IONOS



Half-year Financial Report 2024

SELECTED KEY FIGURES

	June 30, 2024	June 30, 2023	Change
NET INCOME (in €k)			
Revenue	751,614	708,644	6.1%
EBITDA	207,400	204,015	1.7%
Adjusted EBITDA	218,040	200,849	8.6%
EBIT	152,814	150,383	1.6%
Adjusted EBT ⁽¹⁾	121,504	107,074	13.5%
Adjusted EPS (in €) ⁽²⁾	0.63	0.56	12.7%
BALANCE SHEET (in €k)			
Current assets	265,420	213,152	24.5%
Non-current assets	1,359,371	1,348,985	0.8%
Equity	66,748	-70,958	
Equity ratio	4.1%	-4.5%	+8.6%-P
Balance sheet total	1,624,791	1,562,137	4.0%
CASH FLOW (in €k)			
Operative cash flow	177,692	157,688	12.7%
Cash flow from operating activities	189,844	129,790	46.3%
Cash flow from investing activities	-47,538	-49,608	-4.2%
Free cash flow ⁽³⁾	150,995	92,214	63.7%
EMPLOYEES ⁽⁴⁾			
Headcount as of June 30	4,107	4,195	-2.1%
thereof domestic	2,153	2,215	-2.8%
thereof foreign	1,954	1,980	-1.3%
SHARE (in €)			
Share price as of June 30 (Xetra)	25.40	13.02	95.1%
CUSTOMER BASE (in Mio.)	6.28	6.10	0.18
thereof domestic	3.20	3.16	0.04
thereof foreign	3.08	2.94	0.15

⁽¹⁾ EBT excluding non-cash valuation effects from the contingent purchase price liability (H1 2024: € -14,197k; H1 2023: +€ 30,695k)

EPS excluding non-cash valuation effects from the contingent purchase price liability (H1 2024: +€ 0.10; H1 2023: € -0.22). For reasons of comparability, EPS was calculated for H1 2023, as for H1 2024, on the basis of the 139,512,000 shares in circulation after the share buyback

⁽³⁾ Free cash flow is defined as net cash inflows from operating activities, less investments in intangible assets and property, plant and equipment, plus cash inflows from disposals of intangible assets and property, plant and equipment; reported including repayments of lease liabilities, which are reported under cash flow from financing activities.

⁽⁴⁾ Active employees as of June 30, excluding temporary staff and trainees.

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Note:

Due to rounding differences, figures in tables and cross-references may differ slightly from the actual figures (units of currency, percentages, etc.).

For reasons of better readability, the masculine form is used in the Combined Management Report for gender-specific designations. IONOS Group SE would like to point out that the use of the masculine form is explicitly to be understood as gender-independent.

Dear shareholders, employees and business partners,

IONOS Group SE's core business continued to develop positively in the first half of 2024. The number of customers increased by around 180,000 to 6.28 million compared to previous year period.

Revenues increased by 6.1% to € 751.6 million in the first half of 2024 (H1 2023: € 708.6 million). The revenue growth was based on the strong performance of the IONOS core business, which grew by 11.2% in the first six months of 2024 and was therefore fully in line with our expectations. The lower-margin Aftermarket business fell short of expectations due to temporary phasing effects in con-



nection with a new product launch. Although we expect to see significant revenue growth in the Aftermarket business again in the further course of the year, the revenue growth originally planned for 2024 is unlikely to be achieved.

Adjusted EBITDA increased as planned by 8.6% to € 218.0 million in the first half of 2024 (H1 2023: € 200.8 million), with marketing expenses changed in time compared to the previous year. The adjusted EBITDA margin rose from 28.3% in the same period of the previous year to 29.0%.

As part of the preliminary half-year figures announced on July 12, 2024, we have slightly adjusted our revenue forecast for the 2024 financial year while leaving our earnings forecast unchanged and now expect overall currency-adjusted revenue growth of approx. 9% (previously: approx. 11%; 2023: € 1.423 billion). The adjusted EBITDA margin is expected to be around 29% in 2024 (previously around 28.5%; 2023: 27.4%), which means that adjusted EBITDA is expected to remain unchanged at around € 450 million (2023: € 390.3 million).

For 2025, IONOS is planning percentage revenue growth of around 10% and a further increase in the adjusted EBITDA margin to around 30%.

Adjusted earnings per share (EPS) rose from € 0.56 in the same period of the previous year to € 0.63 in the first half of 2024.

We are well positioned for the next steps in our company's development and are optimistic about the second half of the financial year. We would particularly like to thank all our employees for their commitment as well as our shareholders and business partners for the trust they have placed in IONOS Group SE.

Montabaur, August 8, 2024

Achim Weiß

INTERIM GROUP MANAGEMENT REPORT FOR THE FIRST HALF OF 2024

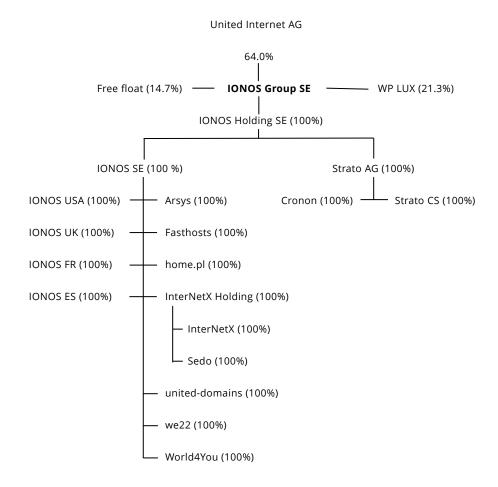
Principles of the Group

Group structure, strategy and control

The shares of IONOS Group SE have been listed on the regulated market of the Frankfurt Stock Exchange since February 8, 2023. Based on the shares outstanding as of June 30, 2024, United Internet AG holds 64.0% and WP XII Venture Holdings II SCSp, Luxembourg / Luxembourg 21.3% of IONOS Group SE shares. A further 14.7% are in free float.

IONOS Group SE is a pure holding company. The operating business is conducted via the companies IONOS SE, Montabaur, and STRATO AG, Berlin, and their subsidiaries, which are held by the intermediate holding company IONOS Holding SE.

A simplified presentation (as of June 30, 2023) of the Group structure, including significant operating subsidiaries of the Group, is as follows:



Business model

IONOS is an internationally active digitalization partner and reliable cloud enabler for small and mediumsized enterprises ("SMEs"), but also for individual users (e.g., freelancers) and larger corporate customers. It offers a comprehensive product portfolio in the area of Web Presence & Productivity, as well as Cloud Solutions. This portfolio is supported by first-class customer support and infrastructure. The Group is therefore primarily active in the market for web hosting and cloud applications.

In the Web Presence & Productivity segment, IONOS offers professional solutions for Internet presences, such as domain registration, web hosting, website construction kits supported by artificial intelligence and dedicated servers. This is supported by additional productivity products (e.g., e-commerce applications, email, and marketing applications) as well as additional services such as search engine optimization, business applications or storage and backup solutions.

The Cloud Solutions offering includes both public cloud and private cloud solutions with a wide range of services in the areas of Infrastructure-as-a-Service ("laaS"), Platform-as-a-Service ("PaaS") and Software-as-a-Service ("SaaS"). The IONOS Cloud Solutions product range also includes a "Compute Engine" solution (a flexible laaS solution for cloud computing applications), storage and backup, network services, managed services and database solutions.

The aftermarket business in IONOS is an online marketplace for buying, selling and parking domains that enables users to find, evaluate and trade domains. The business model is largely based on commissions for successful domain sales and domain parking or fees for additional services, such as domain valuations.

The products and solutions are developed in the company's own development centers or in cooperation with partner companies and are operated on over 100,000 servers in 30 data centers, 9 of which are the company's own data centers.

In addition to the international main brand IONOS, the product portfolio is marketed to specific target groups via differently positioned brands such as STRATO, arsys, fasthosts, home.pl and World4You. In addition, there are several brands with extensive domain expertise such as United Domains, InterNetX and sedo, which offer professional services for active domain management. The we22 brand specializes in website builders and the construction of websites for private and small business customers.

With its focus on small and medium-sized enterprises ("SMEs") in the Web Presence & Productivity segment, IONOS operates in a market that is very fragmented on the customer side. On the product side, these customers are typically dependent on the products offered by IONOS, as these are indispensable for sales and sales support. In addition, in most cases the products only account for an insignificant proportion of an SME's costs and are usually paid for by the customer on a monthly basis. For example, it is unlikely that a small SME will stop operating its website or regularly compare prices with comparable but less well-known providers for cost reasons.

In its Cloud Solutions division, IONOS focuses on providing scalable and powerful cloud services to small and medium-sized businesses as well as enterprise customers looking for flexible and cost-effective solutions for their web presence and work productivity. IONOS' customized VPS, cloud servers and PaaS, IaaS and SaaS offerings are critical to the smooth operation and rapid growth of these businesses, with monthly payments and reliable support providing a firm foundation for their digital business success. Given the financial importance and strategic relevance of IONOS' cloud solutions, customers are unlikely to stop operating their cloud infrastructure due to cost pressures or to regularly compare providers, as the reliability and scalability of these services are essential to their business success.

Main focus areas for products and innovations

IONOS does not engage in traditional research and development (R&D) comparable to that of a manufacturing company. Research and development expenditure also plays a rather subordinate role in the industry context. Against this background, IONOS does not report any R&D figures.

Nevertheless, IONOS stands for innovative, web-based products and applications. The ability to further develop, combine, adapt and launch innovative products and services in large markets forms the basis for the Group's success.

In addition to continuous optimization and ensuring the reliable operation of all services offered, the programmers, product managers and technical administrators at the domestic and foreign locations worked on the following projects in particular in the first half of 2024:

- Introduction of an Al-based assistant in the email product in the first European markets.
- Introduction of an Al-based domain search for the Arsys and Fasthosts brands.
- Introduction of an AI chatbot for customer service at IONOS in Germany and the UK.
- Introduction of a domain expiry pool to improve the monetization of domains that are no longer required. Using automated processes, these domains are offered to our customers in a targeted manner and can be made available for sale via Sedo.
- Introduction of shared web hosting products for WordPress based on a scalable and high-performance new hosting platform.
- Introduction of a warning protection service at World4You for the legally compliant creation of websites in compliance with legal requirements.
- Rollout of the Bare Metal Cloud product in the Niederlauterbach data center to serve the French market.
- Rollout of the "Build-to-Order" service for dedicated servers in North America (USA, Canada). This enables customers to put together their own server architecture with the right hardware.
- Introduction of a private DNS solution.
- Introduction of an S/3-compatible object storage system with high scalability and redundancy based on Ceph.
- Introduction of Managed MariaDB and Managed Redis with administration, maintenance, and scaling of these databases by IONOS.
- Introduction of Logging-as-a-Service (LaaS): A cloud-based platform for managing infrastructure and application logs.
- Regional control plans for Managed Kubernetes with improved availability and resilience thanks to the option of regional assignment of the control level of Kubernetes clusters.
- Introduction of Managed Kubernetes (MK8S) in the USA for the use of managed Kubernetes services and Kubernetes clusters.
- Development of an "airgapped" cloud solution in an isolated environment for ITZBund.
- Introduction of a bidirectional VPN for secure management of resources in the Private Cloud.

General economic, sector and legal conditions

Macroeconomic development

In its updated economic outlook (World Economic Outlook, Update July 2024), the International Monetary Fund (IMF) expects the global economy to grow by 3.2% in 2024 (January forecast: 3.1%), almost unchanged from the previous year's growth of 3.3%.

At the same time, the Monetary Fund experts see growing tensions in global trade and political risks. This could accelerate inflation again, for example through higher prices for imports across the supply chains.

