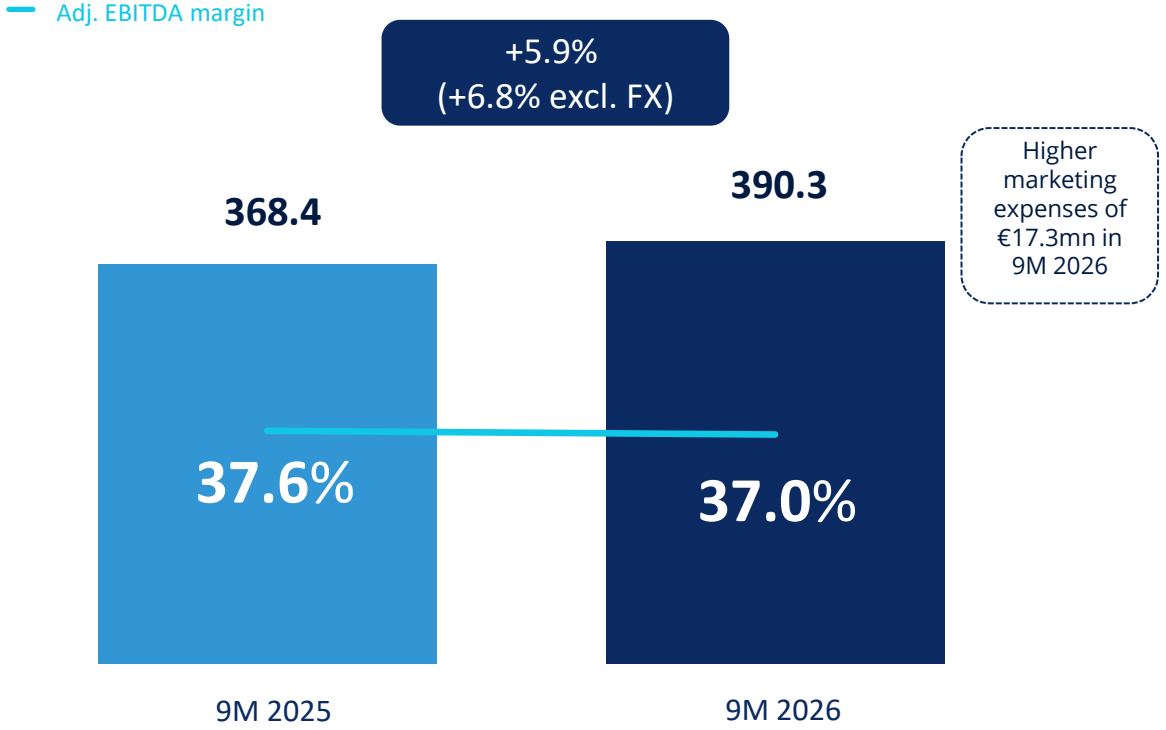
Industry leading growth with high visibility

Total revenue (€mn)



Attractive profitability

Adj. EBITDA (€mn)

