ACCELERATED DATA TRANSFORMATION

Company Presentation
July 2020
AGENDA

ABOUT SNP

STRATEGY & MARKET

FINANCIALS Q1 2020

FINANCIALS 2019

APPENDIX

SNP is one of the world’s leading providers of software for managing complex digital transformation processes. With its specially developed software, SNP accelerates the secure transformation of IT landscapes and data structures so that companies can adapt agilely to the ever faster changing markets.

Unlike traditional IT consulting in the ERP environment, SNP leverages its automated BLUEFIELD™ approach powered by CrystalBridge® to deliver clear qualitative advantages while reducing time and costs.

>> The key benefit that we promise our customers is time. The ability to respond quickly to changes in the competitive landscape is a key competency in today’s global economy. <<

Dr. Andreas Schneider-Neureither, CEO
SNP I Transformation Never Ends

CHANGING BUSINESS MODELS

- Mergers & acquisitions
- Carve-outs & divestitures
- Corporate & process change
- Brexit & EU data protection

NEW TECHNOLOGIES

- New implementations
- Releases & upgrades
- Cloud
- In-memory & SAP S/4HANA

Business Transformations
ERP Transformation Events & Challenges

ERP Transformation Events

- **MERGE**
  - Migration into a combined target system
    - Client merge
    - HR merge
    - Any-to-SAP migration
    - Functional, process and organizational merge

- **MOVE**
  - Migration of entire client
    - Modernize, move and upgrade in near zero-downtime
    - Cloudification
    - Operating System / Database migration

- **HARMONIZE**
  - Conversion within existing system
    - Chart of accounts conversion
    - New General Ledger conversion
    - Profit center re-organization
    - Company code merge

- **SPLIT**
  - Partial migration into a new target system
    - Technical merge
    - Archive merge
    - Entire or partial systems merge

- **PARTIAL MERGE**
  - Migration into a combined target system

- **PARTIAL MOVE**
  - Migration of entire client

- **PARTIAL HARMONIZE**
  - Conversion within existing system

- **PARTIAL SPLIT**
  - Partial migration into a new target system

ERP Challenges

- **MOVE**
  - Migration of entire client
  - Modernize, move and upgrade in near zero-downtime
  - Cloudification
  - Operating System / Database migration

- **HARMONIZE**
  - Conversion within existing system
    - Chart of accounts conversion
    - New General Ledger conversion
    - Profit center re-organization
    - Company code merge

- **SPLIT**
  - Partial migration into a new target system

ERP SYSTEM COMPLEXITY

- Each ERP system is highly customized in order to suit the specific business needs
- As companies grow and evolve, multiple ERP systems emerge that operate within a single organization (e.g. regional ERP systems, via M&A, etc.)
- ERP systems are vital in ensuring business continuity and thus cannot afford to have any system downtime
SNP I Global Footprint by Functions

Headquarters: Heidelberg
Worldwide Offices: +30
FTEs: 1,411 (as of Mar. 31, 2020)

- **R&D**: 123 FTEs
- **Marketing/Sales**: 141 FTEs
- **Consulting**: 876 FTEs
- **Administration/Students & Trainees**: 271 FTEs

SNP | Proven Industry Standard Approach

**Proven Approach**
- Our software and our consulting approach were examined by two leading auditors.

**SAP-Certified**
- SNP Interface Scanner
- SNP Transformation Backbone with SAP LT
- SAP Certified
  - Powered by SAP NetWeaver

**Global Alliances with SAP**
- Argentina, Chile, Germany, Poland, United Kingdom
- A service partnership with SAP exists in all other countries with a branch office.

**Internal Processes**
- Close cooperation in the further development of the SAP Landscape Transformation Software
- OEM partnership with SAP
- Expert community member
- Our internal processes comply with DIN ISO 9001.

**Partnership**
- MHP
- IBM
- AWS
- T-Systems

SNP I Global Customer Base

SNP has successfully completed transformation projects for large blue-chip customers

SNP supports the world’s largest corporations in overcoming the most complex digital transformation challenges. Clients operate in all sectors in the economy and are located worldwide.
USPs / Value Proposition

100% SUCCESSFUL TRACK RECORD
- Supporting customers for more than 25 years
- More than 12,500 transformation projects worldwide
- Significant, most complex and time-sensitive mergers and acquisitions and carve-out projects delivered on time

STANDARDIZED SOFTWARE APPROACH
- IT transformation projects are implemented in a one-step process leveraging automated software ‘toolkit’
- Near-zero downtime with usage and restoration of existing system during transformation possible
- Retention of full historical data and reduced error rate
- Only solution that can graphically and interactively visualize entire SAP systems even prior to the transformation

