

IONOS Group SE: Key figures Q2 2024

IONOS Group SE (in € millions)	H1 2023	H1 2024	Change yoy	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Change yoy
Revenues	708.6	751.6	6.1%	311.4	318.4	323.8	339.3	353.8	354.8	350.1	365.0	373.0	378.6	6.7%
Revenues excl. Aftermarket	551.4	613.2	11.2%	260.3	258.8	261.0	265.5	272.4	279.1	278.2	289.1	307.3	305.9	9.6%
Hosting Service to UI group comanies	22.5	22.8	1.2%	12.1	11.3	12.8	12.3	11.4	11.2	10.7	12.3	11.5	11.3	1.2%
Revenues external	686.1	728.8	6.2%	299.3	307.1	311.1	327.0	342.4	343.7	339.4	352.7	361.5	367.3	6.9%
Webpresence & Productivity	614.2	647.7	5.5%	267.9	274.5	277.8	292.5	307.1	307.1	301.2	313.5	321.3	326.4	6.3%
Webpresence & Productivity excl. Aftermarket	457.0	509.3	11.5%	216.9	214.9	214.9	218.7	225.6	231.3	229.3	237.6	255.6	253.7	9.7%
Aftermarket	157.2	138.4	-12.0%	51.1	59.6	62.9	73.8	81.4	75.8	71.9	75.9	65.7	72.7	-4.0%
Cloud Solutions	71.9	81.1	12.8%	31.4	32.6	33.3	34.5	35.4	36.6	38.1	39.2	40.2	40.9	11.9%
EBITDA reported	204.0	207.4	1.7%	86.1	84.0	88.8	61.5	92.8	111.3	101.4	80.0	101.3	106.1	-4.6%
Adjustments	-3.2	10.6	-4.3	5.7	5.6	5.5	8.4	-6.5	3.4	4.1	4.0	4.5	6.1	
EBITDA adjusted	200.8	218.0	8.5%	91.8	89.6	94.3	69.9	86.2	114.6	105.5	84.0	105.8	112.2	-2.1%
Additional purchase marketing*		-8.9										1.4	-10.3	
EBITDA comparable	200.8	226.9	13.0%										122.5	6.9%
Purchase Marketing	48.2	57.1		26.8	22.5	18.6	44.5	36.7	11.5	20.2	43.5	35.2	21.9	
thereof Brand Marketing	25.4	33.1		9.6	9.5	8.4	26.5	24.0	1.4	9.5	31.7	22.1	11.0	
Adj. EBITDA margin	28.3%	29.0%		29.5%	28.1%	29.1%	20.6%	24.4%	32.3%	30.1%	23.0%	28.4%	29.6%	
EBITDA margin reported	28.8%	27.6%		27.6%	26.4%	27.4%	18.1%	26.2%	31.4%	29.0%	21.9%	27.2%	28.0%	
EBITDA margin comparable		30.2%											32.4%	
CAPEX														
CAPEX IFRS 15	31.3	32.0		21.1	27.2	28.9	19.9	15.0	16.3	20.4	30.0	15.9	16.0	
thereof Maintenance	15.8	5.2		6.9	9.2	14.6	7.6	9.0	6.9	9.3	13.1	2.2	3.0	
thereof Growth	15.4	26.7		14.1	18.1	14.3	12.3	6.1	9.4	11.1	16.9	13.7	13.1	
CAPEX IFRS 15, % of revenue	4.4%	4.3%		6.8%	8.6%	8.9%	5.9%	4.2%	4.6%	5.8%	8.2%	4.3%	4.2%	
thereof Maintenance, % of revenue	2.2%	0.7%		2.2%	2.9%	4.5%	2.2%	2.5%	1.9%	2.7%	3.6%	0.6%	0.8%	
thereof Growth, % of revenue	2.2%	3.6%		4.5%	5.7%	4.4%	3.6%	1.7%	2.6%	3.2%	4.6%	3.7%	3.4%	

* Calculated as difference to the prev. year

Customer figures

Development of customers (in millions)	30.06.2023	31.12.2023	Change yoy	31.03.2022	30.06.2022	30.09.2022	31.12.2022	31.03.2023	30.06.2023	30.09.2023	31.12.2023	31.03.2024	30.06.2024
Total customers IONOS Group SE	6.10	6.28	+ 0.18	5.94	5.95	5.96	6.00	6.06	6.10	6.13	6.19	6.26	6.28
Net adds in the quarter (12M for HY)	0.16	0.18		0.04	0.01	0.02	0.04	0.06	0.04	0.03	0.05	0.07	0.02