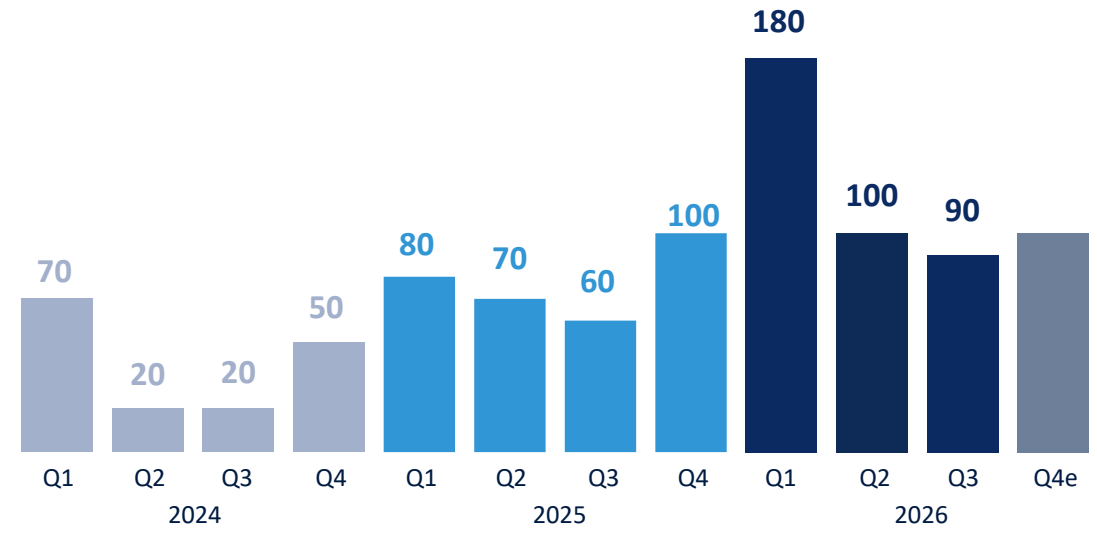


The core business delivers strong operational performance

IONOS

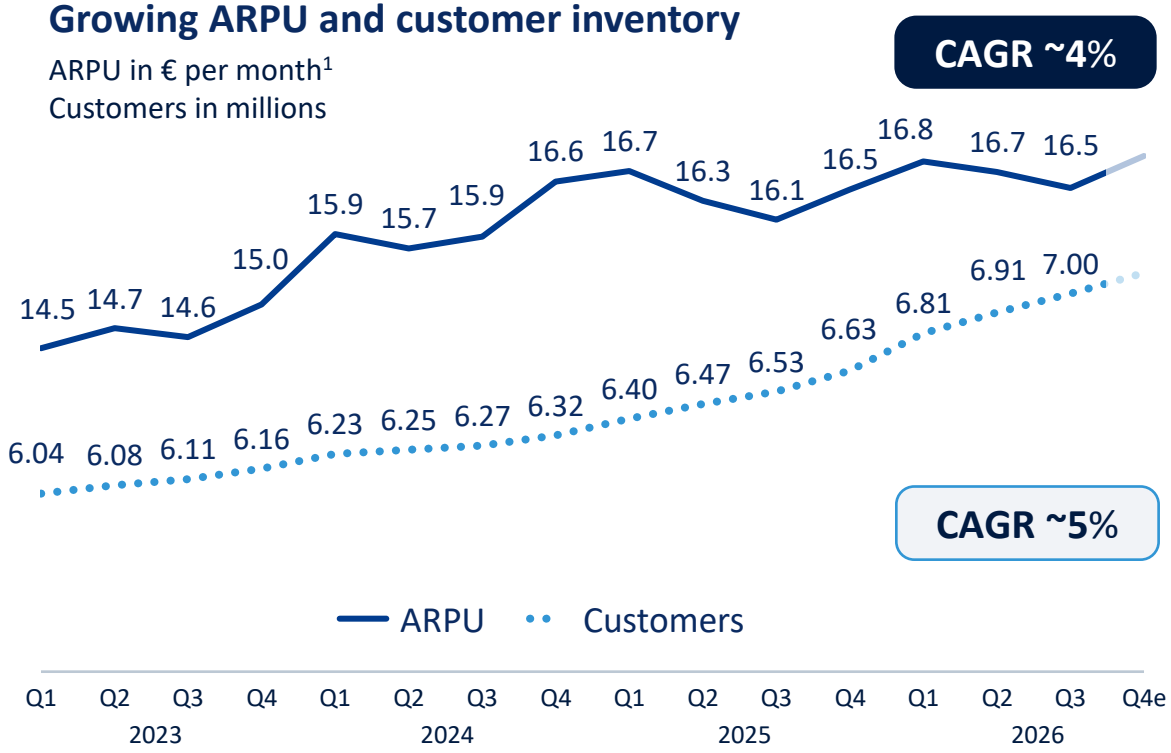
Customer net additions

in k



Growing ARPU and customer inventory

ARPU in € per month[1]