FLEXIBLE AND ALTERNATIVE MIGRATION APPROACH
- Unique approach enables complex changes to existing system
- Upgrades, replatforms and modernizes SAP landscapes in single go-live project
- Minimal business disruption with near-zero downtime approach
- Transformation process can occur in parallel rather than sequentially in stages

STRONG PARTNER NETWORK
- Global partnerships with leading IT consultancies / system integrators all utilizing BLUEFIELD™ powered by CrystalBridge® to solve transformation projects

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Digital Transformation Market

- The significance of IT transformations for companies will continue to increase. Digital transformation and the ability to react quickly to changes in the business environment count today as the most critical factors for success in competition across different sectors.

- Business-driven transformations include corporate mergers, acquisitions, spin-offs, carve-outs and sales. Hereby, globalization, renewable energy and digitalization are among the trends that influence SNP’s business.

- There is an increasing focus on the technological necessity of unifying heterogeneous and complex IT infrastructures. The development towards automation can only be achieved with homogenous IT systems as a common database.

The market for digital transformation has been growing above average for years. According to expert opinions, it will grow to a volume of over $1tn by 2026. This is the equivalent to 18% growth per year.
Digital Transformation Market Drivers

The ERP product SAP S/4HANA is one of the key reasons why increasing numbers of companies are implementing their digital transformation by means of process changes and a cloud strategy.

The shift in demand reflects the fact that SAP SE will provide mainstream maintenance for the core applications of the SAP Business Suite 7 up to the end of 2027; optimal extended maintenance is offered until the end of 2030.

A ‘wave’ of S/4HANA transformation projects will hit the market, reaching its full potential from 2020.

In the medium-term, resource bottlenecks anticipated, which further fuel the need for automated procedures.

Mergers and acquisitions and divestitures (spin-offs, split-offs, carve-outs) are essential in enabling corporations to expand or downsize and change the nature of their business or competitive position.

In the digital era, these strategic transformations have enormous knock-on effects on the existing IT infrastructures.

Each corporation has built their own digital ecosystem over the past years as they digitize their business processes, which induces tremendous levels of heterogeneity and hence complexity.

Highly complex and large-scale transformation projects are no longer realizable without incorporating automated procedures. Evidence for this can be seen where only SNP’s automated, algorithmic approach is able to solve the world’s largest strategic transformation projects (e.g. Hewlett-Packard, the world’s largest SAP split to date).
S/4HANA Trends

RESOURCES – How many are available to fill the key roles?

250,000 SAP Consultants
70% will be S/4 ready

- Project Managers: 26,250
- Architects: 17,500
- Application Consultants: 122,500
- Migration Consultants: 9,000

ADOPTION – The path to 2027 (Cumulative and Y-o-Y adoption)

- Not expected for all 50,000 customers to adopt S/4HANA
- Current forecasts predict a 75% (37,474) adoption rate. Others will straggle, seek support elsewhere or move off of SAP

AVAILABILITY – A function of the adoption rate

- Existing and new resources will sustainably transition into S/4HANA projects up to 2021
- Shortages begin in 2021 and increase dramatically through 2027 for all resource types

SNP's fully automated and software approach is the only market solution capable of solving S/4 migration in short time frames, making it the ideal platform to solve massive bottleneck issues

**M&A AND DIVESTITURES** – Cyclical, yet continuous

- Regardless of economic conditions, M&A and corporate divestitures remain a crucial means of adapting businesses

**M&A DRIVERS** – Current underlying needs driving M&A strategies

- Challenging underlying needs of a company’s business are likely to drive their M&A strategy in the coming years

**ECONOMIC DOWNTURN** – New opportunities

- Firms are not going to ignore M&A – they are simply going to be even more deliberate in the deals they look to do (e.g. more divestitures to raise cash / shed underperforming units, strategic acquisitions to buy assets more cheaply)

M&A and corporate divestitures are important drivers of IT transformations. SNP has created automated mechanisms to solve the most complex merge or split projects.