The Fund has adjusted its forecasts for 2024 for the North American target countries, IONOS during the year as follows. An increase of 2.6% (previous year: 2.5%) is expected for the USA, 0.5 percentage points more than in the January forecast. The forecast for Canada is for an increase of 1.3% (previous year: 1.2%), which is -0.1 percentage points less than originally expected. And for Mexico, the IMF expects economic output to increase by 2.2% (previous year: 3.2%), -0.5 percentage points less than at the start of the year.

The IMF maintained its forecast for the eurozone, which is important for IONOS, and expects economic output to increase by 0.9% (previous year: 0.5%), unchanged from the January forecast. The forecast for France was lowered slightly by -0.1 percentage points to 0.9% (previous year: 1.1%), while the forecast for Spain was raised significantly by 0.9 percentage points to 2.4% (previous year: 2.5%). Growth of 0.7% (previous year: -0.2%) is expected for Italy, unchanged from the January forecast.

The IMF is currently forecasting growth of 0.7% for the UK (previous year: 0.1%), which is 0.1 percentage points higher than at the start of the year.

In contrast, the IMF revised its economic forecast for Germany, by far the most important market from IONOS' perspective (share of sales in 2023: around 53%), downwards by -0.3 percentage points during the year and now only expects economic output to increase by 0.2% in 2024 (previous year: -0.2%). The IMF believes this is due to ongoing weakness in production.

Changes in growth forecasts 2024 for key target countries and regions of the IONOS Group SE:

					Change on
		January	April	July-	January
	Actual 2023	forecast 2024	forecast 2024	forecast 2024	forecast
World	3.3%	3.1%	3.2%	3.2%	+0.1%-P
USA	2.5%	2.1%	2.7%	2.6%	+0.5%-P
Canada	1.2%	1.4%	1.2%	1.3%	-0.1%-P
Mexico	3.2%	2.7%	2.4%	2.2%	-0.5%-P
Eurozone	0.5%	0.9%	0.8%	0.9%	+/-0.0%-P
France	1.1%	1.0%	0.7%	0.9%	-0.1%-P
Spain	2.5%	1.5%	1.9%	2.4%	+0.9%-P
Italy	-0.2%	0.7%	0.7%	0.7%	+/-0.0%-P
UK	0.1%	0.6%	0.5%	0.7%	+0.1%-P
Germany	-0.3%	0.5%	0.2%	0.2%	-0.3%-P
-					

Source: International Monetary Fund, World Economic Outlook (Update), January 2024, April 2024, July 2024

Development of the sector / core market

At its 2024 half-year press conference, the industry association Bitkom confirmed that the German ICT sector (ICT = information and communication technology) is experiencing stable growth in a difficult overall economic environment.

The Bitkom-ifo Digital Index is an indicator that reflects the business climate in the digital sector. It is compiled by the ifo Institute in collaboration with the industry association Bitkom and is based on the monthly ifo Business Survey. The index is made up of the values for the business situation and business expectations.

Bitkom is forecasting revenue growth of 4.3% to EUR 224.8 billion for the German ICT market in 2024. The digital index stood at 7.9 points in June, while the ifo business climate index for the economy as a whole remained in negative territory at minus 6.3 points.

The business situation in the digital sector fell slightly to 11.9 points, while business expectations were rated 6.6 points better than in the previous month at 3.9 points. This shows the robustness of the sector despite geopolitical crises and disrupted supply chains.

Similar growth of 4.7% to 235.4 billion euros is expected for 2025. However, individual segments such as consumer electronics (minus 7.5%) or desktop PCs (minus 1.5%) are shrinking, which underlines the need to focus on high-growth areas such as software and IT services.

Global cloud computing market

The cloud computing market continued to develop dynamically in the first half of 2024. In its latest study, Gartner, Inc. forecasts that global end-user spending on public cloud services will increase by 20.4% to a total of USD 675.4 billion in 2024, up from USD 561 billion in 2023. This growth will be driven by generative AI (GenAI) and application modernization.

All segments of the cloud market are expected to grow in 2024. Infrastructure-as-a-Service (laaS) will record the highest growth with a forecast growth in end-user spending of 25.6%, followed by Platform-as-a-Service (PaaS) with 20.6%.

laaS continues to grow robustly, reflecting the ongoing GenAl revolution. The need for infrastructure to train, infer and fine-tune Al models is growing exponentially and has a direct impact on laaS consumption.

While cloud infrastructure and platform services are driving the highest spending growth, SaaS remains the largest segment of the cloud market in terms of end-user spending. Spending on SaaS is expected to increase by 20% to a total of USD 247.2 billion in 2024.

SaaS spending is being driven by applications that are being modernized by independent software vendors to run in a SaaS-based consumption model. Organizations continue to increase their use of the cloud for specific use cases such as AI, machine learning, Internet of Things and Big Data, which is driving this SaaS growth.

Legal conditions / Significant events

The legal framework for the business activities of IONOS remained essentially constant in H1 2024 compared to H1 2023 and therefore had no significant impact on the business development.

There were no significant events in the first half of 2024 that had a material impact on business performance.

Business development

Development of customer base in H1 2024

in million	June 30, 2024	June 30, 2023	Change
Total customers	6.28	6.10	0.18
thereof domestic	3.20	3.16	0.04
thereof foreign	3.08	2.94	0.14
		December 31	

in million	June 30, 2024	2023	Change
Total customers	6.28	6.19	0.09
thereof domestic	3.20	3.19	0.01
thereof foreign	3.08	3.00	0.08

The **number of paying customers** increased by around 180,000 year-on-year. This growth resulted from around 40,000 customers in Germany and around 140,000 customers abroad, supported in particular by our current TV campaigns at IONOS, but also by the efficient use of performance marketing measures. This brought the total number of customers to 6.28 million.

Quarterly development: change compared with prior-year quarter

in €k	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q2 2023	Change
Revenue	350,065	365,025	372,969	378,645	354,850	6.7%
EBITDA	101,380	79,985	101,303	106,098	111,263	-4.6%
Adjusted EBITDA	105,476	83,971	105,807	112,233	114,644	-2.1%
EBIT	74,490	52,599	74,158	78,656	84,512	-6.9%

Multi-period overview: Development of sales and key earnings figures

in €k	H1 2021	H1 2022	H1 2023	H1 2024	Change
Revenue	533,159	629,804	708,644	751,614	6.1%
EBITDA	168,503	170,045	204,015	207,400	1.7%
EBITDA margin	31.6%	27.0%	28.8%	27.6%	-1.2%-P
Adjusted EBITDA	181,791	181,402	200,849	218,040	8.6%
Adjusted EBITDA margin	34.1%	28.8%	28.3%	29.0%	+0.7%-P
EBIT	113,563	113,245	150,383	152,814	1.6%
EBIT margin	21.3%	18.0%	21.2%	20.3%	-0.9%-P

Quarterly development: Adjusted EBITDA

in €k	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q2 2023
EBITDA	101,380	79,985	101,303	106,098	111,263
Adjustement for LTIP (1)	1,367	1,759	1,671	1,892	1,216
Adjustment for stand-alone activities (2)	2,729	2,174	2,474	3,059	2,057
Adjustment for IPO costs (3)	0	-44	0	0	-388
Adjustment for severance payments (4)	0	97	360	1,184	496
Total adjustments	4,096	3,986	4,505	6,135	3,381
Adjusted EBITDA	105,476	83,971	105,807	112,233	114,644

⁽¹⁾ Includes costs for employee stock ownership programs.

Multi-period overview: Adjusted EBITDA

in €k	H1 2021	H1 2022	H1 2023	H1 2024
EBITDA	168,503	170,045	204,015	207,400
Adjustment for LTIP (1)	6,786	1,632	2,753	3,563
Adjustment for stand-alone activities (2)	5,179	7,368	4,575	5,533
Adjustment for IPO costs (3)	0	2,357	-11,675	0
Adjustment for consulting fees incurred for one-off projects ⁽⁴⁾	1,323	0	0	0
Adjustment for severance payments (5)	0	0	1,181	1,544
Total adjustments	13,288	11,357	-3,166	10,640
Adjusted EBITDA	181,791	181,402	200,849	218,040

 $^{^{\}mbox{\scriptsize (1)}}$ Includes costs for employee stock ownership programs.

⁽²⁾ Includes costs of preparing the spin-off from the United Internet Group and the establishment of IONOS Group SE as an independent group (primarily costs of the billing carve-out project (separation from billing systems of 1&1 Telecommunication SE).

⁽³⁾ Includes external costs incurred in connection with the IPO. In the first half year of 2023, this includes income from the recharging of costs incurred in connection with the IPO to the shareholders United Internet AG and Warburg Pincus.

⁽⁴⁾ Includes expenses related to reorganization and restructuring measures which primarily consist of severance payments and other personnel-related costs.

⁽²⁾ Includes costs of preparing the spin-off from the United Internet Group and the establishment of IONOS Group SE as an independent group (primarily costs of the billing carve-out project (separation from billing systems of 1&1 Telecommunication SE).

⁽³⁾ Includes external costs incurred in connection with the IPO. In the first half year of 2023, this includes income from the recharging of costs incurred in connection with the IPO to the shareholders United Internet AG and Warburg Pincus.

 $^{^{(4)}}$ Includes consulting fees incurred for one-off projects for e.g. reorganization measures.

⁽⁵⁾ Includes expenses related to reorganization and restructuring measures which primarily consist of severance payments and other personnel-related costs.

Revenue increased by +6.1% from € 708,644k in the previous year to € 751,614k in the first half of 2024. The increase in revenue is mainly due to the continued positive development of new customer business and higher revenue from cross-selling and upselling to existing customers, particularly with email, web hosting, online marketing, and website builder products. In addition, this development is due to the price adjustments introduced for some products in the second half of 2023 and is also driven by the Cloud Solutions business division, in particular by virtual private server products and the key account business around Enterprise Cloud in the first half of 2024. Excluding Sedo's aftermarket business (domain trading platform and domain parking), revenue growth amounted to 11.2% in the first half of 2024.

In total, revenue from contracts with customers breaks down into product revenue from the Web Presence & Productivity segment in the amount of \in 647,668k (H1 2023: \in 614,160k; +5.5%) and from the Cloud Solutions segment in the amount of \in 81,142k (H1 2023: \in 71,950k; +12.8%). Revenues also include revenues with related companies, i.e., with Group companies of the United Internet Group. These revenues recorded slight growth (H1 2024: \in 22,804k; H1 2023: \in 22,534k; +1.2%).

EBITDA developed positively in the first half of 2024 with an increase of € 3,385k to € 207,400k (+1.7%), despite the change in the timing of marketing expenses of € 8,884k and the income of € 11,675k included in the previous year from passing on the costs incurred in connection with the IPO to the shareholders United Internet and Warburg Pincus. The **EBITDA margin** fell from 28.8% in the first half of the previous year to 27.6%.

Adjusted EBITDA increased as planned by 8.6% from € 200,849k to € 218,040k in the first half of 2024, with marketing expenses changing over time. At 29.0%, the **adjusted EBITDA margin** in the first half of the year was above the previous year's margin of 28.3%.

EBIT increased by 1.6% from € 150,383k to € 152,814k and therefore developed positively as a result of the effects described above.

At 20.3%, the **EBIT margin** in the first half of 2024 is slightly below the previous year's margin of 21.2%.

Share and Dividend

The IONOS share price rose by 44.5% in the first half of 2024, from an initial price of \in 17.65 on January 1, 2024 to \in 25.50 on June 30, 2024, significantly outperforming the benchmark index SDAX, which rose by 8.2% in the same period.

