

IONOS Group SE: Key figures Q1 2023

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	Q1 2023	Change yoy
Revenues	1,103.3	1,293.0	17.2%	265.7	267.4	270.0	300.1	311.4	318.4	323.8	339.3	353.8	13.6%
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	272.4	4.6%
Hosting Service to UI group comanies	43.3	48.5	11.9%	10.3	10.0	10.4	12.6	12.1	11.3	12.8	12.3	11.4	-6.0%
Webpresence & Productivity	950.1	1,112.7	17.1%	229.8	230.5	231.4	258.4	267.9	274.5	277.8	292.5	307.1	14.6%
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	225.6	4.0%
Cloud Solutions	109.9	131.8	20.0%	25.6	26.9	28.2	29.2	31.4	32.6	33.3	34.5	35.4	12.6%
EBITDA reported	326.3	320.4	0.0	81.4	87.1	81.7	76.1	86.1	84.0	88.8	61.5	92.8	7.8%
Adjustments	28.9	25.3	-0.1	6.2	6.1	7.8	8.7	5.7	5.7	5.5	8.4	-6.5	
EBITDA adjusted	355.2	345.6	-2.7%	87.6	93.2	89.5	84.8	91.8	89.7	94.3	69.9	86.2	-6.1%
Additional purchase marketing												9.9	
EBITDA comparable												95.3	
CAPEX													
CAPEX IFRS 15	93.0	97.1	4.3%	15.7	24.1	28.0	25.2	21.1	27.2	28.9	19.9	15.0	
thereof Maintenance	37.3	38.3	2.6%	8.5	9.4	9.2	10.2	6.9	9.2	14.6	7.6	9.0	
thereof Growth	55.7	58.8	5.5%	7.2	14.7	18.8	15.0	14.1	18.1	14.3	12.3	6.1	
CAPEX IFRS 15, % of revenue	8.4%	7.5%		5.9%	9.0%	10.4%	8.4%	6.8%	8.6%	8.9%	5.9%	4.2%	
thereof Maintenance, % of revenue	3.4%	3.7%		3.2%	3.5%	3.4%	3.4%	2.2%	2.9%	4.5%	2.2%	2.5%	
thereof Growth, % of revenue	5.1%	121.3%		2.7%	5.5%	7.0%	5.0%	4.5%	5.7%	4.4%	3.6%	1.7%	

Customer figures

Development of customer contracts (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	31.03.2023	31.03.2023 vs 31.12.2022
Business Applications, total customers	5.89	6.00	0.11	5.83	5.84	5.86	5.89	5.94	5.95	5.96	6.00	6.06	0.06
Net adds, customers	0.13	0.11		0.07	0.02	0.01	0.03	0.04	0.01	0.02	0.04	0.06	