



XING – #1 Professional Social Network In German Speaking Europe

Q2 results

August 6, 2013

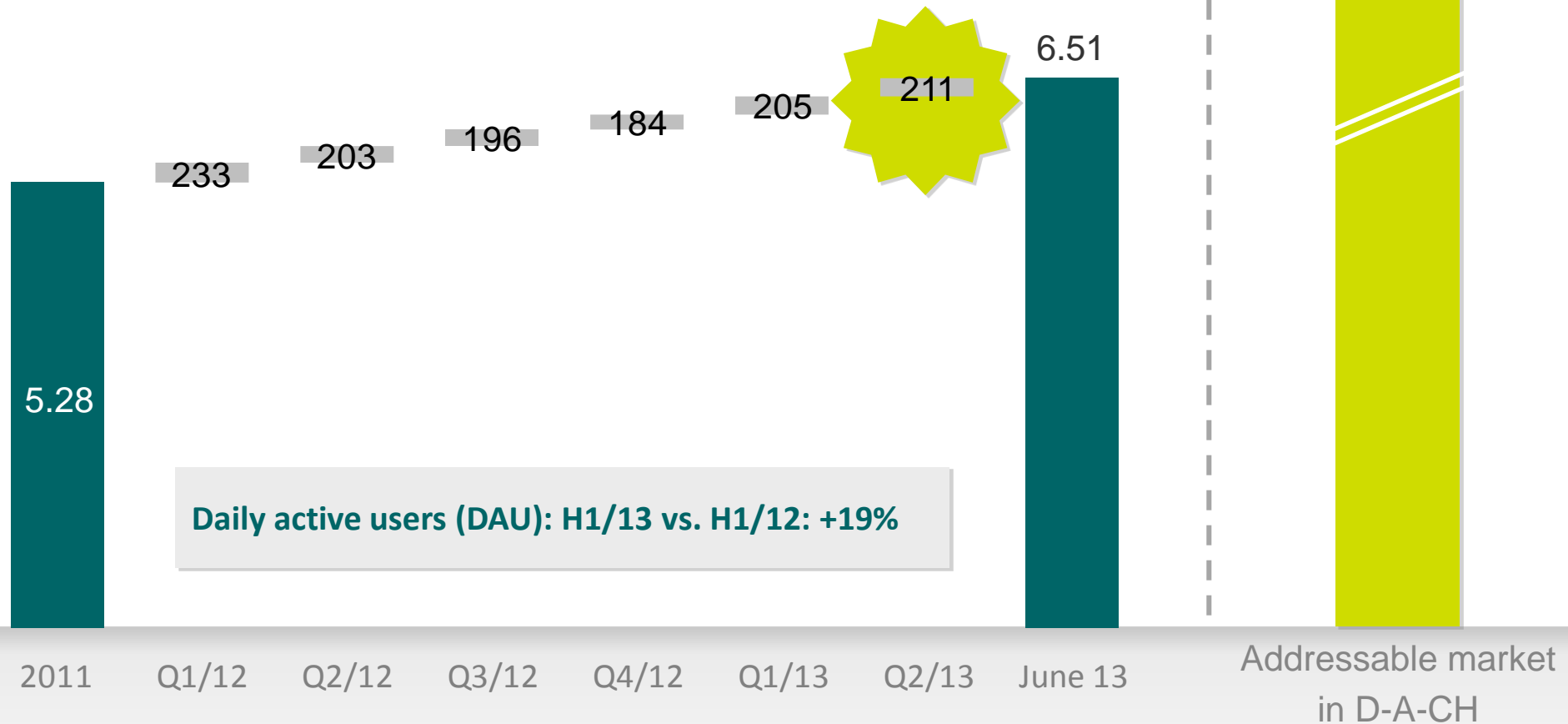


Continued member growth in core region

Lot of scope still available for further growth in D-A-CH

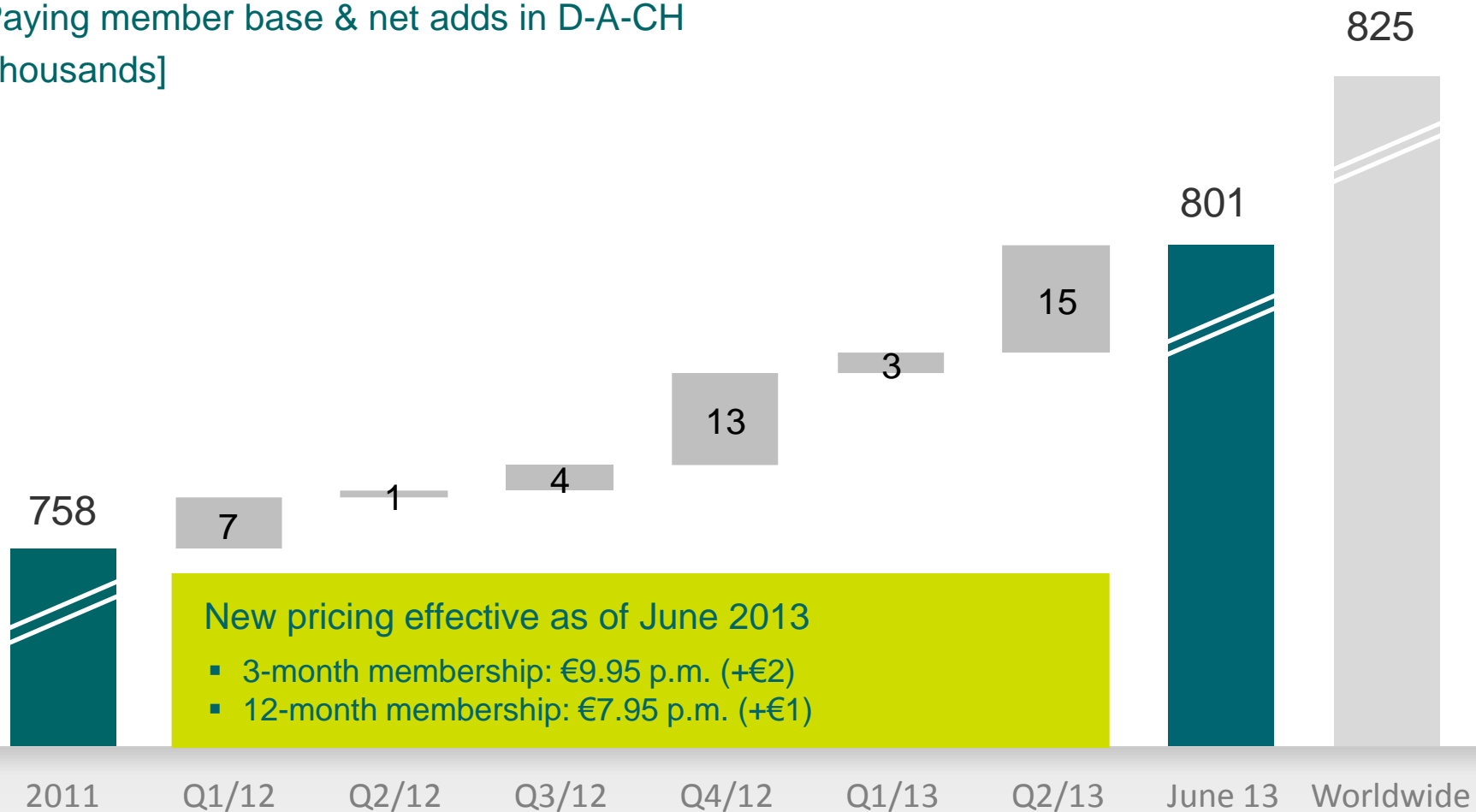


Member base [millions] & net adds [thousands]



Paying subscriber base growing

Paying member base & net adds in D-A-CH
[thousands]



Accelerating top-line growth in Q2/13

Revenues

in €m

15%

(Q1:11%)

18.2

20.9

Q2/12

Q2/13

EBITDA

in €m

15%

5.1

5.9

Q2/12

Q2/13

Operating cash flow

in €m

78%

3.9

6.9

Q2/12

Q2/13



Launch of "New profile" (1)

Profile details

Portfolio

Other web profiles

Contacts

Groups

Topics

Activity

1 year
2 months

3 years
7 months

1 year
3 months

3 months

02/2012 - present

Senior Product Manager / Team

Almanos Medical Systems Inc.

www.almanos.com

07/2008 - 0

Product

Almanos

www.alman

04/2007 - 0

Junior F

ffrh Futu

www.ffrh.co

01/2007 - 0

Internsh

ffrh Futu

www.ffrh.co

Lara Peters
