



# **XING – #1 Professional Social Network In German Speaking Europe**

Final 2013 results – Update Call

March 28, 2014

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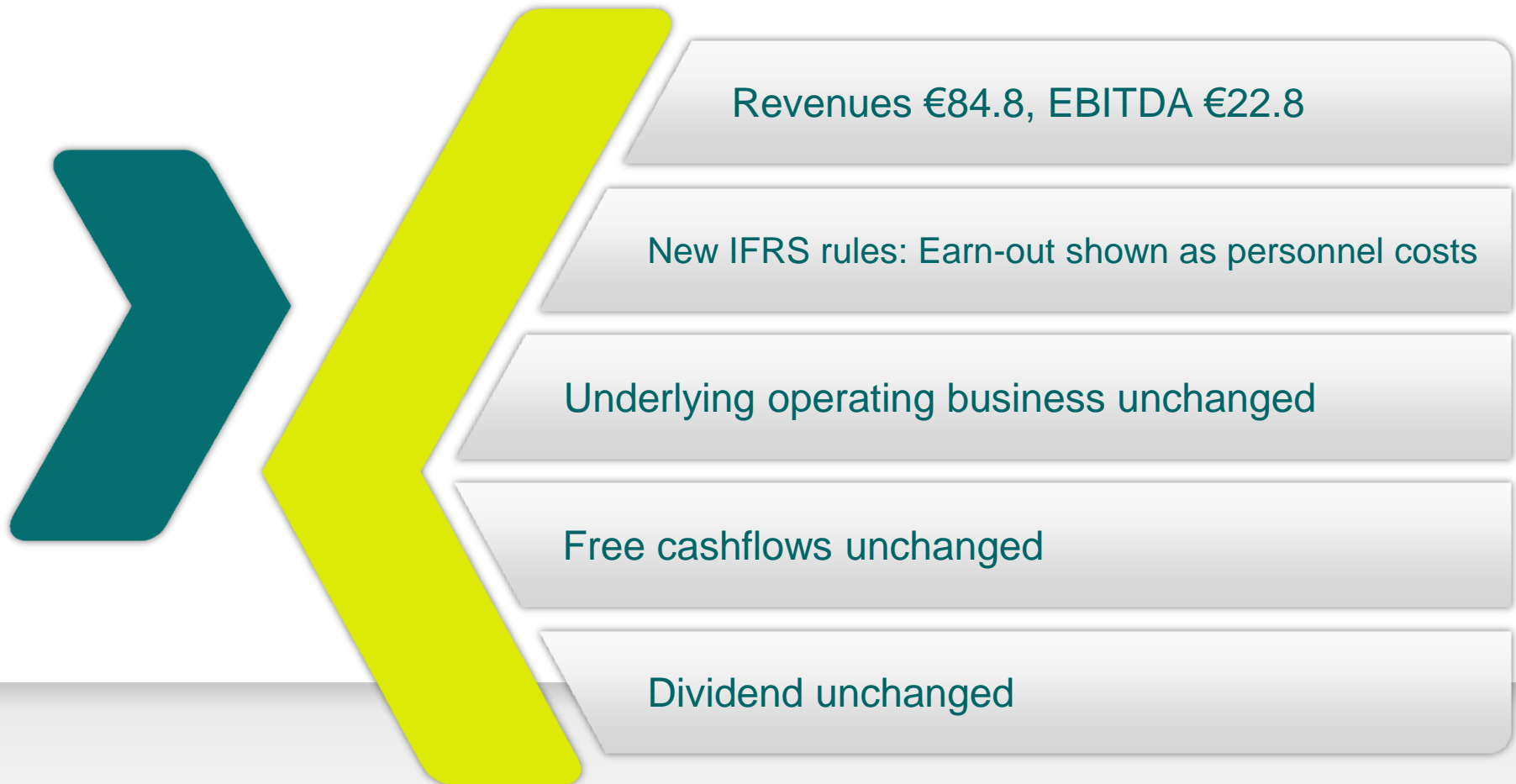
## IMPORTANT NOTICE

### *Pro-forma results*

Results contained in this presentation are partly based on unaudited pro-forma financial results that the Company derived from its preliminary and past financial statements for the indicated periods in order to make these periods comparable and show non-recurring costs.

