

XING is the social network for business professionals. More than 11 million members worldwide use XING to boost their business, job, and career. XING is a platform where professionals from all kinds of different industries can meet up, find jobs, colleagues, new assignments, cooperation partners, experts and generate business ideas. Members can meet and exchange views in over 50,000 specialist groups, while also getting together at networking events. The platform is operated by XING AG, which was founded in Hamburg, Germany, in 2003, has been publicly listed since 2006, and listed on the TecDAX since September 2011. In December 2010, XING acquired amiando AG, a Munich-based company and Europe's leading provider of online event management and ticketing. Please visit www.xing.com for more information.

Financial Profile – XING AG (preliminary results, December 2011)

Members

At the end of December 2011, XING had 5.3 million members in D-A-CH (4.5 million in December 2010) and 11.7 million worldwide.

Revenues

Preliminary results for the 2011 financial year show that XING AG, the leading business network in German-speaking countries (D-A-CH), has increased its revenues across all business lines. Total revenues rose by 22 percent from €54.3 million in 2010 to €66.2 million in 2011. In terms of social recruiting, XING expanded its market leadership in D-A-CH with e-Recruiting revenues of €11.7 million, an increase of 65 percent compared to €7.1 million in 2010. Advertising revenues rose by 35 percent from €3.9 million in 2010 to €5.3 million in 2011. Revenues from Events, which were reported for the first time in the Company's history, totaled €2.5 million. Revenues from Premium memberships grew by seven percent from €42.4 million in 2010 to €45.6 million in 2011.

Earnings performance

The Company's operating result (EBITDA) increased by 33 percent from €16.7 million in 2010 to €22.2 million in 2011, which equates to a margin of 34 percent and three percentage points above the value for 2010.

Management board

- Dr. Stefan Gross-Selbeck
- Ingo Chu
- Dr. Helmut Becker

- Jens Pape

Supervisory board

- Dr. Neil Sunderland
- Fritz Oidtmann
- Dr. Johannes Meier

- Dr. Jörg Lübcke
- Simon Guild
- Jean-Paul Schmetz

Share chart



Financial calendar

Mar 01, 2012	Publication of preliminary full year results 2011
Mar 29, 2012	Publication of Annual Report
May 14, 2012	Publication of Q1 Report
Jun 14, 2012	Annual General Meeting
Aug 14, 2012	Publication of Q2 Report
Nov 12, 2012	Publication of Q3 Report

Shareholder structure

29,54%	Burda Digital GmbH	3,30%	Whalerock Capital
4,99%	Langfrist TGV	1,61%	Treasury Shares
5,12%	Ennismore	3,05%	Baillie Gifford
5,23%	HVB Principal Equity	42,28%	Other
4,89%	Cyrte Investments		

Stock fundamentals

ISIN	DE000XNG8888
WKN	XNG888
Share type	Ordinary
Reuters Code	O1BCG.DE
Bloomberg Code	O1BC@GR
Ticker	O1BC

Branch	Internet
Country	Deutschland
Index	TecDAX
Segment	Prime Standard
Last Dividend	-
No. of shares	5,455,145

Stock exchanges	Xetra Frankfurt
Rating	Xetra

Key figures

Annual figures	2011	2010	2009	2008	2007
in € million					
Total revenue	66.2	54.3	45.1	35.3	19.6
EBITDA	22.2	16.7	11.8	12.2	6.9
EBITDA margin (in %)	34	31	26	34	35
Earnings	9.4	7.2	(1.7)	7.3	5.6
Cash flow from operating activities	13.9	22.4	14.1	17.7	8.9
Operating cash flow per share (in €/share)	-	4.2	2.7	3.4	1.7
Earnings per share (undiluted) (in €)	1.73	1.37	(0.33)	1.41	1.07
Equity	42.6	61.2	52.6	52.3	46.0
Members	11.71	10.48	8.75	7.00	4.83
thereof Premium members (in thousands)	784	745	687	550	362
Contacts	263	214	172	124	73
Employees	456	306	265	174	109

Quarterly figures	2012	2011			2010		
in € million	Q1	Q3	Q2	Q1	Q3	Q2	Q1
Total revenue	17.70	16.56	16.33	15.65	13.77	13.26	12.60
EBITDA	4.80	5.36	5.67	5.62	4.46	3.74	3.30
EBITDA margin (in %)	27	32	35	36	32	28	26
Earnings for the period	1.97	2.60	2.37	2.69	2.11	1.35	1.26
Cash flow from operating activities	6.45	4.70	(2.03)	8.76	4.03	3.96	9.20
Operating cash flow per share (in €/share)	-	0.87	(0.37)	1.66	0.77	0.75	1.74
Earnings per share (undiluted) (in €)	0.36	0.48	0.43	0.51	0.41	0.26	0.24
Equity	44.85	54.31	70.94	64.11	58.30	55.95	54.31
Cash and cash equivalents	51.40	65.53	64.22	62.91	56.37	53.93	49.96
Member base	12.10	11.42	11.12	10.81	10.11	9.63	9.17
thereof Premium members (in thousands)	793	779	769	759	733	718	708
Employees	488	420	385	362	305	305	293

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