Customers in millions

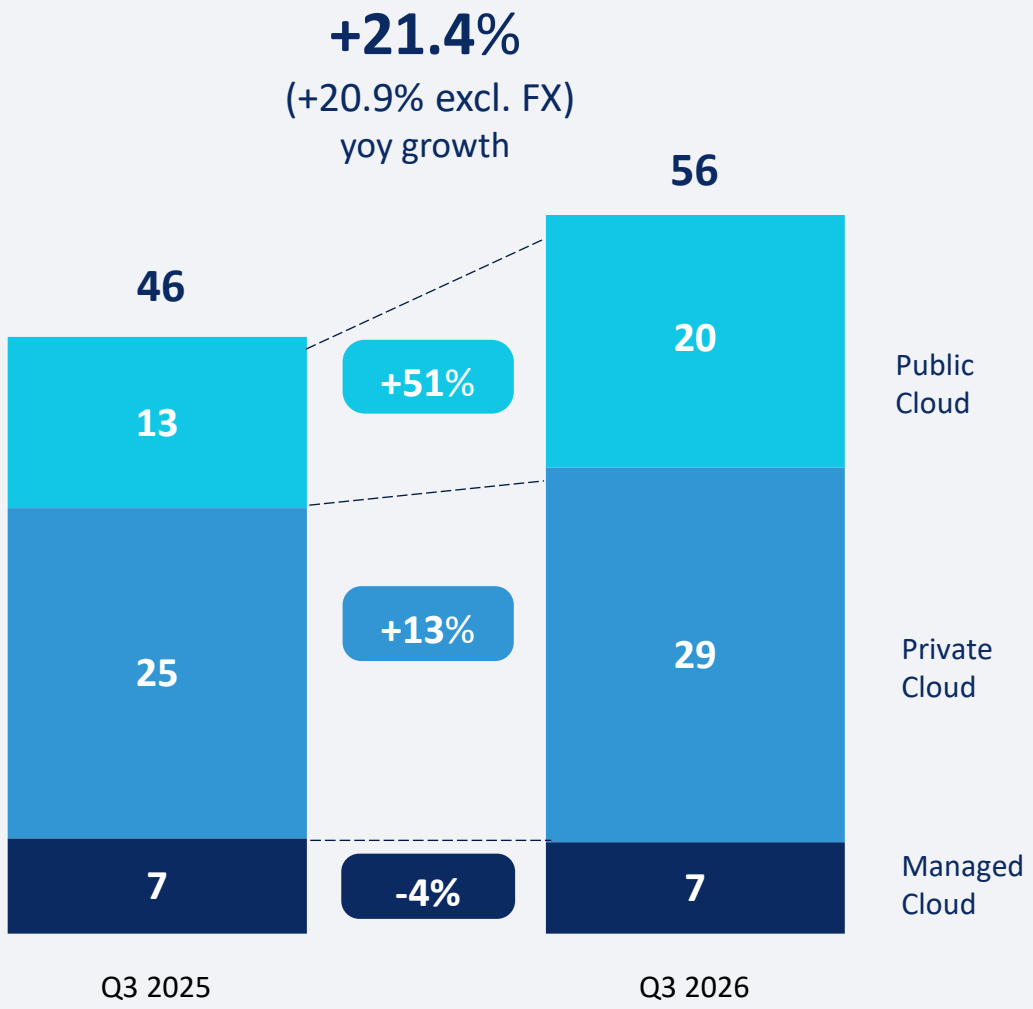


Churn remains at best-in-class level of ~1% per month

Successful up- & cross selling and pricing power

1) Based on external revenues

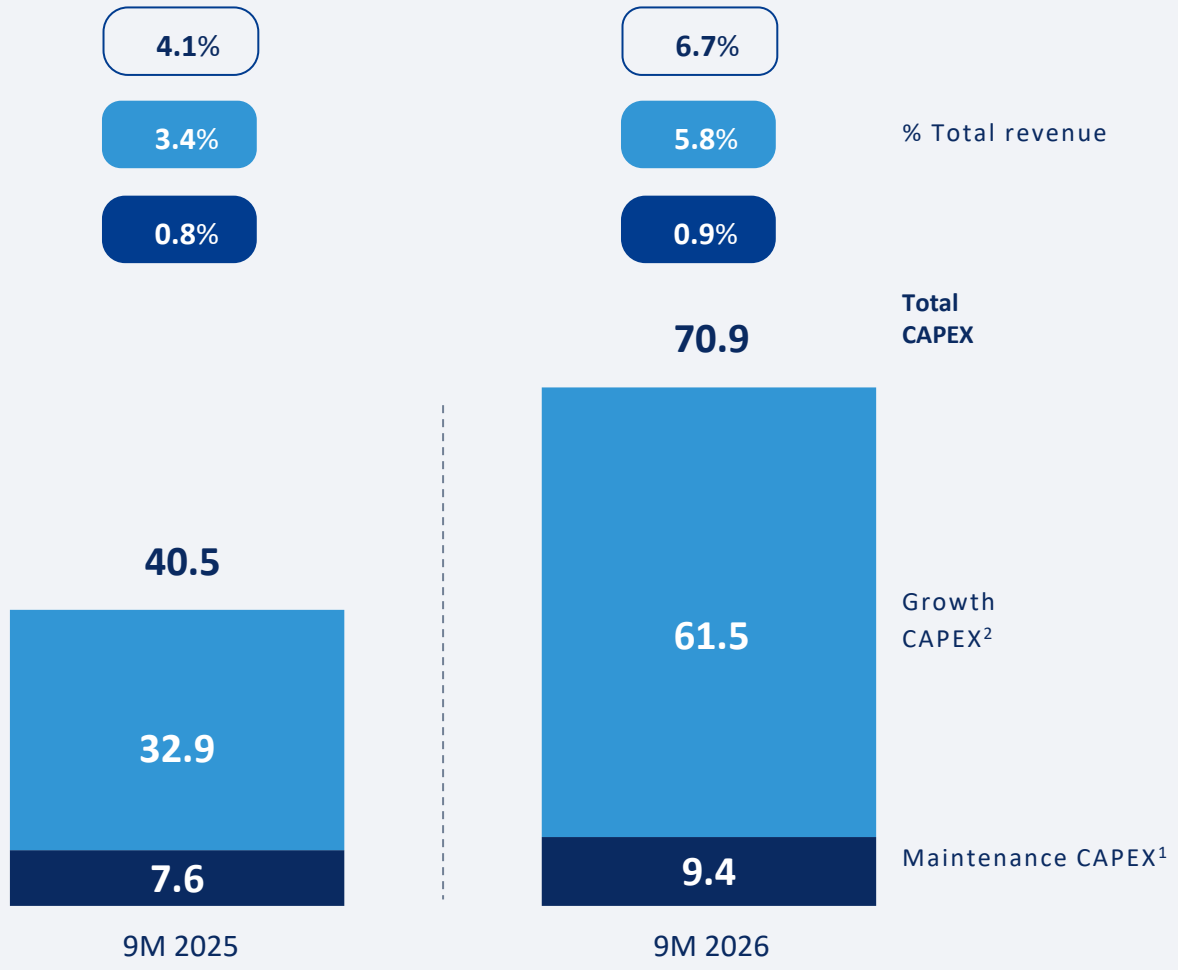
Strategic Focus: Converting Data Sovereign Cloud demand into growth



- 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 6.7% (prev. year: 4.1%)
- 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%)**