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# Final FY figures 2013: Revenues €84.8m, EBITDA €22.8m

	<b>2013 final</b>	<b>2012 adjusted</b>	<b>2013 vs. 2012</b>	<b>2013 vs. 2012</b>
	<b>Abs.</b>	<b>Abs.<sup>2</sup></b>	<b>Abs.</b>	<b>Rel.</b>
Total revenue <sup>1</sup>	<b>84.8</b>	73.3	11.5	16%
Costs	<b>(62.0)</b>	(51.3)	(10.7)	(21%)
EBITDA	<b>22.8</b>	22.0	0.8	4%
Margin	<b>27%</b>	30%	(3%pt)	
Depreciation	<b>(8.5)</b>	(8.3)	(0.1)	(1%)
Financial result	<b>0.1</b>	0.3	(0.2)	(70%)
Taxes	<b>(5.3)</b>	(4.8)	(0.5)	(11%)
Net result	<b>9.1</b>	9.2	0.0	0%

(1) Including other operating income


(2) 2012 figures adjusted for one-time expenses related to Burda takeover bid & kununu GmbH acquisition (€1.9m) & taxes adjusted by €0.5m accordingly




- According to new IFRS rules earn-out payments now shown as personnel costs
- EBITDA w/o non-operating personnel costs for earn-outs €24.3m
- NI w/o non-operating personnel costs for earn-outs €10.5m
- Auditors changed their view on IFRS rules very shortly before approval of final results

## Key facts

- Earn-out payments from acquisition tied to KPI's and tenure
  - Old IFRS rule: Earn-out payments are part of acquisition cost which are accounted for in
    - Goodwill
    - Liabilities
    - At time of acquisition, discounted
  - New IFRS rule: Earn-out payments are part of personnel costs which are accounted for in
    - Personnel costs
    - Liabilities
    - Over time of earn-out period
- ▶ Personnel costs now include salaries (=operating item) AND earn-out payments (=non-operating item)



P&L lines	New/ final	Old/ prelim	
Personnel costs	(35.8)	(34.3)	(1.5)
<b>EBITDA</b>	<b>22.8</b>	<b>24.3</b>	<b>(1.5)</b>
Taxes/Interest	(5.2)	(5.3)	0.1
<b>Net income</b>	<b>9.1</b>	<b>10.5</b>	<b>(1.4)</b>

# IFRS rule change w/no impact on free cashflow and time after earn-out period

Simulation based on consensus figures

Old	Consensus		
	2013	2014e	2015e
EBITDA	24.3	29.2	34.9
EBIT	15.9	20.4	26.0
Net income	10.5	14.1	18.2
Free cash-flow	10.0	14.4	17.0

New	Consensus		
	2013	2014e	2015e
EBITDA	22.8	27.3	34.9
EBIT	14.4	18.5	26.0
Net income	9.1	12.2	18.2
Free cash-flow	10.0	14.4	17.0

unchanged

# Investor information & Contact

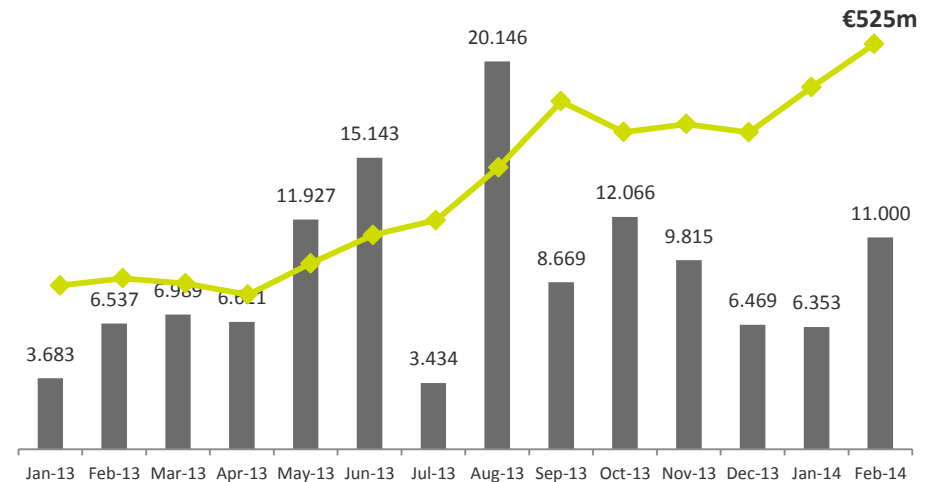
# XING AG IR stats

Market cap: ~€525m / >€66m cash / no debt



Consensus (Analyst estimates as of March, 2014)	Consensus from 8 brokers	2014e	2015e	2016e
	<b>Total revenues</b>	<b>93.5</b>	<b>103.4</b>	<b>116.9</b>
	<b>EBITDA</b>	<b>29.2</b>	<b>34.9</b>	<b>43.7</b>
	<i>Margin</i>	31%	34%	37%
	Depreciation	-8.7	-8.8	-11.8
	<b>EBIT</b>	<b>20.4</b>	<b>26.0</b>	<b>31.9</b>
	<i>Margin</i>	22%	25%	27%
	<b>Net income</b>	<b>14.1</b>	<b>18.2</b>	<b>23.5</b>
	EPS in €	2.56	3.30	4.26
	DPS in € (regular)	0.62	0.99	1.39

