

**IONOS Group SE: Key figures FY 2023**



IONOS Group SE (in € millions)	FY 2022	FY 2023	Change yoy	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Change Q4 yoy
<b>Revenues</b>	<b>1,293.0</b>	<b>1,423.7</b>	<b>10.1%</b>	<b>311.4</b>	<b>318.4</b>	<b>323.8</b>	<b>339.3</b>	<b>353.8</b>	<b>354.8</b>	<b>350.1</b>	<b>365.0</b>	<b>7.6%</b>
Revenues excl. Aftermarket	1,045.6	1,118.8	7.0%	260.3	258.8	261.0	265.5	272.4	279.1	278.2	289.1	8.9%
Hosting Service to UI group companies	48.5	45.5	-6.1%	12.1	11.3	12.8	12.3	11.4	11.2	10.7	12.3	0.0%
Webpresence & Productivity	1,112.7	1,228.9	10.4%	267.9	274.5	277.8	292.5	307.1	307.1	301.2	313.5	7.2%
Webpresence & Productivity excl. Aftermarket	865.3	923.9	6.8%	216.9	214.9	214.9	218.7	225.6	231.3	229.3	237.6	8.7%
Cloud Solutions	131.8	149.3	13.3%	31.4	32.6	33.3	34.5	35.4	36.6	38.1	39.2	13.6%
<b>EBITDA reported</b>	<b>320.4</b>	<b>385.4</b>	<b>0.2</b>	<b>86.1</b>	<b>84.0</b>	<b>88.8</b>	<b>61.5</b>	<b>92.8</b>	<b>111.3</b>	<b>101.4</b>	<b>80.0</b>	<b>30.0%</b>
Adjustments	25.3	4.9	-0.8	5.7	5.6	5.5	8.4	-6.5	3.4	4.1	4.0	
<b>EBITDA adjusted</b>	<b>345.6</b>	<b>390.3</b>	<b>12.9%</b>	<b>91.8</b>	<b>89.6</b>	<b>94.3</b>	<b>69.9</b>	<b>86.2</b>	<b>114.6</b>	<b>105.5</b>	<b>84.0</b>	<b>20.1%</b>
Additional purchase marketing		0.6						-9.9	11.0	-1.5	1.0	
<b>EBITDA comparable</b>	<b>345.6</b>	<b>389.7</b>	<b>12.7%</b>					<b>96.1</b>	<b>103.6</b>	<b>107.0</b>	<b>83.0</b>	<b>18.7%</b>
<b>Development of customers</b> (in millions)	<b>31.12.2022</b>	<b>31.12.2023</b>	<b>Change yoy</b>	<b>31.03.2022</b>	<b>30.06.2022</b>	<b>30.09.2022</b>	<b>31.12.2022</b>	<b>31.03.2023</b>	<b>30.06.2023</b>	<b>30.09.2023</b>	<b>31.12.2023</b>	<b>31.12.2023 vs. 30.09.2023</b>
<b>Total customers IONOS Group SE</b>	<b>6.00</b>	<b>6.19</b>	<b>+ 0.19</b>	<b>5.94</b>	<b>5.95</b>	<b>5.96</b>	<b>6.00</b>	<b>6.06</b>	<b>6.10</b>	<b>6.13</b>	<b>6.19</b>	<b>+ 0.05</b>
Net adds in the quarter (12M for FY)	0.11	0.19		0.04	0.01	0.02	0.04	0.06	0.04	0.03	0.05	