IONOS

9-Month Results 2025 Webcast

11 November 2025

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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 2024 of IONOS Group SE or is explained in an associated footnote.

Agenda

IONOS

Dr. Andreas Nauerz

CPO

Britta Schmidt

CFO

- Product Update
- Financials Q3 / 9M 2025
- Outlook
- Q&A

State of AI

- AI is the most powerful technology force of our time, and we are at the beginning of a new computing era
- More data and compute available than ever before
- Democratization of AI – access to models / specialization
- Massive potential from Agentic AI

Models evolving	Hyper-personalized AI / copilots	Agentic AI	MCP

AI is already available in 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

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

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IONOS Momentum

The new AI Ecosystem

IONOS Momentum – the new AI Ecosystem

IONOS Momentum - is more than just another Tec-Stack:

IONOS Momentum is a full-stack ecosystem for SMBs to drive digital operation end-to-end.

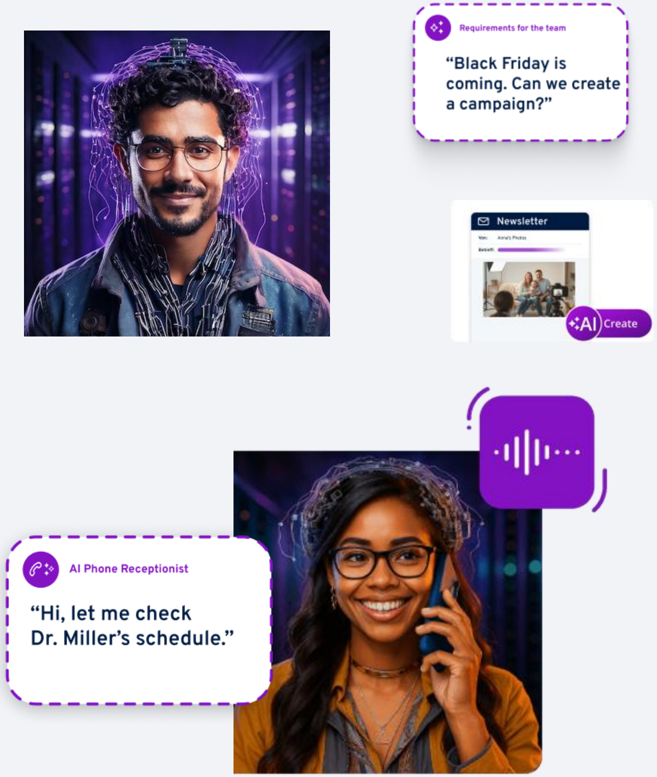
It is a new way of thinking how software can empower business.

- AI first concepted infrastructure components are fueling the core of operations
- A powerful development environment enables AI driven solutions
- Autonomous AI Agents are taking over tasks and workflows for high efficiency
- All combined with the IONOS' sovereign European cloud — the trusted foundation for secure, responsible AI.
- Momentum combines automation with extensive experienced support. Ready-to-use & customizable.

IONOS Momentum AI – full-stack ecosystem

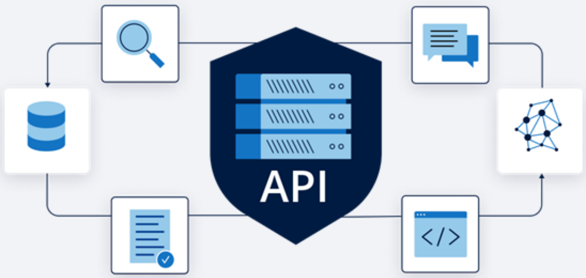
Momentum Team

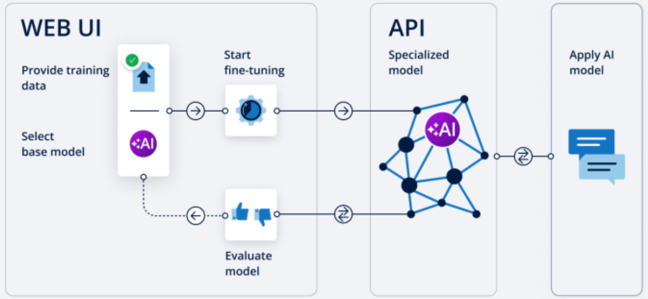
- your digital workforce -



Momentum Studio

- AI development environment -





Momentum Cloud

- sovereign AI infrastructure -

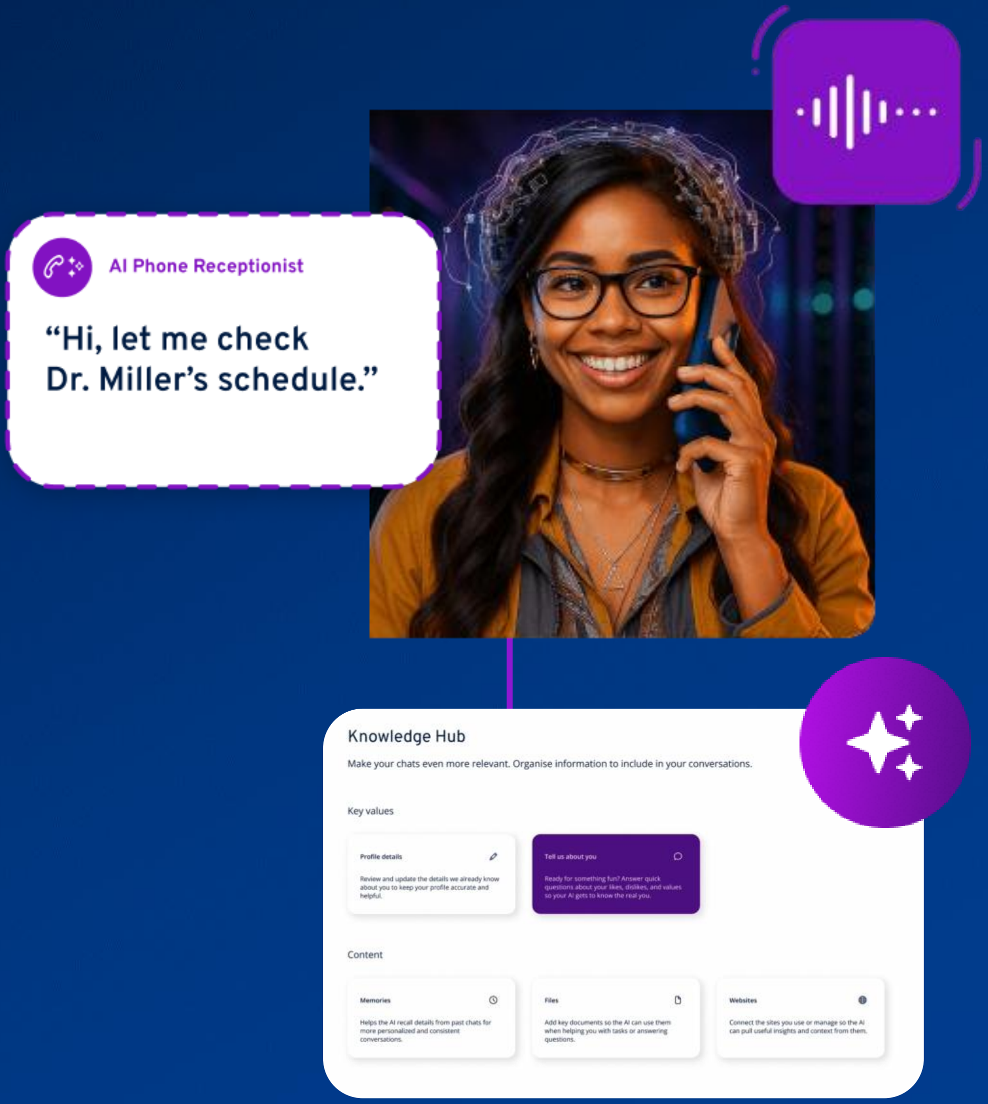
Momentum Team – your digital workforce

- Modular, interoperable ecosystem forming a “digital workforce”— proactively anticipating customer needs, automating repetitive tasks, and delivering personalized, real-time support to drive efficiency and satisfaction.
- Specialized agents for hands-on use cases
- Connected to the Knowledge Hub: centralized repository to store and retrieve information
- Deep integration within the existing IONOS product ecosystem and seamless integration with relevant external tools.

