



XING 

2007 First Quarter Report on Operations

Open Business Club AG
Hamburg, May 22 2007

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Pro-forma results

Results contained in this presentation are partly based on unaudited pro-forma financial results that the company derived from its preliminary and past financial statements for the indicated periods in order to make these periods comparable and show non-recurring costs.

Cautionary note regarding preliminary results and pro-forma financial results

This presentation contains preliminary results and pro-forma results. The preliminary results may change during their final review. While the Company believes that its pro-forma financial results are reflective of its recurrent trends and the on-going status of its business, there can be no assurance that its pro-forma results will accurately reflect these trends and status and therefore, its investors are urged not to rely solely upon the pro-forma results when making their investing decision and the pro-forma results should always be reviewed together with its actual financial results.

1st Quarter Highlights

	Q1 2007	Q1 2006	
# of Connections (m)	50	23	• Total number of confirmed contacts now > 50 million connections
Member Base** (m)	2.13	0.93	• Increase of 129 % y-on-y and 26% q-on-q
Payer Base ('000)	258	125	• Payer rate constant at 12%
Total income (€ m)	3.93	1.59	• Total income up 148% y-on-y and 10% q-on-q
EBITDA* (€'000)	750	(433)	• EBITDA margin on track at 19% (before non-recurring items)
EBITDA (€'000)	529	(433)	
Net profit (€'000)	467	(459)	• Turned half a million loss into half a million profit

* before non-recurring charge (IPO expenses)

** including eConozco

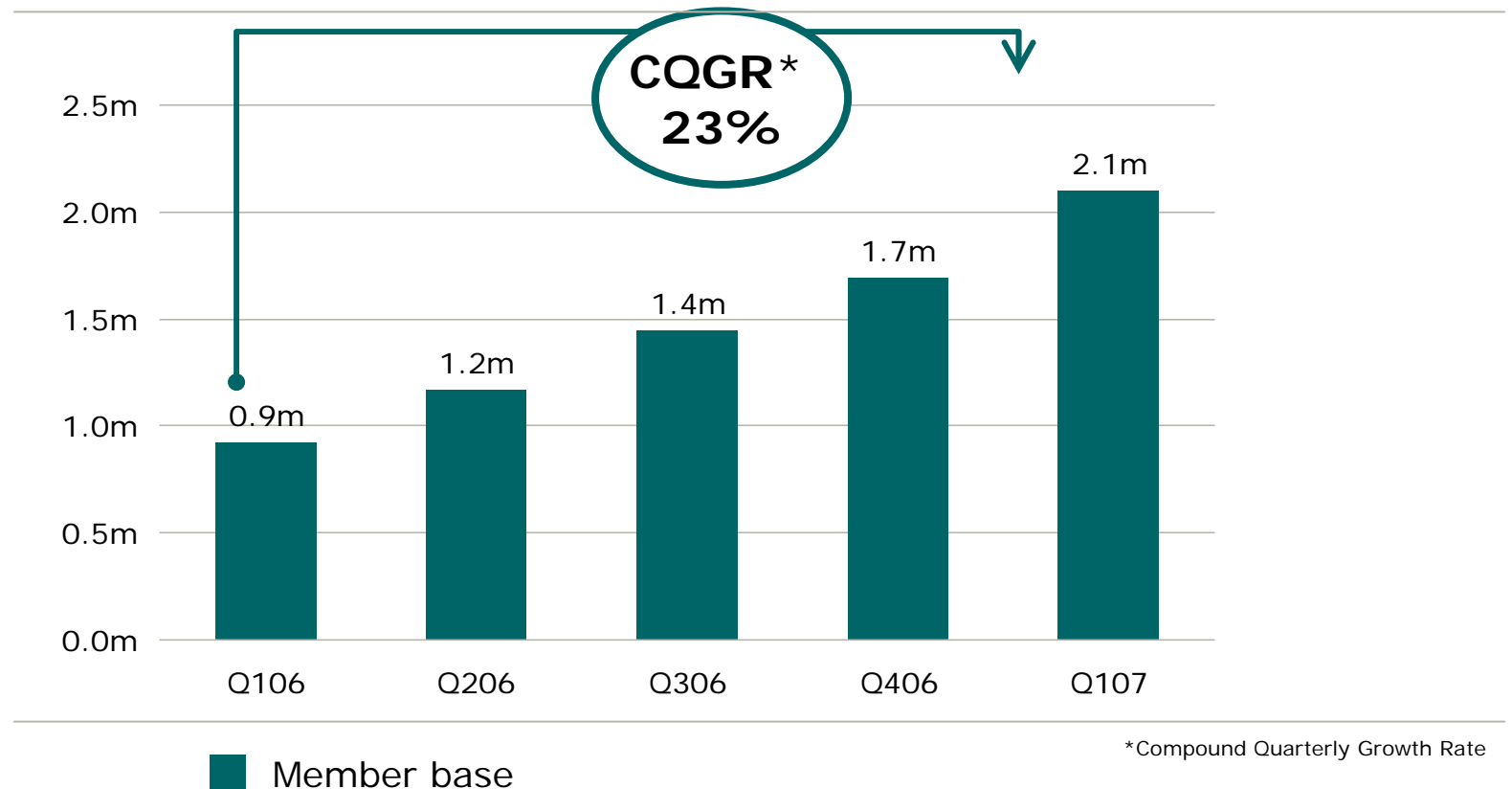
All financial results according to IFRS results

