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. New Work SE (formerly XING SE) helps its >16 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 Work Experience https://nwx.xing.com/ to find out about the trends and changes taking place in the new world of work. New Work SE 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 80,000 groups, while also getting together at more than 130,000 business-related events every year. XING has offices in Hamburg, Munich, Berlin, Barcelona, Valencia, Vienna, Porto and Zurich. Visit www.xing.com for more information.

SHARE CHART

FINANCIAL CALENDAR

May 29, 2020 Annual General Meeting
Aug 06, 2020 Publication half-yearly financial report
Nov 05, 2020 Publication quarterly financial report (call-date Q3)

MANAGEMENT BOARD

Petra von Strombeck
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 DE000NWRK013
WKN NWRK01
Share type Ordinary
Bloomberg Code NWO@GR
Ticker NWO
Branch Internet
Index SDAX, TecDAX
Segment Prime Standard
Last Dividend 5.70 Euro (for 2018)
No. of shares 5,620,435
Market Cap EUR 1.94 bn
52 week high 380.50 EUR
52 week low 223.00 EUR
Stock exchanges Xetra Frankfurt
Rating Xetra

SHAREHOLDER STRUCTURE

50.0% Burda Digital SE (DE)
4.7% Invesco Ltd. (US)
3.1% DWS Investments (DE)
3.3% Mawer Investments (CAN)
38.9% Rest

As of: May 21, 2020
FACT SHEET
## ANNUAL FIGURES

<table>
<thead>
<tr>
<th></th>
<th>Unit</th>
<th>2019</th>
<th>2018</th>
<th>2017</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues € million</td>
<td></td>
<td>269.5</td>
<td>231.5</td>
<td>184.9</td>
<td>145.9</td>
<td>119.9</td>
</tr>
<tr>
<td>EBITDA € million</td>
<td></td>
<td>85.6</td>
<td>75.2</td>
<td>61.3</td>
<td>47.9</td>
<td>36.6</td>
</tr>
<tr>
<td>EBITDA margin in %</td>
<td></td>
<td>32</td>
<td>32</td>
<td>33</td>
<td>32</td>
<td>30</td>
</tr>
<tr>
<td>Consolidated net profit / loss, reported € million</td>
<td></td>
<td>34.4</td>
<td>31.0</td>
<td>25.7</td>
<td>23.6</td>
<td>17.6</td>
</tr>
<tr>
<td>Consolidated net profit / loss, adjusted € million</td>
<td></td>
<td>36.4&lt;sup&gt;1&lt;/sup&gt;</td>
<td>30.1&lt;sup&gt;2&lt;/sup&gt;</td>
<td>23.3&lt;sup&gt;3&lt;/sup&gt;</td>
<td>23.6</td>
<td>17.6</td>
</tr>
<tr>
<td>Earnings per share (diluted), reported in €</td>
<td></td>
<td>6.13</td>
<td>5.51</td>
<td>4.56</td>
<td>4.19</td>
<td>3.15</td>
</tr>
<tr>
<td>Earnings per share (diluted), adjusted in €</td>
<td></td>
<td>6.47&lt;sup&gt;1&lt;/sup&gt;</td>
<td>5.35&lt;sup&gt;2&lt;/sup&gt;</td>
<td>4.15&lt;sup&gt;3&lt;/sup&gt;</td>
<td>4.19</td>
<td>3.15</td>
</tr>
<tr>
<td>Regular dividend per share in €</td>
<td></td>
<td>2.59&lt;sup&gt;4&lt;/sup&gt;</td>
<td>2.14</td>
<td>1.68</td>
<td>1.37</td>
<td>1.03</td>
</tr>
<tr>
<td>Cash flow from operations, reported € million</td>
<td></td>
<td>79.7</td>
<td>73.8</td>
<td>62.3</td>
<td>49.9</td>
<td>35.8</td>
</tr>
<tr>
<td>Cash flow from operations, adjusted € million</td>
<td></td>
<td>79.7</td>
<td>73.8</td>
<td>62.3</td>
<td>49.9</td>
<td>39.8&lt;sup&gt;5&lt;/sup&gt;</td>
</tr>
<tr>
<td>Equity € million</td>
<td></td>
<td>101.5</td>
<td>98.3</td>
<td>77.6</td>
<td>69.9</td>
<td>60.5</td>
</tr>
<tr>
<td>XING users Germany, Austria, Switzerland (D-A-CH), total million</td>
<td></td>
<td>18.5</td>
<td>16.4</td>
<td>14.3</td>
<td>12.1</td>
<td>10.1</td>
</tr>
<tr>
<td>thereof platform members million</td>
<td></td>
<td>17.2</td>
<td>15.3</td>
<td>13.4</td>
<td>11.4</td>
<td>9.6</td>
</tr>
<tr>
<td>thereof subscribers thousand</td>
<td></td>
<td>1,065</td>
<td>1,025</td>
<td>994</td>
<td>929</td>
<td>881</td>
</tr>
<tr>
<td>InterNations members million</td>
<td></td>
<td>3.7</td>
<td>3.3</td>
<td>2.8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>thereof subscribers thousand</td>
<td></td>
<td>128</td>
<td>135</td>
<td>124</td>
<td></td>
<td></td>
</tr>
<tr>
<td>B2B E-Recruiting customers (subscription)</td>
<td></td>
<td>13,397</td>
<td>11,169</td>
<td>7,972</td>
<td>6,034</td>
<td></td>
</tr>
<tr>
<td>B2B Advertising &amp; Events segment customers (D-A-CH)</td>
<td></td>
<td>8,526</td>
<td>8,733</td>
<td>8,072</td>
<td>6,616</td>
<td>5,464</td>
</tr>
<tr>
<td>Employees</td>
<td>1,928</td>
<td>1,567</td>
<td>1,290</td>
<td>961</td>
<td>792</td>
<td></td>
</tr>
</tbody>
</table>

<sup>1</sup> Adjusted for non-operating expenses: kununu US impairment loss in the amount of €– 8.3 million; non-recurring earn-out adjustments incl. kununu step-up in the amount of €– 4.4 million

<sup>2</sup> Adjusted for €0.9 million, or €0.16 per share, in non-operating income arising from the adjustment of earn-out obligations

<sup>3</sup> Adjusted for €2.4 million, or €0.41 per share, in non-operating expenses arising from the adjustment of earn-out obligations

<sup>4</sup> Proposal to the Annual General Meeting (May 29, 2020)

<sup>5</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 (relating to kununu in this case) must be recognized under cash flows from operating activities. 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.