Automate routine tasks	Available 24/7	Omni-channel	Multi-lingual	Hyper-personalized

AI Phone Receptionist – already live

- The AI Phone Receptionist is a virtual employee that answers and manages business calls automatically — in natural, human-like speech.
- It handles inquiries, books appointments, captures leads 24/7, and optimizes key administrative tasks.
- 10+ natural voices in 20+ languages
- Using the website and uploaded knowledge to respond accurately, consistently, and on-brand.



Momentum Team – Roadmap

Nov 2025

- **Momentum Team DE**
- **AI Receptionist DE**

Dec 2025

- **Momentum Team Extended DE (add. integrations, capabilities, Advanced Knowledge Hub**

Q1 2026

- **Momentum Team INT**

Q2 2026

- **Momentum Team Agent-specific apps/ Teamwork Mode**
- **Momentum Team Proactive Mode**

Free plan

Paid plans for additional features/storage/users (paid plan for AI Phone Receptionist already today)

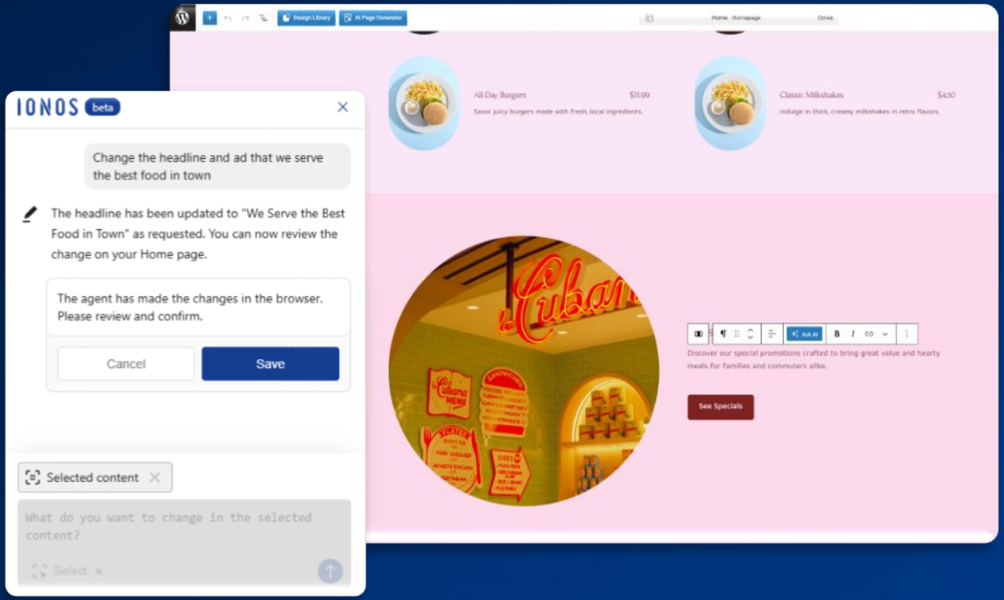
Adding "Vibe Coding" experience to our products

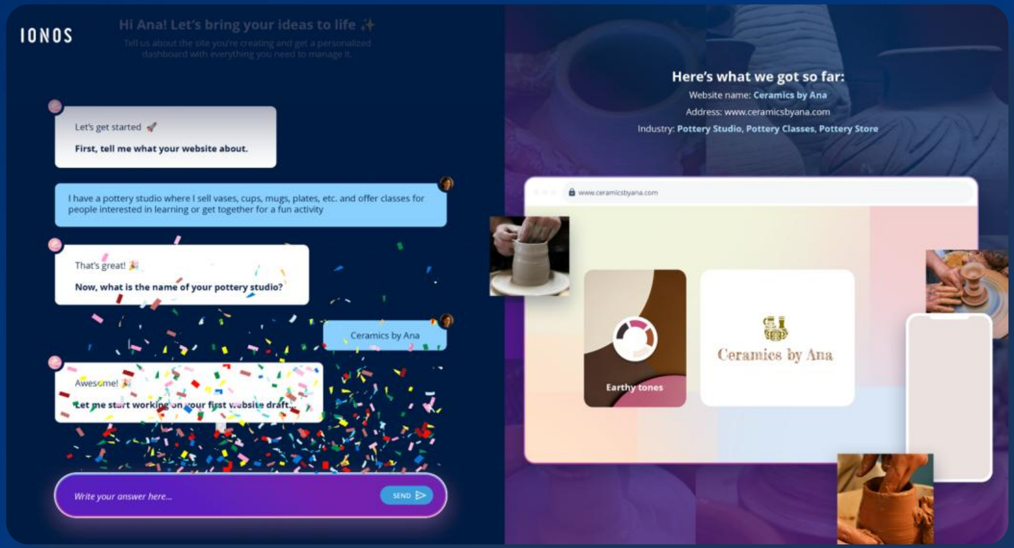
- WordPress AI Assistant: Turbocharged WordPress offering for professional website creation, fully customizable and powered with AI

- Launch of "Vibe onboarding" for MyWebsite

- With our website products, we combine the robustness, extensibility, and security of established technology with the simplicity of AI-based website management.

- AI pre-installed - with essential products like domain and email already included.





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Our financial performance and guidance for sustainable growth

Leading the European SMB digitalization

9M 2025 figures

Total
(before Digital Solutions & Cloud)

€980mn[1]

€812mn
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

€136mn
Revenue (14%)

Ready for profitability within the next year

EBITDA reinvested into future growth

€ 980mn Revenue[1] | **€ 368mn Adjusted EBITDA** | **€ 36.7% Adj. EBITDA margin**

1) including ~€32mn revenue from hosting services to United Internet companies (3% of total revenue)
2) Annualized revenue USA, Canada, Mexico