Bachelor of Science
Senior Product Manager
Almanos Medical Systems
Bielefeld, Germany
Angestellte

498
Kontakte

85%
Aktivität

Wir gehören zu den wichtigsten Anbietern im Bereich Medical Systems – weltweit.
Es macht Spaß, an diesem Erfolg teilhaben zu können.

Meine Anmerkungen zu Lara Peters

Profil details

Portfolio

Weitere Profile im Netz

Kontakte

Gruppen

Themen

Aktivitäten

Tweets

Twitter

Lara Peters @larapeters

83 Tweets · 372 Abonnenten · 68 Abonnements

Lara Peters @larapeters · 7 Stunden

Almanos Medical Systems sucht Praktikanten im Bereich Research Development
<http://resa.de/adsUuj>

Lara Peters @larapeters · 2 Tagen

Umzug: Almanos Medical System in neue Gebäudekomplexe umgezogen
<http://ralodas23.de/ad>

Lara Peters @larapeters · 2 Tagen

Eine etwas andere Vorlesung: La Traviata statt BWL
<http://thnblog.de/eine-etwas-andere-vorlesung-la-traviata-statt-bwl/>

Lara Peters @larapeters · 4 Tagen

Als Messebesucher interessante Aussteller als Leads gewinnen

Define jobseeker status
Interested in current vacancies?