04 Member Base Continues Strong Growth

1.3 million new members added in last twelve months



Member base Q1 2005 to Q1 2007

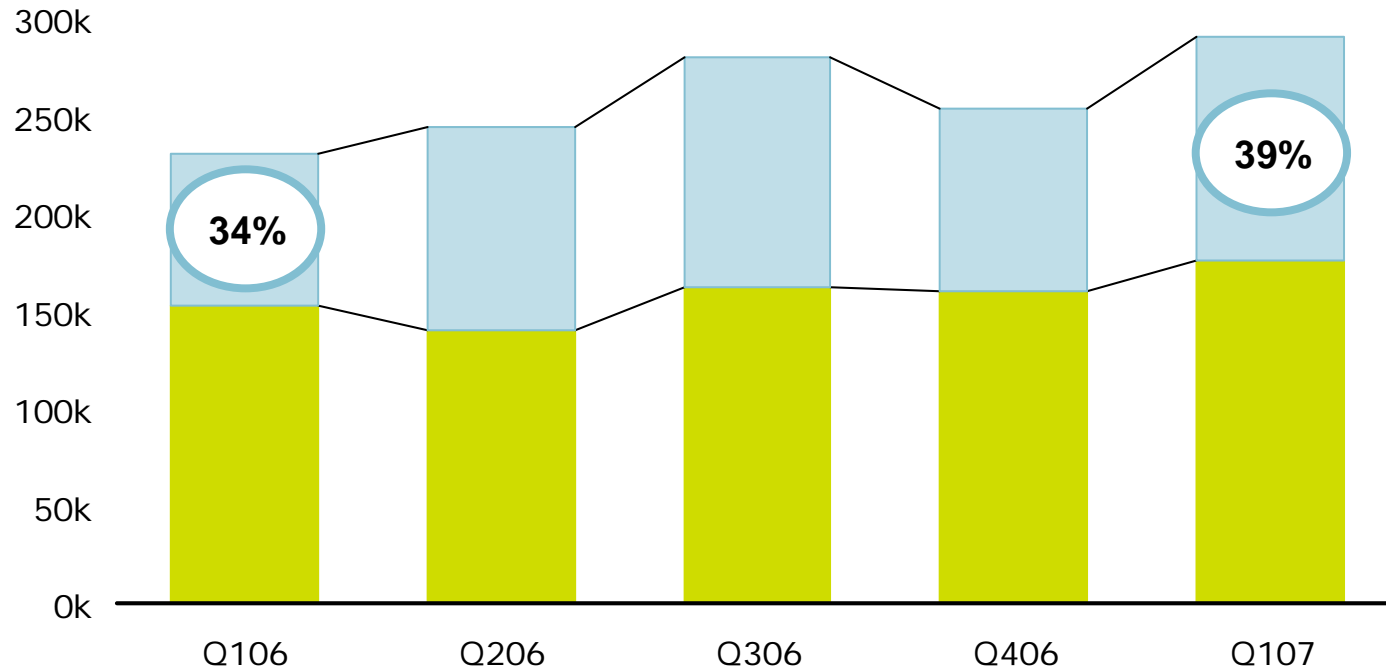


05 Organic Growth is Increasingly International

new members coming from regions outside Germany



Quarterly member adds (Xing only) by region



* not including members from eConozco

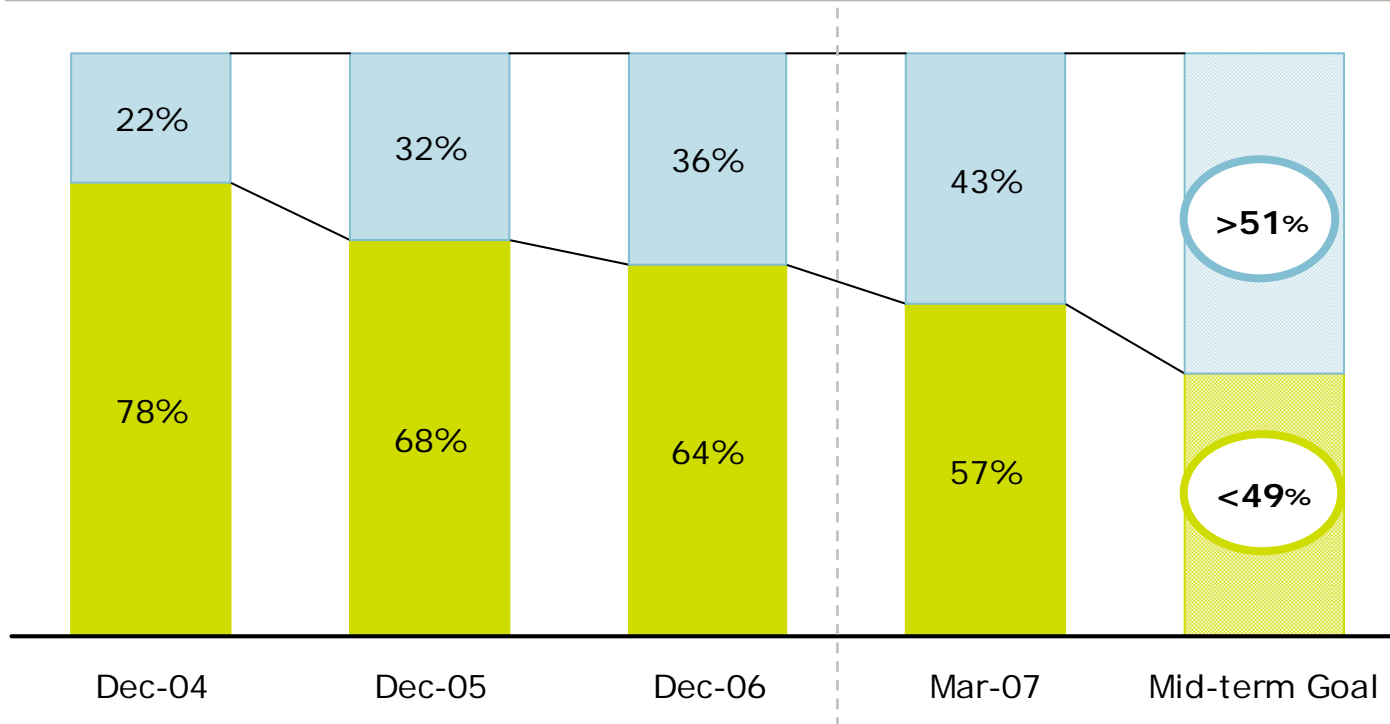
■ Germany ■ International*

06 Rapid Internationalisation of openBC AG

successfully executing globalization strategy



Regional split of total member base (Xing and eConozco)



*includes members from eConozco

■ Germany ■ International*

Leading Spanish business social networking platform acquired

- Total users as of 31 March 2007: 150'000
- User base very similar to that of Xing
- Critical mass in Madrid and Barcelona
- Typical viral growth patterns achieved six months ago
- Excellent access to South American market
- Founders & Management are on-board to support the integration