9M 2025 delivered strong growth and profitability

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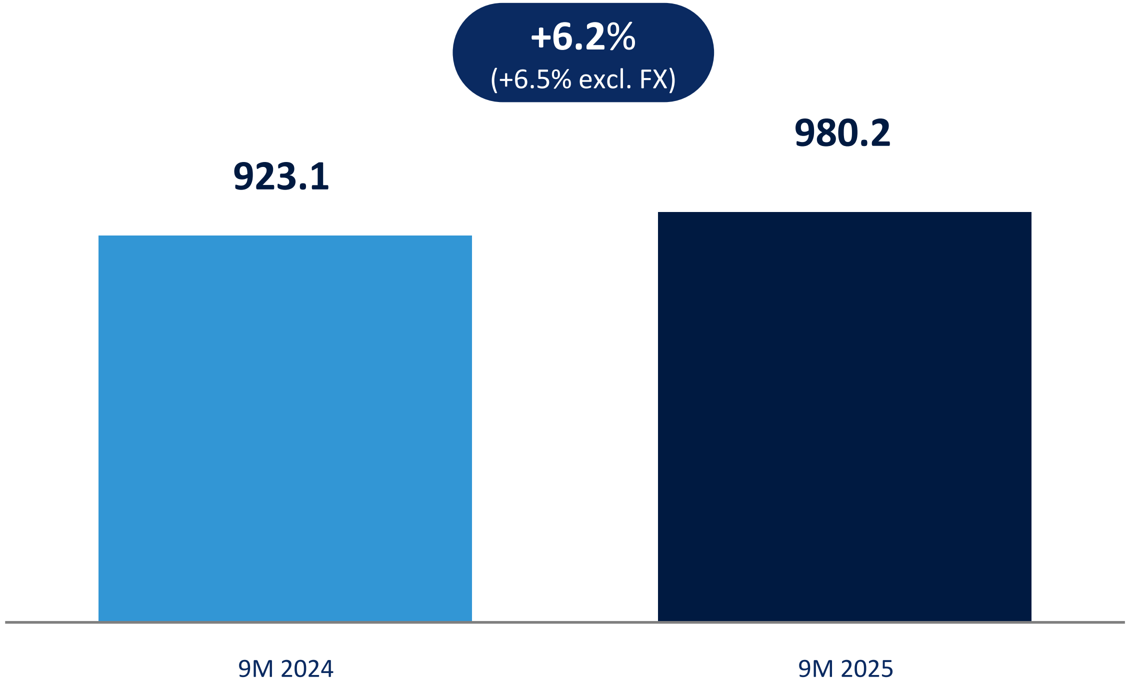
Industry leading growth with high visibility

Total revenue (€mn)

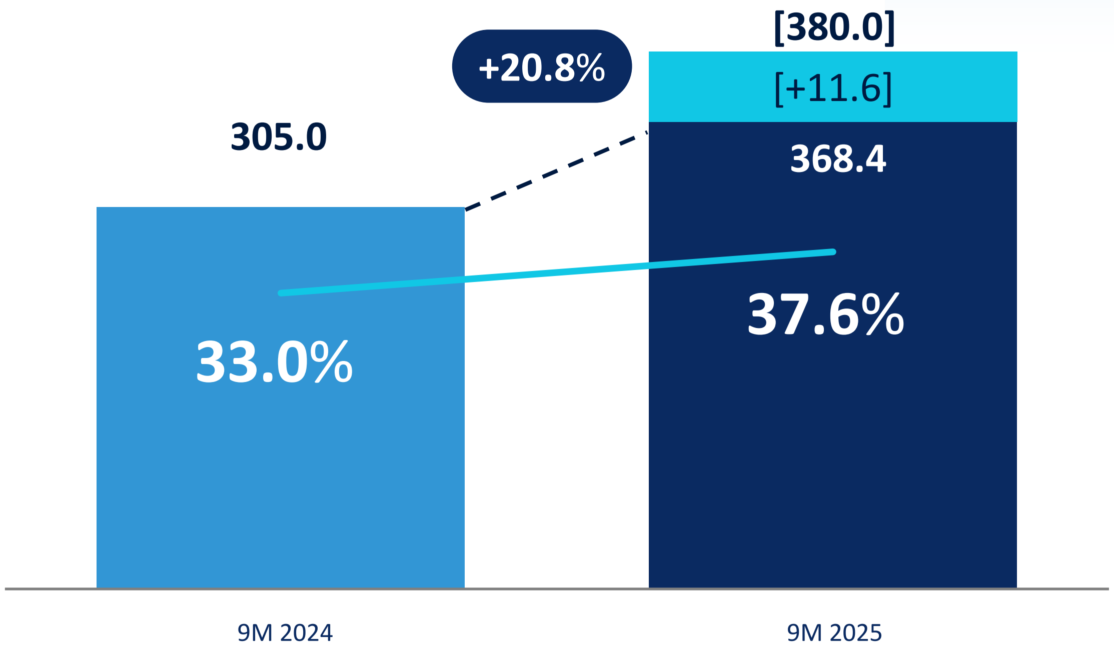


Attractive profitability

Adj. EBITDA (€mn)

Adj. EBITDA margin

Higher marketing expenses, partially due to different phasing compared to prev. year



Q3 2025 with continued growth and strong profitability

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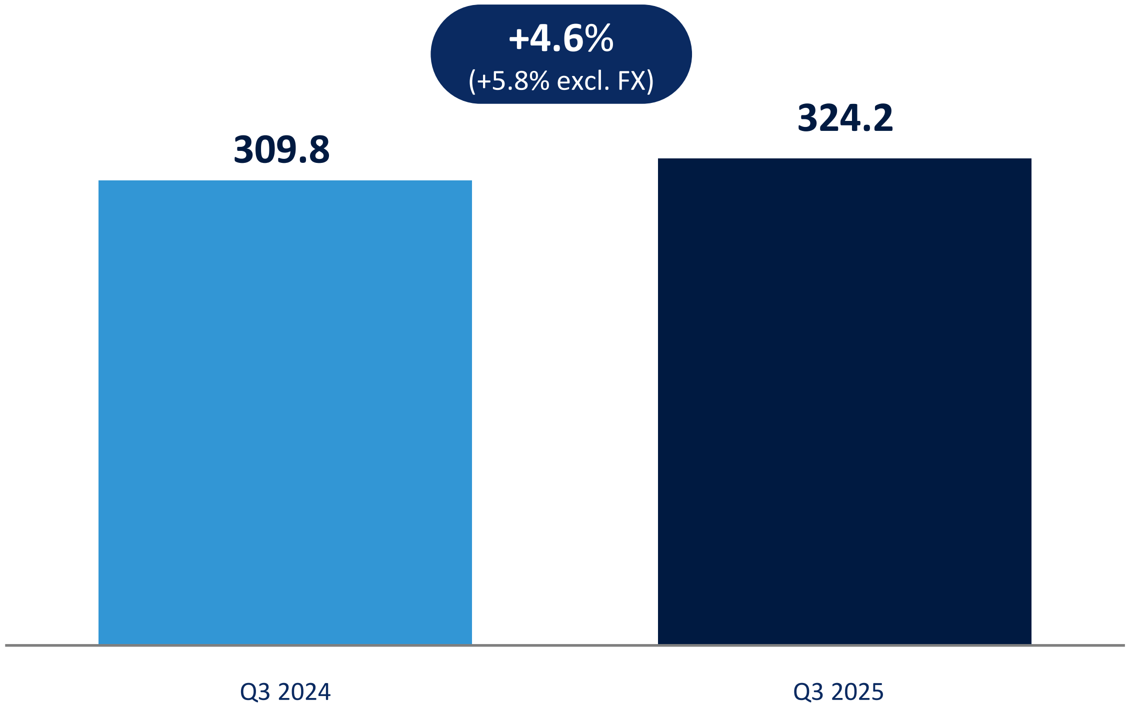
Industry leading growth with high visibility

Total revenue (€mn)