☐ I'm actively looking for a new job.

☒ Not looking for a job but open to offers

☐ I'm not looking for a new job right now.

Who can see this?
Only recruiters

Preferred cities
Hamburg, Deutschland

☐ I'd be prepared to move for a new job.

Salary expectation

Discipline
Finance & Accounting

Invite people to join XING · Help & Contact · Logout

all visitors

Show old design

Define jobseeker status (Beta)


Contact details

Settings



Launch of “New profile” – Career portfolio (2)

XING



Lars Pohl
vollKORN - Die Naturbäckerei
Bayreuth, Germany
Inhaber

Nachricht schreiben
Kontaktidaten

68 Kontakte
62% Aktivität
3 Gemeinsamkeiten

“ vollKORN - mit Leidenschaft und viel Erfahrung! Qualitätsbackwaren nach traditionellen Rezepturen und neue Kreationen aus biologischen, reinen Naturprodukten. vollKORN freut sich auf Ihren Besuch.





Meine Anmerkungen zu Lars Pohl

Profildetails
Portfolio
Weitere Profile im Netz
Kontakte
Gruppen
Themen
Aktivitäten

Portfolio

Ruhe-Oase: Das vollKORN-Café

Mitten im Herzen von Bayreuth haben wir 2012 in einem historischen Gebäude unser gemütliches Café neu eröffnet. Entdecken Sie frische süße und herzliche Köstlichkeiten, mal traditionell-regional, mal modern. Dazu servieren wir Café-Kreationen aus biologisch und fair gehandelten Bohnen (100 Prozent Arabica) und Tee aus erlesenen Blättern – natürlich ebenfalls in Bio-Qualität.



PDF
Speisekarte
vollKORN

Profile details

Portfolio

Other web profiles

Contacts

Groups



Topics

Activity

Portfolio

Alpha 3.2 – New Omega analysis method

It took a long time to reach marketability, and it's been one of my most exciting challenges to date. I handled the product management for this brand new Alpha Omega Analysis 3.2 research project, which included test simulations, evaluation of results, and subsequent product launch.



ALMANOS
medical systems

- CV-based profile becomes career portfolio
- Available for everyone ranging from baker to dentist
- Present projects, products & services that you offer by adding text, images and other documents
- Easy to use drag-and-drop features



XING Talent Manager continues to beat internal expectations



The screenshot displays the XING Talent Manager interface. On the left, a sidebar contains navigation icons for a checklist, email, search, and settings. The main content area is divided into two sections: 'My projects' and 'Key Account manager'.

My projects (with a '+' icon):

- human resources manager (toggle switch)
- Key Account manager** (toggle switch, highlighted with a black background)
- Marketing manager (toggle switch)

Shared team projects (with a '+' icon):

No entries

Key Account manager (with a '+' icon):

1-2 of 2

The first entry shows a candidate profile for 'Geprüfter Wirtschaftsinformatiker'. Below the profile, a summary box displays:

- Project: Key Account manager
- Candidate status: [Select status](#)
- Messages sent: 0

The second entry shows a candidate profile for 'Leiter Business Unit'. Below the profile, a summary box displays:

- Project: Key Account manager
- Candidate status: [Select status](#)
- Messages sent: 0
- Messages received: 0
- Notes: 1

At the bottom, a timestamp reads: 'Added by [name] at 17:01 on 25 Feb 2013'.

- XTM selling above internal forecasts: **>2,000 seats sold**
- **>20** new features and functionalities added during last 6 months
- XTM customer split today: 60% corporates / 40% headhunters
- Next major product improvement planned for **09/2013**



Launch of "Social Job Ads"

XING

Premium

-
-
-
-
-
-
-
-
-

Android Developer (m/f)

XING AG

[Bewerbungsformular](#)

XING AG

Branche: Internet

Arbeitsort: Dammtorstraße 29-32, 20354 Hamburg, Deutschland (Route anzeigen)

[Karte](#) [Satellit](#)

[Alle 18 Jobs bei XING AG in 6 Arbeitsorten anzeigen](#)

Bestätigte Mitarbeiterleistungen

- Essenszulagen
- Mitarbeiter-Events
- Internet-nutzung
- Flexible Arbeitszeiten

[Alle anzeigen](#) Powered by kununu

Kontaktperson

Kathrin Martens
Personalabteilung

- Provides more information and transparency to applicants
- Employer ratings increase relevance of job applications
- Information about your connection to the company
- Direct access to HR

Bitten Sie Silke Zielhofer, den Kontakt zu einem Mitarbeiter herzustellen.