- Thorough and well-planned integration has already started



08 Acquired Target Report: eConozco

migration date set for first week of September



March | April | May | June | July-Aug. | September | Oct

Phase 1

Phase 2: Concept & teaser phase, prep. Technical Migr.

- ✓ **Apr. 11/12**
Kick-off meeting
- ✓ **April 18/19**
First joint communication to eConozco members
- ✓ **May 8**
XING terms & conditions on eConozco
- ✓ **May 10**
Adapted registration template On eConozco
- ✓ **May 18**
XING Logo/Microsite on eConozco
- May 30**
BI connection with eConozco platform

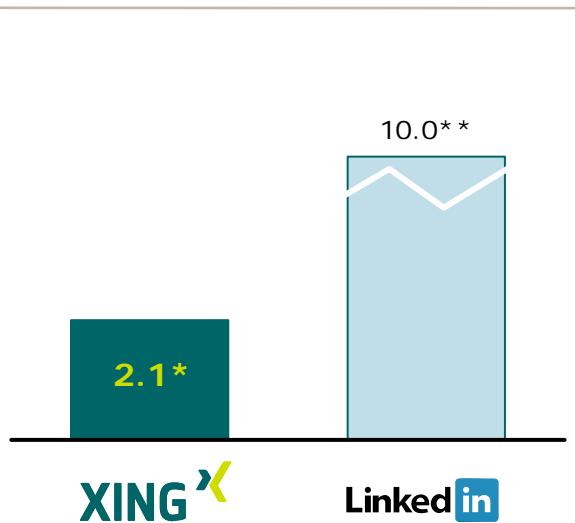
Technical Migration planned for early Autumn

9 Market Leadership in Professional Networks

winning on activity, not on number of registrations



Members (m)



90%* of XING's premium members active in past 30 days

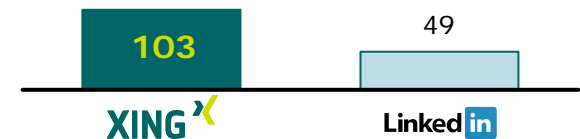
Unique visitors / Member base (%)



Minutes spent (mm)



Page views (m)



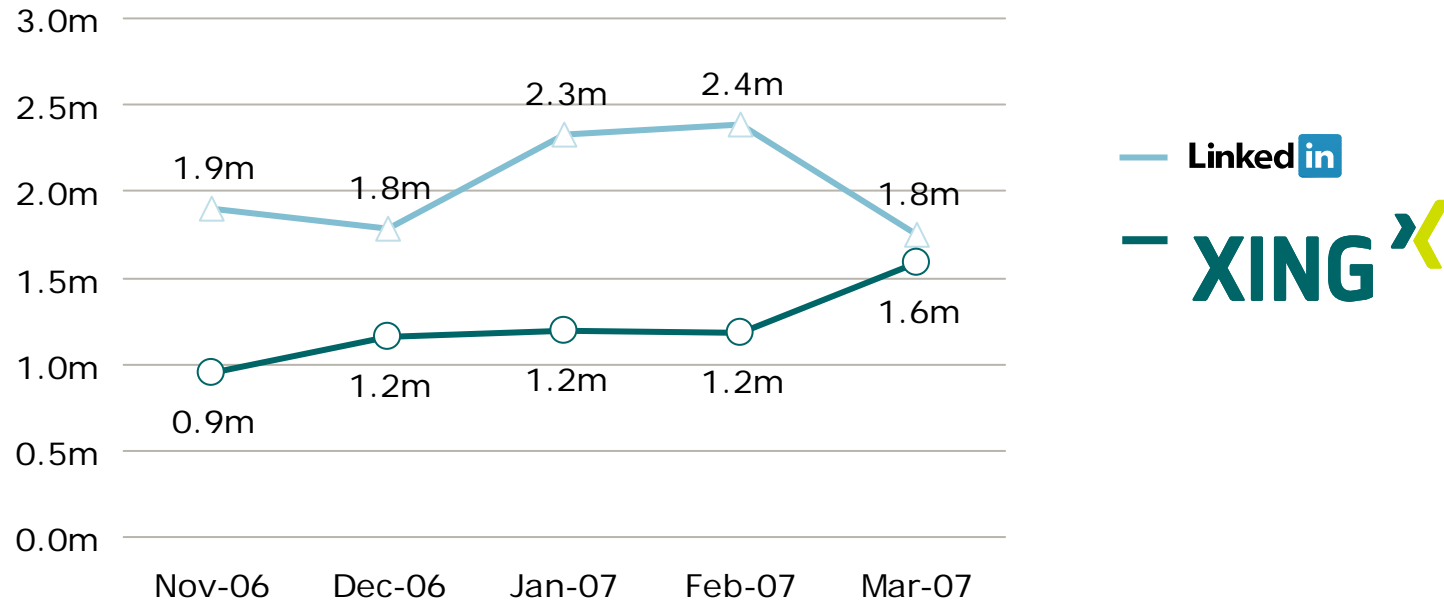
* Source: Xing
** Source: LinkedIn Corporation

