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.

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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 cash flow. Information on the use, definition and calculation of these performance measures is provided in the Annual Consolidated Financial Statements 2022 of IONOS Group SE or is explained in an associated footnote.
<table>
<thead>
<tr>
<th>Leading partner for digitalization, active in 18 markets across Europe and North America, accessible worldwide</th>
<th>€1.3bn total revenue (17% yoy growth)</th>
<th>~80% recurring revenue&lt;sup&gt;2&lt;/sup&gt;</th>
</tr>
</thead>
<tbody>
<tr>
<td>High revenue visibility and predictability</td>
<td>€346mm adj. EBITDA&lt;sup&gt;3&lt;/sup&gt; (27% margin)</td>
<td>~90% cash conversion rate&lt;sup&gt;4&lt;/sup&gt;</td>
</tr>
<tr>
<td>Attractive profitability</td>
<td>~6mm customers</td>
<td>Leverage 3.5x&lt;sup&gt;5&lt;/sup&gt;</td>
</tr>
<tr>
<td>Unparalleled European SMB customer access</td>
<td>€14.00 ARPU&lt;sup&gt;6&lt;/sup&gt; (5.2% yoy growth)</td>
<td>NPS of &gt;34&lt;sup&gt;7&lt;/sup&gt;</td>
</tr>
<tr>
<td>Strong cross and up-selling</td>
<td>11x+ CLTV/CAC&lt;sup&gt;8&lt;/sup&gt;</td>
<td>~12-18 months payback&lt;sup&gt;9&lt;/sup&gt;</td>
</tr>
<tr>
<td>Targeted and efficient customer acquisition</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<sup>1</sup> Refers to webhosting market share based on company data analysis and HostAdvice; <sup>2</sup> Equivalent to total revenue excl. revenue from Aftermarket business (sedo); <sup>3</sup> FY2022, Adj. EBITDA is defined as the Group’s EBITDA adjusted for either non-recurring items or non-operating items; <sup>4</sup> Defined as adj. EBITDA less maintenance capital expenditures divided by adj. EBITDA. Maintenance capital expenditures = capital expenditures for replacements and in the ordinary course of business; <sup>5</sup> Leverage 31.12.2022, defined as Net Debt / LTM adj. EBITDA; <sup>6</sup> Refers to IONOS Group excl. Aftermarket; <sup>7</sup> NPS as per Q4 2022; <sup>8</sup> Refers to IONOS brand. Customer Acquisition Cost (CAC) calculated as the amount of recurring and variable marketing expenses (in €) divided by the number of customers gained over a period, Customer Lifetime Value (CLTV) calculated as (1/1-churn)*Average Revenue Per Customer*Gross Profit contribution; <sup>9</sup> incl. discounts.
The Leading European SMB digitalization partner & trusted Cloud enabler

~€709mm total revenue\(^1\) in H1 2023

~€72mm (10%) Cloud Solutions revenue

~€157mm (22%) Aftermarket business revenue\(^3\)

~€457mm (65%) Web Presence & Productivity excl. Aftermarket revenue

Significant investments in past years

Augmented by our high growth aftermarket business

~22mm Domains listed and 10mm domains parked

Leading Web Presence & Productivity player

#1

Market positions in 6 core European markets

#2

€100mm+ annual revenue in North America

Exceptional EBITDA margins and cash conversion rates paired with strong growth

Leading brand position boosted further through brand investment

### Web Presence & Productivity

- ~€709mm
- ~€72mm (10%) Cloud Solutions revenue
- ~€157mm (22%) Aftermarket business revenue\(^3\)
- ~€457mm (65%) Web Presence & Productivity excl. Aftermarket revenue

### Exceptional EBITDA margins and cash conversion rates paired with strong growth

- Leading European market leader\(^2\)
- ~22mm Domains listed and 10mm domains parked

### Exceptional market opportunity\(^2\)

- EBITDA reinvested into growth to capture unique market opportunity

### Significant investments in past years

- Augmented by our high growth aftermarket business

### #1 European market leader

- ~22mm Domains listed
- 10mm domains parked

### ~€709mm total revenue\(^1\) in H1 2023

---

\(^1\) Total revenue including ~€23mm revenue (+3%) from Hosting Services to UI Group companies;\(^2\) Company Data Analysis based on the number of domains listed for sale on sedo.com;\(^3\) Refers to revenue from sedo
Comprehensive product portfolio, first class customer care and infrastructure

