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 >18 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

Nov 05, 2020  Publication quarterly financial report (call-date Q3)

MANAGEMENT BOARD

Petra von Strombeck  Dr. Patrick Alberts  Ingo Chu

Jens Pape

SUPERVISORY BOARD

› Martin Weiss  › Dr. Johannes Meier
› Dr. Jörg Lübcke  › Jean-Paul Schmetz
› Anette Weber  › 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  2.59 Euro (for 2019)
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)
3.0%  Mawer Investments (CAN)
3.0%  Allianz Global Investors (DE)
36.2%  Rest
## 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><strong>Revenues</strong></td>
<td>€ million</td>
<td>269.5</td>
<td>231.5</td>
<td>184.9</td>
<td>145.9</td>
<td>119.9</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>€ million</td>
<td>85.6</td>
<td>75.2</td>
<td>61.3</td>
<td>47.9</td>
<td>36.6</td>
</tr>
<tr>
<td><strong>EBITDA margin</strong></td>
<td>in %</td>
<td>32</td>
<td>32</td>
<td>33</td>
<td>32</td>
<td>30</td>
</tr>
<tr>
<td><strong>Consolidated net profit / loss, reported</strong></td>
<td>€ million</td>
<td>34.4</td>
<td>31.0</td>
<td>25.7</td>
<td>23.6</td>
<td>17.6</td>
</tr>
<tr>
<td><strong>Consolidated net profit / loss, adjusted</strong></td>
<td>€ million</td>
<td>36.9(^1)</td>
<td>30.1(^2)</td>
<td>23.3(^3)</td>
<td>23.6</td>
<td>17.6</td>
</tr>
<tr>
<td><strong>Earnings per share (diluted), reported</strong></td>
<td>in €</td>
<td>6.13</td>
<td>5.51</td>
<td>4.56</td>
<td>4.19</td>
<td>3.15</td>
</tr>
<tr>
<td><strong>Earnings per share (diluted), adjusted</strong></td>
<td>in €</td>
<td>6.47(^1)</td>
<td>5.35(^2)</td>
<td>4.15(^3)</td>
<td>4.19</td>
<td>3.15</td>
</tr>
<tr>
<td><strong>Regular dividend per share</strong></td>
<td>in €</td>
<td>2.59(^4)</td>
<td>2.14</td>
<td>1.68</td>
<td>1.37</td>
<td>1.03</td>
</tr>
<tr>
<td><strong>Cash flow from operations, reported</strong></td>
<td>€ million</td>
<td>79.7</td>
<td>73.8</td>
<td>62.3</td>
<td>49.9</td>
<td>39.8</td>
</tr>
<tr>
<td><strong>Cash flow from operations, adjusted</strong></td>
<td>€ million</td>
<td>79.7</td>
<td>73.8</td>
<td>62.3</td>
<td>49.9</td>
<td>39.8(^5)</td>
</tr>
<tr>
<td><strong>Equity</strong></td>
<td>€ million</td>
<td>101.5</td>
<td>98.3</td>
<td>77.6</td>
<td>69.9</td>
<td>60.5</td>
</tr>
<tr>
<td><strong>XING users Germany, Austria, Switzerland (D-A-CH), total</strong></td>
<td>million</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</td>
<td>million</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</td>
<td>thousand</td>
<td>1,065</td>
<td>1,025</td>
<td>994</td>
<td>929</td>
<td>811</td>
</tr>
<tr>
<td><strong>InterNations members</strong></td>
<td>million</td>
<td>3.7</td>
<td>3.3</td>
<td>2.8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>thereof subscribers</td>
<td>thousand</td>
<td>128</td>
<td>135</td>
<td>124</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>B2B E-Recruiting customers (subscription)</strong></td>
<td></td>
<td>13,397</td>
<td>11,169</td>
<td>7,972</td>
<td>6,034</td>
<td></td>
</tr>
<tr>
<td><strong>B2B Advertising &amp; Events segment customers (D-A-CH)</strong></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><strong>Employees</strong></td>
<td></td>
<td>1,928</td>
<td>1,567</td>
<td>1,290</td>
<td>961</td>
<td>792</td>
</tr>
</tbody>
</table>

\(^1\) 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 €– 6.4 million  
\(^2\) Adjusted for €0.9 million, or €0.16 per share, in non-operating income arising from the adjustment of earn-out obligations  
\(^3\) Adjusted for €2.4 million, or €0.41 per share, in non-operating expenses arising from the adjustment of earn-out obligations  
\(^4\) Proposal to the Annual General Meeting (May 29, 2020)  
\(^5\) 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.  

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As of: September 23, 2020  
**FACT SHEET**