The second public Annual General Meeting of IONOS Group SE was held in Frankfurt on May 15, 2024. All items on the agenda were approved by a large majority.

As an established participant in the capital market, active, continuous and transparent corporate communication with all capital market participants is particularly important to IONOS. The company aims to provide all target groups with information promptly and on an equal footing. To this end, the Management Board and Investor Relations were in regular contact with institutional and retail investors in the first half of 2024.

The current analyst recommendations can be found on the website www.ionos-group.com in the Investor Relations / Share section under Analyst Coverage.

Personnel Report

As of June 30, 2024, IONOS employed 4,107 people. Due to staff turnover and optimizations in some specialist areas, the number of employees fell by 88 employees or -2.1% compared to the previous year (4,195 employees) despite the company's positive performance.

The number of employees in Germany fell by 62 employees or -2.8% from 2,215 in the previous year to 2,153 as of June 30, 2024. In the foreign companies, the number of employees fell by 26 employees or -1.3% from 1,980 in the previous year to 1,954.

	June 30, 2021 ⁽¹⁾	June 30, 2022 ⁽¹⁾	June 30, 2023 ⁽²⁾	June 30, 2024 ⁽²⁾	Change
Employees, total	3,935	4,159	4,195	4,107	-2.1%
thereof domestic	2,156	2,278	2,215	2,153	-2.8%
thereof abroad	1,779	1,881	1,980	1,954	-1.3%

 $^{^{\}mbox{\scriptsize (1)}}$ Active employees as of June 30 of the respective financial year.

Personnel expenses increased by 10.5% from € 133,681k in the previous year to € 147,679k in the first half of 2024, partly due to one-off expenses for optimization measures. At 20.8%, the personnel expenses ratio in the first half of 2024 was higher than in the same period of the previous year.

	H1 2021	H1 2022	H1 2023	H1 2024	Change
Personnel expenses (€k)	112,015	117,236	133,681	147,679	10.5%
Personnel expense ratio	21.0%	18.6%	18.9%	20.8%	+1.9%-P

⁽²⁾ Active employees as of June 30 of the respective financial year excluding temporary staff and trainees

Position of the Group

There were no acquisition and divestment effects on Group revenue and EBITDA in the first half of 2024.

Group's earnings position

Multi-period overview: Development of key cost items

in €k	H1 2021	H1 2022	H1 2023	H1 2024	Change
Cost of sales	252,487	332,771	376,393	375,948	-0.1%
Cost of sales ratio	47.4%	52.8%	53.1%	50.0%	-5.8%
Gross margin	52.6%	47.2%	46.9%	50.0%	+3.1%-P
Selling expenses	124,966	137,731	143,691	165,339	15.1%
Selling expenses ratio	23.4%	21.9%	20.3%	22.0%	1.7%-P
Administrative expenses	35,820	39,528	45,854	50,882	11.0%
Administrative expenses ratio	6.7%	6.3%	6.5%	6.8%	+0.3%-P

For the development of **revenue**, please refer to the comments on business performance.

The **cost of sales** decreased by 0.1% to € 375,948k in the first half of 2024 compared to the first half of the previous year, while revenue increased by +6.1%, causing the gross margin to rise from 46.9% to 50.0%. The main reason for this development is the decline in Sedo's lower-margin Aftermarket business.

Selling expenses increased by +15.1% (+€ 21,648k) in the first half of 2024 compared to the previous year and therefore at a faster rate than revenue growth. There was mainly an increase in personnel expenses (+€ 10,158k; +17.1% compared to the previous year). Purchased marketing services were € 8,884k or +18.4% higher than in the previous year. As a result of the development described above, the selling expenses ratio rose by +1.7 percentage points in the first half of the year.

Administrative expenses increased by +11.0% (+€ 5,028k) in the first half of 2024 compared to the previous year. This was due in particular to higher expenses for external work (€ +1,594k; +17.4%) and higher money transfer costs (€ +1,087k; +20.2%). Personnel expenses fell slightly (€ -173k-1.0%). A combined analysis of personnel expenses and expenses for external work shows an increase of +5.3%. Measured against turnover, the administrative cost ratio increased slightly from 6.5% to 6.8%.

The net item from **other operating income and expenses** decreased by \leq 10,268k to \leq 2,599k (previous year: \leq 12,867k). In the previous year, this included prior-period income from the charging on of IPO costs from previous years amounting to \leq 11,675k.

The **financial result** amounted to € -45,233k (first half of 2023: € -12,593k) and includes the valuation adjustment of the purchase price liability in connection with the acquisition of STRATO AG (€ -14,197k; previous year: € +30,695k). The amount of the purchase price essentially depends on the enterprise value of the company. The exercise date depends on future events, which must be estimated. This estimate was adjusted compared to the previous year. Please refer to the comments in the "Further disclosures" section. In addition, repayments of the loan from United Internet AG and the partial refinancing of this loan with a loan from a bank consortium lead to falling interest expenses (H1 2024: € -30,390k; H1 2023: € -41,380k).

As the measurement of the purchase price liability with an expense of € 14,197k (previous year: income of € 30,695k) did not lead to the recognition of a deferred tax item in the first half of 2024, the Group tax rate normalized in the first half of 2024 (from 20.7% in the first half of 2023 to 31.2% in the first half of 2024). After **tax expenses** of € 33,472k (previous year: € 28,556k), consolidated net income amounted to € 73,835k (previous year: € 109,213k).

Earnings per share (EPS) amounted to € 0.53 in the first half of 2024 compared to € 0.78 in the first half of 2023. In the previous year, the annual result was significantly influenced by income from the change in a purchase price liability (EPS effect: € +0.22). The change in the first half of 2024 had an EPS effect of € -0.10. **Adjusted EPS** (excluding the earnings effect from the measurement of the contingent purchase price liability) amounted to € 0.63 in the first half of 2024 and € 0.56 in the first half of the previous year.

Group's financial position

Development of key cash flow figures

in €k	H1 2024	H1 2023	Change
Operative cash flow	177,692	157,688	12.7%
Cash flow from operating activities	189,844	129,790	46.3%
Cash flow from investing activities	-47,538	-49,608	-4.2%
Free cash flow (1)	150,995	92,214	63.7%
Cash flow from financing activities	-134,358	-85,397	57.3%
Cash and cash equivalents on June 30	30,775	21,610	42.4%

⁽¹⁾ Free cash flow is defined as net cash inflows from operating activities, less investments in intangible assets and property, plant and equipment, plus cash inflows from disposals of intangible assets and property, plant and equipment; reported including repayments of lease liabilities, which are reported under cash flow from financing activities.

Multi-period overview: Development of key cash flow figures

in €k	H1 2021	H1 2022	H1 2023	H1 2024
Operative cash flow	160,245	145,476	157,688	177,692
Cash flow from operating activities	141,026	140,828	129,790	189,844
Cash flow from investing activities	-44,794	-50,608	-49,608	-47,538
Free cash flow ⁽¹⁾	96,776	86,885	92,214	150,995
Cash flow from financing activities	-162,797	-102,288	-85,397	-134,358
Cash and cash equivalents on June 30	40,205	38,993	21,610	30,775

⁽¹⁾ Free cash flow is defined as net cash inflows from operating activities, less investments in intangible assets and property, plant and equipment, plus cash inflows from disposals of intangible assets and property, plant and equipment; reported including repayments of lease liabilities, which are reported under cash flow from financing activities.

Net cash inflows from operating activities amounted to € 189,844k and increased by € 60,054k compared to the first half of the previous year (first half of 2023: € 129,790k), which is due to the payment from employee participation programs in the previous year and increased advance payments of income taxes in the first half of 2024. However, the latter only represents a temporary shift that will balance out again by the end of 2024.

In the reporting period, **net cash outflows from investing activities** amounted to € -47,538k and were slightly below the first half of 2023 (€ -49,608k). At € -16,027k, payments from the increase in surplus liquidity invested at United Internet AG were € 2,739k lower than in the previous year. In contrast, investments in intangible assets and property, plant and equipment increased by € 695k (H1 2024: € -31,996k; H1 2023: € -31,301k), with investments in servers also rising slightly (H1 2024: € 24,244k; H1 2023: € 23,995k).

Free cash flow at IONOS is defined as net cash inflows from operating activities, capital expenditure on intangible assets and property, plant and equipment, plus cash inflows from the disposal of intangible assets and property, plant and equipment, including payments for lease liabilities. Free cash flow in the first half of 2024 amounted to € 150,995k, compared to € 92,214k in the first half of 2023, mainly due to the increase in net cash inflows from operating activities described above.

Financial activities resulted in an outflow of € 100,000k from the repayment of the long-term loan to United Internet AG in the first half of 2024 (first half of 2023: € 30,000k). IONOS also acquired treasury shares. This led to a cash outflow of € 12,633k. At € 14,388k, interest payments on the loan to United Internet AG and the syndicated loan were € 33,559k lower in the first half of 2024 than in the previous year (first half of 2022: € -47,947k). This effect is mainly due to a delay in interest payments from the syndicated loan, which will not be paid until July, and the higher interest level of the partially redeemed loan to United Internet AG.

Cash and cash equivalents amounted to € 30,775k as of June 30, 2024 — compared to € 21,610k as of the previous year's reporting date.

Group's asset position

At € 1,624,791k, total assets are slightly higher than total assets as of December 31, 2023 (€ 1,596,265k).

Development of current assets

		December 31,	
In €k	June 30, 2024	2023	Change
Cash and cash equivalents	30,775	22,652	35.9%
Trade accounts receivable	82,201	73,512	11.8%
Receivables from related parties	80,986	63,094	28.4%
Contract assets	9,825	8,235	19.3%
Prepaid expenses	30,529	25,530	19.6%
Other financial assets	25,564	28,313	-9.7%
Income tax claims	4,622	2,722	69.8%
Other non-financial assets	918	727	26.3%
Total current assets	265,420	224,785	18.1%
·			

The increase in **current assets** by \le 40,635k is mainly due to the \le 17,892k increase in **receivables from related parties**. This item includes cash pool receivables, which increased by \le 16,027k as a result of the build-up of surplus liquidity invested at United Internet AG. In addition, trade receivables are \le 8,689k, accrued expenses are \le 4,999k and advance payments for domains (in other financial assets) are \le 1,788k higher than the respective balances at the end of the fiscal year.

Development of non-current assets

	December 31,			
in €k	June 30, 2024	2023	Change	
Investments in associated companies	3,889	4,279	-9.1%	
Other financial assets/Receivables from finance lease	3,468	3,612	-4.0%	
Property, plant and equipment	311,261	321,661	-3.2%	
Intangible assets	154,459	164,174	-5.9%	
Goodwill	828,421	826,271	0.3%	
Contract assets	26	9	>100%	
Prepaid expenses	17,257	13,628	26.6%	
Deferred tax assets	40,590	37,846	7.3%	
Total non-current assets	1,359,371	1,371,480	-0.9%	
			•	

Overall, **non-current assets** are only slightly below the level at the end of the 2023 fiscal year. **Property, plant, and equipment and intangible assets** decreased by \leq 20,115k, in particular as a result of depreciation and amortization (\leq 54,586k) exceeding investments (\leq 33,642k). **Goodwill** is higher than in the previous year due to exchange rates. **Deferred tax assets** were \leq 2,744k higher than in the previous year.