Note: Data from Mar-07
Source: Comscore

10 The Competitive Landscape is Changing

the gap is narrowing rapidly

Unique visitors LinkedIn vs. Xing *



*Source: ComScore, March 2007

N.B. Figures do not take account of eConozco acquisition!

11 Successful Launch of Marketplace

beta test phase coming to an end



Start Members Messages Address Book Groups Events **Marketplace** PremiumWorld

Home Search offers **Post an offer** offers Feedback

How am I connected to Leif Haarmann?

Eoghan Jennings
Open Business Club AG,
XING

Tonda Oberbacher
XING Bodensee // Alumni
WAH/HSBA Hamburg

Michael Hamann
badenIT GmbH

Leif Haarmann
Audit Professionals

- Already ~3,000 postings (of which 500 in English)
- Generated by ~25,000 beta testers
- Postings are primarily
 - full-time,
 - intermediate to C-Level,
 - EUR 40k-500k annual salary
- Posters are mainly external recruiters or line managers

Job posting:

Internal Audit and Risk Management Professionals wanted Only on XING

Job title: Internal Audit and Risk Management

Company: Audit Professionals

Contacts of my contacts who work for Uniys.

Industry: Financial Services

Location: Europe, Germany

Tags: internal audit, external audit, audit, revision, risiko ma
compliance, big 4, sox, basel ii, ifrs, stb, wp, cpa

Job type: compliance, big 4, sox, basel ii, ifrs, stb, wp, cpa

Required skills: Internal Audit, Risk Management

Career level: Professional/Experienced

Detailed description: Audit Professionals is Europe leading specialist in the recruitment of Internal Audit and Risk Management professionals.

We are working with clients from the Industry & Commerce as well as Financial Services area. Our clients are FTSE 100, 250, Fortune 500 and Global 100 organizations that are constantly looking for international experienced professionals.

If you have worked for several years within a practice firm or have worked within an Internal Audit or Risk Management position in an International company then Audit Professionals can help take your first step towards a new career.

Contact us now to hear about opportunities in Europe.

12 Marketplace Addresses Latent Job Seekers

latent job seekers are the most valuable to employers



Offers that might interest you

Description, tags	Company	Job title	Location	Contact person
<p>★ Risk Manager (m/f) responsible for Central Europe (Germany, Austria, Switzerland) based in Hamburg</p> <p>manager, finance, dach, risk management</p>	<p>Kelly Financial Resources</p>	<p>Risk Manager (m/f) responsible for Central Europe (Germany, Austria, Switzerland) based in Hamburg</p>	<p>Hamburg</p>	<p> Tanja Lemke Kelly Services GmbH & Co. OHG</p>


- Marketplace was the first major development in new framework: Ruby-on-Rails
- New technical environment has already resulted in much shorter development times
- Very positive feedback received from members
- Full launch of Marketplace is scheduled for May 25

Tanja Lemke's statistics

Premium-Mitglied

Member since: 12/2004

Contacts: 279



Activity meter: **100%**

[View Tanja Lemke's other postings](#)