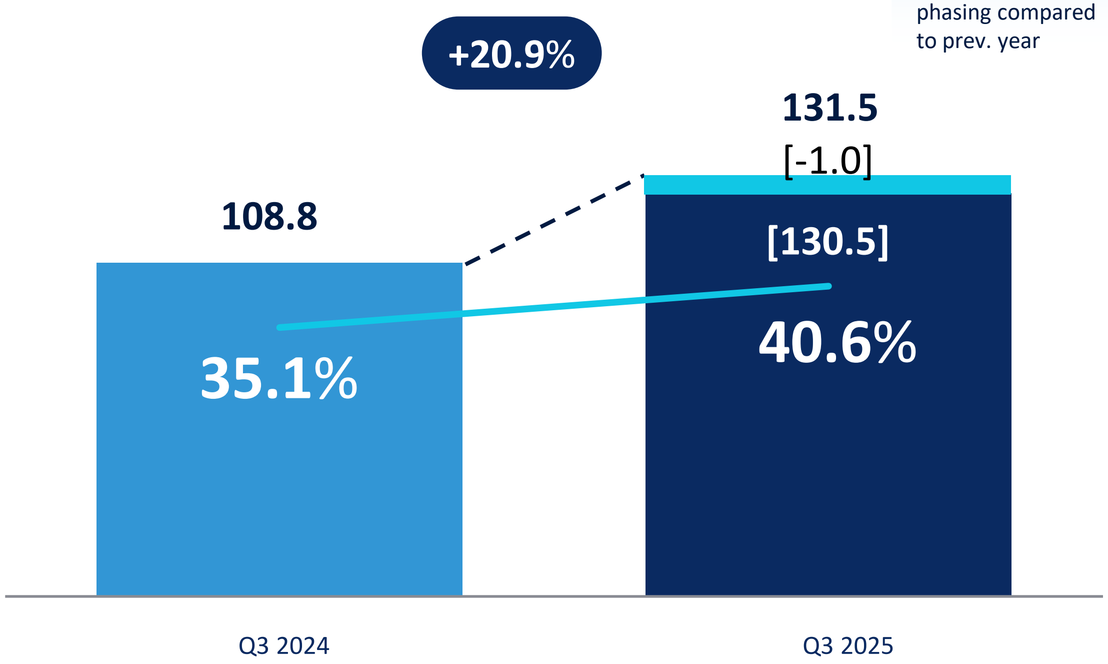


Attractive profitability

Adj. EBITDA (€mn)

Adj. EBITDA margin

Slightly lower marketing expenses, partially due to different phasing compared to prev. year



Core business delivering solid growth

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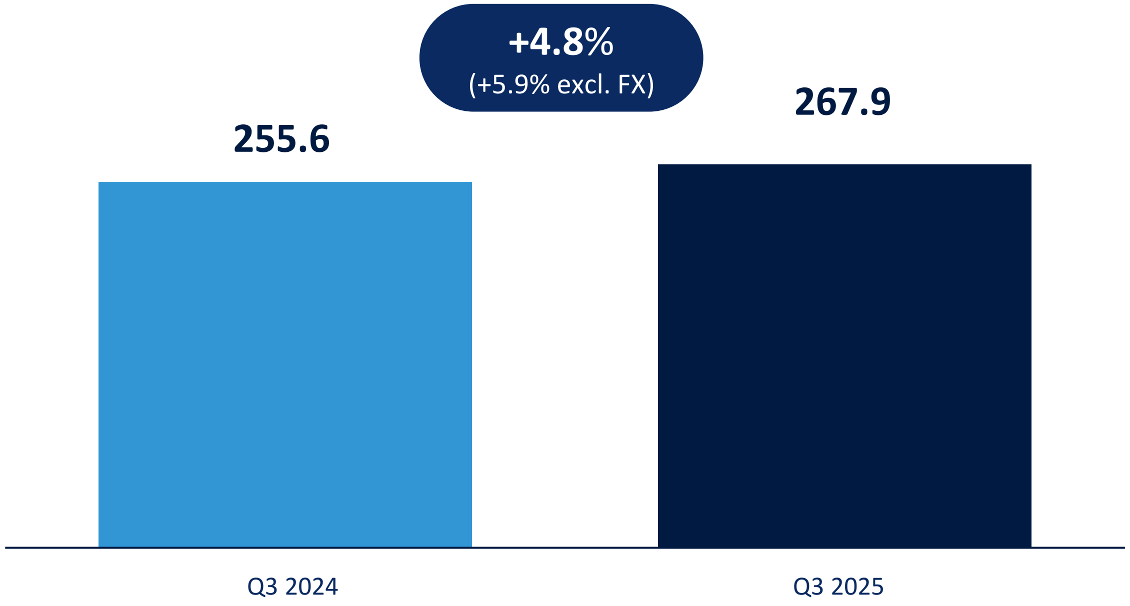
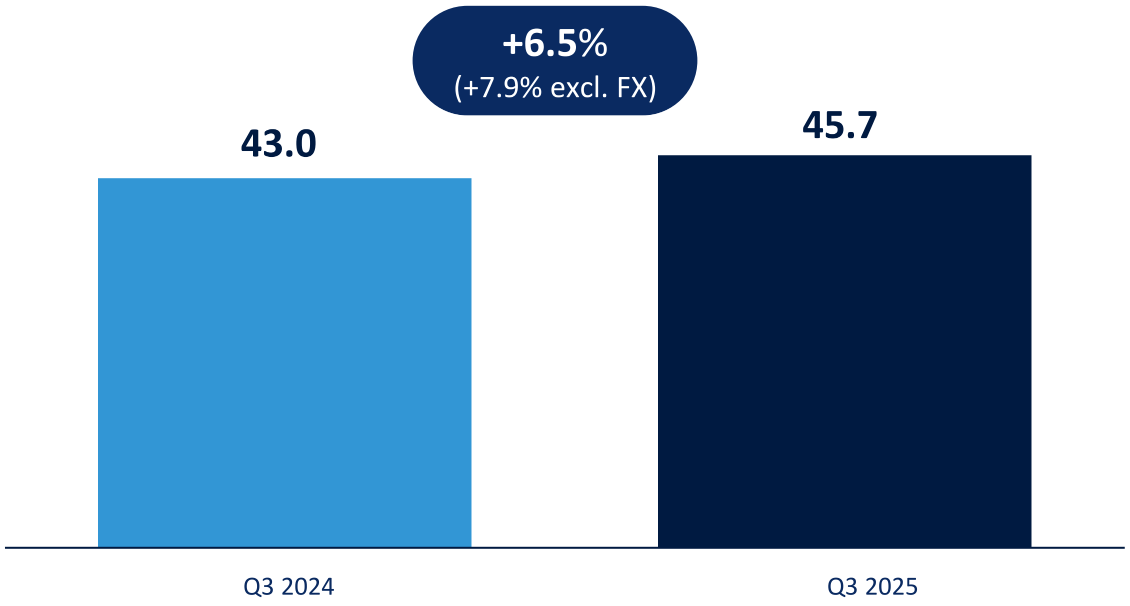
Web Presence & Productivity[1]

Revenue (€mn)



Cloud Solutions[1]

Revenue (€mn)



+4.6% Q3 2025 DS&C revenue yoy

€10.5mn Hosting services to United Internet group companies in Q3 2025 (Q3 2024: €11.3mn)

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

1) in the context of Group-wide standardization, some products were reclassified and reallocated between Web Presence & Productivity and Cloud. Revenue in Cloud Solutions increased by €2.0mn in Q3 2024 and revenue in Web Presence & Productivity decreased accordingly. The historical and the adjusted revenue distribution is shown in the Key Figures Sheet FY 2024 on the corporate website.