### Entry Barriers in the Digital Transformation Market

<table>
<thead>
<tr>
<th>INTELLECTUAL PROPERTY</th>
<th>SUCCESSFUL TRACK RECORD</th>
<th>FULL CERTIFICATION</th>
<th>STRONG PARTNER NETWORK</th>
</tr>
</thead>
<tbody>
<tr>
<td>▪ Over 25 years worth of software development and ‘know-how’ in building automated, algorithmic transformation solutions</td>
<td>▪ Automated transformation approach with a 100% track record in solving the most complex IT transformation projects</td>
<td>▪ Full certification of SNP’s IT transformation solution (software and consulting) by PwC and EY</td>
<td>▪ Global partnerships / alliances with leading IT consultancies / system integrators all utilizing BLUEFIELD™ approach powered by CrystalBridge® to solve transformation projects</td>
</tr>
<tr>
<td>▪ Strong brand reputation and market awareness for solving complex transformation projects. BLUEFIELD™ is instantly recognizable in the digital transformation market (partners also use branding in sales pitch) and is synonymous with successful, efficient transformation projects</td>
<td>▪ Long and growing list of blue-chip customers and reference cases e.g. AIRBUS, Bosch, Hewlett Packard Enterprise, Kellogg’s, Siemens</td>
<td>▪ SAP certification, confirming the SNP’s IT transformation solution integrates seamlessly into an SAP environment. Full member of S/4HANA expert community</td>
<td></td>
</tr>
</tbody>
</table>

SNP’s proven industry standard approach creates strong entry barriers for potential competitors and secures SNP’s enormous revenue growth, acting as a self-fulfilling prophecy.
Three Pillar Strategic Approach

**TRANSFORMATION BUSINESS**

**FOCUS AREA:**
- Build specific BLUEFIELD™ solutions / approaches per use case / drive product market readiness
- Product management roadmap
- Set up global, best shore customer service

**BUSINESS VALUE:**
- Full-service data transformation
- Economies of scale
- Leverage experience and competency
- Positioning as transformation expert

**HEADCOUNT TREND:**

![Graph showing increase in headcount from 2019 to 2025](image)

**NON-TRANSFORMATION BUSINESS**

**FOCUS AREA:**
- Operate in new business areas driven by predictive analytics and artificial intelligence
- Up-selling of BLUEFIELD™

**BUSINESS VALUE:**
- Market penetration
- Risk diversification
- Explore new market trends

**HEADCOUNT TREND:**

![Graph showing no change in headcount from 2019 to 2025](image)

**PARTNER TRANSFORMATION BUSINESS**

**FOCUS AREA:**
- Create partner management organization / structures
- Select, enable and support strategic partners
- Deliver maintenance and support services
- Ramp-up SNP Academy / partner qualification services

**BUSINESS VALUE:**
- Leveraging BLUEFIELD™ sales
- Full-service solution for partners
- Positioning as trusted partner

**HEADCOUNT TREND:**

![Graph showing increase in headcount from 2019 to 2025](image)
CrystalBridge® Overview

PERIODIC TABLE COMPONENTS

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<td>APPLICATION OVERVIEW</td>
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<td>NUMBER RANGE</td>
<td>HARD-CODED VALUE</td>
<td>INTERFACE ANALYSIS</td>
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<td>INTERFACE SCAN</td>
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<td>CLIENT MIGRATION</td>
<td>TRANSFORMATION DISAPPR</td>
<td>TRANSFORMATION CONTENT</td>
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<th>OE 01</th>
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<th>P 01</th>
<th>JIVS</th>
<th>P 02</th>
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<td>Si</td>
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<td>Pa</td>
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<td>DATA CONSISTENCY VERIFICATION</td>
<td>AUTOMATED TESTING</td>
<td>EMPTY TARGET SYSTEM</td>
<td>PREDICTION</td>
<td>SIMULATION</td>
<td>DATA ARCHIVING</td>
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<td>PROCESS ANALYSIS</td>
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MODULES

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<th>ID</th>
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<tr>
<td>AN</td>
<td>SHELL</td>
<td>OPERATIONAL EXCELLENCE</td>
<td>INTERFACE DISCOVERY</td>
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</table>

TRANSFORMATION EVENTS & APPLICATION AREAS

<table>
<thead>
<tr>
<th>S/4HANA</th>
<th>MERGE</th>
<th>MODERNIZE</th>
<th>HARMONIZE</th>
<th>MOVE</th>
<th>CARVE-OUT</th>
<th>TEST DATA</th>
<th>ASSESSMENT</th>
<th>INTERFACE MANAGEMENT</th>
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<td>AN</td>
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<td>AN</td>
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<td>TF</td>
<td>SH</td>
<td>TF</td>
<td>SH</td>
</tr>
</tbody>
</table>

### Test Data and Interface Management

These scenarios are designed for permanent system landscape operation. The modules can be licensed on a subscription basis to be used during ongoing system operation activities by the client. Optionally included in IT transformation scenarios as well as for security/compliance reasons.

