

IONOS Group SE: Key figures Q2 2024

| IONOS Group SE (in € millions) | Preliminary H1 | | | Q1 2023 | Q2 2023 | Q3 2023 | Q4 2023 | Q1 2024 | Preliminary Q2 2024 | Change Q2 yoy |
|--|----------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------------|---------------|
| | H1 2023 | 2024 | Change yoy | | | | | | | |
| Revenues | 708.6 | 751.7 | 6.1% | 353.8 | 354.8 | 350.1 | 365.0 | 373.0 | 378.8 | 6.7% |
| Revenues excl. Aftermarket | 551.4 | 613.4 | 11.2% | 272.4 | 279.1 | 278.2 | 289.1 | 307.3 | 306.1 | 9.7% |
| Hosting Service to UI group companies | 22.5 | 22.8 | 1.3% | 11.4 | 11.2 | 10.7 | 12.3 | 11.5 | 11.4 | 1.6% |
| Revenues external | 686.1 | 728.9 | 6.2% | 342.4 | 343.7 | 339.4 | 352.7 | 361.5 | 367.4 | 6.9% |
| Webpresence & Productivity | 614.2 | 647.6 | 5.4% | 307.1 | 307.1 | 301.2 | 313.5 | 321.3 | 326.3 | 6.2% |
| Webpresence & Productivity excl. Aftermarket | 457.0 | 509.2 | 11.4% | 225.6 | 231.3 | 229.3 | 237.6 | 255.6 | 253.6 | 9.6% |
| Cloud Solutions | 71.9 | 81.3 | 13.1% | 35.4 | 36.6 | 38.1 | 39.2 | 40.2 | 41.2 | 12.5% |
| EBITDA reported | 204.0 | 207.5 | 1.7% | 92.8 | 111.3 | 101.4 | 80.0 | 101.3 | 106.2 | -4.6% |
| Adjustments | -3.2 | 10.6 | | -6.5 | 3.4 | 4.1 | 4.0 | 4.5 | 6.1 | |
| EBITDA adjusted | 200.8 | 218.1 | 8.6% | 86.2 | 114.6 | 105.5 | 84.0 | 105.8 | 112.3 | -2.0% |
| Additional purchase marketing | | -9.2 | | | | | | 1.4 | -10.7 | |
| EBITDA comparable | 200.8 | 227.7 | 13.4% | | | | | 104.4 | 123.3 | |
| Adj. EBITDA margin | 28.3% | 29.0% | | 24.4% | 32.3% | 30.1% | 23.0% | 28.4% | 29.7% | |

Customer figures

| Development of customers (in millions) | H1 2023 | H1 2024 | Change yoy | | | | | 30.06.2024 vs. | | |
|---|-------------|-------------|---------------|-------------|-------------|-------------|-------------|----------------|-------------|---------------|
| | | | | 31.03.2023 | 30.06.2023 | 30.09.2023 | 31.12.2023 | 31.03.2024 | 30.06.2024 | 31.03.2024 |
| Total customers IONOS Group SE | 6.10 | 6.28 | + 0.18 | 6.06 | 6.10 | 6.13 | 6.19 | 6.26 | 6.28 | + 0.02 |
| Net adds in the quarter (12M for FY) | 0.11 | 0.10 | | 0.06 | 0.04 | 0.03 | 0.05 | 0.07 | 0.02 | |