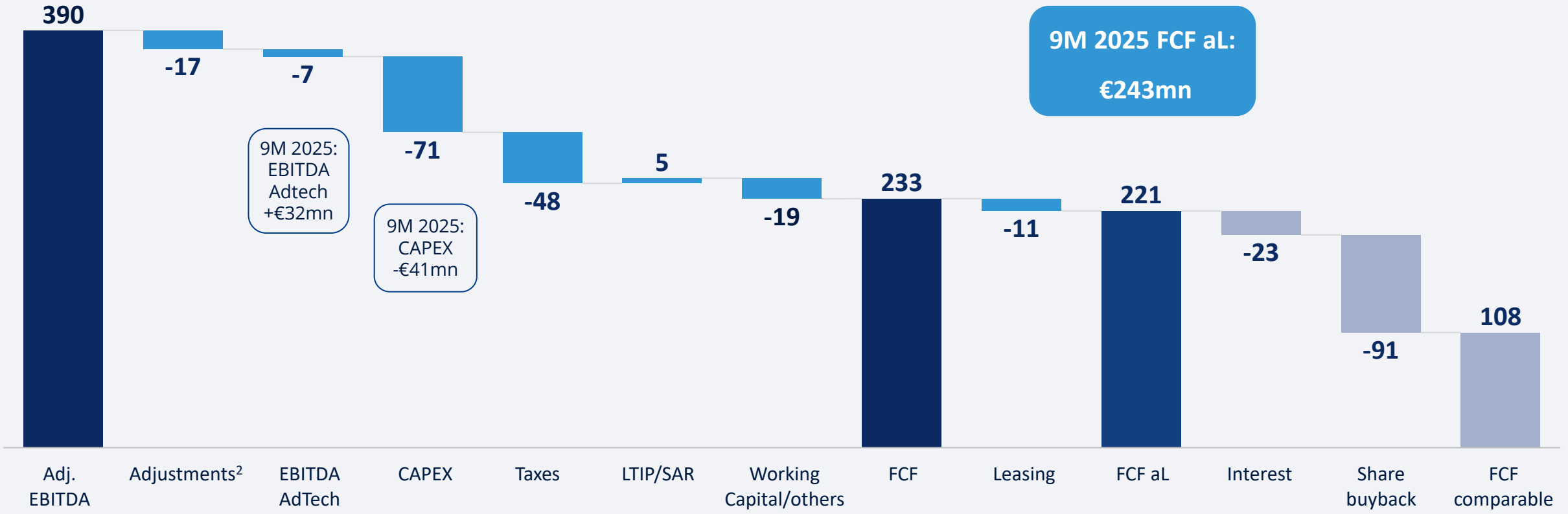


CAPEX figures refer to CAPEX excl. leasing; 1) Maintenance capital expenditures (excl. additions to right-of-use assets) include capital expenditures for replacements in the ordinary course of business; 2) Growth capital expenditures defined as total CAPEX, excluding maintenance CAPEX

Strong and highly predictable Free Cash Flow generation

IONOS

9M 2026 adjusted EBITDA to (adjusted) Free Cash Flow[1] (FCF) bridge
in €mn

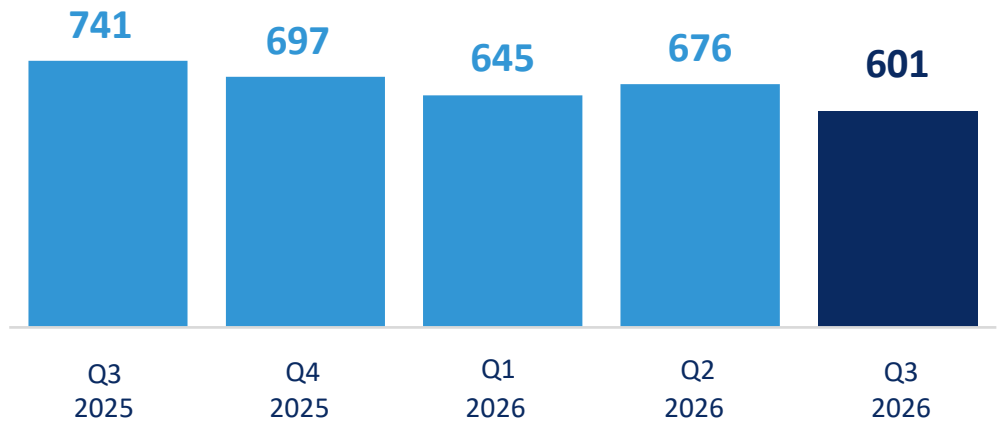


1) Free cash flow (FCF) is defined as cash flow from operating activities, less capital expenditures, plus payments from disposals of intangible assets and property, plant and equipment (incl. AdTech)
2) Adjustments for either non-recurring items or non-operating items (i.e. LTIP, stand-alone costs)