**IONOS**

Strong customer support organisation
(Personal Service Agent & 24/7 multi-channel support)

**WEB PRESENCE & PRODUCTIVITY**
One-stop-shop for all digitalization needs of SMBs

- SMBs typically spending €10-20 per month

FY22 revenue: ~90%¹

**CLOUD SOLUTIONS**
Trusted European Cloud provider for SMBs and enterprises

- SMBs, mid-market & public sector, typically spending €300-500+ per month

FY22 revenue: ~10%¹

Internet factory

Unified product platforms | Joint group developments | Technology stack with >100,000 servers in 31 data centers²

- Broad portfolio
- Open-source
- Future-oriented design
- State-of-the-art
- Scalable

Source: Company information
¹ Refers to revenue from contracts with customers; ² o/w 11 fully owned and 20 co-location data centers, several of them geo-redundant
IONOS equity story
Large, attractive and fast-growing market driven by secular trends

Large and untapped SMB core target group¹

- >90mm SMBs in North America and Europe
- ~58mm SMBs across Europe
- ~6mm IONOS customers²

96%+ of SMBs in Europe are micro SMBs and solo-preneurs

Only ~50% of solo-preneurs and micro SMBs have a website

Only ~27% of SMBs with websites use an e-commerce solution

IONOS served addressable market ’15-26³, €bn

CAGR

WEB PRESENCE & PRODUCTIVITY

8% 9%

CLOUD

35% 29%
Historical pattern underlines strong resilience even in times of market downturn

Number of SMBs in Europe and North America (in millions)

Growth during GFC

Growth during Covid-19 pandemic

Source: Company Data Analysis based on Statista¹
Source: Company Data Analysis based on Eurostat, OECD, IMF, US Census²

¹ Company Data Analysis based on Statista, including SMBs (defined as companies with < 250 FTE). Also including freelancers as per Company Data Analysis. Analysis includes Europe, and North America.
² Company Data Analysis based on Eurostat, OECD, IMF, US Census, Company Data Analysis, extrapolated for 2021-2026F using average GDP forecasts. Includes freelancers, non-employer firms, micro, small and medium SMBs in Europe and North America.

Source: Company Data Analysis based on Statista¹
Source: Company Data Analysis based on Eurostat, OECD, IMF, US Census²
Web Presence & Productivity: unique competitive advantages reinforce outstanding European market position

**IONOS**

### Web Presence & Productivity

Highly focused product portfolio with an extensive footprint across Europe, driving strong network effects

1. **Scale**

Outstanding and award winning personal support as trusted partner

2. **Service**

Track record of high data privacy and security standards combined with strong reliability across the last 25 years

3. **Security**

Efficient marketing, leveraging intra-group synergies

4. **Efficiency**

---

**Why we see competitive advantages vs digital platform providers**

- **Germany**
  - Market share: 51%
- **Spain**
  - Market share: 21%
- **Austria**
  - Market share: 19%
- **UK**
  - Market share: 13%
- **Poland**
  - Market share: 11%
- **France**
  - Market share: 10%

Webhosting market share in Europe ( %)\(^1\)

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**Why we see competitive advantages vs use case focused players**

- One-stop-shop solution provider, offering a curated portfolio of products tailored for successful growth of customers of all sizes without changing the provider

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\(^1\) Refers to webhosting market shares based on Company Data Analysis and HostAdvice. Europe includes Germany, UK, Spain, France, Poland and Austria. Market size (in €) of the European web hosting market in 2021 by country based on Company Data Analysis. IONOS shares based on Web Presence & Productivity revenue in 2021. OVH France based on estimated revenue in 2021 and Company Data Analysis. Other competitors based on number of domains hosted by web hosting companies as published by HostAdvice as of September 2022. Hyperscalers excluded since not considered part of relevant peer group.
IONOS is on a growth trajectory, also adding new services

Compared to the hyperscalers, the attractive Cloud Services of IONOS have the same quality