1

Silke Zielhofer
Adcentral Advertising

[Send XING message](#)

2

Silke kennt 22 Kontakte bei Surface Media AG

Careers at XING – For an overview of all our current job vacancies, please [click here](#).

The XING Mobile team is currently looking for an **Android Developer (m/f)** with excellent coding skills, Java skills, and agile software development experience.

You will be responsible for developing the XING Android app for both phones & tablets. You won't just be writing code all day, you'll play an active part in shaping our product. You support all phases of the project and you are in direct contact for technical questions.

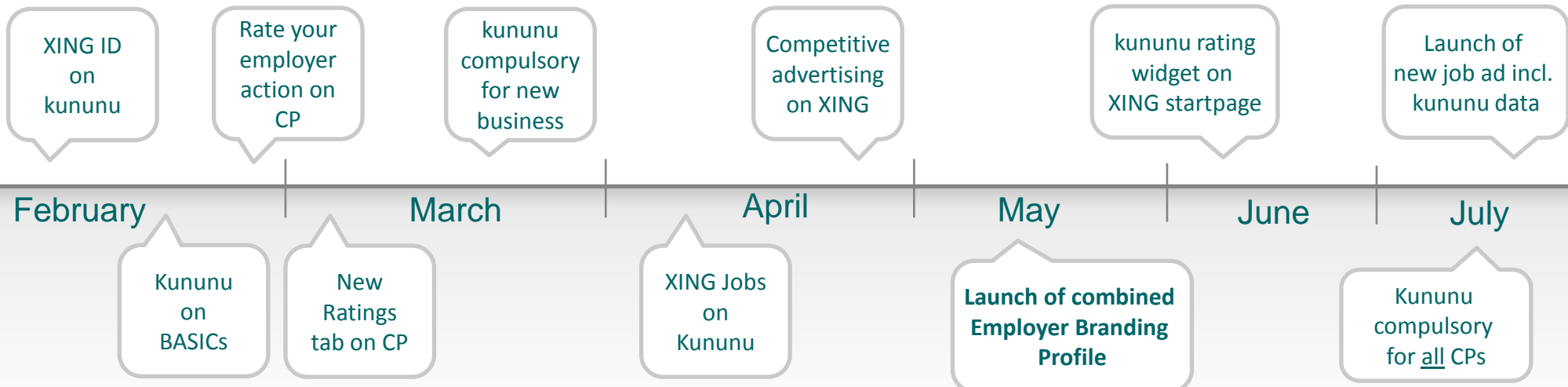


kununu was successfully integrated at the end of Q2

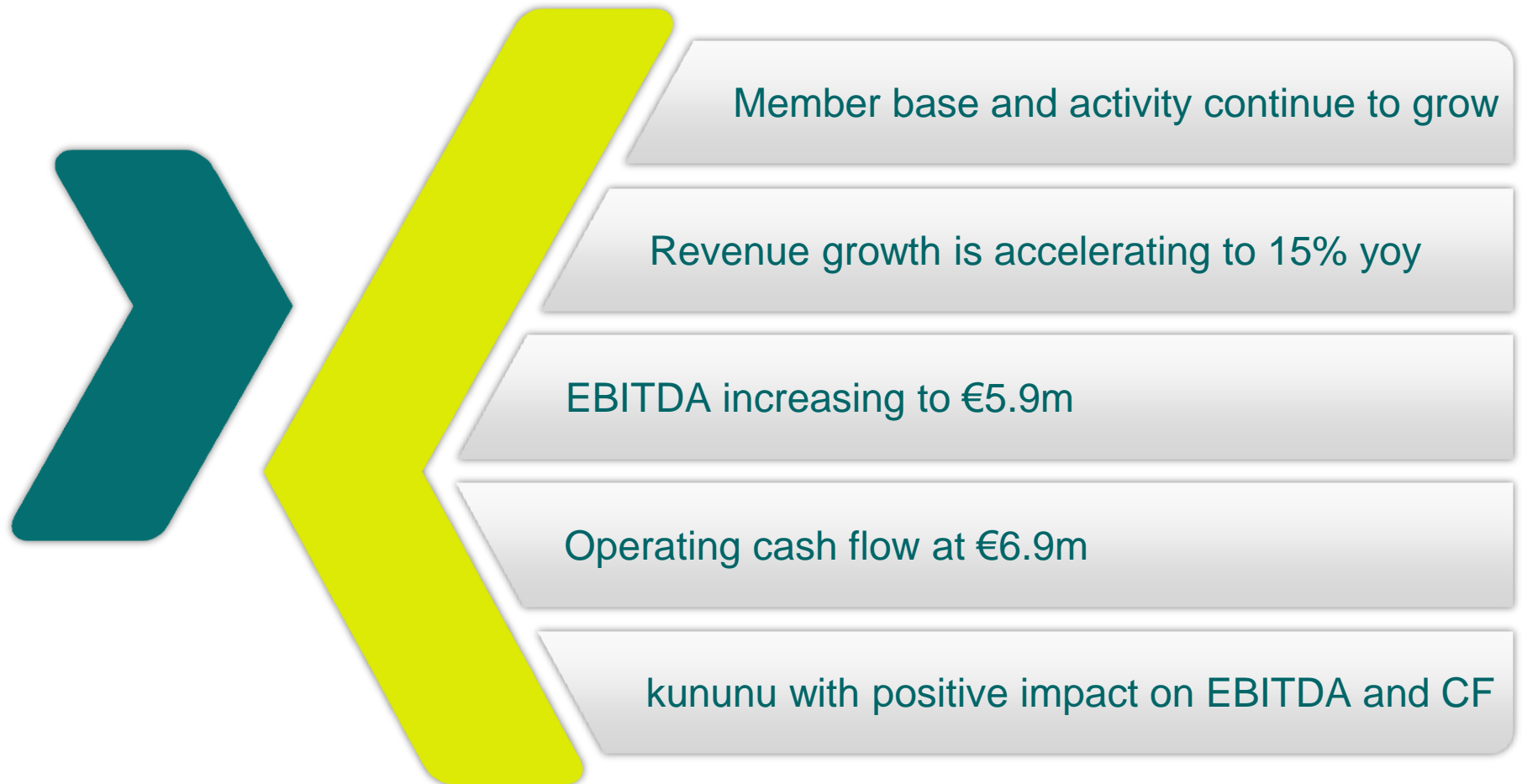
Team in Vienna selling “Employer Branding Profiles” since May 2013