Fixed-interest debt secures stability and removes refinancing risk

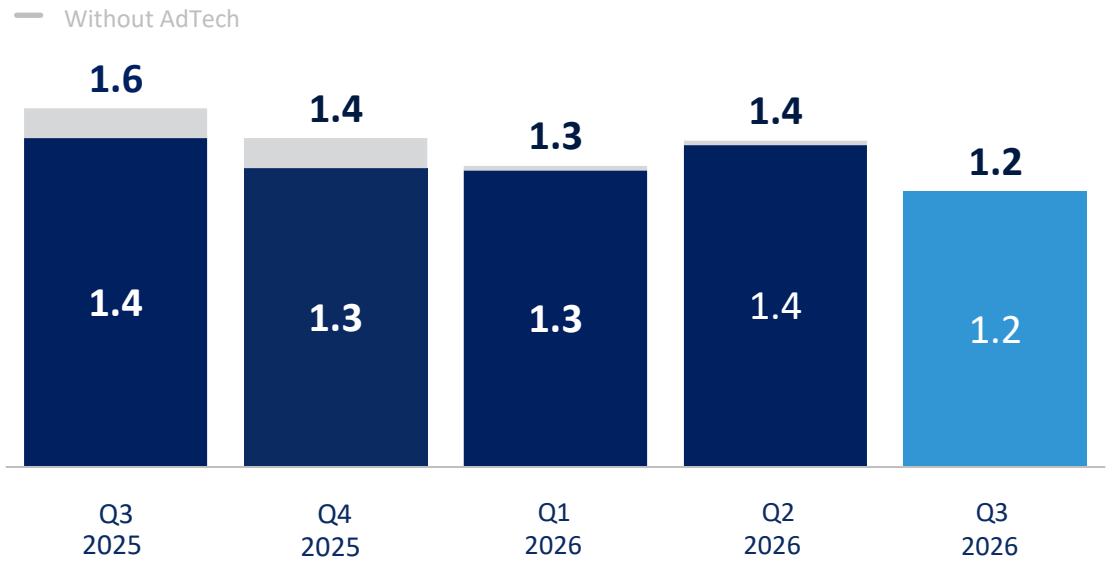
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Net Debt[1]



Leverage[3]

(Net debt/adj. EBITDA)



€601mn[1] Net debt as of September 30, 2026, comprising of an external bank loan, less receivables UI

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

~1.2x Leverage[3] as of September 30, 2026

1) Net Debt is the sum of liabilities to banks (30.09.2026: €809mn), current liabilities to related parties (30.09.2026: €7mn), less receivables from related parties (30.09.2026: €164mn), less cash and cash equivalents (30.09.2026: €51mn) at the end of the period; 2) as of 30.09.2026; 3) Calculated as Net Debt / Adj. EBITDA LTM

Accelerating growth with our 2026 guidance

	FY 2025	9M 2026	FY 2026e
Revenue[1]	6.1%	8.4%	~8%
External revenue[2]	6.5%	9.2%	~9%
Web Presence & Productivity	6.5%	8.0%	~8%
Cloud Solutions	6.6%	16.9%	~10-15%
Intercompany UI	€43mn	€26mn	~€30-40mn
Adj. EBITDA margin	36.8%	37.0%	37 - 38%
Adj. EBITDA	€485mn	€390mn	~€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