Dedicated Infrastructure as a Service

Flexible and scalable infrastructure

Public Cloud – Services and Solutions
Hyperscale Infrastructure and Platform Services

2022 Germany

Preferred Vendor Cloud Solutions
Leader 2022 Germany
Platinum Award Cloud Service Provider

Awards

1 ISG Provider Lens: Public Cloud – Services & Solutions, Hyperscale Infrastructure & Platform Services, Germany 2022
The IONOS one-stop-shop portfolio enables an end-to-end digitisation journey for our customers

1. Protect your brand with a domain
   - ccTLDs
   - .de, .com, .net
   - "My customers can now find my business details anytime!"
   - Anmut.Bar (café, bar)

2. For domains that have already been rewarded
   - sedo
   - Buy, Park, Sell Domains

3. Communicate your professional identity with company branded e-mail
   - Business Mail

4. Set up your website and present your business online
   - MyWebsite Now
   - "The first orders came from abroad!"
   - Wohlfühlmomente Landau
     (cosmetics online shop)

5. Enrich your presence with e-commerce capabilities and sell online
   - E-Commerce Website Builder
     - WooCommerce Hosting

6. Digitize your business and processes with a trusted partner that values privacy and security
   - Managed Nextcloud
   - HIDRIVE

7. Grow your online business with smart do-it-yourself and do-it-for-me solutions to attract more customers
   - List Local

8. Leverage cloud computing, scalable infrastructure and storage solutions as your business scales
   - IONOS CLOUD

Source: Company information

"My customers can now find my business details anytime!"
Anmut.Bar (café, bar)
Successful first half-year 2023

<table>
<thead>
<tr>
<th>Revenue (€mm)</th>
<th>Adj. EBITDA (€mm)</th>
<th>Customers (EoP in mm)</th>
<th>ARPU (in € per month)</th>
</tr>
</thead>
<tbody>
<tr>
<td>H1 2022</td>
<td>H1 2023</td>
<td>H1 2022</td>
<td>H1 2023</td>
</tr>
<tr>
<td>629.8</td>
<td>708.6</td>
<td>181.4</td>
<td>14.0</td>
</tr>
<tr>
<td>12.5%</td>
<td>10.7%</td>
<td>+155k</td>
<td>+4.4%</td>
</tr>
</tbody>
</table>

- External revenues growing 13.1%
- Adj. EBITDA margin of 28.3% (H1/2022: 28.8%)
- Churn already at best-in-class level of ~1% per month
- ARPU growth through successful up-and cross selling
In a consolidating market, the strong brand will be the winner in the long run

Building an “evergreen brand” that is synonymous for Web Presence & Productivity and Cloud Solutions

- Increase in search demand

Increase in target audience brand awareness

Building strong employer brand

- Increase in CLTV and a reduction in CAC

- Increase in NPS

Launch: September 2021…...2023
Brand investment has already started to pay off

- Brand investments of €25mm in H1 2023 (prev. year: €19mm)
- Brand investments in FY 2023E of €65-70mm expected; decreasing as % of total revenue going forward
- Brand investments are already contributing to aided and unaided brand awareness
- Positive impact on all sales channels
- Investments will continue to crystallize value in the coming years

Commentary

Brand awareness¹

<table>
<thead>
<tr>
<th>Country</th>
<th>Nov 21</th>
<th>Nov 22</th>
<th>Mar 23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Germany</td>
<td>24</td>
<td>33</td>
<td>38</td>
</tr>
<tr>
<td>UK</td>
<td>18</td>
<td>30</td>
<td>33</td>
</tr>
<tr>
<td>Spain</td>
<td>33</td>
<td>35</td>
<td>37</td>
</tr>
<tr>
<td>France</td>
<td>15</td>
<td>25</td>
<td>27</td>
</tr>
</tbody>
</table>

¹ Brand awareness (aided) for the IONOS brand, based on Interrogare survey - brand awareness data for self-employed/SMBs
Proven track record of up-selling and cross-selling