Development of current liabilities

	December 31,			
in €k	June 30, 2024	2023	Change	
Trade accounts payable	78,558	89,227	-12.0%	
Liabilities to related parties	5,618	6,292	-10.7%	
Liabilities due to banks	18,684	1,125	>100%	
Income tax liabilities	36,845	21,982	67.6%	
Contract liabilities	94,905	84,645	12.1%	
Other provisions	632	888	-28.8%	
Other financial liabilities	93,138	67,947	37.1%	
Other non-financial liabilities	31,208	26,009	20.0%	
Total current liabilities	359,588	298,115	20.6%	

Current liabilities increased by a total of € 61,473k compared to the end of the 2023 fiscal year. **Other financial liabilities** increased by € 25,191k, which is mainly due to the higher subsequent measurement of a purchase price liability in connection with the acquisition of STRATO AG. Current **liabilities due to banks** increased by € 17,559k due to accrued interest. The € 5,199k increase in **other non-financial liabilities** is due to higher VAT and payroll and church tax liabilities.

Development of non-current liabilities

	December 31,			
in €k	June 30, 2024	2023	Change	
Liabilities due to banks	797,059	796,462	0.1%	
Liabilities to related parties	250,000	350,000	-28.6%	
Deferred tax liabilities	35,524	33,652	5.6%	
Contract liabilities	1,832	1,929	-5.1%	
Other provisions	3,942	3,262	20.8%	
Other financial liabilities	110,098	115,626	-4.8%	
Total non-current liabilities	1,198,455	1,300,931	-7.9%	

The main reason for the decrease in **non-current liabilities** is the repayment of the vendor loan to United Internet AG in the amount of \le 100,000k.

Development of equity

		December 31,	
in €k	June 30, 2024	2023	Change
Issued capital	140,000	140,000	0.0%
Reserves	-45,455	-122,222	-62.8%
Treasury shares	-12,633	0	n/a
Currency translation adjustment	-15,304	-20,697	-26.1%
Equity attributable to shareholders of the parent company	66,609	-2,919	n/a
Non-controlling interests	140	138	1.2%
Total equity	66,748	-2,781	n/a

Equity in the Group rose from € -2,781k as of December 31, 2023 to € 66,748k as of June 30, 2024. The increase is mainly due to the change in **other reserves**. In the first half of the year, this change was due to the addition of the consolidated net profit of € 73,835k and the valuation of the employee share option programs in the amount of € 2,934k. The acquisition of **treasury shares**, which are to be deducted from equity, had the opposite effect.

IONOS Group SE did not hold any treasury shares as of the balance sheet date of December 31, 2023. On 8 May 2024, the Management Board of IONOS Group SE, with the approval of the Supervisory Board, initially resolved to acquire up to 850,000 treasury shares via the stock exchange based on the authorization granted by the Extraordinary General Meeting on 26 January 2023 to acquire treasury shares. This corresponds to approx. 0.6% of the share capital of € 140,000k. The buy-back program is to be carried out from mid-May 2024 until 28 February 2025 at the latest.

As part of the buyback program, IONOS Group SE acquired a total of 487,937 treasury shares for the first time by June 30, corresponding to 0.3% of the share capital of 140 million shares. The purchase price excluding incidental acquisition costs amounted to € 12,633k.

Net debt (i.e., the balance of liabilities to related parties and banks, receivables from related parties and cash and cash equivalents) decreased by € 107,408k from € 1,067,008k as of December 31, 2023 to € 959,600k as of June 30, 2024.

Multi-period overview: Development of key balance sheet items

in €k	December 31, 2021	December 31, 2022	December 31, 2023	June 30, 2024
Balance sheet total	1,471,668	1,541,505	1,596,265	1,624,791
Cash and cash equivalents	49,520	26,440	22,652	30,775
Trade accounts receivable	49,526	66.,628	73,512	82,201
Property, plant and equipment	271,782	322,286	321,661	311,261
Intangible assets	201,437	178,826	164,174	154,459
Goodwill	825,261	820,844	826,271	828,421
Liabilities due to banks	0	0	797,587	815,744
Liabilities to related parties	1,315,000	1,245,000	350,000	250,000
Issued capital	360	360	140,000	140,000
Equity	-231,708	-162,180	-2,781	66,748
Equity ratio	-15.7%	-10.5%	-0.2%	4.1%

Management Board's overall assessment of the business situation

IONOS Group SE's core business developed well in the first half of 2024. The number of customers increased by around 180,000 year-on-year to 6.28 million.

Revenue increased by 6.1% to € 751,614k in the first half of 2024 (H1 2023: € 708,644k). While revenue in the core business developed according to plan in the first six months of 2024, revenue in the lower-margin Aftermarket business fell short of expectations due to temporary phasing effects in connection with a new product launch. Although the company expects significant revenue growth in the Aftermarket business again in the further course of the year, the planned revenue growth for 2024 will probably no longer be achieved. Excluding the Aftermarket business, revenue growth in the first half of 2024 amounts to +11.2 %.

Adjusted EBITDA increased as planned by 8.6% to € 218,040k in the first half of 2024 (H1 2023: € 200,849k), with marketing expenses changing over time. The adjusted EBITDA margin rose from 28.3% in the same period of the previous year to 29.0%.

As part of the preliminary results for the first half of 2024 published on July 12, 2024, the company adjusted its revenue forecast for the 2024 fiscal year and now expects overall currency-adjusted revenue growth of approx. 9% (previously: approx. 11%; 2023: € 1.423 billion). The adjusted EBITDA margin is expected to be around 29% in 2024 (previously around 28.5%; 2023: 27.4%), which means that adjusted EBITDA is expected to remain unchanged at around € 450 million (2023: € 390.3 million).

IONOS is planning percentage revenue growth of around 10% and a further increase in the adjusted EBITDA margin to around 30% in 2025.

Based on the revenue and earnings figures achieved in the first half of 2024 and in view of the investments made in sustainable corporate development, the Management Board believes that the company remains very well positioned for future corporate development. Based on the forecast continuation of macroeconomic growth in the core sales markets of IONOS, the advancing digitalization and the increasing importance of artificial intelligence as well as the stable business model based primarily on electronic subscriptions, the Management Board continues to expect a positive development of the key financial and non-financial performance indicators.

Subsequent events

No events of particular significance occurred at IONOS after the balance sheet date of June 30, 2024 that have a major impact on the Group's net assets, financial position and results of operations with an effect on accounting and reporting.

Risk and opportunities report

IONOS' risk and opportunity policy is geared towards the goal of maintaining and sustainably increasing the value of the company by seizing opportunities and identifying and managing risks at an early stage. Risk and opportunity management regulates the responsible handling of uncertainties that are always associated with entrepreneurial activity.

Overall statement by the Executive Board on the Group's risk and opportunity situation

The assessment of the overall risk situation is the result of a consolidated view of all material risk areas and individual risks, taking into account interdependencies.

The overall risk and opportunity situation remained largely stable in the first 6 months of 2024 compared to the risk and opportunity reporting in the 2023 consolidated financial statements.

Compared to December 31, 2023, there was an increase in two risk areas and a reduction in the first half of 2024.

In the "Recruitment market" segment, there was a further increase from Moderate to Significant in the current quarter, as the tightening of the labor market for IT specialists is still ongoing.

The increase from low to moderate in the "Financing" risk area is due to the first-time recognition of the financial covenants risk in the first quarter of 2024 in connection with a syndicated loan. The probability of occurrence is assessed as very low.

The risk area "Technical plant operation" was reduced from Significant to Moderate. This is due to the successful implementation of measures.

In the reporting period and at the time of preparing this quarterly statement, there were no identifiable risks to IONOS as a going concern, neither from individual risk positions nor from the overall risk situation.

IONOS counters these risks by continuously expanding its risk management and, where appropriate, limits them to a minimum by implementing specific measures.

Forecast Report

Economic expectations

In its updated economic outlook (World Economic Outlook, Update July 2024), the International Monetary Fund (IMF) expects the global economy to grow by 3.2% in 2024 and 3.3% in 2025, following growth of 3.3% in the previous year. At the same time, the Monetary Fund experts see growing tensions in global trade and political risks. This could accelerate inflation again, for example through higher prices for imports across supply chains.

The Fund expects the following economic developments for the IONOS target countries over the next two years: Specifically, the IMF anticipates an increase of 2.6% and 1.9% in the USA, 1.3% and 2.4% in Canada and 2.2% and 1.6% in Mexico in North America in 2024 and 2025.

In Europe, 0.2 % and 1.3 % are expected for Germany, 0.7% and 1.5% for the UK, 0.9% and 1.3% for France, 0.7% and 0.9% for Italy and 2.4% and 2.1% for Spain in 2024 and 2025.

	2025e	2024e	2023
World	3.3%	3.2%	3.3%
USA	1.9%	2.6%	2.5%
Canada	2.4%	1.3%	1.2%
Mexico	1.6%	2.2%	3.2%
Eurozone	1.5%	0.9%	0.5%
France	1.3%	0.9%	1.1%
Spain	2.1%	2.4%	2.5%
Italy	0.9%	0.7%	-0.2%
UK	1.5%	0.7%	0.1%
Germany	1.3%	0.2%	-0.3%

Source: International Monetary Fund, World Economic Outlook (Update), July 2024

Market/sector expectations

At its 2024 half-year press conference, the industry association Bitkom confirmed that the German ICT sector (ICT = information and communication technology) is experiencing stable growth in a difficult overall economic environment.

The association has specified its forecasts for 2024 as a whole and expects the ITC sector as a whole to generate sales of € 224.8 billion, an increase of +4.3%. Growth at a similar level of +4.7% to € 235.4 billion is expected for 2025.

As in previous years, the "information technology" submarket is expected to record the highest growth. According to the current forecast, IT sales will reach € 151.2 billion in 2024. This corresponds to an increase of +5.4%.

The strongest growth is expected to come from software sales (+9.8% to € 46.6 billion). Sales of platforms for the development, testing, and provision of software are expected to be particularly strong (+12.8% to €12.6 billion). Within this segment, artificial intelligence is expected to grow massively by +39.2% to € 1.5 billion. Business with software for the system infrastructure of companies is also expected to be strong (+8.4% to €10.4 billion). Security software will lead the growth with +12.7% to € 4.7 billion. Other software applications are forecast to reach € 23.5 billion, representing growth of +8.8%. Collaboration tools, i.e.,

applications for collaboration and mobile working, are expected to achieve above-average growth in this area, with sales of € 1.3 billion, +15.1% more than in the previous year.

Sales of IT services are expected to increase by +4.5% to € 51.6 billion in the current year.

Following a decline in sales last year, IT hardware is forecast to grow again slightly by +2.8% to ≤ 53.0 billion. However, there are areas in the hardware segment that are growing much more strongly, as well as those that are shrinking slightly. Strong growth is expected in the "Infrastructure-as-a-Service" segment in particular, i.e., rented servers, network, and storage capacities. After a weaker year, sales of wearables such as smartwatches are also expected to increase again, rising by 10.7% to ≤ 2.6 billion. Demand for security technologies is also expected to continue to grow at an above-average rate (+4.1% to ≤ 1.2 billion). Following a dip in growth in the wake of the coronavirus pandemic, sales of PCs (+1.1% to ≤ 7.8 billion) and workstations (+2.4% to ≤ 0.9 billion) are now also expected to return to slight growth. Sales of servers have not yet recovered (after the surge in demand during the coronavirus years) due to the expected slight decline of -0.3% to ≤ 3.1 billion.

Forecast for the 2024 and 2025 fiscal years

With the publication of the preliminary results for the first half of 2024 on July 12, 2024, the company adjusted its revenue forecast for the 2024 fiscal year and now expects overall currency-adjusted revenue growth of approx. 9% (previously: approx. 11%; 2023: € 1.423 billion).

The adjusted EBITDA margin is expected to be around 29% in 2024 (previously around 28.5%; 2023: 27.4%), resulting in an unchanged adjusted EBITDA of around € 450 million (2023: € 390.3 million).

For 2025, the company is planning percentage revenue growth of around 10% and a further increase in the adjusted EBITDA margin to around 30%.

