

IONOS Group SE: Key figures Q1 2025

IONOS Group SE (in € millions)	FY 2023	FY 2024	Change yoy	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Change Q1 yoy
Group (Total)									
Revenues	1,423.7	1,560.3	9.6%	373.0	378.6	390.0	418.7	446.3	19.7%
IC	45.5	45.7	0.4%	11.5	11.3	11.3	11.6	10.7	-7.0%
Revenues external	1,378.2	1,514.6	9.9%	361.5	367.3	378.7	407.1	435.6	20.5%
EBITDA reported	385.4	430.2	11.6%	101.3	106.1	112.9	109.9	124.6	23.0%
Adjustments	4.9	21.9		4.5	6.1	3.5	7.8	6.4	41.7%
EBITDA adjusted	390.3	452.2	15.9%	105.8	112.2	116.4	117.7	131.0	23.8%
Additional purchase marketing								-4.6	
EBITDA comparable								135.6	26.4%
EBITDA margin reported	27.1%	27.6%		27.2%	28.0%	29.0%	26.2%	27.9%	
EBITDA margin adjusted	27.4%	29.0%		28.4%	29.6%	29.9%	28.1%	29.4%	
Digital Solutions & Cloud									
Revenue	1,118.8	1,248.1	11.6%	307.3	305.9	309.8	325.0	329.6	7.3%
Revenue Webpresence & Productivity	917.1	1,025.6	11.8%	253.8	251.8	255.6	264.4	273.7	7.9%
Revenue Cloud Solutions	156.1	176.8	13.3%	42.1	42.8	43.0	49.0	45.2	7.5%
Hosting Service to UI group comanies	45.5	45.7	0.4%	11.5	11.3	11.3	11.6	10.7	-7.0%
EBITDA reported	335.3	388.3	15.8%	88.8	96.8	105.3	97.4	106.4	19.8%
Adjusted EBITDA	340.0	410.3	20.7%	93.2	103.0	108.8	105.2	112.8	21.0%
Adjusted EBITDA Margin	30.4%	32.9%		30.3%	33.7%	35.1%	32.4%	34.2%	
AdTech (prev. labeled as Aftermarket)									
Revenue	305.0	312.2	2.4%	65.7	72.7	80.2	93.7	116.7	77.7%
EBITDA reported	50.2	41.9	-16.5%	12.5	9.3	7.6	12.5	18.2	45.9%
Adjusted EBITDA	50.4	41.9	-16.9%	12.5	9.3	7.6	12.5	18.2	45.9%
Adjusted EBITDA Margin	16.5%	13.4%		19.0%	12.9%	9.5%	13.4%	15.6%	
IONOS Group SE (in € millions)	FY 2023	FY 2024		Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	
Marketing									
Purchase Marketing	-111.8	-110.7		-35.2	-21.9	-23.0	-30.5	-39.8	
thereof Brand Marketing	-66.6	-64.0		-22.1	-11.0	-13.1	-17.9	-24.8	
CAPEX									
CAPEX IFRS 15	81.7	76.9		15.9	16.0	24.3	20.6	14.9	
thereof Maintenance	38.4	24.0		2.2	3.0	7.6	11.1	1.4	
thereof Growth	43.2	52.9		13.7	13.1	16.7	9.5	13.5	
Customers (in millions)									
Total customer inventory	6.16	6.32		6.23	6.25	6.27	6.32	6.40	
Net adds in the quarter (LTM for FY24 Results)		+ 0.16		0.07	0.02	0.02	0.05	0.08	