ARPU development and number of services of cohorts

ARPU evolution per cohort

Evolution of average number of services used, per cohort

1. Proven track record of up-selling and cross-selling

2. ARPU evolution per cohort

3. Evolution of average number of services used, per cohort

4. Discount period

5. January 2020 cohort

6. January 2018 cohort
Our new Climate Strategy 2030 - we are highly committed to environmental sustainability

Data centers

• 100% renewable electricity sourced long-term
• >55% reduction in emissions by 2030 relative to 2019
• 50% data centers with low-carbon energy generation onsite (photovoltaics)
• Offset 100% unavoidable emissions annually whilst committing to reduce further over longer-term
• Commit to measuring our carbon footprint and reducing indirect carbon emissions in areas of most significant impact (Scope 3)
• 90% data center suppliers by spend commit to climate targets by 2030 (Scope 3)

Offices

• 100% renewable electricity in offices by 2030
• 100% electric vehicles in company carpool by 2030
Financials & guidance
All business areas contributing to strong and sustainable revenue growth

- **Web Presence & Productivity** with strong growth of 11.9% yoy in Q2 2023 and 12.7% yoy at constant currency (7.7% yoy excl. Aftermarket or 8.1% yoy excl. Aftermarket at constant currency)
- **Cloud Solutions** growing 12.2% yoy in Q2 2023 (16.0% yoy excl. initial project with one large customer in 2022 at constant currency)
- **FX headwind of 0.7pp on total revenue growth in Q2 2023 and 0.5pp on revenues excl. Aftermarket**

<table>
<thead>
<tr>
<th>Hosting Services to UI Group Companies</th>
<th>Q2 2022</th>
<th>Q2 2023</th>
<th>H1 2022</th>
<th>H1 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue (in €mm)</td>
<td>318.4</td>
<td>354.8</td>
<td>629.8</td>
<td>708.6</td>
</tr>
<tr>
<td>Cloud solutions revenue growth</td>
<td>3.1%</td>
<td>11.1%</td>
<td>23.4%</td>
<td>22.5%</td>
</tr>
<tr>
<td>WP&amp;P (excl. Aftermarket) revenue growth</td>
<td>11.5%</td>
<td>12.2%</td>
<td>7.7%</td>
<td>5.8%</td>
</tr>
<tr>
<td>Aftermarket revenue growth</td>
<td>27.2%</td>
<td>42.1%</td>
<td>42.1%</td>
<td>42.1%</td>
</tr>
</tbody>
</table>

**Commentary**
**Strong Q2 2023 – further boosted by different phasing of marketing invest**

### Strong revenue growth

<table>
<thead>
<tr>
<th>Total revenue (€mm)</th>
<th>Q2 2022</th>
<th>Q2 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>€11.5% yoy growth</td>
<td>318.4</td>
<td>354.8</td>
</tr>
</tbody>
</table>

### Attractive profitability

<table>
<thead>
<tr>
<th>Adj. EBITDA (€mm)</th>
<th>Q2 2022</th>
<th>Q2 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adj. EBITDA margin</td>
<td>28.2%</td>
<td>29.2%</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>89.6</td>
<td>114.7</td>
</tr>
</tbody>
</table>

### Commentary

- Revenue growth of 11.5% yoy (revenue growth excl. Aftermarket at 7.8% yoy)
- Total marketing investments €11m lower, compared to previous year, due to different phasing of the brand investments
- 29.2% EBITDA margin adjusting for lower marketing investments
- Approx. 0.4pp margin dilution from Aftermarket growth
Very solid first half-year 2023

Strong revenue growth

<table>
<thead>
<tr>
<th>Total revenue (€mm)</th>
<th>yoy growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>H1 2022</td>
<td>629.8</td>
</tr>
<tr>
<td>H1 2023</td>
<td>708.6</td>
</tr>
</tbody>
</table>

Attractive profitability

<table>
<thead>
<tr>
<th>Adj. EBITDA (€mm)</th>
<th>Adj. EBITDA margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>H1 2022</td>
<td>181.4</td>
</tr>
<tr>
<td>H1 2023</td>
<td>200.8</td>
</tr>
</tbody>
</table>