Average trading volume per day (XETRA) & Market Cap



## Analyst coverage

Berenberg Bank, Commerzbank,  
Close Brothers, Deutsche Bank,  
Hauck & Aufhäuser,  
JP Morgan Cazenove,  
MM Warburg, Montega

## Shares

5,592,137

Burda Digital GmbH	2,922,244	52.26%
Deutsche Asset & Wealth Mngt	372,660	6.66%
Schroders	282,421	5.05%
Union Investment	173,284	3.10%
Treasury Shares	12,832	0.23%
Rest	1,828,696	32.70%

Numbers based on last filing – actual shareholdings can differ

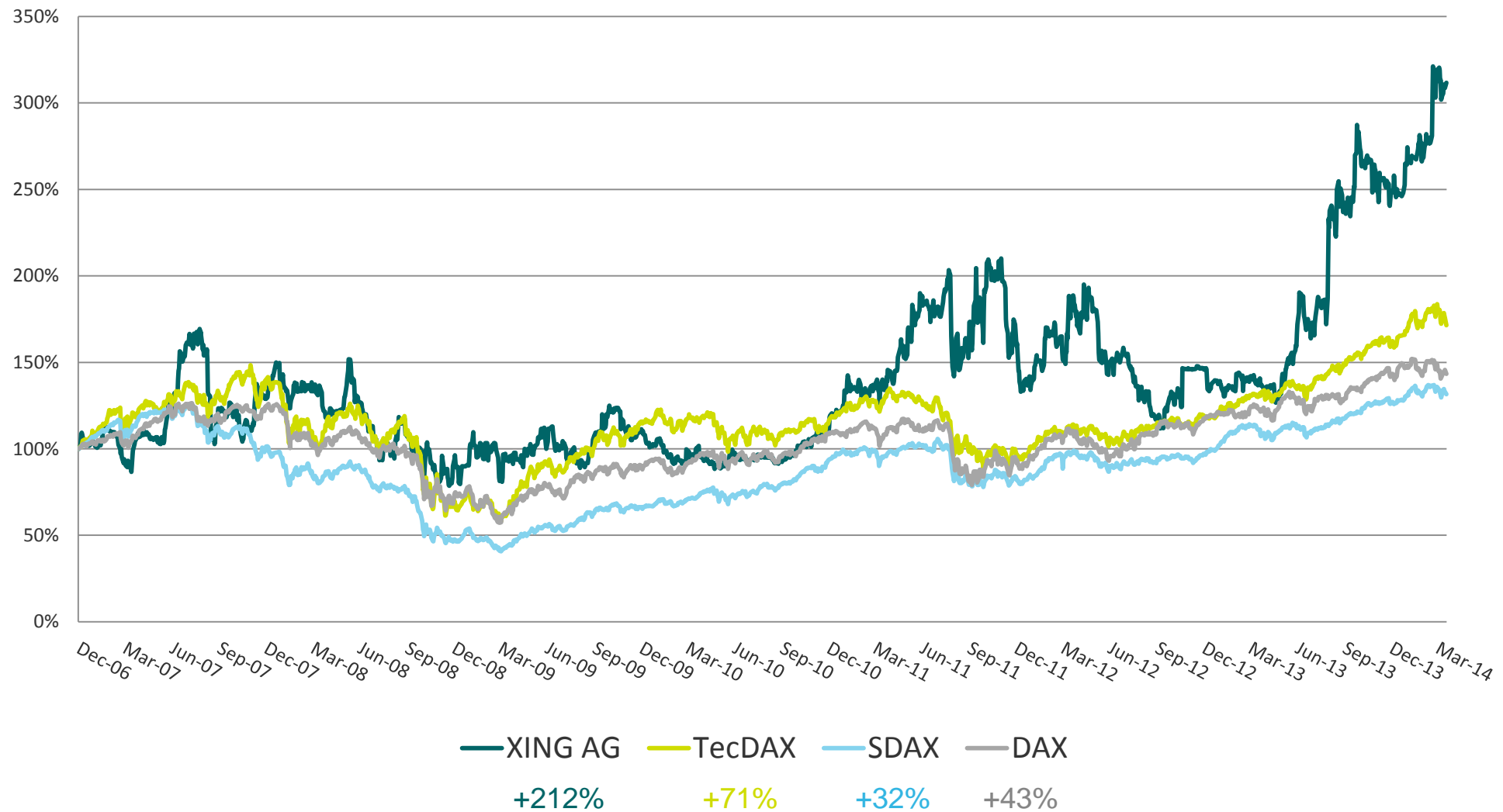
## TecDax ranking end of Feb 2013

Market Cap.	27
Turnover	28



# XING share price development since IPO in Dec 06

as of March 24, 2014



# Investor Relations

## Contact details & social media channels



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