

Acquisition of

 **InterNations & PRESCREEN**

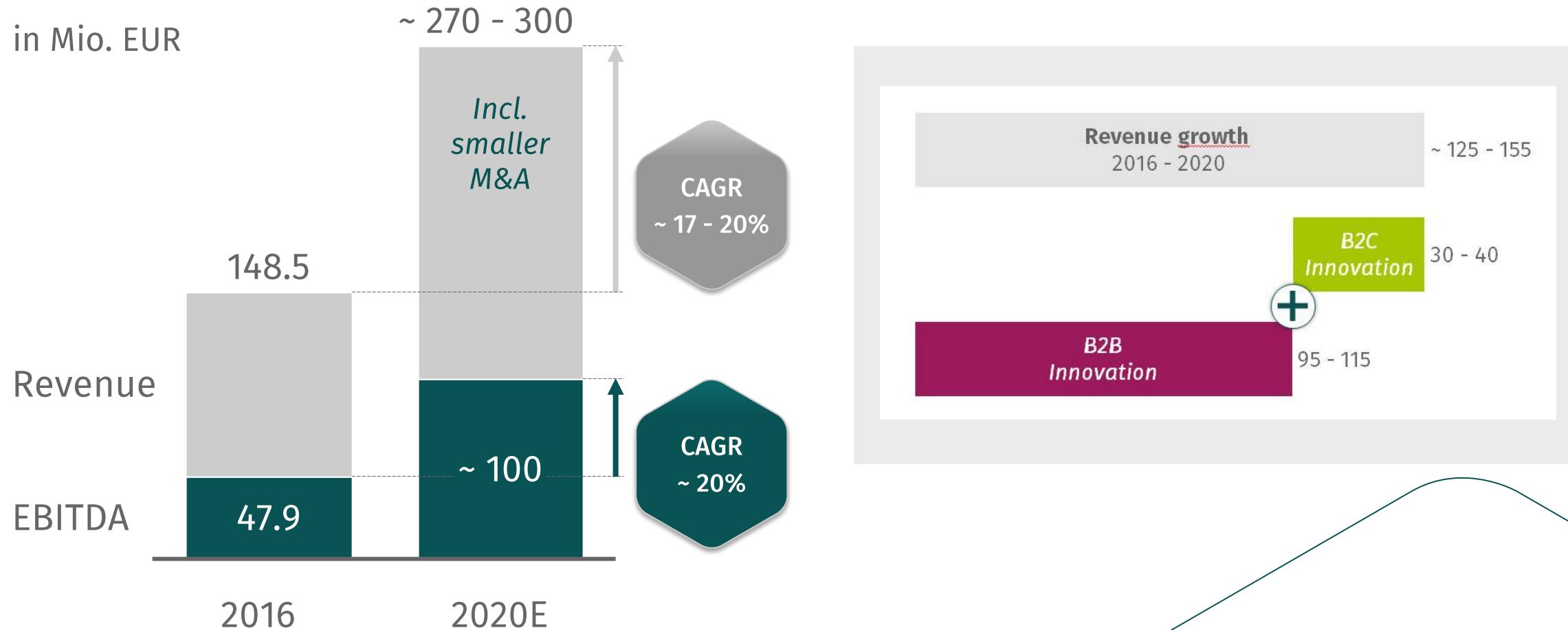
connecting global minds

Conference Call
July 13, 2017

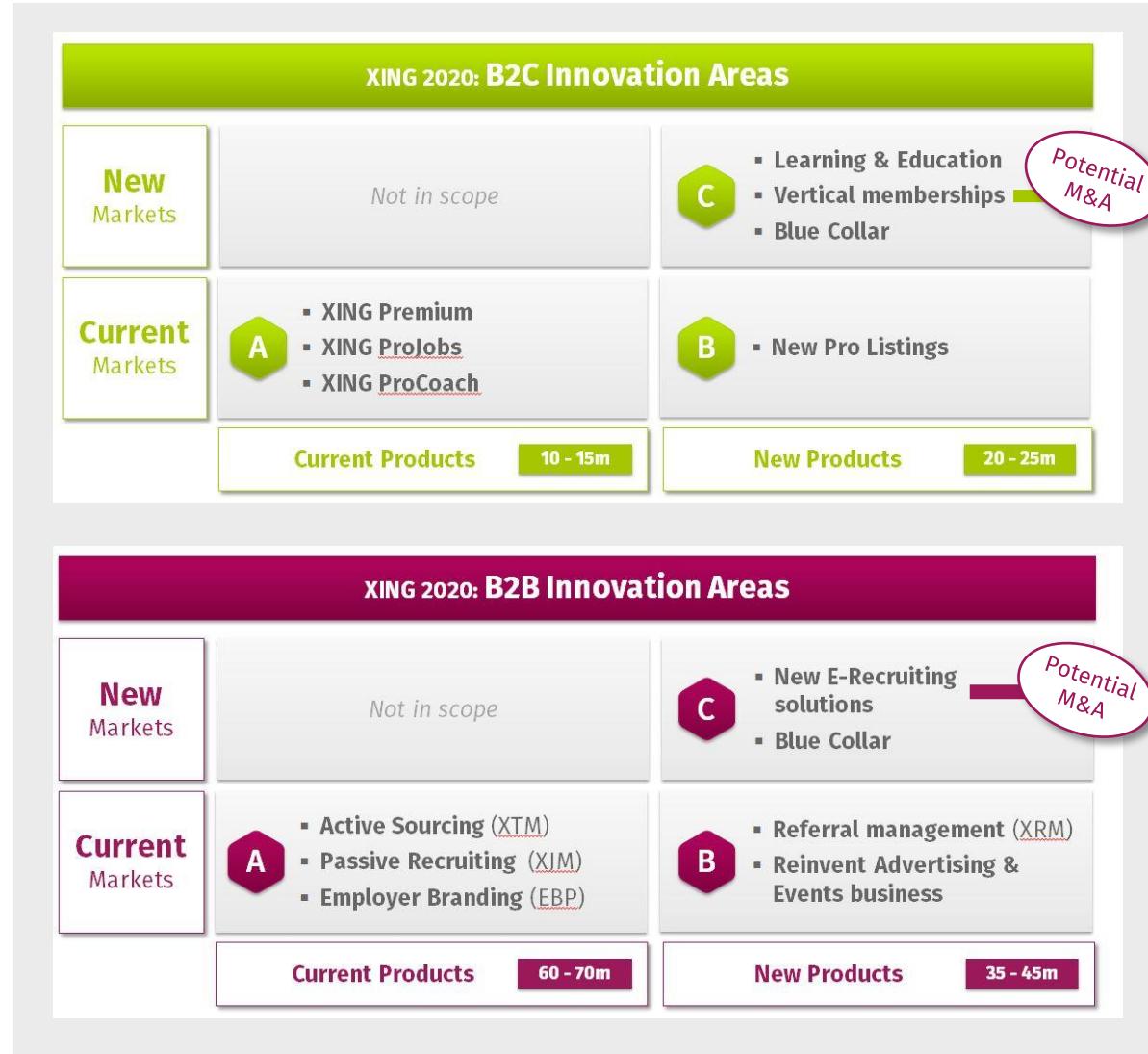


XING 

Recap of 2020 targets: We want to (almost) double 2016 revenues and double EBITDA



Executing along 2020 strategy through M&A transactions in B2C & B2B



InterNations
connecting global minds

PRESCREEN



B2C: Acquisition of InterNations, the leading Expat-Community focusing on offline

The screenshot shows the homepage of the InterNations website. At the top left is the logo "InterNations connecting global minds". The main heading "YOUR EXPAT COMMUNITY" is followed by "Welcome abroad! Enjoy the international experience with fellow global minds". Below this is a search bar with "Enter your email address..." and a "Join now" button. A "learn more" button with a clock icon is also present. To the right is a login form with fields for "Email" and "Password", a "Forgot password?" link, a "Keep me logged in" checkbox, and a "Log in" button. Below the login form is a link "Not a member yet? Join now". At the bottom left, there's a list of benefits: "✓ Connect with other expats in your city", "✓ Join exciting events to meet international people", "✓ Get tips & information about your destination", and "...in 390 cities worldwide". On the right side is a circular seal with "COMMUNITY OF TRUST" and "Approved members since 2007". At the very bottom, it says "Our Global Partners" followed by logos for BARCLAYS, Cigna, MOVE24, and clements WORLDWIDE.

Vision & Product

- Leading expat community
- >2.7m members (110k paying)
- >390 local communities
- >5,000 events / month

Organization & Management

- Founded in 2007
- HQ in Munich

Financial metrics FY 2017e

- €8-9m revenue
- €1-2m EBITDA
- ~20% topline growth



B2C: Rationale - Acquisition of InterNations significantly strengthens XINGs offline-DNA

- Acquisition of vertical network to drive B2C business
- Strengthening offline element (Events & communities)
- Proven and profitable business model
- Leverage Internations` EXPAT-base for XING E-Recruiting clients
- Leveraging XING freemium know-how to optimize pricing & conversion @Internations





B2B: Acquisition of Prescreen, Europes fastest growing applicant tracking system (ATS)

Vision & Product

- Prescreen helps HR manage their entire workflow from the moment a position becomes vacant until the right employee is hired
- >350 B2B clients

