

# FACT SHEET

## COMPANY PROFILE

The leading online business network in German-speaking countries supports its members in mastering the transformations taking place in the world of work. XING helps its 15 million members to balance their professional and private life as well as possible within an environment defined by a lack of skilled workers, digitalisation and changing values. To this end, members can visit XING Jobs to look for vacancies that appeal to them, stay up to date with news offers by XING, or browse the German-language portal XING spielraum to find out about the trends and changes taking place in the new world of work. XING was founded in Hamburg, Germany, in 2003, has been publicly listed since 2006, and listed on the TecDAX since September 2011. Members can meet and exchange views in around 90,000 groups, while also getting together at more than 130,000 business-related events every year. XING has more than 1,500 employees and offices in Hamburg, Munich, Berlin, Barcelona, Vienna and Porto. Visit [www.xing.com](http://www.xing.com) for more information.

## SHARE CHART



## FINANCIAL CALENDAR

**Nov 07, 2018**      Publication quarterly financial report (call-date Q3)

## MANAGEMENT BOARD



**Dr. Thomas Vollmoeller**

**Ingo Chu**

**Dr. Patrick Alberts**

**Jens Pape**

**Alastair Bruce**

## SUPERVISORY BOARD

> **Stefan Winners**

> **Dr. Jörg Lübcke**

> **Anette Weber**

> **Dr. Johannes Meier**

> **Jean-Paul Schmetz**

> **Dr. Andreas Rittstieg**

## STOCK FUNDAMENTALS

ISIN	DE000XNG8888
WKN	XNG888
Share type	Ordinary
Bloomberg Code	O1BC@GR
Reuters Code	O1BCG.DE
Ticker	O1BC
Branch	Internet
Index	SDAX, TecDAX
Segment	Prime Standard
Last Dividend	1.68 Euro (for 2017)
No. of shares	5,620,435
Market Cap	EUR 1.30 bn
52 week high	329.00 EUR
52 week low	226.50 EUR
Stock exchanges	Xetra Frankfurt
Rating	Xetra

## SHAREHOLDER STRUCTURE

50.26%	Burda Digital GmbH
5.04%	Oppenheimer
3.21%	State of Norway
3.02%	Wasatch Advisors
38.47%	Others

December 13, 2017

## ANNUAL FIGURES

	Unit	2017	2016	2015	2014	2013
Total revenues <sup>1</sup>	€ million	187.8	148.5	122.9	101.4	84.8
EBITDA reported	€ million	58.4	47.9	36.6	29.2	22.8
EBITDA margin reported	in %	31	32	30	29	27
Adjusted EBITDA	€ million	58.4	47.9	36.6	31.6 <sup>4</sup>	24.3 <sup>3</sup>
Adjusted EBITDA margin	in %	31	32	30	31 <sup>4</sup>	29 <sup>3</sup>
Consolidated net profit / loss reported	€ million	25.9	23.6	17.6	6.2	9.1
Adjusted consolidated net profit / loss	€ million	23.6 <sup>2</sup>	23.6	17.6	15.7 <sup>5</sup>	10.5 <sup>3</sup>
Earnings per share (diluted) reported	in €	4.61	4.19	3.15	1.10	1.65
Adjusted earnings per share (diluted)	in €	4.19 <sup>2</sup>	4.19	3.15	2.80 <sup>5</sup>	1.90 <sup>3</sup>
Regular dividend per share	in €	1.68 <sup>8</sup>	1.37 <sup>8</sup>	1.03	0.92	0.62
Cash flow from operations reported	€ million	58.7	49.9	35.8	34.2	23.8
Cash flow from operations adjusted	€ million	58.7	49.9	39.8 <sup>6</sup>	34.2	23.8
Equity	€ million	79.0	69.9	60.5	43.4	62
XING users Germany, Austria, Switzerland (D-A-CH), total	million	14.3	12.13	10.13	8.33	6.93
thereof platform members (D-A-CH)	million	13.4	11.42	9.60	8.01	6.93
thereof subscribers (D-A-CH)	thousand	994	929	881	835	807
B2B customers						
in the B2B E-Recruiting segment		19,296	17,031	17,930	17,197	16,031
in the B2B Advertising & Events segment		8,072	6,616	5,464 <sup>7</sup>	2,196	2,246
Employees		1,290	961	792	649	571

<sup>1</sup>Incl. other operating income

<sup>2</sup>Adjusted for positive one-time effects of acquisitions of €2.4 million or €0.42 per share

<sup>3</sup>Adjusted for €1.5 million in non-operating expenses arising from the earn-out obligation of kununu GmbH or €0.25 per share

<sup>4</sup>Adjusted for €2.4 million in non-operating expenses arising from the earn-out obligation of kununu GmbH

<sup>5</sup>Adjusted for €2.4 million in non-operating expenses arising from the earn-out obligation of kununu GmbH and the €7.1 million impairment of XING Events or €0.70 per share

<sup>6</sup>Due to changes in the IFRS guidance on accounting for purchase price obligations from earn-out arrangements arising from the acquisition of companies, earn-out payments must be recognized under cash flows from operating activities. At XING, this change affects the earn-out obligation for the kununu transaction. The effect is €-3.9 million. The cash flows from operating activities for the reporting period, excluding the non-operating kununu effect, thus amounted to €39.8 million.

<sup>7</sup>Change in calculation following segment consolidation

<sup>8</sup>Proposal to the Annual General Meeting (05 / 16 / 2018)

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