Posting statistics

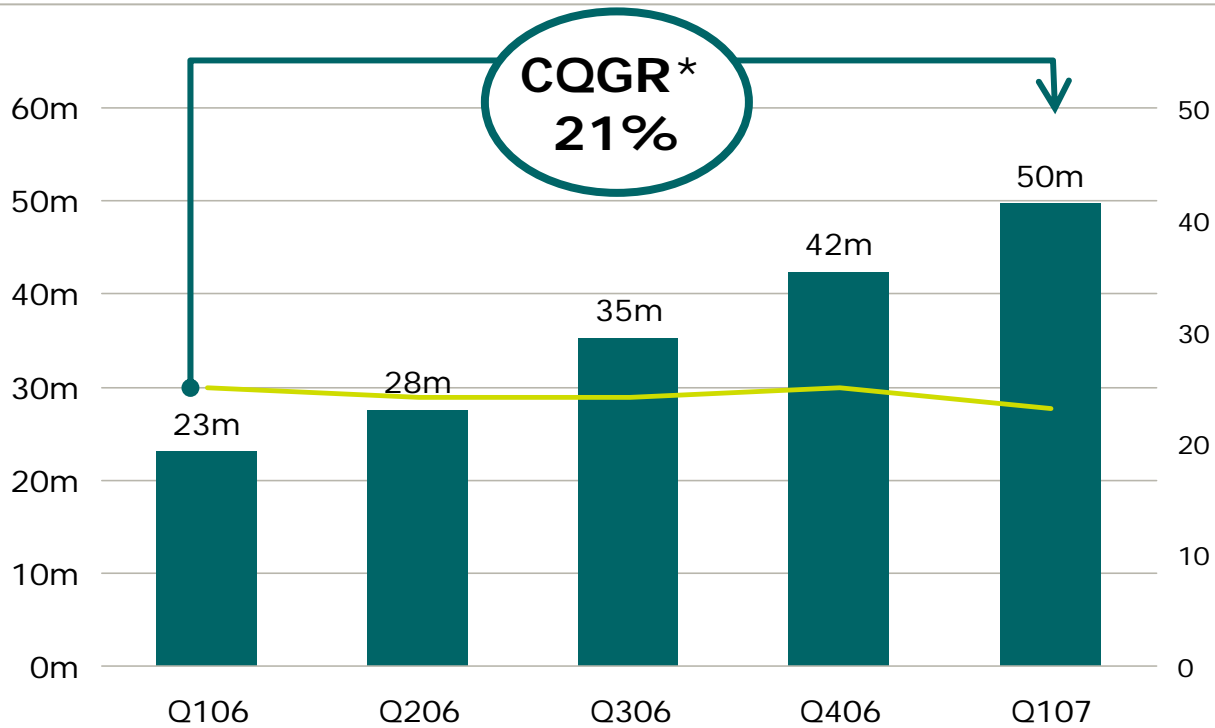
Posted on: 05/21/2007, 02:12 PM

Number of views: 58

13 Connections Between Members Growing

average # of contacts per member is constant

Confirmed contacts (m) and average contacts per member



*Compound Quarterly Growth Rate

■ Total # of Connections — Ave. # of contacts/member



XING 

2007 First Quarter Financial Results

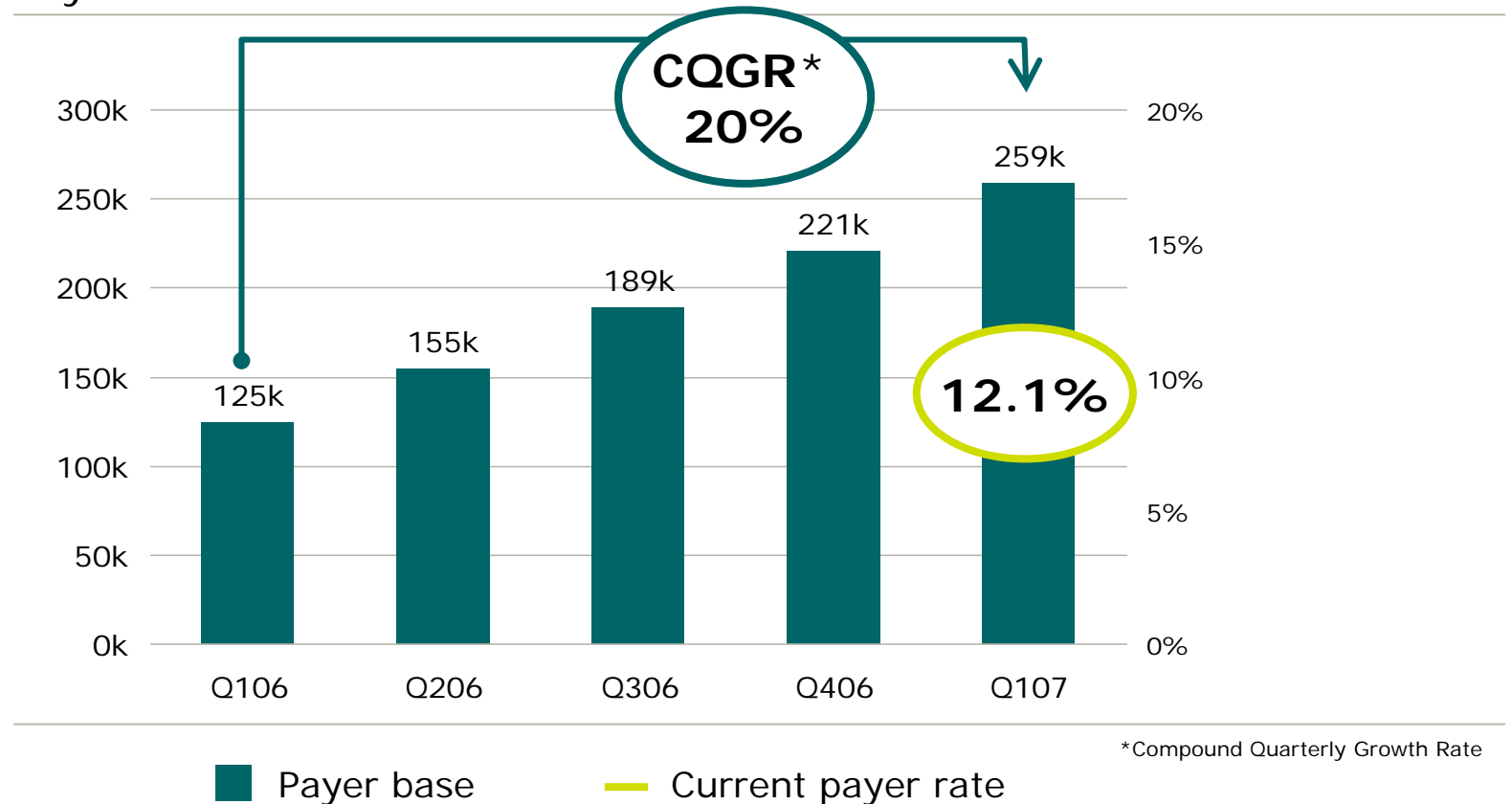
Open Business Club AG
Hamburg, May 22 2007