Commentary

- Revenue growth of 12.5% yoy (revenue growth excl. Aftermarket at 6.2% yoy)
- Total marketing investments in H1 2023 at the same level as in the prev. year – therefore growing disproportionally to revenues
- 28.3% EBITDA margin in H1 2023, despite approx. 0.7pp margin dilution from Aftermarket growth, driven by higher gross margins from product mix effects and economies of scale
Well-invested asset base with low and predictable maintenance capex requirements

### Commentary

- Total Capex as % of total revenue decreased to 4.2% (prev. year: 7.7%; FY 2022: 7.5%)
- Low and predictable maintenance capex requirements
- Majority of growth capex is related to Cloud Solutions
- Expected CAPEX for FY 2023E: ~€100mm (CAPEX/total revenue of ~7%)
- Increasing CAPEX in H2 2023, due to pending deliveries

---

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
Debt at fixed interest rates without refinancing risk

- Net debt of €1,142mm\(^1\) as of June 30, 2023, comprising mainly a shareholder loan from United Internet AG
- Further repayment of the shareholder loan in H1 2023 (€30mm)
- Fixed interest rate of 6.75%, without covenants and maturity on December 15, 2026
- Leverage\(^2\) of 3.1x as of June 30, 2023

---

1 Net Debt is the sum of non-current liabilities to related parties (30.06.2023: €1,215mm) and current liabilities to related parties (30.06.2023: €2mm), less receivables from related parties (30.06.2023: €53mm), less cash and cash equivalents (30.06.2023: €22mm);

2 Calculated as Net Debt / Adj. EBITDA LTM
The cash flow statement was changed: Interest payments were reclassified from cash flows from operating activities to cash flows from financing activities. The changes are explained in more detail in the 6-Month Report 2023.

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.

Strong and highly predictable Free Cash Flow generation

H1 2023 adjusted EBITDA to (adjusted) Free Cash Flow (FCF) bridge (in €mm)

The cash flow statement was changed: Interest payments were reclassified from cash flows from operating activities to cash flows from financing activities. The changes are explained in more detail in the 6-Month Report 2023.

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.

Adjustments for either non-recurring items or non-operating items (i.e. IPO costs, LTIP, stand-alone costs)

1 Adjustments for either non-recurring items or non-operating items (i.e. IPO costs, LTIP, stand-alone costs)
Our major projects and milestones

Further expansion of our Internet Factory

Cloud: IaaS has nearly all features in place, focus on PaaS

Continuous focus on our successful Wordpress strategy

Release of AI features through the whole product suite
AI-powered website creation

AI Website Generator

Name & industry

Add Your Business Information

Test us more

Full website generated (editable)

Description & Tone

AI

AI Text Generator

AI Text Improver

AI SEO Feature

AI Image Generator
We are reconfirming our outlook for FY 2023

<table>
<thead>
<tr>
<th>FY 2023E</th>
<th>Expected development adj. EBITDA margin</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total revenue growth</strong></td>
<td>~10%</td>
</tr>
<tr>
<td><strong>Web Presence &amp; Productivity</strong></td>
<td>8 – 10%</td>
</tr>
<tr>
<td><strong>Cloud Solutions</strong></td>
<td>16 – 20%</td>
</tr>
<tr>
<td><strong>Adj. EBITDA margin</strong></td>
<td>&gt;27%</td>
</tr>
<tr>
<td><strong>Leverage EoY (Net debt/Adj. EBITDA)</strong></td>
<td>&lt;3.0x</td>
</tr>
</tbody>
</table>

**Commentary**

- Expectations for FY 2023 are fully in-line with our previous guidance
- Adj. EBITDA margin is expected to be lower in H2 2023, due to higher marketing investments especially in Q4 2023
- Mid-term outlook unchanged

---

1 Outlook is based on constant currency
Summary & conclusion

**RESILIENCE**
Sustainable and resilient business with high recurring revenues

**CAPEX**
High visibility in CAPEX needs for the coming years, given well-funded asset base

**AFTERMARKET**
Slow-down of Aftermarket growth is anticipated and will dilute the EBITDA margin less in the future

**GROWTH INVESTMENTS**
Brand investments expected to peak in FY 2023 and to stay at this level, which will support margin expansion going forward

