

IONOS Group SE: Key figures Q3 2023



IONOS Group SE (in € millions)	9M 2022	9M 2023	Change yoy	9M 2023 yoy @constant currency
Revenues	953.6	1,058.7	11.0%	11.7%
Revenues excl. Aftermarket	780.1	829.6	6.3%	
Hosting Service to UI group comanies	36.2	33.2	-8.1%	
Revenues external	917.5	1,025.5	11.8%	
Webpresence & Productivity	820.2	915.4	11.6%	12.3%
Webpresence & Productivity excl. Aftermarket	646.7	686.3	6.1%	6.7%
Cloud Solutions	97.3	110.1	13.1%	14.0%
EBITDA reported	258.8	305.4	0.2	
Adjustments	16.9	0.9	-0.9	
EBITDA adjusted	275.7	306.3	11.1%	
Additional purchase marketing		-0.4		
EBITDA comparable	275.7	306.8	11.2%	
Adj. EBITDA margin	28.9%	28.9%		

Development of customers (in millions)	30.09.2022	30.09.2023	Change yoy
Total customers IONOS Group SE	5.96	6.13	+ 0.17
Net adds in the quarter (YTD for 9M)	0.07	0.13	

	Q1 2022	Q2 2022	Q3 2022	Q4 2022
	311.4	318.4	323.8	339.3
	260.3	258.8	261.0	265.5
	12.1	11.3	12.8	12.3
	299.3	307.1	311.1	327.0
	267.9	274.5	277.8	292.5
	216.9	214.9	214.9	218.7
	31.4	32.6	33.3	34.5
	86.1	84.0	88.8	61.5
	5.7	5.6	5.5	8.4
	91.8	89.6	94.3	69.9
	29.5%	28.1%	29.1%	20.6%

	31.03.2022	30.06.2022	30.09.2022	31.12.2022
	5.94	5.95	5.96	6.00
	0.04	0.01	0.02	0.04

	Q1 2023	Q2 2023	Q3 2023	Change Q3 yoy
	353.8	354.8	350.1	8.1%
	272.4	279.1	278.2	6.6%
	11.4	11.2	10.7	-16.4%
	342.4	343.7	339.4	9.1%
	307.1	307.1	301.2	8.4%
	225.6	231.3	229.3	6.7%
	35.4	36.6	38.1	14.6%
	92.8	111.3	101.4	14.2%
	-6.5	3.4	4.1	
	86.2	114.6	105.5	11.8%
	-9.9	11.0	-1.5	
	96.1	103.6	107.0	
	24.4%	32.3%	30.1%	

	31.03.2023	30.06.2023	30.09.2023	30.09.2023 vs. 30.06.2023
	6.06	6.10	6.13	+ 0.03
	0.06	0.04	0.03	

Q3 2023 yoy @constant currency
9.8%
10.2%
7.5%
16.3%