



**PRELIMINARY  
FINANCIAL RESULTS XING AG**

for the period from January 1 to December 31, 2014

# PRELIMINARY INCOME STATEMENT OF XING AG (adjusted)

(adjusted by kununu earn-out-liabilities and write-down of XING Events GmbH)

for the period from January 1 to December 31, 2014

In €000s	01.01.2014 - 31.12.2014	01.01.2013 - 31.12.2013
<b>Total revenues</b>	<b>101,373</b>	<b>84,783</b>
EBITDA*	31,621	24,311
EBIT**	23,013	15,857
<b>Consolidated net profit***</b>	<b>15,738</b>	<b>10,544</b>
Earnings per share (undiluted)*	2.81	1.90
Earnings per share (diluted)*	2.81	1.90

\* Excl. kununu earn-out of €2.4m

\*\* Excl. kununu earn-out of €2.4m and write-down of XING Events of €7.5m

\*\*\* Excl. kununu earn-out of €2.4m (plus €0.1m interests) and write-down of XING Events of €7.5m (minus €0.5m tax effect)

Rounding differences possible

# PRELIMINARY

## GROUP P&L OF XING AG (reported)

for the period from January 1 to December 31, 2014

In €000s	01.01.2014 - 31.12.2014	01.01.2013 - 31.12.2013
Revenues from services	99,217	83,330
Other operating income	2,156	1,453
<b>Total revenues</b>	<b>101,373</b>	<b>84,783</b>
Personnel expenses	-41,820	-35,782
Marketing expenses	-9,118	-6,144
Other operating expenses	-21,225	-20,031
<b>EBITDA</b>	<b>29,210</b>	<b>22,826</b>
Depreciation	-16,155	-8,453
<b>EBIT</b>	<b>13,055</b>	<b>14,373</b>
Financial income	76	131
Financial costs	-104	-32
<b>EBT</b>	<b>13,027</b>	<b>14,472</b>
Taxes on income	-6,852	-5,335
<b>Consolidated net profit</b>	<b>6,175</b>	<b>9,137</b>
Earnings per share (undiluted)	1.11	1.65
Earnings per share (diluted)	1.10	1.65

# PRELIMINARY

## GROUP-BALANCE SHEET XING AG (reported)

as of december 31,2014

<b>ASSETS</b>	<b>31.12.2014</b>	<b>31.12.2013</b>
	in €000s	in €000s
<b>NON-CURRENT ASSETS</b>		
Intangible assets		
Software and licenses	3,645	3,534
Internally generated software	12,631	8,752
Goodwill	2,169	7,743
Other intangible assets	2,168	3,510
Property, plant and equipment		
Leasehold improvements	461	490
Other equipment, operating and office equipment	4,668	5,805
Financial assets		
Equity investments	51	51
Other financial assets	25	42
Deferred tax assets	483	941
	<b>26,301</b>	<b>30,868</b>
<b>CURRENT ASSETS</b>		
Receivables and other assets		
Receivables from services	12,013	8,621
Income tax receivables	0	389
Other assets	2,622	3,443
Cash and cash equivalents and short-term deposits		
Cash	63,951	66,160
Third-party cash	3,248	2,820
	<b>81,834</b>	<b>81,433</b>
	<b>108,135</b>	<b>112,301</b>

**LIABILITIES****EQUITY**

	31.12.2014	31.12.2013
	in €000s	in €000s
Subscribed capital	5,592	5,592
Treasury shares	-432	-455
Capital reserves	18,477	18,477
Other reserves	6,995	16,368
Net retained profits	12,775	20,600
	<b>43,407</b>	<b>60,582</b>

**NON-CURRENT LIABILITIES**

Deferred tax liabilities	4,503	3,557
Deferred income	2,314	2,082
Other provisions	249	215
Other financial liabilities	3,896	1,485
Other liabilities	251	592
	<b>11,213</b>	<b>7,931</b>

**CURRENT LIABILITIES**

Trade accounts payable	2,398	2,015
Deferred income	35,780	29,368
Other provisions	489	703
Income tax liabilities	1,089	0
Other liabilities	13,759	11,702
	<b>53,515</b>	<b>43,788</b>
	<b>108,135</b>	<b>112,301</b>

# PRELIMINARY

## GROUP-CASH FLOW STATEMENTS OF XING AG

### (reported)

for the period from January 1 to December 31, 2014

	2014	2013
	in €000s	in €000s
Earnings before taxes	20,574	14,472
Amortization and write-downs of capitalized development costs	2,632	1,920
Depreciation, amortization and impairment losses on other fixed assets	5,976	6,533
Personnel expenses, stock option program	61	66
Interest income	-76	-131
Interest received	110	163
Interest expense	104	32
Taxes paid	-3,970	-5,013
Non-capitalizable payments for the acquisition of consolidated companies	0	372
Result from disposal of assets	0	-52
Change in receivables and other assets	-2,588	-2,133
Change in liabilities and other equity and liabilities	5,181	2,859
Non-cash changes from changes in basis of consolidation	0	-1,431
Change in deferred income	6,644	6,338
Elimination of XING Events GmbH third-party obligation	-428	-206
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>	<b>34,220</b>	<b>23,789</b>
Payment for capitalization of internally generated software	-7,531	-3,791
Payment for purchase of software	-2,532	-2,408
Payments for purchase of other intangible assets	-216	-123
Payments for purchase of property, plant and equipment	0	200
Payments for the purchase of assets	-1,784	-4,314
Payments for the purchase of financial assets	0	-19
Payment for acquisition of consolidated companies (less cash acquired)	-944	-2,949
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>	<b>-13,007</b>	<b>-13,404</b>

	2014 in €000s	2013 in €000s
Proceeds from the exercise of options	0	1,122
Proceeds from the sale of treasury shares	23	1,584
Dividend payment	-3,460	-3,089
Special dividend payment	-19,974	0
Interest paid	-11	-1
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>	<b>-23,422</b>	<b>-384</b>
Net change in cash funds	-2,209	10,001
Cash funds at the beginning of the period	66,160	56,159
<b>CASH FUNDS AT THE END OF THE PERIOD <sup>1)</sup></b>	<b>63,951</b>	<b>66,160</b>
Third-party cash funds at the beginning of period	2,820	2,614
Change in third-party cash and cash equivalents	428	206
<b>THIRD PARTY CASH FUNDS AT THE END OF THE PERIOD</b>	<b>3,248</b>	<b>2,820</b>

1) Cash and cash equivalents consist of liquid funds.