

IONOS Group SE: Key figures FY 2023

IONOS

IONOS Group SE (in € millions)	FY 2022	FY 2023	Change yoy	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Change Q4 yoy
Revenues	1,293.0	1,423.7	10.1%	311.4	318.4	323.8	339.3	353.8	354.8	350.1	365.0	7.6%
Revenues excl. Aftermarket	1,045.6	1,118.8	7.0%	260.3	258.8	261.0	265.5	272.4	279.1	278.2	289.1	8.9%
Hosting Service to UI group comanies	48.5	45.5	-6.1%	12.1	11.3	12.8	12.3	11.4	11.2	10.7	12.3	0.0%
Webpresence & Productivity	1,112.7	1,228.9	10.4%	267.9	274.5	277.8	292.5	307.1	307.1	301.2	313.5	7.2%
Webpresence & Productivity excl. Aftermarket	865.3	923.9	6.8%	216.9	214.9	214.9	218.7	225.6	231.3	229.3	237.6	8.7%
Cloud Solutions	131.8	149.3	13.3%	31.4	32.6	33.3	34.5	35.4	36.6	38.1	39.2	13.6%
EBITDA reported	320.4	385.4	0.2	86.1	84.0	88.8	61.5	92.8	111.3	101.4	80.0	30.0%
Adjustments	25.3	4.9	-0.8	5.7	5.6	5.5	8.4	-6.5	3.4	4.1	4.0	
EBITDA adjusted	345.6	390.3	12.9%	91.8	89.6	94.3	69.9	86.2	114.6	105.5	84.0	20.1%
Additional purchase marketing		0.6						-9.9	11.0	-1.5	1.0	
EBITDA comparable	345.6	389.7	12.7%					96.1	103.6	107.0	83.0	18.7%
Development of customers (in millions)	31.12.2022	31.12.2023	Change yoy	31.03.2022	30.06.2022	30.09.2022	31.12.2022	31.03.2023	30.06.2023	30.09.2023	31.12.2023	31.12.2023 vs. 30.09.2023
Total customers IONOS Group SE	6.00	6.19	+ 0.19	5.94	5.95	5.96	6.00	6.06	6.10	6.13	6.19	+ 0.05
Net adds in the quarter (12M for FY)	0.11	0.19		0.04	0.01	0.02	0.04	0.06	0.04	0.03	0.05	