Overall statement by the Executive Board on the expected development

The Management Board of IONOS Group SE remains optimistic about the future, also due to the stable business model based primarily on electronic subscriptions. The investments made in customer relationships in recent years — in particular through broad-based TV campaigns in the European core markets, the further expansion of new business areas and the launch of new products — have created a broad foundation for the planned increase in revenue and earnings.

At the time of preparing this half-year financial report, the Management Board of IONOS Group SE believes that the company is still very well positioned to achieve the revenue and earnings forecast described in more detail in the section "Forecast for the financial years 2024 and 2025" above.

Forward-looking statements

This half-year financial report contains forward-looking statements that are based on the current expectations, assumptions, and forecasts of the Management Board of IONOS Group SE and the information currently available to it. The forward-looking statements are subject to various risks and uncertainties and are based on expectations, assumptions, and forecasts that may prove to be incorrect in the future. IONOS does not guarantee that the forward-looking statements will prove to be correct, does not assume any obligation, and does not intend to adjust or update the forward-looking statements made in this interim report.

INTERIM FINANCIAL STATEMENTS FOR THE FIRST HALF OF 2024

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

CONSOLIDATED CASH FLOW STATEMENT

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS

RESPONSIBILITY STATEMENT

FINANCIAL CALENDAR / IMPRINT

IONOS Group SE, Montabaur

Consolidated statement of financial position as of June 30, 2024 in €k

	June 30, 2024	December 31, 2023
ASSETS		
Current assets		
Cash and cash equivalents	30,775	22,652
Trade accounts receivable	82,201	73,512
Receivables from related parties	80,986	63,094
Contract assets	9,825	8,235
Inventories	111	69
Prepaid expenses	30,529	25,530
Other financial assets	25,564	28,313
Other non-financial assets	808	658
Income tax claims	4,622	2,722
Non-current assets	265,420	224,785
Investments in associated companies	3,889	4,279
Receivables from finance leases	2,682	2,851
Other financial assets	786	761
Property, plant and equipment	311,261	321,661
Intangible assets		
Other intangible assets	154,459	164,174
Goodwill	828,421	826,271
Contract assets	26	9
Prepaid expenses	17,257	13,628
Deferred tax assets	40,590	37,846
	1,359,371	1,371,480
Total assets	1,624,791	1,596,265
LIABILITIES		
Current liabilities		
Trade accounts payable	78,558	89,227
Liabilities to related parties	5,618	6,292
Liabilities due to banks	18,684	1,125
Income tax liabilities	36,845	21,982
Contract liabilities	94,905	84,645
Other provisions	632	888
Other financial liabilities	93,138	67,947
Other non-financial liabilities	31,208	26,009
	359,588	298,115
Non-current liabilities		
Liabilities due to banks	797,059	796,462
Liabilities to related parties	250,000	350,000
Deferred tax liabilities	35,524	33,652
Contract liabilities	1,832	1,929
Other provisions	3,942	3,262
Other financial liabilities	110,098	115,626
	1,198,455	1,300,931
Total liabilities	1,558,043	1,599,046

	June 30, 2024	December 31, 2023
EQUITY		
Issued capital	140,000	140,000
Reserves	-45,455	-122,222
Treasury shares	-12,633	0
Currency translation adjustment	-15,304	-20,697
Equity attributable to shareholders of the parent company	66,609	-2,919
Non-controlling interests	140	138
Total equity	66,748	-2,781
Total liabilities and equity	1,624,791	1,596,265

IONOS Group SE, Montabaur

Consolidated statement of comprehensive income

for the period from January 1 to June 30, 2024 in €k

Revenue from contracts with customers 728,810 686,110 Revenue from contracts with related parties 22,804 22,534 Total revenue 751,611 708,644 Cost of sales -375,948 -376,339 Gross profit 375,667 332,251 Selling expenses -165,339 -143,691 General and administrative expenses -50,882 -45,834 Impairment losses on receivables and contract assets -9,231 -51,90 Other operating income / expenses 2,999 12,867 Operating result 152,814 150,383 Financial result -45,233 -12,593 Share of the profit or loss of associates accounted for using the equity method -24 -21 Pre-tax result 107,307 137,669 Income taxes -33,472 -28,556 Net income 73,835 109,213 thereof attributable to -0.0 -0.73 non-controlling interests 2 11 shareholders of IONOS Group SE 79,833 109,202 Result		2024 January - June	2023 January - June
Total revenue 751,614 708,644 Cost of sales -375,948 -376,393 Gross profit 375,667 332,251 Selling expenses -165,339 -143,691 General and administrative expenses -50,882 -45,854 Impairment losses on receivables and contract assets -9,231 -5,190 Other operating income / expenses 2,599 112,637 Operating result 152,814 150,383 Financial result -45,233 -12,593 Share of the profit or loss of associates accounted for using the equity method -274 -21 Pre-tax result 107,307 137,769 Income taxes -33,472 -28,556 Net income 73,835 109,213 thereof attributable to 100,000 11 non-controlling interests 73,833 109,202 Result per share of shareholders of IONOS Group SE (in €)(1) 0.52 0.78 Weighted average of outstanding shares (in thousand units)(1) 139,512 140,000 diluted 141,204 140,000	Revenue from contracts with customers	728,810	686,110
Cost of sales -375,948 -375,939 Gross profit 375,667 332,251 Selling expenses -165,339 -143,691 General and administrative expenses -50,882 -45,854 Impairment losses on receivables and contract assets -9,231 -5,190 Other operating income / expenses 2,599 12,667 Operating result 152,814 150,838 Financial result -45,233 -12,593 Share of the profit or loss of associates accounted for using the equity method -274 -21 Pre-tax result 107,307 137,769 Income taxes -33,472 -28,556 Net income 73,835 109,213 thereof attributable to -37,833 109,202 Result per share of Shareholders of IONOS Group SE 73,833 109,202 Result per share of shareholders of IONOS Group SE (in €) ⁽¹⁾ -0,52 0,78 Weighted average of outstanding shares (in thousand units) ⁽¹⁾ -141,000 141,000 141,000 141,000 141,000 141,000 140,000 140,000 140,000	Revenue from contracts with related parties	22,804	22,534
Gross profit 375,667 332,251 Selling expenses -165,339 -143,691 General and administrative expenses -50,882 -45,854 Impairment losses on receivables and contract assets -9,231 -5,190 Other operating income / expenses 2,599 12,867 Operating result 152,814 150,383 Financial result -45,233 -12,593 Share of the profit or loss of associates accounted for using the equity method -274 -21 Pre-tax result 107,307 137,769 Income taxes -33,472 -28,556 Net income 73,835 109,213 thereof attributable to non-controlling interests 2 11 shareholders of IONOS Group SE 73,833 109,202 Result per share of shareholders of IONOS Group SE (in €) ⁽¹⁾ 0.53 0.78 dilluted 0.52 0.78 Weighted average of outstanding shares (in thousand units) ⁽¹⁾ 139,512 140,000 Reconciliation to total comprehensive income 73,835 55,829 Items that may be reclassified subsequently to profit or loss 5,394 6,534	Total revenue	751,614	708,644
Selling expenses	Cost of sales	-375,948	-376,393
General and administrative expenses −50,882 −45,854 Impairment losses on receivables and contract assets −9,231 −5,190 Other operating income / expenses 2,599 12,867 Operating result 152,814 150,883 Financial result −45,233 −12,593 Share of the profit or loss of associates accounted for using the equity method −274 −21 Pre-tax result 107,307 137,769 Income taxes −33,472 −28,556 Net income 73,835 109,213 thereof attributable to 0 10 non-controlling interests 2 11 shareholders of IONOS Group SE 73,833 109,202 Result per share of shareholders of IONOS Group SE (in €)(1) 0 0.52 0.78 Weighted average of outstanding shares (in thousand units)(1) 139,512 140,000 diluted 141,204 140,000 Reconciliation to total comprehensive income 73,835 55,829 Items that may be reclassified subsequently to profit or loss 139,512 6,534	Gross profit	375,667	332,251
Impairment losses on receivables and contract assets −9,231 −5,190 Other operating income / expenses 2,599 12,867 Operating result 152,814 150,383 Financial result −45,233 −12,593 Share of the profit or loss of associates accounted for using the equity method −274 −21 Pre-tax result 107,307 137,769 Income taxes −33,472 −28,556 Net income 73,835 109,213 thereof attributable to 0.00 100 non-controlling interests 2 11 shareholders of IONOS Group SE 73,833 109,202 Result per share of shareholders of IONOS Group SE (in €) (1) 0.52 0.78 Weighted average of outstanding shares (in thousand units) (1) 0.52 0.78 Weighted average of outstanding shares (in thousand units) (1) 139,512 140,000 diluted 73,835 55,829 Items that may be reclassified subsequently to profit or loss 0.53 0.53 Currency translation adjustment - unrealized 5,394 6,534	Selling expenses	-165,339	-143,691
Other operating income / expenses 2,599 12,867 Operating result 152,814 150,383 Financial result -45,233 -12,593 Share of the profit or loss of associates accounted for using the equity method -274 -21 Pre-tax result 107,307 137,769 Income taxes -33,472 -28,556 Net income 73,835 109,213 thereof attributable to 0.00 100,000 non-controlling interests 2 11 shareholders of IONOS Group SE 73,833 109,202 Result per share of shareholders of IONOS Group SE (in €) (ii) 0.53 0.78 diluted 0.52 0.78 Weighted average of outstanding shares (in thousand units) (ii) 0.52 0.78 basic 139,512 140,000 diluted 139,512 140,000 Reconciliation to total comprehensive income 73,835 55,829 Items that may be reclassified subsequently to profit or loss 5,394 6,534 Currency translation adjustment - unrealized 5,394 6	General and administrative expenses	-50,882	-45,854
Operating result 152,814 150,883 Financial result -45,233 -12,593 Share of the profit or loss of associates accounted for using the equity method -274 -21 Pre-tax result 107,307 137,769 Income taxes -33,472 -28,556 Net income 73,835 109,213 thereof attributable to 100,000 100,213 non-controlling interests 2 11 shareholders of IONOS Group SE 73,833 109,202 Result per share of shareholders of IONOS Group SE (in €) (1) 0.53 0.78 diluted 0.53 0.78 0.78 Weighted average of outstanding shares (in thousand units) (1) 10,52 0.78 Weighted average of outstanding shares (in thousand units) (1) 141,204 140,000 Reconciliation to total comprehensive income 73,835 55,829 Items that may be reclassified subsequently to profit or loss 5,394 6,534 Currency translation adjustment - unrealized 5,394 6,534 Other comprehensive income 79,229 115,747 <td>Impairment losses on receivables and contract assets</td> <td>-9,231</td> <td>-5,190</td>	Impairment losses on receivables and contract assets	-9,231	-5,190
Financial result Share of the profit or loss of associates accounted for using the equity method Pre-tax result 107,307 137,769 Income taxes -33,472 -28,556 Net income 73,835 109,213 thereof attributable to non-controlling interests 2 11 shareholders of IONOS Group SE Result per share of shareholders of IONOS Group SE (in €) (1) basic 0.53 0.78 diluted 0.52 0.78 Weighted average of outstanding shares (in thousand units) (1) basic 139,512 140,000 diluted 141,204 140,000 Reconciliation to total comprehensive income Net income 73,835 55,829 Items that may be reclassified subsequently to profit or loss Currency translation adjustment - unrealized Other comprehensive income 79,229 115,747 thereof attributable to non-controlling interests 2 11	Other operating income / expenses	2,599	12,867
Share of the profit or loss of associates accounted for using the equity method -274 -21 Pre-tax result 107,307 137,769 Income taxes -33,472 -28,556 Net income 73,835 109,213 thereof attributable to non-controlling interests 2 11 shareholders of IONOS Group SE 73,833 109,202 Result per share of shareholders of IONOS Group SE (in €) (1) 0.53 0.78 diluted 0.52 0.78 Weighted average of outstanding shares (in thousand units) (1) 139,512 140,000 Reconciliation to total comprehensive income 73,835 55,829 Items that may be reclassified subsequently to profit or loss 2 139,512 140,000 Currency translation adjustment - unrealized 5,394 6,534 Other comprehensive income 5,394 6,534 Total comprehensive income 79,229 115,747 thereof attributable to non-controlling interests 2 11	Operating result	152,814	150,383
Pre-tax result 107,307 137,769 Income taxes -33,472 -28,556 Net income 73,835 109,213 thereof attributable to 2 11 non-controlling interests 2 11 shareholders of IONOS Group SE 73,833 109,202 Result per share of shareholders of IONOS Group SE (in €) (1) 0.53 0.78 diluted 0.53 0.78 diluted 0.52 0.78 Weighted average of outstanding shares (in thousand units) (1) 0.52 0.78 basic 139,512 140,000 diluted 141,204 140,000 Reconciliation to total comprehensive income 73,835 55,829 Items that may be reclassified subsequently to profit or loss Currency translation adjustment - unrealized 5,394 6,534 Other comprehensive income 79,229 115,747 thereof attributable to 79,229 115,747 thereof attributable to 70,000 100,000 100,000 non-controlling interests 2 11	Financial result	-45,233	-12,593
Income taxes -33,472 -28,556 Net income 73,835 109,213 thereof attributable to non-controlling interests 2 11 shareholders of IONOS Group SE 73,833 109,202 Result per share of shareholders of IONOS Group SE (in €) (1) basic 0.53 0.78	Share of the profit or loss of associates accounted for using the equity method	-274	-21
Net income 73,835 109,213 thereof attributable to	Pre-tax result	107,307	137,769
thereof attributable to non-controlling interests 2 11 shareholders of IONOS Group SE Result per share of shareholders of IONOS Group SE (in €) (1) basic 0.53 0.78 diluted 0.52 0.78 Weighted average of outstanding shares (in thousand units) (1) basic 139,512 140,000 diluted 1141,204 141,204 140,000 Reconciliation to total comprehensive income Net income 73,835 55,829 Items that may be reclassified subsequently to profit or loss Currency translation adjustment - unrealized 5,394 6,534 Other comprehensive income 79,229 115,747 thereof attributable to non-controlling interests 2 11	Income taxes	-33,472	-28,556
non-controlling interests 2 11 shareholders of IONOS Group SE 73,833 109,202 Result per share of shareholders of IONOS Group SE (in €) (1) ————————————————————————————————————	Net income	73,835	109,213
shareholders of IONOS Group SE Result per share of shareholders of IONOS Group SE (in €) (1) basic 0.53 0.78 diluted 0.52 0.78 Weighted average of outstanding shares (in thousand units) (1) basic 139,512 140,000 diluted 141,204 140,000 Reconciliation to total comprehensive income Net income 73,835 55,829 Items that may be reclassified subsequently to profit or loss Currency translation adjustment - unrealized 5,394 6,534 Other comprehensive income 5,394 6,534 Total comprehensive income 79,229 115,747 thereof attributable to non-controlling interests 2 11	thereof attributable to		
Result per share of shareholders of IONOS Group SE (in €) (1) 0.53 0.78 basic 0.52 0.78 diluted 0.52 0.78 Weighted average of outstanding shares (in thousand units) (1) 139,512 140,000 basic 139,512 140,000 diluted 141,204 140,000 Reconciliation to total comprehensive income 73,835 55,829 Items that may be reclassified subsequently to profit or loss 5,394 6,534 Currency translation adjustment - unrealized 5,394 6,534 Other comprehensive income 79,229 115,747 thereof attributable to 79,229 115,747 non-controlling interests 2 11	non-controlling interests	2	11
basic 0.53 0.78 diluted 0.52 0.78 Weighted average of outstanding shares (in thousand units) (1)	shareholders of IONOS Group SE	73,833	109,202
diluted 0.52 0.78 Weighted average of outstanding shares (in thousand units) (1) basic 139,512 140,000 diluted 141,204 140,000 Reconciliation to total comprehensive income Net income 73,835 55,829 Items that may be reclassified subsequently to profit or loss Currency translation adjustment - unrealized 5,394 6,534 Other comprehensive income 5,394 6,534 Total comprehensive income 79,229 115,747 thereof attributable to non-controlling interests 2 11	Result per share of shareholders of IONOS Group SE (in \bigcirc) (1)		
Weighted average of outstanding shares (in thousand units) (1) basic 139,512 140,000 diluted 141,204 140,000 Reconciliation to total comprehensive income Net income 73,835 55,829 Items that may be reclassified subsequently to profit or loss Currency translation adjustment - unrealized 5,394 6,534 Other comprehensive income 5,394 6,534 Total comprehensive income 79,229 115,747 thereof attributable to non-controlling interests 2 11	basic	0.53	0.78
basic 139,512 140,000 diluted 141,204 140,000 Reconciliation to total comprehensive income 73,835 55,829 Items that may be reclassified subsequently to profit or loss Currency translation adjustment - unrealized 5,394 6,534 Other comprehensive income 5,394 6,534 Total comprehensive income 79,229 115,747 thereof attributable to non-controlling interests 2 11	diluted	0.52	0.78
diluted 141,204 140,000 Reconciliation to total comprehensive income 73,835 55,829 Net income 73,835 55,829 Items that may be reclassified subsequently to profit or loss 5,394 6,534 Currency translation adjustment - unrealized 5,394 6,534 Other comprehensive income 5,394 6,534 Total comprehensive income 79,229 115,747 thereof attributable to non-controlling interests 2 11	Weighted average of outstanding shares (in thousand units) (1)		
Reconciliation to total comprehensive income Net income 73,835 55,829 Items that may be reclassified subsequently to profit or loss Currency translation adjustment - unrealized 5,394 6,534 Other comprehensive income 5,394 6,534 Total comprehensive income 79,229 115,747 thereof attributable to non-controlling interests 2 11	basic	139,512	140,000
Net income73,83555,829Items that may be reclassified subsequently to profit or loss	diluted	141,204	140,000
Items that may be reclassified subsequently to profit or loss Currency translation adjustment - unrealized 5,394 6,534 Other comprehensive income 5,394 6,534 Total comprehensive income 79,229 115,747 thereof attributable to	Reconciliation to total comprehensive income		
Currency translation adjustment - unrealized5,3946,534Other comprehensive income5,3946,534Total comprehensive income79,229115,747thereof attributable to non-controlling interests211	Net income	73,835	55,829
Other comprehensive income5,3946,534Total comprehensive income79,229115,747thereof attributable to non-controlling interests211	Items that may be reclassified subsequently to profit or loss		
Total comprehensive income 79,229 115,747 thereof attributable to non-controlling interests 2 11	Currency translation adjustment - unrealized	5,394	6,534
thereof attributable to non-controlling interests 2 11	Other comprehensive income	5,394	6,534
non-controlling interests 2 11	Total comprehensive income	79,229	115,747
	thereof attributable to		
shareholders of IONOS Group SE 79,227 115,736	non-controlling interests	2	11
	shareholders of IONOS Group SE	79,227	115,736