- Successful launch on 14 May (in time for “Personal Nord” exhibition)
- New pricing introduced:
 - 5 tiers based on company size
 - Ranging from €395 - €1,095 per month



Q2/2013 figures



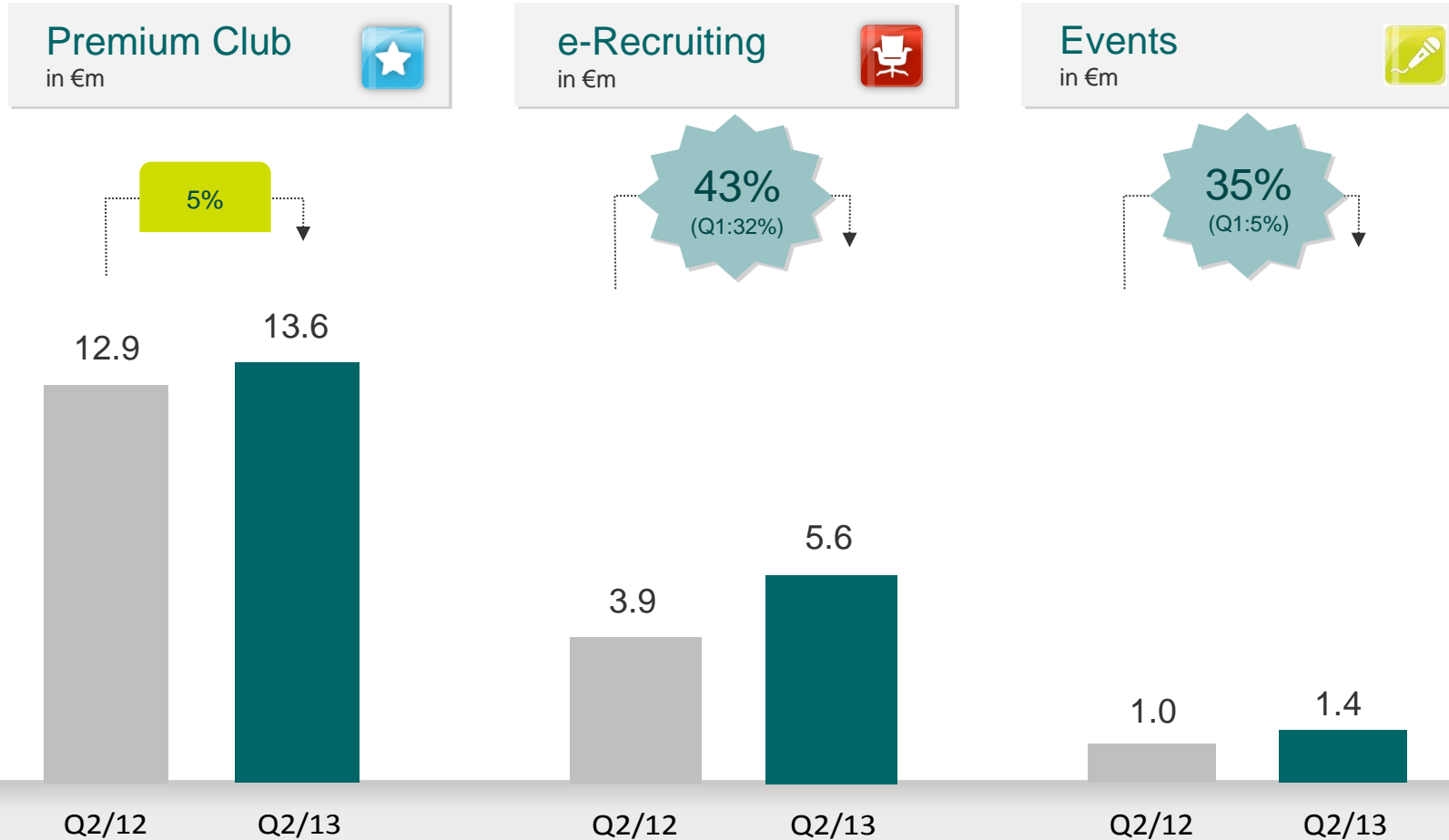
Q2/13: €20.9m revenues, €5.9m EBITDA

	Q2/13	Q1/13	Q2/13 vs. Q1/13	Q2/12	Q2/13 vs. Q2/12
	Abs.	Abs.	%	Abs.	%
Total revenue ¹	20.9	19.6	7	18.2	15
Costs	(15.0)	(14.3)	(5)	(13.1)	15
EBITDA	5.9	5.3	10	5.1	15
Margin	28%	27%	1%pts	28%	0%pts
Depreciation (incl. PPA)	(1.9)	(2.3)	16	(2.1)	7
Financial result	0.0	0.0	(23)	0.1	(77)
Taxes	(1.3)	(1.1)	(19)	(1.1)	(19)
Net result	2.7	2.0	35	2.1	30

(1) Including other operating income