### Operational Excellence

Currently acting as a ‘placeholder’ for future development.

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* Inclusion of module optional; 1 Ongoing business use after transformation; 2 Consulting business
SNP’s BLUEFIELD™ approach combines all the benefits of ‘greenfield’ and ‘brownfield’ digital transformation approaches without any of the limitations.
SNP BLUEFIELD™ APPROACH

GREENFIELD

PROCESS REDESIGN ★★★
FULL SYSTEM UTILIZATION ★★★
PROJECT TIME ★★★
TRANSFORMATION COMPLEXITY ★★
PROJECT COSTS ★★★
PROJECT RISK ★★★
SYSTEM ARCHIVING/CONTINUITY ★★

BROWNFIELD

PROCESS REDESIGN ★★★
FULL SYSTEM UTILIZATION ★★★
PROJECT TIME ★★★
TRANSFORMATION COMPLEXITY ★★
PROJECT COSTS ★★★
PROJECT RISK ★★★
SYSTEM ARCHIVING/CONTINUITY ★★

BLUEFIELD™

Finished? See what happens once the system is live...

New, optimized system goes live

All the pain - None of the gain

- The ‘greenfield’ approach allows companies to completely redesign their ERP systems, taking advantage of all the latest software features. However, valuable historical data are not reconcilable and bears high project risks.

- The ‘brownfield’ approach enables system archiving as ‘old’ ERP systems are simply migrated into the latest available software. However, none of the benefits from the latest software can be leveraged.

- SNP’s BLUEFIELD™ approach combines all the benefits of the ‘greenfield’ and ‘brownfield’ approach without any of the limitations – all in a shorter time frame with lower project risk and costs.

BLUEFIELD™ - Transformation in Months instead of Years

SNP WAY > BLUEFIELD™ = HEAVILY AUTOMATED / ALGORITHMIC

SNP’s fully automated, software approach guarantees successful transformation in a fraction of the time

TRADITIONAL WAY = MASSIVE HUMAN INTERVENTION

<table>
<thead>
<tr>
<th><strong>August 2019</strong></th>
<th><strong>September 2019</strong></th>
<th><strong>November 2019</strong></th>
<th><strong>November 2019</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Contract with <em>World’s Leading IT</em> and Consulting Firm based in the USA</td>
<td>Contract with <em>Google</em></td>
<td>Contract with <em>T-Systems</em></td>
<td>Contract with <em>Mahle</em></td>
</tr>
<tr>
<td>Minimum value of USD 30 mn until 2022</td>
<td>Google Cloud licenses CrystalBridge® analysis suite software for streamlining SAP workload migrations and SAP S/4HANA® upgrades, minimizing business disruption.</td>
<td>Signing of a three-year contract</td>
<td>Framework agreement running until end of 2025</td>
</tr>
<tr>
<td>Global Use of SNP Software</td>
<td>Google Cloud’s customers will be able to benefit from SNP’s BLUEFIELD™ approach for migrations</td>
<td>Goal is to plan and execute SAP 4/SHANA transformations in an automatic way for T-Systems customers</td>
<td>All SAP Systems will be transformed to one central SAP S/4HANA system</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Training of T-Systems employees</td>
<td>Training of Mahle employees</td>
</tr>
</tbody>
</table>
AGENDA

ABOUT SNP

STRATEGY & MARKET

FINANCIALS Q1 2020

FINANCIALS 2019

APPENDIX
### Key Figures

<table>
<thead>
<tr>
<th>€ mn</th>
<th>Q1 2019</th>
<th>Q1 2020</th>
<th>Δ (in € mn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>28.8</td>
<td>34.4</td>
<td>+5.6</td>
</tr>
<tr>
<td>Gross profit</td>
<td>24.5</td>
<td>29.8</td>
<td>+5.3</td>
</tr>
<tr>
<td>Personal expenses</td>
<td>-20.5</td>
<td>-24.9</td>
<td>-4.4</td>
</tr>
<tr>
<td>Other operating income/expenses</td>
<td>-5.2</td>
<td>-6.9</td>
<td>-1.7</td>
</tr>
<tr>
<td>EBITDA</td>
<td>-1.3</td>
<td>-2.0</td>
<td>-0.7</td>
</tr>
<tr>
<td>EBIT</td>
<td>-3.3</td>
<td>-4.0</td>
<td>-0.7</td>
</tr>
<tr>
<td>EBT</td>
<td>-3.5</td>
<td>-4.3</td>
<td>-0.8</td>
</tr>
<tr>
<td>Net income</td>
<td>-2.8</td>
<td>-3.5</td>
<td>-0.7</td>
</tr>
</tbody>
</table>

| Gross profit margin   | 85.1%   | 86.8%   |             |
| EBITDA Margin         | -4.4%   | -5.9%   |             |
| EBIT Margin           | -11.5%  | -11.6%  |             |

