

**IONOS Group SE: Key figures FY/Q4 2022**
**IONOS**

IONOS Group SE (in € millions)	FY 2021	FY 2022	Change yoy	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022
<b>Revenues</b>	1,103.3	1,293.0	17.2%	265.7	267.4	270.0	300.1	311.4	318.4	323.8	339.3
Revenues excl. Aftermarket	971.7	1,045.6	7.6%	239.7	240.0	241.8	250.2	260.3	258.8	261.0	265.5
Hosting Service to UI group companies	43.3	48.5	11.9%	10.3	10.0	10.4	12.6	12.1	11.3	12.8	12.3
<b>Webpresence &amp; Productivity</b>	950.1	1,112.7	17.1%	229.8	230.5	231.4	258.4	267.9	274.5	277.8	292.5
Webpresence & Productivity excl. Aftermarket	818.6	865.3	5.7%	203.7	203.1	203.2	208.5	216.9	214.9	214.9	218.7
Cloud Solutions	109.9	131.8	20.0%	25.6	26.9	28.2	29.2	31.4	32.6	33.3	34.5
<b>EBITDA reported</b>	326.3	320.4	-1.8%	81.4	87.1	81.7	76.1	86.1	84.0	88.8	61.5
Adjustments	28.9	25.3		6.2	6.1	7.8	8.7	5.7	5.7	5.5	8.4
<b>EBITDA adjusted</b>	355.2	345.6	-2.7%	87.6	93.2	89.5	84.8	91.8	89.7	94.3	69.9
Additional purchase marketing		31.1						6.2	7.2	-0.9	18.6
Higher electricity costs (gross)		15.7						4.3	4.9	3.8	2.7
<b>EBITDA comparable</b>	355.2	392.4	10.5%					102.3	101.8	97.2	91.1

IONOS Group SE (in € millions)	FY 2021	FY 2022	Change yoy	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022
<b>CAPEX</b>											
<b>CAPEX IFRS 15</b>	93.0	97.1	4.3%	15.7	24.1	28.0	25.2	21.1	27.2	28.9	19.9
thereof Maintenance	37.3	38.3	2.6%	8.5	9.4	9.2	10.2	6.9	9.2	14.6	7.6
thereof Growth	55.7	58.8	5.5%	7.2	14.7	18.8	15.0	14.1	18.1	14.3	12.3
<b>CAPEX IFRS 15, % of revenue</b>	8.4%	7.5%									
thereof Maintenance, % of revenue	3.4%	3.0%									
thereof Growth, % of revenue	5.1%	4.5%									

**Customer figures**

Development of customers (in millions)	31/12/2021	31/12/2022	31.12.2022 vs. 31.12.2021	31/03/2021	30/06/2021	30/09/2021	31/12/2021	31/03/2022	30/06/2022	30/09/2022	31/12/2022
<b>Business Applications, total customers</b>	5.89	6.00	0.11	5.83	5.84	5.86	5.89	5.94	5.95	5.96	6.00
Net adds, customers	0.13	0.11		0.07	0.02	0.01	0.03	0.04	0.01	0.02	0.04