

IONOS Group SE: Key figures Q3 2024

IONOS Group SE (in € millions)	9M 2023	9M 2024	Change yoy	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Change Q3 yoy
Revenues	1,058.7	1,141.6	7.8%	311.4	318.4	323.8	339.3	353.8	354.8	350.1	365.0	373.0	378.6	390.0	11.4%
Revenues excl. Aftermarket	829.6	923.1	11.3%	260.3	258.8	261.0	265.5	272.4	279.1	278.2	289.1	307.3	305.9	309.8	11.4%
Hosting Service to UI group companies	33.2	34.1	2.5%	12.1	11.3	12.8	12.3	11.4	11.2	10.7	12.3	11.5	11.3	11.3	5.4%
Revenues external	1,025.5	1,107.5	8.0%	299.3	307.1	311.1	327.0	342.4	343.7	339.4	352.7	361.5	367.3	378.7	11.6%
Webpresence & Productivity	915.4	985.4	7.6%	267.9	274.5	277.8	292.5	307.1	307.1	301.2	313.5	321.3	326.4	337.7	12.1%
Webpresence & Productivity excl. Aftermarket	686.3	766.8	11.7%	216.9	214.9	214.9	218.7	225.6	231.3	229.3	237.6	255.6	253.7	257.5	12.3%
Aftermarket	229.1	218.5	-4.6%	51.1	59.6	62.9	73.8	81.4	75.8	71.9	75.9	65.7	72.7	80.1	11.5%
Cloud Solutions	110.1	122.2	11.0%	31.4	32.6	33.3	34.5	35.4	36.6	38.1	39.2	40.2	40.9	41.0	7.7%
EBITDA reported	305.4	320.3	4.9%	86.1	84.0	88.8	61.5	92.8	111.3	101.4	80.0	101.3	106.1	112.9	11.4%
Adjustments	0.9	14.1	1417.3%	5.7	5.6	5.5	8.4	-6.5	3.4	4.1	4.0	4.5	6.1	3.5	
EBITDA adjusted	306.3	334.4	9.2%	91.8	89.6	94.3	69.9	86.2	114.6	105.5	84.0	105.8	112.2	116.4	10.4%
Additional purchase marketing*		-11.7										1.4	-10.3	-2.8	
EBITDA comparable	306.3	346.1	13.0%									104.4	122.5	119.3	13.0%
Purchase Marketing	68.4	80.1		26.8	22.5	18.6	44.5	36.7	11.5	20.2	43.5	35.2	21.9	23.0	
thereof Brand Marketing	34.9	46.1		9.6	9.5	8.4	26.5	24.0	1.4	9.5	31.7	22.1	11.0	13.1	
Adj. EBITDA margin	28.9%	29.3%		29.5%	28.1%	29.1%	20.6%	24.4%	32.3%	30.1%	23.0%	28.4%	29.6%	29.9%	
EBITDA margin reported	28.8%	28.1%		27.6%	26.4%	27.4%	18.1%	26.2%	31.4%	29.0%	21.9%	27.2%	28.0%	29.0%	
EBITDA margin comparable		30.3%												30.6%	
CAPEX															
CAPEX IFRS 15	51.7	56.3		21.1	27.2	28.9	19.9	15.0	16.3	20.4	30.0	15.9	16.0	24.3	
thereof Maintenance	25.1	12.9		6.9	9.2	14.6	7.6	9.0	6.9	9.3	13.1	2.2	3.0	7.6	
thereof Growth	26.5	43.4		14.1	18.1	14.3	12.3	6.1	9.4	11.1	16.9	13.7	13.1	16.7	
CAPEX IFRS 15, % of revenue	4.9%	4.9%		6.8%	8.6%	8.9%	5.9%	4.2%	4.6%	5.8%	8.2%	4.3%	4.2%	6.2%	
thereof Maintenance, % of revenue	2.4%	1.1%		2.2%	2.9%	4.5%	2.2%	2.5%	1.9%	2.7%	3.6%	0.6%	0.8%	2.0%	
thereof Growth, % of revenue	2.5%	3.8%		4.5%	5.7%	4.4%	3.6%	1.7%	2.6%	3.2%	4.6%	3.7%	3.4%	4.3%	

*Calculated as difference to the prev. year

Customer figures

Development of customers (in millions)	30.09.2023	30.09.2024	Change yoy	31.03.2022	30.06.2022	30.09.2022	31.12.2022	31.03.2023	30.06.2023	30.09.2023	31.12.2023	31.03.2024	30.06.2024	30.09.2024
Total customers IONOS Group SE	6.13	6.30	+ 0.17	5.94	5.95	5.96	6.00	6.06	6.10	6.13	6.19	6.26	6.28	6.30
Net adds in the quarter (LTM for 9M Results)	0.17	0.17		0.04	0.01	0.02	0.04	0.06	0.04	0.03	0.05	0.07	0.02	0.02