The core business delivers strong operational performance

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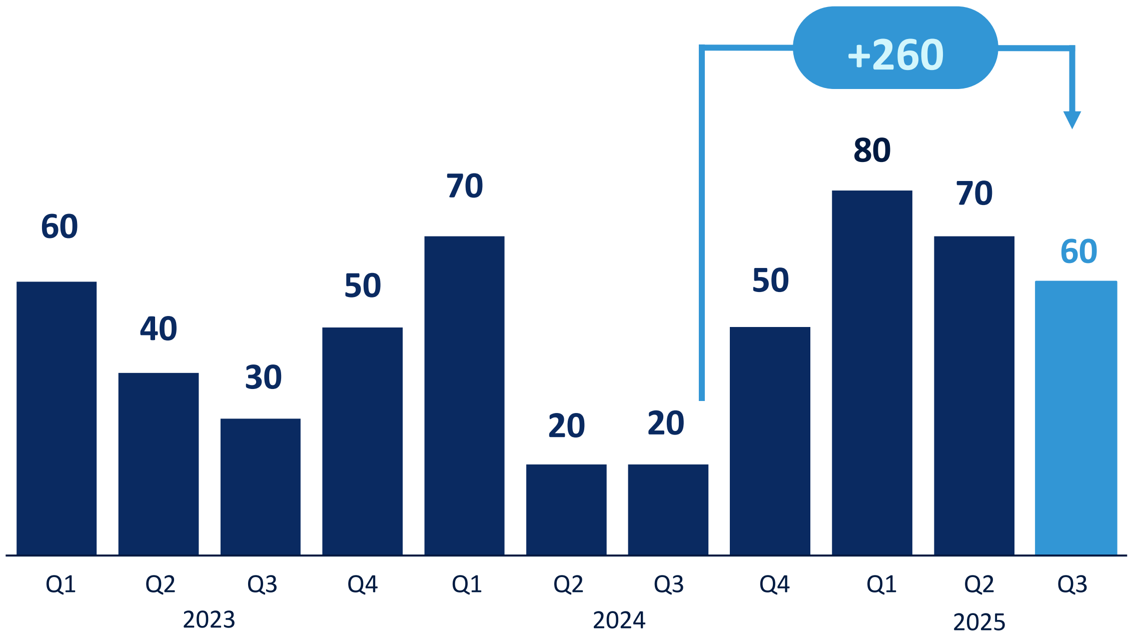
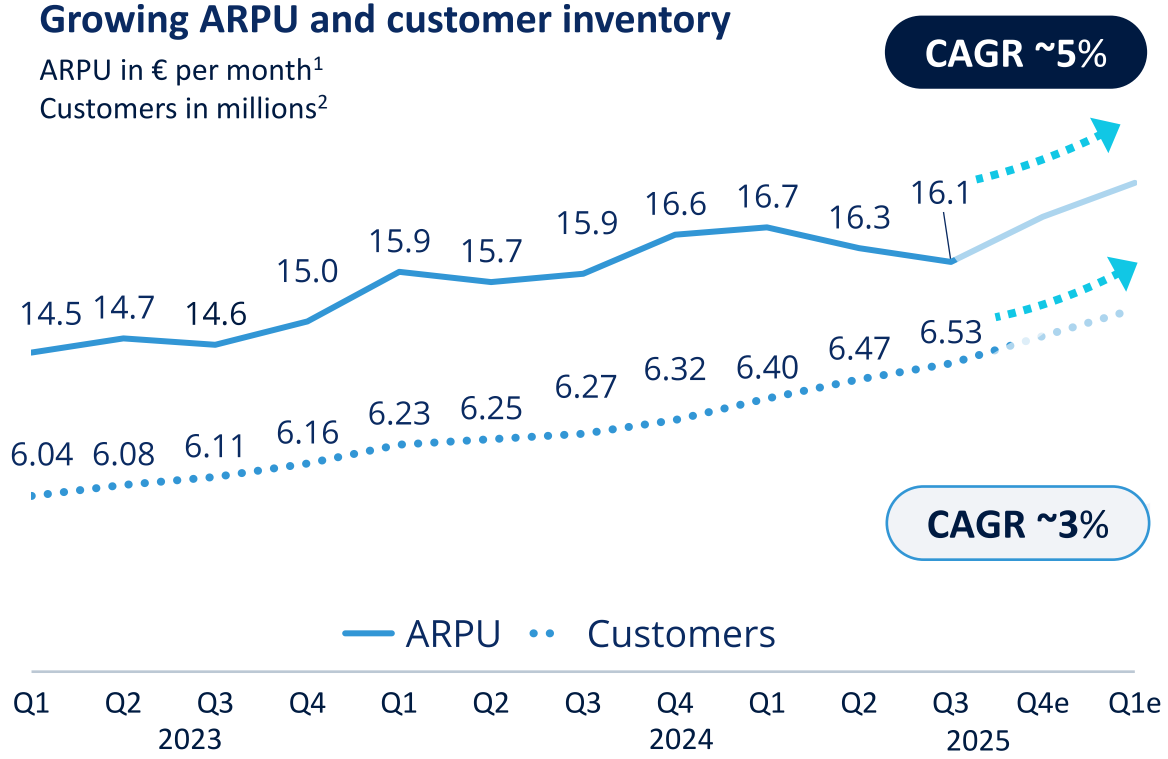
Customer net additions

in k



Growing ARPU and customer inventory

ARPU in € per month[1]
Customers in millions[2]



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

Successful up- & cross selling and pricing power

1) Based on external revenues
2) Historical customer base is adjusted retrospectively by -0.03mn customers each quarter, after harmonization of the policy at subsidiaries in the context of the annual financial statements as of 31 December 2024

Strategic Focus: Converting Data Sovereign Cloud demand into growth

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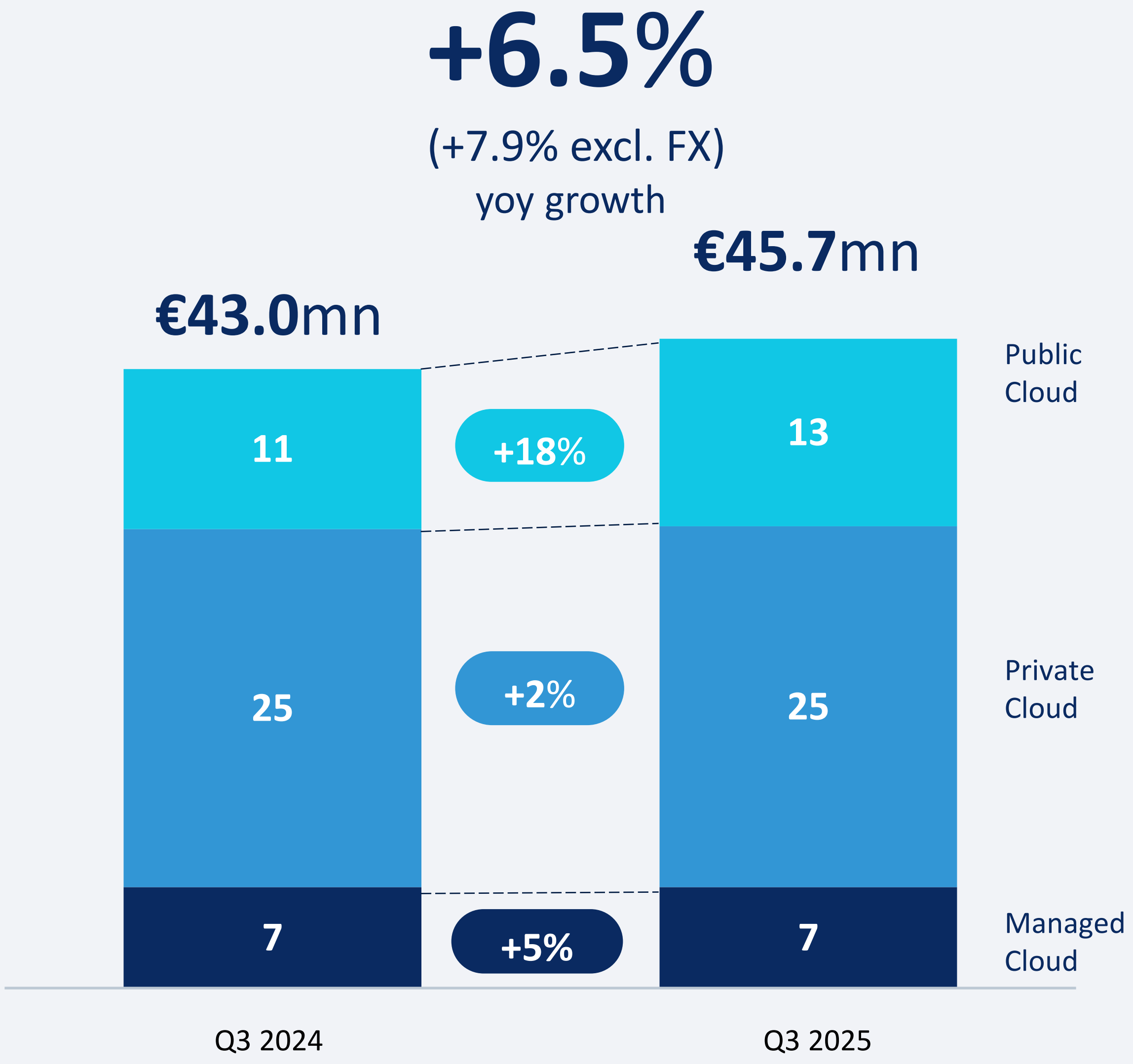
Public Cloud growing ~18% yoy
– limited contribution from ITZBund project in Q3 2025