⁽¹⁾ Previous year adjusted. Calculation in the 2023 half-year report based on the weighted average number of shares outstanding as of the reporting date.

IONOS Group SE, Montabaur Consolidated cash flow statement

for the period from January 1 to June 30, 2024 in €k

	2024 January - June	2023 January - June
Net income	73,835	109,213
Adjustments to reconcile net income to net cash provided by operating activities		-
Depreciation and amortization of intangible assets and property, plant and equipment	44,308	43,444
Depreciation and amortization of assets resulting from business combinations	10,279	10,188
Employee expenses from share-based payment programs	3,563	2,753
Payments from share-based payment programs	0	-13,630
Share of the profit or loss of associates accounted for using the equity method	274	21
Distributed profits of associated companies	116	156
Other non-cash items from changes in deferred tax position	-1,385	-7,197
Income/Loss from the sale of intangible assets and property, plant and equipment	-41	-153
Non-cash change in purchase price derivative	14,197	-30,695
Interest expenses	32,546	43,588
Operative cash flow Change in assets and liabilities	177,692	157,688
Change in receivables and other assets	-6,410	-13,413
Change in inventories	-42	-14
Change in contract assets	-1,606	146
Change in prepaid expenses	-8,629	-6,386
Change in trade accounts payable	-10,669	-4,811
Change in receivables from/liabilities to related parties	-2,540	-6,499
Change in other provisions	-206	-55
Change in income tax liabilities	14,863	-4,885
Change in other liabilities	17,228	2,271
Change in contract liabilities	10,163	5,748
Change in assets and liabilities, total	12,152	-27,898
Cash flow from operating activities	189,844	129,790

		2023
	January - June	January - June
Cash flow from investing activities		
Cash payments to acquire property, plant and equipment and intangibles	-31,996	-31,301
Cash receipts from sales of property, plant and equipment and intangibles	485	1,175
Payments for the acquisition/capital increase of associated companies	0	-694
Cash payments/receipts from the sale of other financial assets	0	-22
Payments within the framework of cash pooling	-16,027	-18,766
Payments related to other financial assets	0	0
Cash flow from investing activities	-47,538	-49,608
Cash flow from financing activities		
Purchase of treasury stock	-12,633	0
Taking out of loans	0	0
Repayment of loans	-100,000	-30,000
Redemption of lease liabilities	-7,337	-7,450
Interest paid	-14,388	-47,947
Cash flow from financing activities	-134,358	-85,397
Net increase/decrease in cash and cash equivalents	7,948	-5,215
Cash and cash equivalents at beginning of period	22,652	26,440
Currency translation adjustments of cash and cash equivalents	175	385
Cash and cash equivalents at end of period	30,775	21,610

IONOS Group SE, Montabaur Consolidated statement of changes in equity

2024	140,000	-45,455	-12,633	-15,303	66,609	139	66,748
Balance as of June 30,							,
Employee stock ownership program	0	2,932	0	0	2,932	0	2,932
Capital increase from company funds	0	0	0	0	0	0	0
Purchase of treasury shares	0	0	-12,633	0	-12,633	0	-12,633
Total comprehensive income	0	73,835	0	5,394	79,229	1	79,230
Other comprehensive income	0	0	0	5,394	5,394	0	5,394
Net income	0	73,835	0	0	73,835	1_	73,836
Balance as of January 1, 2024	140,000	-122,222	0	-20,697	-2,919	138	-2,781
Balance as of June 30, 2023	140,000	-191,607	0	-19,485	-71,092	134	-70,958
Employee stock ownership program	0	-24,525	0	0	-24,525	0	-24,525
Capital increase from company funds	139,640	-139,640	0	0	0	0	0
Total comprehensive income	0	109,202	0	6,534	115,736	11	115,747
Other comprehensive income	0	0	0	6,534	6,534	0	6,534
Net income		109,202	0	0	109,202	11	109,213
Balance as of January 1, 2023	360	-136,644	0	-26,019	-162,303	123	-162,180
	€k	€k	€k	€k	€k	€k	€k
	lssued capital	Reserves	Treasury shares	Currency translation adjustment	Equity attributable to shareholders of the parent company	Non- controlling interests	Total equity

Notes to the interim consolidated financial statements

1. Information on the Company

IONOS, with IONOS Group SE as its listed parent company (hereinafter referred to as "IONOS Group SE" or, together with its subsidiaries, "IONOS"), is the leading European Internet specialist in the hosting segment. The Group also develops applications for the use of the Internet. IONOS is made up of various companies in Germany and abroad. In accordance with internal management reporting, there is a single operating segment.