15 Payer Base Growing Inline with Member Base

134 thousand new payers added in last twelve months



Payer base Q1 2006 to Q1 2007

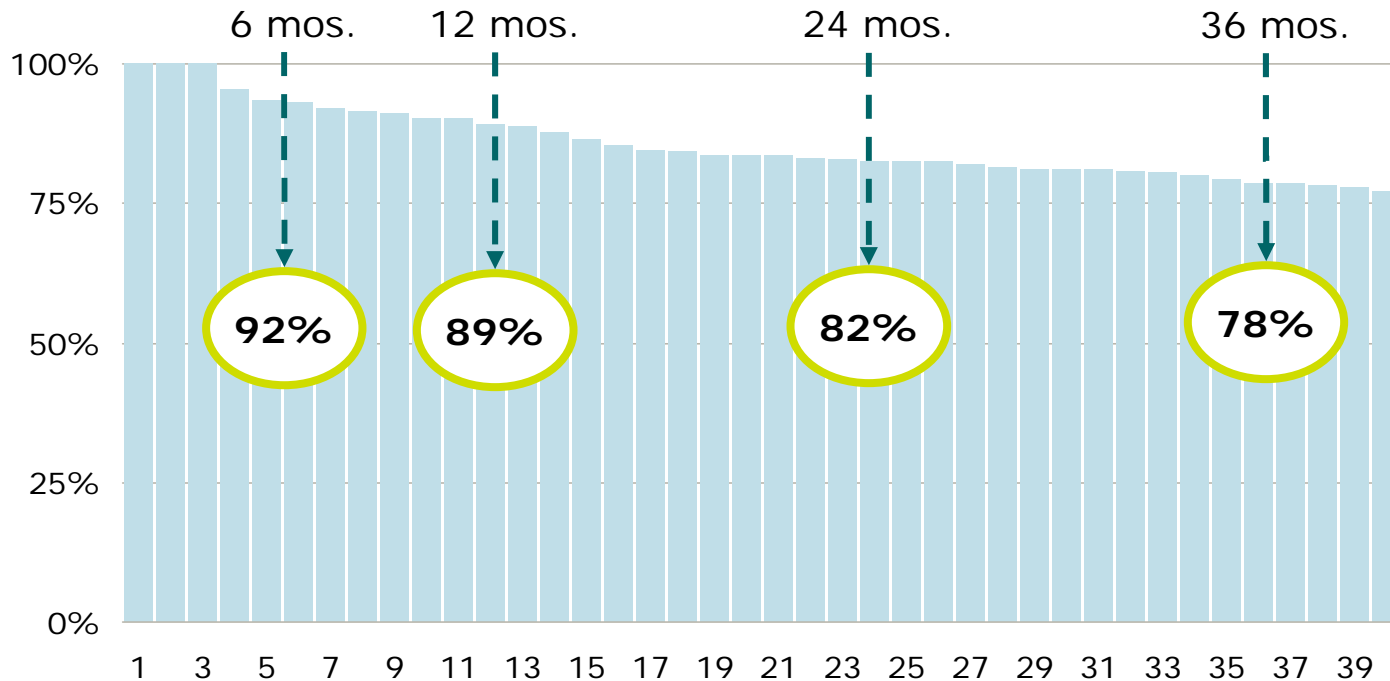


16 Paying Members Continue to Pay for Value

over $\frac{3}{4}$ of typical payer cohort is still paying after 3 years



Average Percent of Retained Payers (months after 1st payment)