➤ Member base and member activity continue to grow

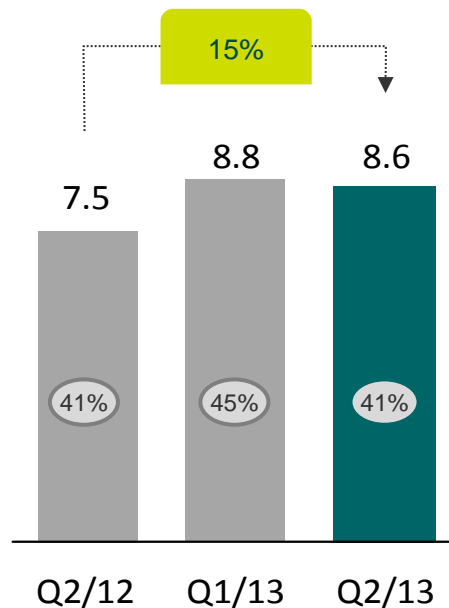
Q2/2013: e-recruiting and events with accelerating growth rates



Personnel main investment area to further drive company growth

Personnel

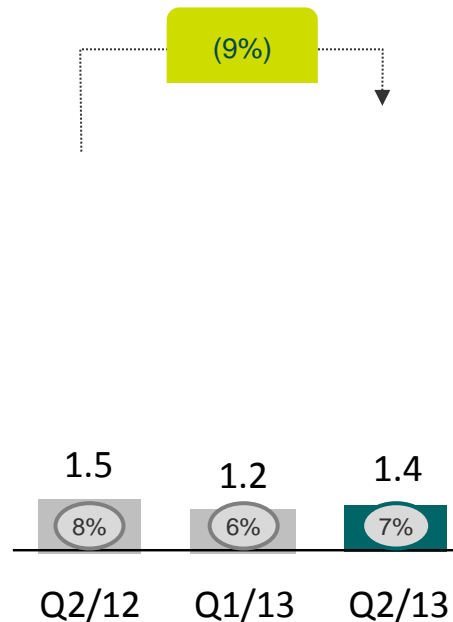
in €m
in % of total revenue



- Investment in product/technology organization & sales/marketing
- 6 new FTEs in Q2/13
- 39 new FTEs since Q2/12

Marketing

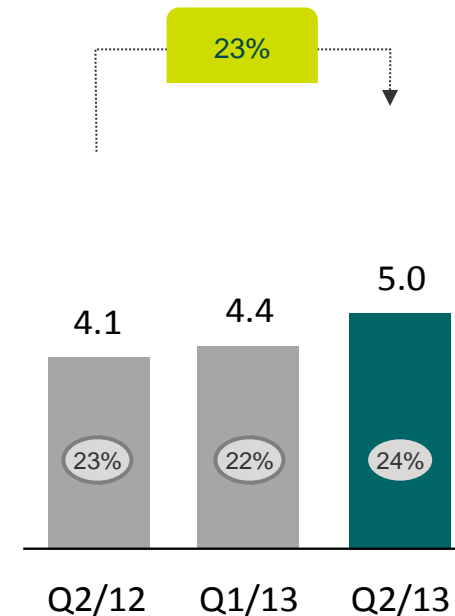
in €m
in % of total revenue



- Online display & social media adv.
- Search engine marketing (SEM)
- Offline marketing expenditure (conferences & events, print, sponsoring)
- Affiliate marketing