IONOS Group SE has its registered office in 56410 Montabaur, Elgendorfer Straße 57, Germany, where it is registered with the local court under HRB 25386.

The shares of IONOS Group SE have been listed on the regulated market of the Frankfurt Stock Exchange since February 8, 2023. As in the previous year, United Internet AG held 63.8% and WP XII Venture Holdings II SCSp, Luxembourg / Luxembourg 21.2% of the shares in IONOS Group SE as of June 30, 2024. A further 15.0% are in free float. Part of the free float is held by IONOS Group SE as a result of the share buyback program. As of June 30, 2024, IONOS Group SE had repurchased a total of 487,937 treasury shares.

The share buyback program was resolved on May 8, 2024 by the Management Board of IONOS Group SE with the approval of the Supervisory Board. It enables IONOS Group SE to acquire up to 850,000 of its own shares via the stock exchange in order to service claims under the employee participation program and for other purposes approved by the Annual General Meeting.

2. Significant accounting, measurement and consolidation principles

The interim financial statements of IONOS Group SE as of June 30, 2024, like the consolidated financial statements as of December 31, 2023, were prepared in accordance with the International Financial Reporting Standards (IFRS) as adopted by the European Union (EU).

The condensed interim consolidated financial statements for the period from January 1, 2024 to June 30, 2024 were prepared in accordance with IAS 34 Interim Financial Reporting.

For the presentation of these interim consolidated financial statements, a condensed scope of reporting was selected compared to the consolidated financial statements, which should therefore be read in conjunction with the consolidated financial statements as of December 31, 2023. The accounting policies applied and the significant judgments and estimates made in the condensed interim consolidated financial statements are consistent with those used in the previous year, with the exception of the mandatory new standards, which are listed briefly below.

Mandatory adoption of new accounting standards

The following standards must be applied for the first time in the EU for the fiscal year beginning on or after January 1, 2024:

Standard		Mandatory for fiscal years beginning on or after	Endorsed by EU Commission
IAS 1	Amendment: Clarification of the criteria for classifying liabilities as current or non-current and clarification in relation to non-current liabilities with covenants	January 1, 2024	Yes
IFRS 16	Amendment: Lease liabilities in the event of a sale and leaseback transaction.	January 1, 2024	Yes
IAS 7 / IFRS 17	Amendment: Disclosure of supplier financing agreements	January 1, 2024	Yes

The first-time application of the new accounting standards had no material impact on this half-year financial report.

Use of estimates and assumptions

In preparing the condensed interim consolidated financial statements, management makes judgments, estimates, and assumptions that affect the reported amounts of income, expenses, assets, and liabilities and the disclosure of contingent liabilities at the reporting date. However, the uncertainty associated with these assumptions and estimates could lead to results that result in significant adjustments to the carrying amount of the assets or liabilities concerned in the future.

Miscellaneous

All material subsidiaries and associated companies are included in the interim consolidated financial statements

The scope of consolidation remained unchanged compared to the consolidated financial statements as of December 31, 2023.

These interim consolidated financial statements have not been audited in accordance with Section 317 HGB or reviewed by an auditor.

Notes to the statement of comprehensive income

Only the items that have a significant impact on the result in the consolidated statement of comprehensive income for the first half of 2024 are explained.

1. Segment reporting

According to IFRS 8, the identification of reportable operating segments is based on the management approach. Accordingly, external reporting is based on the Group's internal organizational and management structure, as well as internal financial reporting to the chief operating decision maker. The function of chief operating decision maker is exercised by the Management Board of the company and the

Management Board of IONOS Holding SE, which reviews the financial information presented on a consolidated basis for the purposes of resource allocation and assessing the financial performance of the company as a whole. Accordingly, we have a single operational management level.

The control measures used to assess performance are presented below:

- Revenue from contracts with customers
- EBITDA and EBITDA margin
- Adjusted EBITDA and Adjusted EBITDA margin

The total revenue of IONOS from contracts with customers is distributed between Germany and abroad as follows:

Foreign	322,413	337,325
Domestic	406,398	348,785
€k	January – June	January – June
	2024	2023

In the first half of 2024, revenue from contracts with customers is divided into product revenue from the Web Presence & Productivity business division amounting to \leq 647,668k (previous year: \leq 614,160k) and from the Cloud Solutions business division amounting to \leq 81,142k (previous year: \leq 71,950k).

"EBITDA" is the consolidated result before finance costs and financial income, as well as before depreciation and amortization. **"EBITDA margin"** is the ratio of EBITDA to sales revenue from contracts with customers.

The EBITDA margin is calculated as follows:

	2024	2023
€k	January - June	January - June
Total revenue	751,614	708,644
EBITDA (€k)	207,400	204,015
EBITDA margin (%)	27.6%	28.8%
Adjusted EBITDA (€k)	218,040	200,849
Adjusted EBITDA margin (%)	29.0%	28.3%

Adjusted EBITDA is calculated as follows:

	2024	2023
€k	January - June	January - June
Operating result	152,814	150,383
Depreciation and amortization of intangible assets and property, plant and equipment	54,586	53,632
EBITDA	207,400	204,015
Adjustment for LTIP (1)	3,563	2,753
Adjustment for stand-alone activities (2)	5,533	4,575
Adjustment for IPO costs (3)	0	-11,675
Adjustment for severance payments ⁽⁴⁾	1,544	1,181
Total adjustments	10,640	-3,166
Adjusted EBITDA	218,040	200,849

 $^{^{(1)}}$ Includes costs for employee stock ownership programs.

The following table shows the Group's revenue from contracts with customers and the non-current assets of the IONOS Group SE, broken down by the company's country of origin and other countries. In the presentation of information on a geographical basis, revenue from contracts with customers and assets are based on the geographical locations of the Group companies generating the revenue and the assets.

Revenue from contracts with customers based on the geographical locations of the Group companies generating the revenue:

	2024	2023
€k	January - June	January - June
Germany	406,398	348,785
USA	116,938	156,989
UK	77,904	67,411
Spain	62,069	56,285
France	35,238	29,780
Poland	21,888	19,558
Austria	8,375	7,302
Total	728,810	686,110

⁽²⁾ Includes costs of preparing the spin-off from the United Internet Group and the establishment of IONOS Group SE as an independent group (primarily costs of the billing carve-out project (separation from billing systems of 1&1 Telecommunication SE).

⁽³⁾ Includes external costs incurred in connection with the IPO. In the first half year of 2023, this includes income from the recharging of costs incurred in connection with the IPO to the shareholders United Internet AG and Warburg Pincus.

⁽⁴⁾ Includes expenses related to reorganization and restructuring measures which primarily consist of severance payments and other personnel-related costs.

Non-current assets based on the location of the assets:

€k	June 30,2024	December 31, 2023
Germany	826,965	844,699
Poland	151,679	152,032
Spain	127,163	127,471
UK	103,271	99,633
Austria	70,924	72,102
USA	30,654	29,153
France	4,818	5,175
Romania	1,265	1,569
Philippines	1,256	1,038
Total	1,317,995	1,332,872

Non-current assets do not include any financial investments (with the exception of financial assets accounted for using the equity method), deferred tax assets or assets from employee benefits.

2. Cost of sales

The decrease in the cost of purchased services from € 376,393k in the first half of 2023 to € 375,948k in the first half of 2024 is mainly due to the purchase of services in connection with the sale of domains and, in particular, low-margin parking revenue (i.e., unused domains that can be used by "parking" instead of just displaying an error message, e.g., with a display of the domain name that generates revenue when clicked on). i.e., unused domains that can be used by "parking" instead of just displaying an error message, e.g., with a display of the domain name that generates revenue when the display is clicked), meaning that the cost of sales has decreased in the opposite direction to revenue. The decrease in the purchase of services exceeded the increase in personnel expenses.

3. Other operating income / expenses

The net position from other operating income and expenses decreased by € 10,268k to € 2,599k in the first half of 2024 (first half of 2023: € 12,867k). In the previous year, this included prior-period income from the recharging of IPO costs from previous years in the amount of € 11,675k. The net loss from expenses and income from foreign currency translation increased from € -1,352k in the first half of 2023 to € -2,036k in the first half of 2024. This item mainly includes gains and losses from exchange rate changes between the date of origin and the date of payment of foreign currency receivables and liabilities, as well as losses from measurement as of the reporting date.

4. Depreciation and amortization

In the first half of 2024, depreciation of property, plant, and equipment and amortization of intangible assets amounted to \in 41,459k (first half of 2023: \in 43,444k) and amortization of capitalized intangible assets from business combinations amounted to \in 13,128k (first half of 2022: \in 10,188k). In the first half of 2024, depreciation of property, plant and equipment and amortization of intangible assets thus amounted to \in 54,586k (first half of 2023: \in 53,632k).

5. Personnel expenses

Personnel expenses in the first half of 2024 amounted to € 147,679k (first half of 2023: € 133,681k).

At the end of June 2024, IONOS had a total of 4,107 employees excluding temporary staff and trainees, 1,954 of whom worked abroad. The number of employees excluding temporary staff and trainees at the end of June 2023 was 4,195, of which 1,980 were abroad.

6. Financial result

The financial result amounted to € -45,233k in the first half of 2024 and was therefore € 32,640k lower than the financial result in the previous year (€ -12,593k). This is mainly due to expenses from the subsequent measurement of the purchase price liability in connection with the acquisition of STRATO AG (first half of 2024: € -14,197k; first half of 2023: € +30,695k).

Notes to the statement of financial position

Explanations are only provided for items that show significant changes in the amounts shown compared to the last consolidated financial statements.

1. Receivables from related parties

Receivables from related parties mainly comprise receivables from the cash pool with United Internet AG and amount to € 80,986k as of June 30, 2024, € 17,892k higher than as of December 31, 2023.

2. Property, plant and equipment, intangible assets and goodwill

Investments in property, plant, and equipment and intangible assets in the interim reporting period totaled \in 31,996k (H1 2022: \in 31,301k), with investments being made in particular in servers for the cloud business. Investments in property, plant, and equipment that are capitalized in the balance sheet as right-of-use assets in accordance with IFRS 16 were not included in CAPEX.

The reported goodwill of € 828,421k has increased by € 2,150k compared to December 31, 2023 due to exchange rate effects.

3. Other current financial liabilities

The increase in other current financial liabilities by € 25,191k from € 67,947k at the end of the financial year to € 93,138k as of June 30, 2024 is mainly due to the € 14,197k higher fair value of the variable purchase price liability from the acquisition of STRATO AG compared to the end of the fiscal year. In addition, liabilities for marketing and cost of sales increased by € 11,380k.

4. Equity

The negative equity of IONOS Group SE in the previous year is not due to losses in the past, but is mainly the result of a non-cash distribution to the majority shareholder United Internet AG as part of a Group restructuring in 2017 in connection with the acquisition of 33.33% of IONOS Group SE by Warburg Pincus LLC, New York / USA. For further information, please refer to Note 1 (Going Concern) in the 2023 consolidated financial statements of IONOS Group SE.

Significant changes in other reserves in the first half of 2024 were the increase from the consolidated net income attributable to the shareholders of IONOS Group SE in the amount of € 73,835k (first half of 2023:

€ 109,202k) and the expenses from employee participation programs in the amount of € 2,932k (first half of 2022: € 3,903k) as well as the purchase of treasury shares in the amount of € 12,633k.