Organization & Management

- Founded in 2012
- HQ in Vienna

Financial metrics FY 2017e

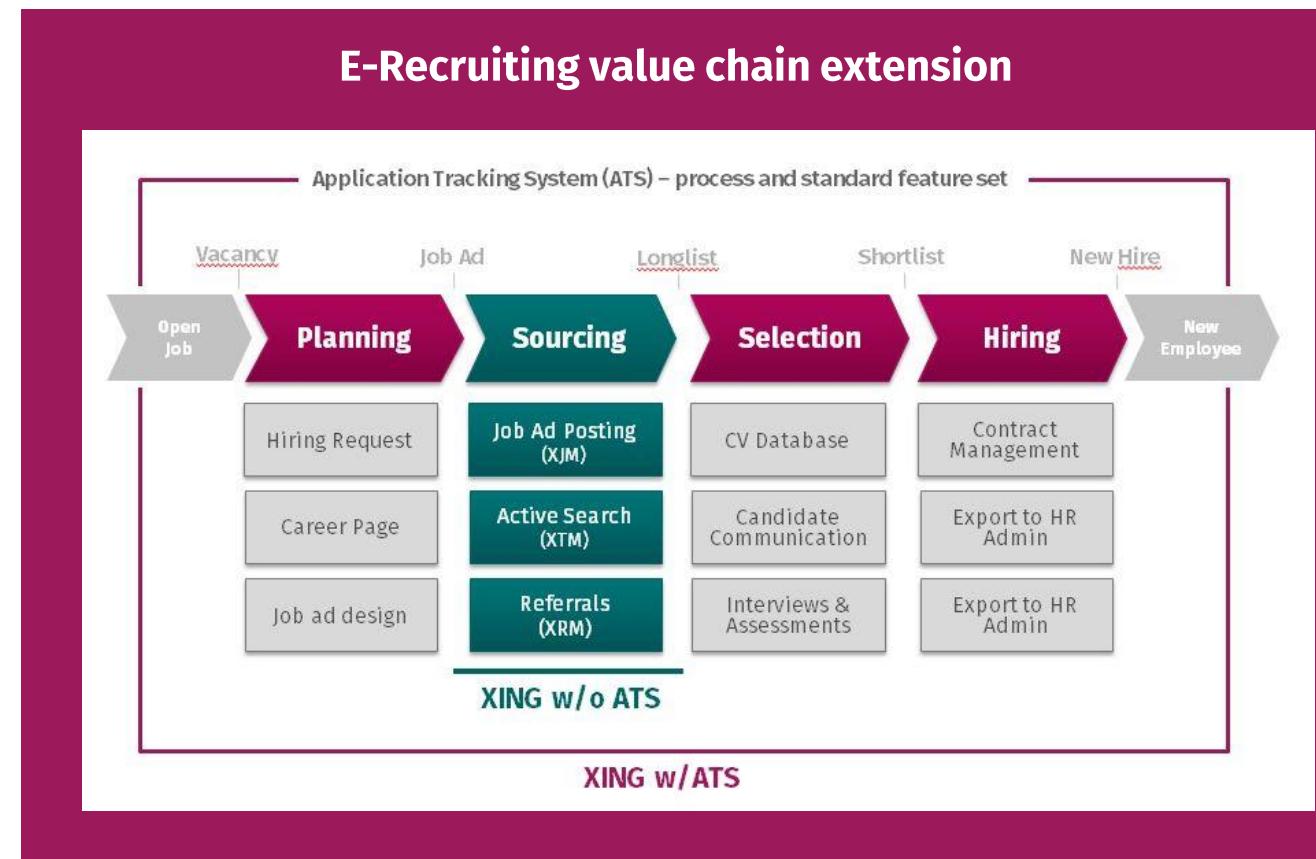
- ~€1-2m revenue
- ~(€1-2m) EBITDA
- 3-digit topline growth





B2B: Rationale - Prescreen (ATS) would position XING as central to the entire recruiting process rather than just in sourcing

- Expansion of existing E-Recruiting playing field
- Unique, enriched user experience for B2B customers
- Better products through new/more data
- Existing & proven market with strong disruption dynamics



Key characteristics of the deals



- Acquisition of 100% of the shares
- Purchase price:
 - Initial payment of €10m
 - Expected earn-out range of €8-20m (until 2020)
- Economic effective date: July 11, 2017



- Acquisition of 100% of the shares
- Purchase price:
 - Initial payment of €17m
 - Expected earn-out range of €5-10m (until 2020)
- Economic effective date: July 6, 2017

Financial implications



- Transaction enables stronger growth in B2C segment
- Allocation to B2C segment
- Revenue impact 2017e: ~€4-5m
- EBITDA impact 2017e: ~0.5-1m
- Consolidation starting Q3 2017



- Transaction significantly improves market position and growth potential
- Allocation to B2B E-Recruiting segment
- Revenue impact 2017e: ~€0.5-1m
- EBITDA impact 2017e: ~-(0.5-1m)
- Consolidation starting Q3 2017

Impact on 2017: ~€5m on 2017 revenues & neutral effect on 2017 EBITDA target of €57m

Impact on 2020: Upper end of revenue guidance (270-300m) & EBITDA of €100m

Thank you
for your attention.





Investor Relations contact details & social media channels



PATRICK MOELLER

Director Investor Relations

XING AG
Dammtorstrasse 30
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

http://twitter.com/XING_ir



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



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



<http://blog.XING.com>



skype:patrickmoeller?add



X