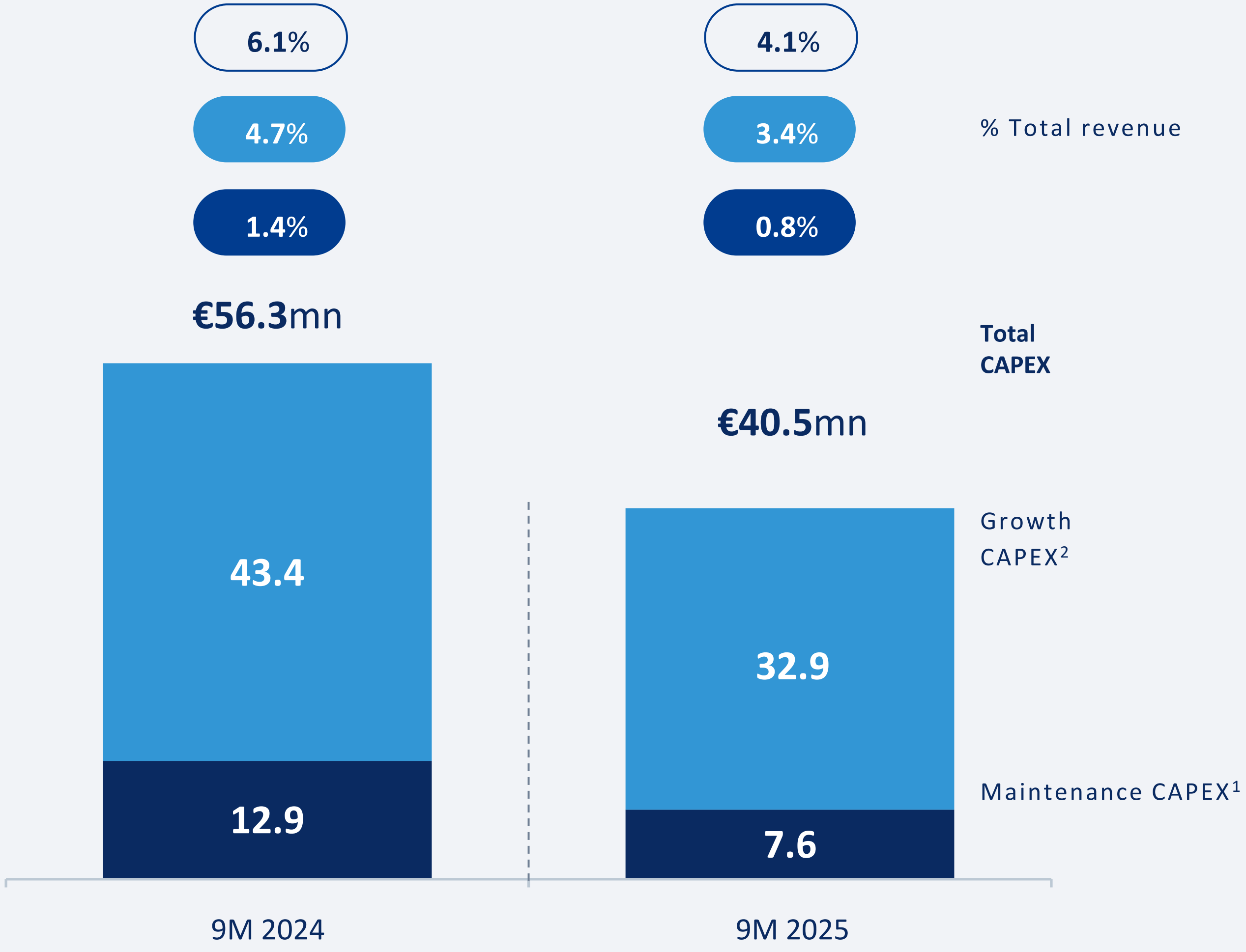
Private Cloud growing ~2% yoy

Managed Cloud growing ~5% yoy



Well invested asset base ensures low, predictable maintenance capex

- Total CAPEX as % of total revenue at 4.1% (prev. year: 6.1%)
- Low and predictable maintenance CAPEX requirements
- Majority of growth capex is related to Cloud Solutions
- Expected CAPEX for FY 2025E: €60 - 70mn (CAPEX/total revenue of ~5%)



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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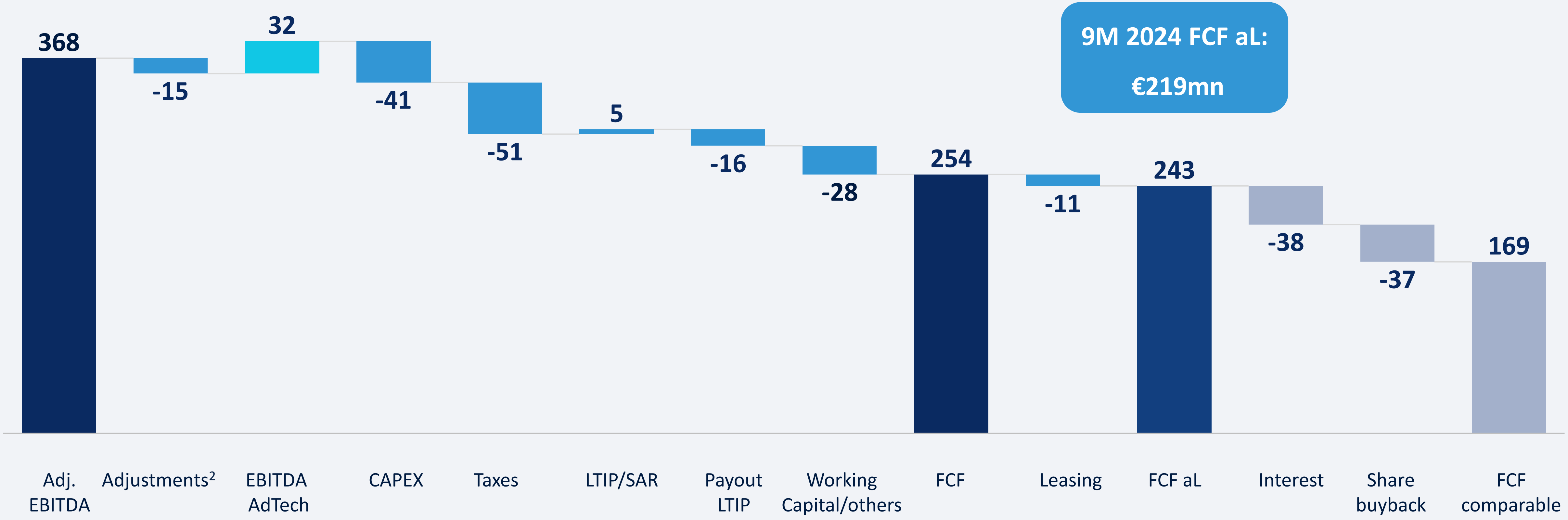
9M 2025 adjusted EBITDA to (adjusted) Free Cash Flow[1] (FCF) bridge
in €mn