Other items

1. Employee stock ownership programs

Long Term Incentive Plan 2017 and Stock Appreciation Rights 2023

An additional employee participation program (Long Term Incentive Plan, LTIP) was set up for the IONOS Group SE in the 2017 fiscal year. The objective of the LTIP program is to align the long-term interests of the members of company management and other key employees of the IONOS Group SE with the interests of the company in order to increase the equity value of the company (IONOS Group SE) and other companies in the IONOS Group SE.

Under the LTIP, so-called Management Incentive Plan (MIP) units are allocated to eligible employees. Vesting takes place on a straight-line basis over a period of four years (starting from the date of issue) and on condition that the employee concerned has not resigned at the end of each year.

On January 26, 2023, a new compensation system was introduced and the service contracts of the company's Executive Board and the members of the Executive Board of IONOS Holding SE were extended, both subject to the condition of an IPO. The compensation package includes long-term, share-based compensation in the form of a virtual Stock Appreciation Rights Plan (SAR Plan 2023), under which virtual stock appreciation rights (SARs) are granted, as well as a replacement bonus for the existing LTIP. In 2024, the program was extended to other members of the Executive Board and key employees of the IONOS Group SE.

As part of the replacement of the existing LTIP, all awards under the existing LTIP vested on the first exchange trading day (February 8, 2023). In addition, the payment of one-third of the existing LTIP award was made conditional on three new trigger events (initial public offering, 18 months and 24 months after the first trading day, respectively), provided that the service agreement with the respective participant had not yet been terminated at the time of the occurrence of the respective trigger event.

The personnel expenses recognized in the first half of 2024 in connection with the share options issued (LTIP and SAR) amounted to € 3,563k (first half of 2023: € 2,753k). In the first half of 2023, this also includes income from the reversal of an LTIP program to be settled in cash in the amount of € 1,150k.

2. Additional disclosures on financial statements

The table below shows the carrying amounts for each category of financial assets and liabilities as of June 30, 2024:

€k	Measurement category acc. to IFRS 9	Carrying amount as of June 30, 2024	Amortized cost	Fair value through profit or loss	Measurement acc. to IFRS 16	Fair value as of June 30, 2024
Financial assets						
Cash and cash equivalents	ac	30,775	30,775	0	0	30,775
Trade accounts receivable	ac	82,201	82,201	0	0	82,201
Receivables from related parties	ac	80,986	80,986	0	0	80,986
Other current financial assets	ac	25,564	25,564	0	0	25,564
Other non-current financial assets	ac	786	786	0	0	705

€k	Measurement category acc. to IFRS 9	Carrying amount as of June 30, 2024	Amortized cost	Fair value through profit or loss	Measurement acc. to IFRS 16	Fair value as of June 30, 2024
Financial liabilities						
Trade accounts payable	flac	-78,558	-78,558	0	0	-78,558
Liabilities to related parties	flac	-255,618	-255,618	0	0	-258,879
Liabilities due to banks	flac	-815,743	-815,743	0	0	-818,346
Other financial liabilities						
Lease liabilities	n/a	-118,048	0	0	-118,048	n/a
Contingent purchase price liabilities	fvtpl	-25,119	0	-25,119		-25,119
Other	flac	-38,569	-38,569	0	0	-38,569
Thereof aggregated acc. to measurement categories:						
Financial assets at amortized cost	ac	220,312	220,312	0	0	220,231
Financial liabilities at amortized cost	flac	-1,188,488	-1,188,488	0	0	-1,194,352
Financial liabilities measured at fair value through profit or loss	fvtpl	-25,119	0	-25,119	0	-25,119

The following table shows the carrying amounts of each category of financial assets and liabilities as of liabilities as of 31.12.2023:

€k	Measurement category acc. to IFRS 9	Carrying amount as of December 31, 2023	Amortized cost	Fair value through profit or loss	Measurement acc. to IFRS 16	Fair value as of December 31, 2023
Financial assets						
Cash and cash equivalents	ac	22,652	22,652	0	0	22,652
Trade accounts receivable	ac	73,512	73,512	0	0	73,512
Receivables from related parties	ac	63,094	63,094	0	0	63,094
Other current financial assets	ac	28,313	28,313	0	0	28,313
Other non-current financial assets	ac	761	761	0	0	673
€k	Measurement category acc. to IFRS 9	Carrying amount as of December 31, 2023	Amortized cost	Fair value through profit or loss	Measurement acc. to IFRS 16	Fair value as of December 31, 2023
Financial liabilities						
Trade accounts payable	flac	-89,227	-89,227	0	0	-89,227
Liabilities to related parties	flac	-356,292	-356,292	0	0	-373,671
Liabilities due to banks	flac	-797,587	-797,587	0	0	-811,903
Other financial liabilities						
Lease liabilities	n/a	-124,610	0	0	-124,610	n/a
Contingent purchase price liabilities	fvtpl	-10,922	0	-10,922		-10,922
Other	flac	-28,279	-28,279	0	0	-28,279
Thereof aggregated acc. to measurement categories:						
Financial assets at amortized cost	ac	188,332	188,332	0	0	188,244
Financial liabilities at amortized cost	flac	-1,271,385	-1,271,385	0	0	-1,303,080
Financial liabilities measured at fair value through profit or loss	fvtpl	-10,922	0	-10,922	0	-10,922

The methods and assumptions used to determine the fair values are as follows:

- Cash and cash equivalents, trade receivables, trade payables, current receivables from and liabilities to related parties and other current assets and liabilities are very close to their carrying amounts, mainly due to the short maturities of these instruments. The same applies to current liabilities to banks.
- Liabilities in connection with finance leases show minor differences between the carrying amount and fair value due to the change in interest rates.
- The fair value of financial assets and financial liabilities is stated at the amount at which the instrument could be exchanged in a current transaction (other than a forced sale or liquidation) between willing parties.

- Long-term fixed-interest and variable-interest receivables/loans are measured by IONOS based on parameters such as interest rates, certain country-specific risk factors and creditworthiness of the individual debtors. Based on this valuation, allowances are made to account for expected defaults on these receivables. As of June 30, 2024, the carrying amounts of these receivables, net of allowances, did not differ materially from their calculated fair values.
- The fair value of other financial liabilities and fixed-interest non-current liabilities to related parties is estimated by discounting the future cash flows using interest rates currently available for borrowings on comparable terms, credit risks and remaining maturities. Option pricing models are predominantly used for the valuation of contingent purchase price liabilities.
- The fair value of unquoted financial assets and liabilities measured at fair value is estimated using appropriate valuation techniques.

Fair value hierarchy

IONOS uses the following hierarchy to determine and report fair values of financial instruments per valuation technique:

Level 1: Quoted (unadjusted) prices in active markets for similar assets or liabilities.

Level 2: techniques in which all inputs that have a significant effect on the recorded fair value are observable, either directly or indirectly.

Level 3: techniques that use inputs that have a significant effect on the recorded fair value that are not based on observable market data.

Assets and liabilities measured at fair value

€k	As of June 30, 2024	Level 1	Level 2	Level 3
Financial liabilities measured at fair value through profit or loss				
Contingent purchase price liability	-25,119	0	0	-25,119

As in the previous year, there were no transfers between measurement levels during the reporting period.

As of Dec. 31, 2023	Level 1	Level 2	Level 3
-10,922	0	0	-10,922
_	2023	2023 Level 1	2023 Level 1 Level 2

The significant unobservable inputs for the fair value measurements categorized within Level 3 of the fair value hierarchy and a quantitative sensitivity analysis as of June 30, 2024 and December 31, 2023 are presented below:

June 30, 2024	Measurement method	Main non- observable inputs	Considered in measurement	Sensitivity	of input on fair value
Contingent purchase price liability	Black Scholes	Maturity	1.00 years	+1.25 years	+0.75 years
				€ -1.2 million	€ +1,6 million
		Volatility	37.00%	+1%	-1%
				€ -0,3 million	€ +0,3 million
December. 31, 2023	Measurement method	Main non- observable inputs	Considered in measurement	Sensitivity	of input on fair value
Contingent purchase price liability	Black Scholes	Maturity	0.25 years	+0,50 years	n.a.
				€ +1,2 million	n.a.
		Volatility	33.7%	+1%	-1%
				€ +0,1 million	€ -0,1 million

3. Related party disclosures

Related parties as defined by IAS 24 are persons and companies if one of the parties has the ability to control or exercise significant influence over the other party.

Related parties of the Group include the Management Board and Supervisory Board of IONOS Group SE as well as the Management Board and Supervisory Board of IONOS Holding SE and IONOS SE and the Group companies of the United Internet AG Group, which are not part of IONOS. Furthermore, investments over which the companies of IONOS can exert a significant influence (associated companies) are classified as related parties. In addition, Mr. Ralph Dommermuth, the major shareholder of United Internet AG, is classified as a related party.

In the first half of 2024, the existing loan between IONOS Holding SE and United Internet AG was repaid in the amount of € 100,000k. The balance as of June 30, 2024 amounts to € 250,000k (December 31, 2023: € 350,000k).

The business premises of IONOS in Montabaur and at other Group locations were rented by Mr. Ralph Dommermuth or companies attributable to him. The associated rental expenses are at the usual local level and amounted to $\leq 2,005$ k in the first half of 2024 (first half of 2023: $\leq 2,030$ k).

IONOS Group SE and its subsidiaries own and operate data centers whose services are made available to other Group companies in the Consumer Access and Consumer Applications segments of the United Internet Group. The revenues generated from this increased slightly compared to the previous year (H1 2024: € 22,804k; H1 2023: € 22,534k) by + 1.2%.

No other significant transactions took place.

4. Events after balance sheet date

After the balance sheet date of June 30, 2024, no further events of particular significance occurred in the Group that would have a major impact on the Group's net assets, financial position and results of operations with an effect on accounting and reporting.

Responsibility statement

To the best of our knowledge, and in accordance with the applicable accounting principles for interim financial reporting, the interim consolidated financial statements give in compliance with generally accepted accounting principles, a true, and fair view of the assets, liabilities, financial position and profit or loss of the Group, and the interim management report of the Group includes a fair review of the development and performance of the business and the position of the Group, together with a description of the principal opportunities and risks associated with the expected development of the Group for the remaining months of the fiscal year.

Achim Weiß	Britta Schmidt	Dr. Jens-Christian Reich
The Management Board		
Montabaur, August 8, 2024		
ing months of the fiscal year.		

FINANCIAL CALENDAR

March 21, 2024 Publication of Annual Financial Statements 2023

May 08, 2024 Quarterly Statement Q1 2024

May 15, 2024 Annual General Meeting 2024, Alte Oper / Frankfurt/Main

August 08, 2024 Half-Year Financial Report 2024

November 12, 2024 Quarterly Statement Q3 2024

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Note:

Due to calculation processes, tables and references may produce rounding differences from the mathematically exact values (monetary unites, percentage statements, etc.)

This half-year financial report is available in German and English. Both versions can also be downloaded from the internet at www.ionos-group.com. In case of doubt, the German version shall prevail.

For better readability, the masculine form is used for gender-specific terms in this half-year statement. IONOS would like to point out that the use of the masculine form is to be understood as explicitly gender-independent.

Produced in-house with Firesys

Disclaimer

This interim statement contains forward-looking statements that reflect the current views of IONOS Group SE's management with regard to future events. These forward-looking statements are based on our currently valid plans, estimates and expectations. Forward-looking statements are only based on those facts valid at the time when the statements were made. Such statements are subject to certain risks and uncertainties and other factors, many of which are beyond IONOS' control, that could cause actual results to differ materially from those expressed in the forward-looking statements. These risks, uncertainties and other factors are described in detail in our risk reporting in the Annual Reports of IONOS Group SE. IONOS Group SE does not intend to revise or update such forward-looking statements.



IONOS Group SE

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