**CLOUD**
Opportunity for future growth with majority of the investments already made

**PRODUCTS**
Product portfolio re-designed for cross- and upsell and seamless expansion

**COMPETITION**
Competitive landscape: IONOS is ready to take share

**GROWTH POSITION**
We are very well positioned for future growth
Appendix
## Financial Overview

<table>
<thead>
<tr>
<th>In €mm</th>
<th>Q2 2022</th>
<th>Q2 2023</th>
<th>Change yoy</th>
<th>H1 2022</th>
<th>H1 2023</th>
<th>Change yoy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>318.4</td>
<td>354.8</td>
<td>+11.5%</td>
<td>629.8</td>
<td>708.6</td>
<td>+12.5%</td>
</tr>
<tr>
<td>Adj. gross profit</td>
<td>209.0</td>
<td>231.2</td>
<td>+10.6%</td>
<td>418.5</td>
<td>455.3</td>
<td>+8.8%</td>
</tr>
<tr>
<td>Adj. EBITDA</td>
<td>89.6</td>
<td>114.6</td>
<td>+27.9%</td>
<td>181.4</td>
<td>200.8</td>
<td>+10.7%</td>
</tr>
<tr>
<td>EBIT</td>
<td>55.4</td>
<td>84.5</td>
<td>+52.7%</td>
<td>113.2</td>
<td>150.4</td>
<td>+32.8%</td>
</tr>
<tr>
<td>Adjusted EBT (excl. non-cash valuation effect from a contingent purchase price liability)</td>
<td>33.0</td>
<td>62.8</td>
<td>+90.4%</td>
<td>68.5</td>
<td>107.1</td>
<td>+56.3%</td>
</tr>
<tr>
<td>Adjusted EPS in €/share (based on the new share count of 116.1mm as of today, excl. non-cash valuation effect from a contingent purchase price liability)</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>0.39</td>
<td>0.68</td>
<td>+74.4%</td>
</tr>
</tbody>
</table>

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

H1 2023 EBITDA, adjustments and adj. EBITDA (in €mm)

<table>
<thead>
<tr>
<th>Component</th>
<th>Amount (€mm)</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA reported</td>
<td>204.0</td>
<td></td>
</tr>
<tr>
<td>LTIP</td>
<td>+2.8</td>
<td></td>
</tr>
<tr>
<td>IPO costs</td>
<td>-11.7</td>
<td></td>
</tr>
<tr>
<td>Billing carve-out / stand-alone costs / others</td>
<td>+5.8</td>
<td></td>
</tr>
<tr>
<td>EBITDA adjusted</td>
<td>200.8</td>
<td></td>
</tr>
</tbody>
</table>

**Commentary**

1. **Employee stock ownership program**
2. **Costs in connection with the IPO, which have been charged to the selling shareholders (net effect)**
3. **Costs of the billing carve-out from United Internet Group, the establishment of IONOS as an independent group and others**
## Mid-term Outlook (1/2)

<table>
<thead>
<tr>
<th>Total Revenue</th>
<th>2022A</th>
<th>2023E</th>
<th>Mid-term target (4-5 years)</th>
<th>Commentary</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Group</strong></td>
<td>€1,293mm (17.2% yoy) 7.6% excl. Aftermarket</td>
<td>~10% yoy</td>
<td>~10% CAGR</td>
<td>Mid-term: We expect to grow at ~10% CAGR, driven by <strong>WP&amp;P (incl. Aftermarket)</strong>: High single digit CAGR</td>
</tr>
<tr>
<td><strong>WP&amp;P (incl. Aftermarket)</strong></td>
<td>€1,113mm (17.1% yoy)</td>
<td>8 – 10% yoy</td>
<td>High single digit CAGR</td>
<td>-</td>
</tr>
<tr>
<td><strong>Cloud Solutions</strong></td>
<td>€132mm (20.0% yoy)</td>
<td>16 – 20% yoy</td>
<td>~20% CAGR</td>
<td>Mid-term: We expect to progressively exceed 30% Adj. EBITDA margin, driven by multiple levers becoming effective from 2023 onwards</td>
</tr>
<tr>
<td><strong>Hosting Services to UI Group companies</strong></td>
<td>~€50m</td>
<td></td>
<td>Mid single digit CAGR</td>
<td>-</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Adjusted EBITDA margin</th>
<th>2022A</th>
<th>203E</th>
<th>Mid-term target (4-5 years)</th>
<th>Commentary</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Group</strong></td>
<td>26.7%</td>
<td>&gt;27%</td>
<td>Increasing to 30%+</td>
<td>Mid-term: We expect to progressively exceed 30% Adj. EBITDA margin, driven by multiple levers becoming effective from 2023 onwards</td>
</tr>
</tbody>
</table>