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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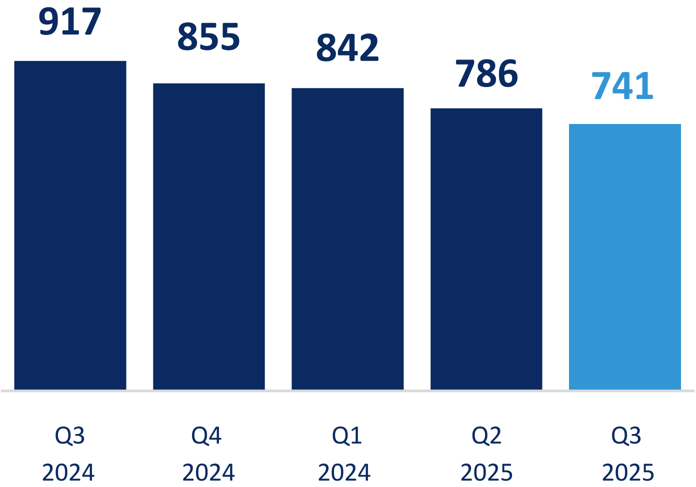
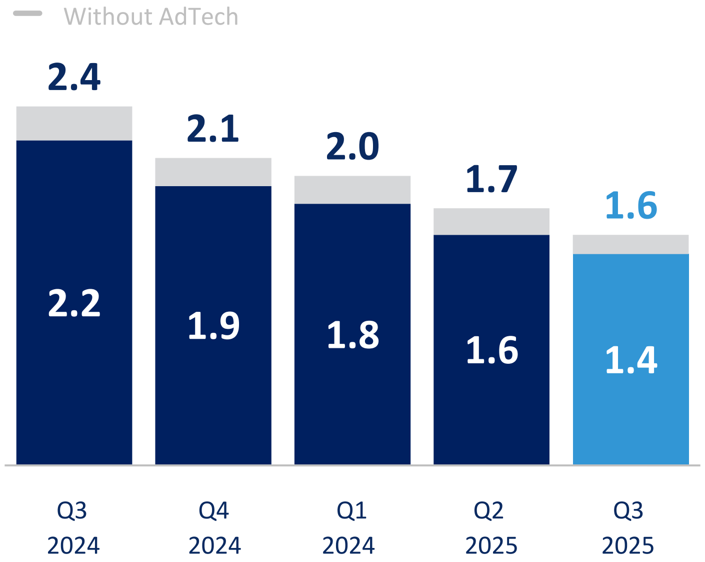
Net Debt[1]



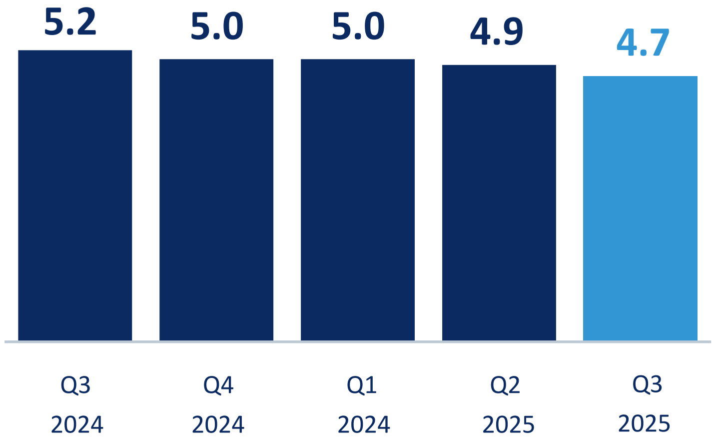
Leverage[3]

(Net debt/adj. EBITDA)



Avg. interest rate

(fixed / in % p.a.)



€741mn[1] Net debt as of September 30, 2025, comprising of an external bank loan, less receivables UI

Shareholder loan UI fully repaid

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

~1.6x Leverage[3] as of September 30, 2025 excl. AdTech

1) Net Debt is the sum of liabilities to banks (30.09.2025: €798mn), current liabilities to related parties (30.09.2025: €6mn) and current liabilities to banks (30.09.2025: ~€9mn), less receivables from related parties (30.09.2025: €51mn), less cash and cash equivalents (30.09.2025: €23mn) at the end of the period; 2) as of 30.09.2025; 3) Calculated as Net Debt / Adj. EBITDA LTM