Other expenses

in €m
in % of total revenue



- External services, legal, audit & consulting
- Payment processing, server hosting
- Rent & other costs

➤ YoY cost development reflects first-time consolidation of kununu

Q2/2013: Operating cash flow: €6.9m

	Q2/13	Q1/13	Q2/13 vs. Q1/13	Q2/12	Q2/13 vs. Q2/12
	Abs.	Abs.	Abs.	Abs.	Abs.
EBITDA	5.8	5.3	0.6	5.1	0.8
Interest/tax/ESOP	(1.2)	(1.1)	(0.1)	(0.8)	(0.4)
Δ Net working capital	2.3	2.2	0.1	(0.4)	2.7
Operating cash flow excl. organizer cash	6.9	6.4	0.6	3.9	3.1
Investment – operating	(2.7)	(1.8)	(0.9)	(2.3)	(0.4)
Investment – acquisitions	(0.1)	(2.9)	2.8	0.0	(0.1)
Financing incl. transaction of own shares	1.7	0.0	1.7	1.7	0.0
Free cash flow excl. organizer cash & dividends	5.9	1.7	4.2	3.3	2.5
Regular dividends	(3.1)	0.0	(3.1)	(3.0)	(0.1)
Free cash flow excl. event organizer cash & incl. dividends	2.8	1.7	1.1	0.3	2.5
Effects organizer cash	0.0	1.0	(1.0)	(0.3)	0.4
Free cash flow incl. organizer cash & dividends	2.8	2.7	(0.1)	(0.0)	2.8

Thank you
for your kind
attention!

Negative invested capital from shareholders' perspective

in €m

[Excl. event organizer cash and NWC]

	As of June 2013 Abs.
Assets	105.0
Operating assets	26.2
Acquisitions / international	16.6
TAX A/R	1.6
Cash	60.7
Equity/Liabilities	105.0
Equity	55.1
Deferred income	30.6
Liabilities	15.9
Tax liabilities	3.4
Other	0.0



Operating assets	€26.2m
Deferred income	(€30.6m)
Liabilities	(€15.9m)
Invested capital w/o cash	(€20.3m)

Investor information & contact

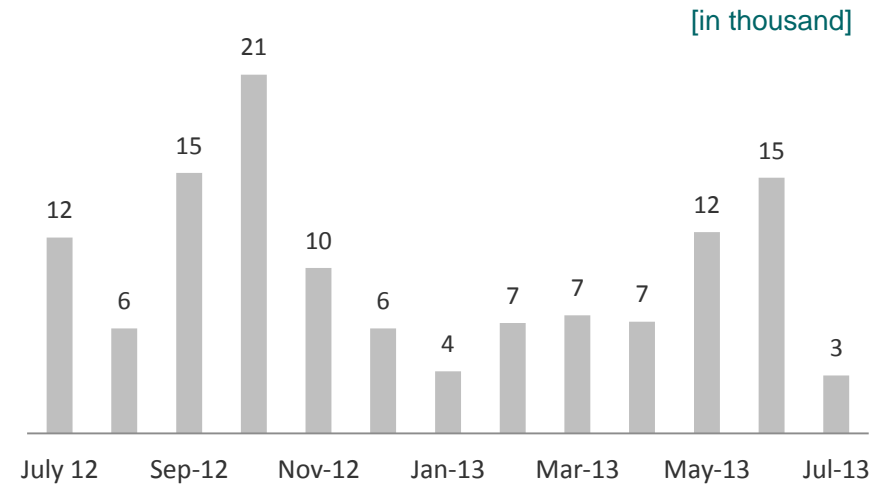
XING AG IR stats

Market cap: ~€320m / >€60m cash / no debt



Consensus (Analyst estimates as of August 5, 2013)	Consensus from 9 brokers	2013e	2014e	2015e
	Total revenues	82.7	93.2	102.1
	EBITDA	23.9	29.9	35.5
	<i>Margin</i>	29%	32%	35%
	Depreciation	-8.4	-8.6	-8.5
	EBIT	15.5	21.3	27.0
	<i>Margin</i>	19%	23%	26%
	Net income	10.9	15.0	19.3
	EPS in €	1.98	2.72	3.48
	DPS in €	0.70	0.87	1.33

Average trading volume per day (XETRA)



Analyst coverage

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

Shares

5,580,252

TecDax ranking end of July 2013

Market Cap.