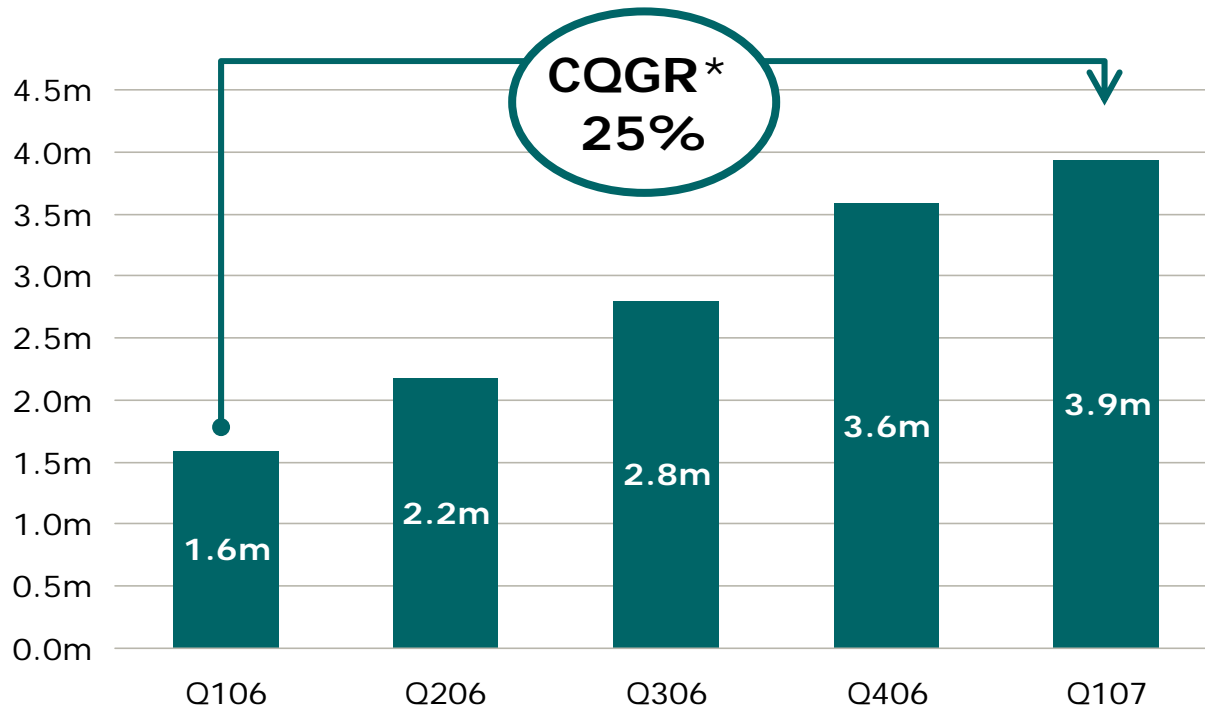
■ Average Cohort Retention Rate

17 Building a Track Record of Top Line Growth

quarterly growth in line to deliver revenue expectations



Quarterly Net Revenues Q1 2006 to Q1 2007



■ Quarterly Net Revenues

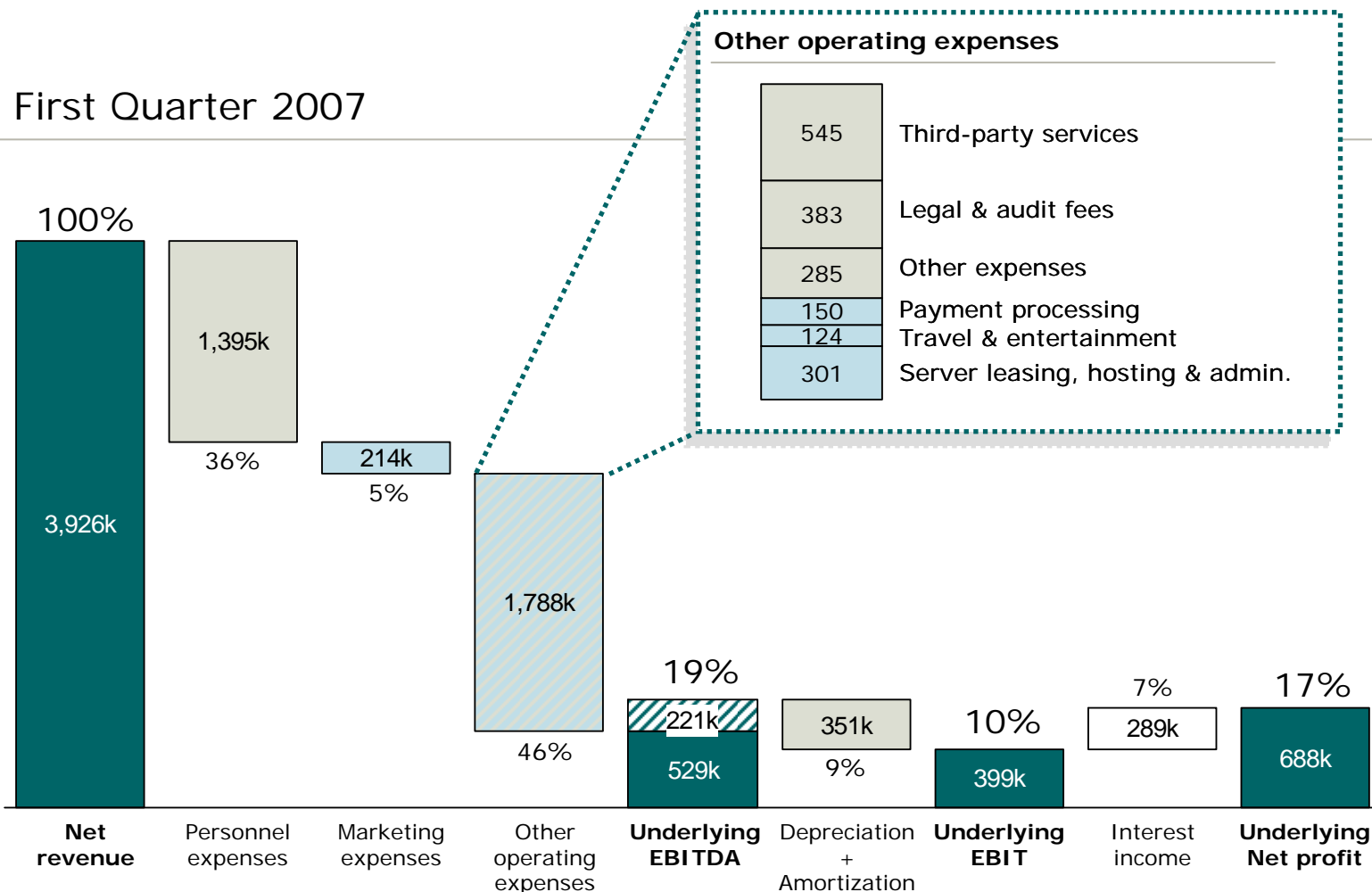
*Compound Quarterly Growth Rate

18 Scalable Business Model is Driving Profitability

variable costs steady at 20% of net revenues



First Quarter 2007



(a) before non-recurring IPO expenses

Proportional costs
 Non-proportional costs
 Non-recurring IPO expenses

19 First Quarter Profit and Loss

close to €4m quarterly revenues and positive EPS



IFRS First Quarter Results 2007 vs. 2006

EUR in thousands	Actual Q1 2007	Actual Q1 2006
Service Revenues	3,753	1,586
Other operating income	173	0
Total operating income	3,926	1,586
Personnel and permanent contractors	(1,395)	(476)
Marketing expenses	(214)	(138)
Other operating expenses	(1,788)	(1,405)
EBITDA	529	(433)
Depreciation and amortization	(351)	(64)
EBIT	178	(497)
Net interest (expense)/income	289	21
EBT	467	(476)
Income taxes	0	17
Net profit	467	(459)
<i>Attributable to:</i>		
<i>Equity holders of the parent</i>	467	(459)
<i>Minority interests</i>	0	0
Earnings per share (undiluted)	0.09 €	(0.12 €)
Earnings per share (diluted)	0.09 €	(0.12 €)