Note: FY2023 and onwards on a constant currency basis
<table>
<thead>
<tr>
<th></th>
<th>2022A</th>
<th>2023E</th>
<th>Mid-term target (4-5 years)</th>
<th>Commentary</th>
</tr>
</thead>
<tbody>
<tr>
<td>CAPEX</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Maintenance</td>
<td>€38.3mm</td>
<td>~€100mm</td>
<td>~8% CAGR</td>
<td>Mid-term: Total revenue outgrowing maintenance capex growth, driven by the mix effect of lower capital-intensive Aftermarket business</td>
</tr>
<tr>
<td>Growth</td>
<td>€58.8mm</td>
<td></td>
<td>Decreasing to ~4% of total revenue</td>
<td>Mid-term: We expect to trend down to ~4% of total revenue, driven by continued efficiencies on our server economics</td>
</tr>
<tr>
<td>D&amp;A</td>
<td>Group €112mm</td>
<td></td>
<td>~100% of total CAPEX</td>
<td></td>
</tr>
<tr>
<td>Effective tax rate</td>
<td>Group 33.6% of EBT</td>
<td>Decreasing to ~30% of EBT</td>
<td>Mid-term: We expect effective tax rate to go down as % of EBT due to deleveraging of our capital structure</td>
<td></td>
</tr>
<tr>
<td>Cash flow from</td>
<td>Group 55% of adj. EBITDA</td>
<td>Increasing to ~65%+ of adj. EBITDA</td>
<td>Mid-term: Driven by increasing adj. EBITDA margin</td>
<td></td>
</tr>
<tr>
<td>operating activities</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Capital structure</td>
<td>Group 3.5x</td>
<td>&lt;3.0x by end of 2023 2.5x by end of 2024</td>
<td>Shareholder loan at fixed interest rate of 6.75% p.a., maturity on December 15, 2026, and without covenants We intend to continue to focus on deleveraging via debt repayments</td>
<td></td>
</tr>
<tr>
<td>Environmental ambitions</td>
<td>Group</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Note: 2022 on a reported basis, 2023 and onwards on a constant currency basis; 1 Power usage effectiveness (PUE): Defined as total energy consumption per data center, divided by IT energy consumption per data center, calculated as averages of data centers, lower values indicate higher effectiveness.
Successful transformation into the leading enabler for European SMBs

1998
1&1 became shareholder of internet pioneer Schlund + Partner (founded by current IONOS CEO Achim Weiss) and 1&1 was IPO’ed

2000-2007
1&1 Hosting launched operations in France and UK (2000), the US (2003) and Spain (2007)

2006-2008
Acquisition of fasthosts in the UK (2006) and united domains (2008)

2011-2016
Expansion into Canada (2011) and Mexico (2013), STRATO entered the Netherlands (2016)

2017
Warburg Pincus invested in 1&1 Hosting Group, which then acquired STRATO

2017-2018
Acquisition of Enterprise Cloud specialist ProfitBricks (2017) and World4You (2018) in Austria

2020
Launch of IONOS Cloud and IONOS entered CEE market

2021
we22 acquisition

2022
STRATO entered Sweden

1988
1&1 was founded by Ralph Dommermuth in Montabaur

2000
1&1 holding rebranded to United Internet, hosting business continued as “1&1 Internet”

2001-2004
1&1 became shareholder of sedo (2001) and InterNetX (2004)

2013-2015
Acquisition of Arsys (2013) in Spain and home.pl (2015) in Poland

2017-2018
Acquisition of Enterprise Cloud specialist ProfitBricks (2017) and World4You (2018) in Austria

2020
Launch of IONOS Cloud and IONOS entered CEE market

2023
IONOS IPO