Driving growth with our 2025 guidance

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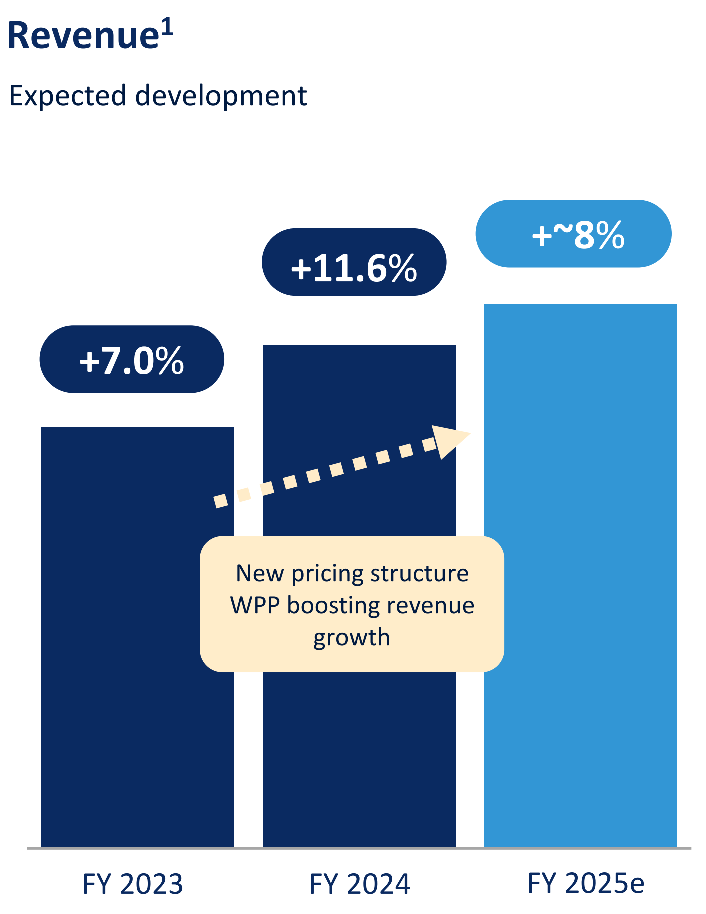
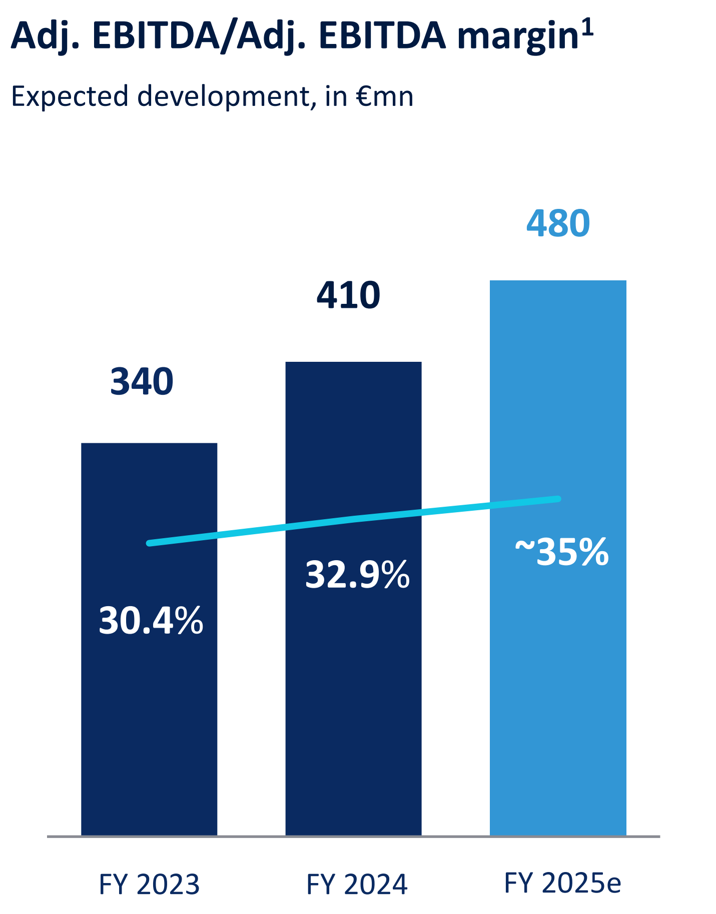
	FY 2024	9M 2025[1]	FY 2025e[1]
Revenue	11.6%	6.5%	~8%
Web Presence & Productivity	11.8%	6.9%	7 - 8%
Cloud Solutions	13.3%	6.8%	~10%
Adj. EBITDA margin	32.9%	37.6%	~35%
Adj. EBITDA	€410mn	€368mn	~€480mn





1) Revenue based on constant currency

Q&A

9-Month Results 2025 Webcast

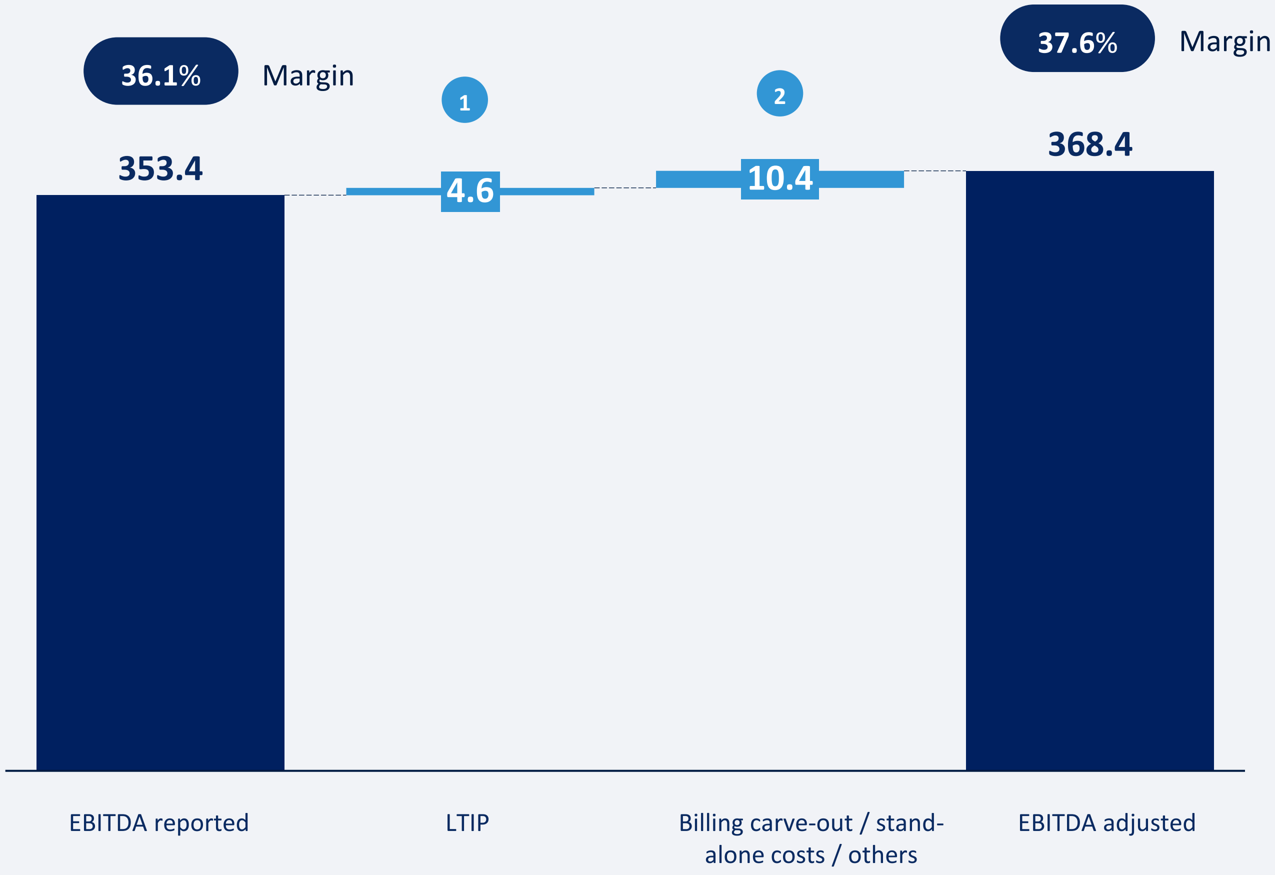
11 November 2025

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

9M 2025 EBITDA, adjustments and adj. EBITDA
(in €mn)



Financial Overview

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in €mn	Q3 2024	Q3 2025	Change yoy	9M 2024	9M 2025	Change yoy
Total Revenue (continued)	309.8	324.2	+4.6%	923.1	980.2	+6.2%
Discontinued	80.2	27.5	-65.7%	218.6	266.6	+21.9%
Adj. gross profit (continued)[1]	206.4	219.1	+6.1%	622.3	689.1	+10.7%
Adj. EBITDA (continued)	108.8	131.5	+20.9%	305.1	368.4	+20.8%
Discontinued	7.4	-0.2		29.4	31.6	+7.7%
EBIT (continued)	78.0	100.1	+28.3%	209.2	272.3	+30.2%
Discontinued	7.5	-0.2		29.2	31.5	+7.9%
Adjusted EBT (continued) excl. non-cash valuation effects from a contingent purchase price liability	63.7	86.8	+36.3%	163.6	234.4	+43.3%
Discontinued	7.3	-0.2		28.8	30.2	+4.9%
Adjusted EPS in €/share (continued) excl. non-cash valuation effects from a contingent purchase price liability	0.33	0.43	+30.3%	0.76	1.14	+48.5%
Discontinued	0.06	-0.01		0.20	0.21	+3.1%

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