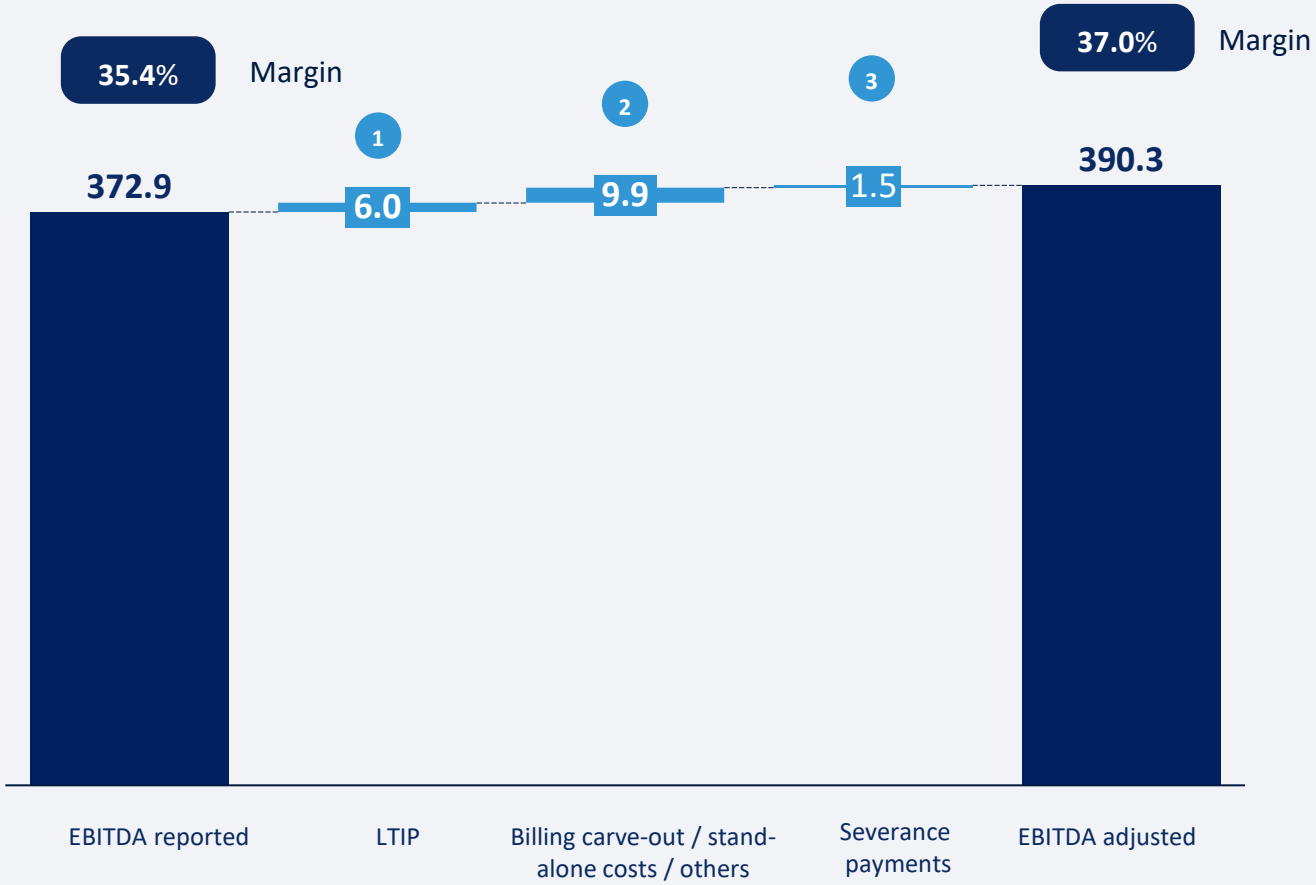
Q3 2026 Results Webcast

12 November 2026

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
3. Severance payments (of which €1.3mn in the context of the transformation program, announced in September)

9M 2026 EBITDA, adjustments and adj. EBITDA
(in €mn)



Financial Overview

in €mn	Q3 2025	Q3 2026	Change yoy	9M 2025	9M 2026	Change yoy
Total Revenue (continued)	**324.2**	**353.4**	**+9.0%**	**980.2**	**1,054.6**	**+7.6%**
Discontinued	**27.5**	**2.5**	**-90.9%**	**266.6**	**9.4**	**-96.5%**
Adj. gross profit (continued)[1]	**257.1**	**286.9**	**+11.6%**	**766.7**	**833.9**	**+8.8%**
Adj. EBITDA (continued)	**131.5**	**145.1**	**+10.3%**	**368.4**	**390.3**	**+5.9%**
Discontinued	**-0.2**	**-1.0**	**n/a**	**31.6**	**-3.6**	**n/a**
EBIT (continued)	**100.2**	**116.0**	**+15.8%**	**272.3**	**298.4**	**+9.6%**
Discontinued	**-0.3**	**-1.0**	**n/a**	**31.5**	**-7.3**	**n/a**
Adjusted EBT (continued) excl. non-cash valuation effects from a contingent purchase price liability	**88.5**	**105.7**	**+19.4%**	**234.4**	**267.3**	**+14.0%**
Discontinued	**-0.3**	**-1.1**	**n/a**	**30.2**	**-7.4**	**n/a**
Adjusted EPS in €/share (continued) excl. non-cash valuation effects from a contingent purchase price liability	**0.45**	**0.55**	**+22.2%**	**1.14**	**1.38**	**+21.1%**
Discontinued	**-0.02**	**-0.01**	**n/a**	**0.20**	**-0.06**	**n/a**

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