20 First Quarter Balance Sheet

investing excess cash into a sustainable asset base



EUR in thousands	Actual 31.03.07	Actual 31.12.06
Assets		
Non-current assets		
Intangible Assets		
Other intangible assets	1,359	202
Acquired software	270	297
Self developed software	2,312	1,869
Goodwill	254	254
Fixed assets		
Technical equipment & machines	9	12
EDP-Hardware & other office equipment	980	971
Financial assets		
Investments	200	100
Other financial assets	287	289
	5,671	3,994
Current assets		
Receivable and other assets		
Trade receivables	1,062	1,532
Other assets	636	222
Cash and cash equivalents	43,502	45,225
	45,200	46,979
	50,871	50,973

EUR in thousands	Actual 31.03.07	Actual 31.12.06
Equity and Liabilities		
Equity		
Subscribed capital	5,202	5,202
Capital reserves	38,696	38,562
Other reserves	7	8
Retained earnings	(2,395)	(2,862)
	41,510	40,910
Minority interests	0	0
	41,510	40,910
Long term Liabilities		
Finance lease liabilities	356	394
Deferred income	498	500
	854	894
Short term Liabilities		
Finance lease liabilities	157	157
Trade payables	2,266	1,733
Accruals	1,006	2,877
Deferred income	4,778	4,160
Other liabilities	300	242
	8,507	9,169
	50,871	50,973

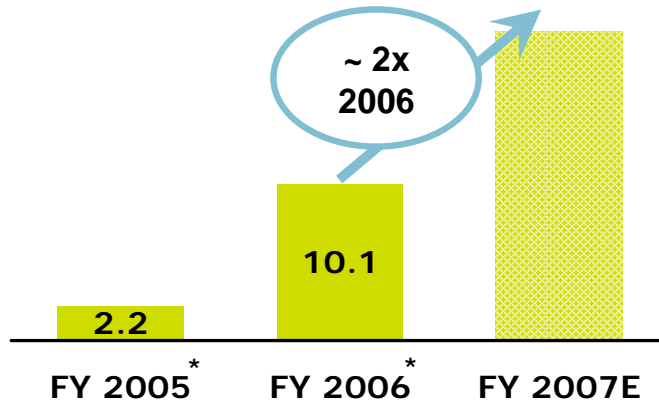
21 First Quarter Cash Flow

reversal in accruals and eConozco consumed cash flow



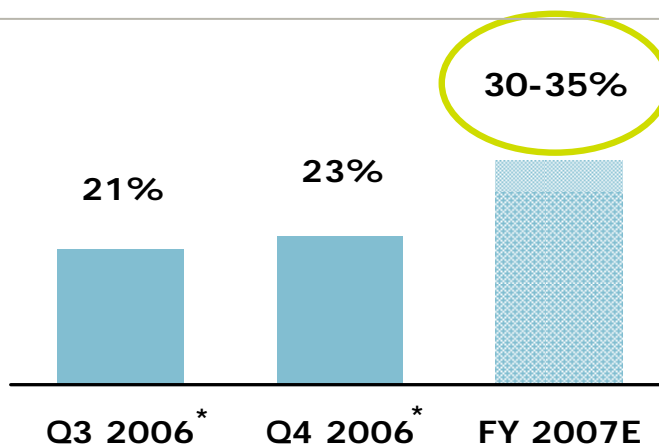
EUR in thousands	Actual Q1 2007	Actual Q1 2006
Net profit/loss for the period	467	(459)
Depreciation and amortization	351	64
Personal expenses for stock option plan	134	0
Changes in accruals	(1,871)	510
Changes in deferred taxes	0	(30)
Changes in net working capital		
Changes in receivables and other assets	55	(472)
Changes in trade payables and other assets	553	59
Changes in deferred income	616	680
Cash flow from operating activities	305	352
Purchase of intangible assets	(664)	(192)
Purchase of fixed assets	(111)	(46)
Investments in subsidiaries (less cash acquired)	(1,153)	(227)
Repayment of other financial assets	(100)	0
Cash flow from investing activities	(2,028)	(465)
Changes in cash and cash equivalents	(1,723)	(113)
Cash and cash equivalents at the beginning of the period	45,225	6,985
Cash and cash equivalents at the end of the period	43,502	6,872

Revenue growth 05 – 07E



- Simplified registration and invitation process
- New functionality (Profile 2.0, Address book 2.0, Search) and new revenue streams (Marketplace - Jobs und relevant content)
- Increased activity and payer ratio
- Accelerate international growth (in 4 key languages)
- Drive upcoming market consolidation

EBITDA Margin 05 – 07E



* Pro forma Financial Year 2006 (January – December)

- ◆ May 22 22007 Publication of Q1 Results
- ◆ June 13 2007 Annual General Meeting 2007
- ◆ June 20 2007 Deutsche Bank 10th German Corporate Conference
- ◆ August 2007 Publication of Q2 Results
- ◆ November 2007 Publication of Q3 Results

24 **Contacts for Investor Relations**

please contact us with your queries



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