31

Turnover

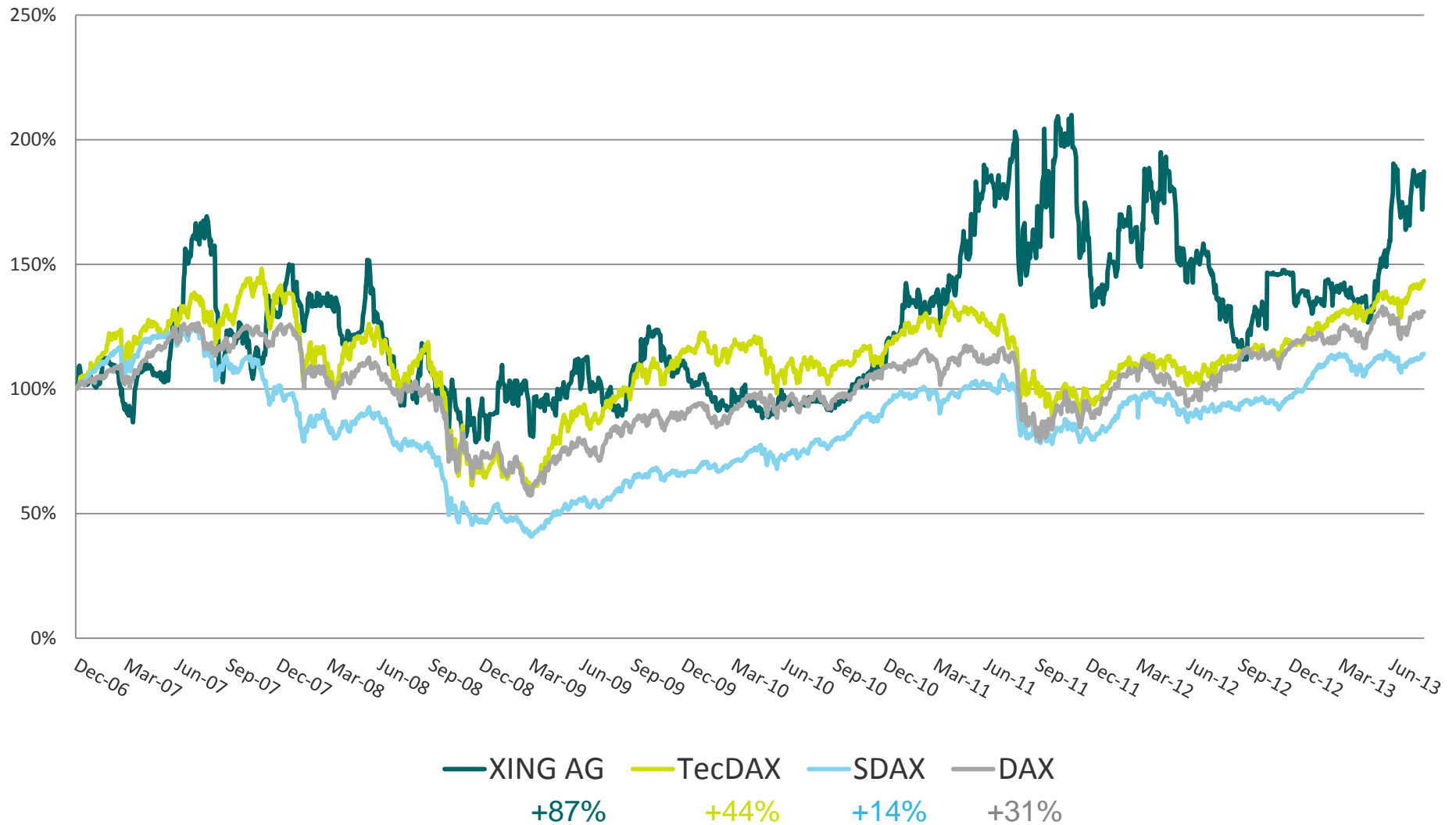
34

Burda Digital GmbH	2,922,244	52.37%
DWS Investment	361,000	6.47%
Ennismore	293,622	5.26%
Schroders	282,421	5.06%
Ruane, Cunniff & Goldfarb	169,259	3.03%
Treasury Shares	37,832	0.68%
Other	1,513,872	27.13%

Numbers based on last filing – actual shareholdings can differ

XING share price development since IPO in Dec 06

as of August 5, 2013



Investor Relations

Contact details & social media channels



Patrick Moeller

Director Investor Relations

XING AG
Dammtorstraße 29-32
20354 Hamburg
Germany

Tel.: +49 (0)40 419 131-793

Fax.: +49 (0)40 419 131-44

(Please use this number to submit "WpHG notifications")

Email.: patrick.moeller@xing.com

IR website: <http://corporate.xing.com/english/investor-relations/>

http://twitter.com/xing_ir



<http://www.slideshare.net/patmoeller>



<http://www.youtube.com/XINGcom>



<http://blog.xing.com>



<skype:patrickmoeller?add>