### Comments

- Topline growth almost equally distributed between software and service segments
- Personal expenses increased significantly in the preparation of future growth
- FTE increased from 1,272 end of Q1 2019 to 1,411 end of Q1 2020
- Hire rate will be adopted to revenue growth
- Margin KPIs basically unchanged
Sales and EBIT by segments

### Service (in € mn)

<table>
<thead>
<tr>
<th></th>
<th>Q1 2019</th>
<th>Q1 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>22.5</td>
<td>25.3</td>
</tr>
<tr>
<td>EBIT</td>
<td>-2.5</td>
<td>-1.2</td>
</tr>
</tbody>
</table>

**Comments**
- Increase in sales also supported by rising demand from S/4 projects
- Profitability significantly up with rising top line development
- Seasonal pattern usually show the first quarter as the weakest of the year

### Software (in € mn)

<table>
<thead>
<tr>
<th></th>
<th>Q1 2019</th>
<th>Q1 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>6.2</td>
<td>9.1</td>
</tr>
<tr>
<td>EBIT</td>
<td>0.8</td>
<td>0.0</td>
</tr>
</tbody>
</table>

**Comments**
- Sales development with ongoing positive trend
- Lower earnings attributable to growth investments mainly in partner strategy
- Software accounted for 26% of total sales

Balance Sheet (€ mn)

### Comments

- Healthy balance sheet structure where non-current liabilities are well covered by non-current assets
- Current and noncurrent liabilities basically unchanged
- Equity slightly decreased compared to year end´s level
- Equity ratio now at 38.5% (2019: 40.6 %)
## Cash Flow Statement (€ mn)

<table>
<thead>
<tr>
<th></th>
<th>Q1 2019</th>
<th>Q1 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net income</strong></td>
<td>-2.8</td>
<td>-3.5</td>
</tr>
<tr>
<td><strong>Depreciation</strong></td>
<td>2.1</td>
<td>1.9</td>
</tr>
<tr>
<td><strong>Change in W/C</strong></td>
<td>-2.9</td>
<td>-1.1</td>
</tr>
<tr>
<td><strong>Change in other items</strong></td>
<td>-0.8</td>
<td>-1.1</td>
</tr>
<tr>
<td><strong>Operating cash flow</strong></td>
<td>-4.4</td>
<td>-3.7</td>
</tr>
<tr>
<td><strong>Investing cash flow</strong></td>
<td>-3.2</td>
<td>-1.8</td>
</tr>
<tr>
<td><strong>Financing cash flow</strong></td>
<td>0.0</td>
<td>-0.9</td>
</tr>
<tr>
<td><strong>Change in cash</strong></td>
<td>-7.7</td>
<td>-6.6</td>
</tr>
</tbody>
</table>

### Comments
- Cash out from the change in working capital noticeable below last year’s figure
- Operating cash flow in Q1 2020 therefore slightly improved
- As a result the change in cash also slightly better than previous year’s quarter
## Order Entry and Backlog

### Order Entry (in € mn)

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q1 2019</th>
<th>Q1 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Software</td>
<td>38.9</td>
<td>16.7</td>
</tr>
<tr>
<td>Service</td>
<td>13.3</td>
<td>31.0</td>
</tr>
</tbody>
</table>

**Comments**
- Strong increase of order entry due to raising demand of software
- Especially additional partner contracts in the software segment led to a disproportionate increase

### Order Backlog (in € mn)

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q1 2019</th>
<th>Q1 2020</th>
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</thead>
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<tr>
<td>Software</td>
<td>49.0</td>
<td>44.1</td>
</tr>
<tr>
<td>Service</td>
<td>11.3</td>
<td>62.1</td>
</tr>
</tbody>
</table>

**Comments**
- Order backlog more than doubled compared to previous year’s period
- It was again the software segment which contributed largely to this development
Updated Outlook April 2020

Previous outlook

Sales (in € mn)

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales 2019</th>
<th>Sales 2020</th>
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<tbody>
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<td>2019</td>
<td>145.2</td>
<td>175</td>
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<td>2020</td>
<td>185</td>
<td>170</td>
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EBIT margin

<table>
<thead>
<tr>
<th>Year</th>
<th>2019 EBIT margin</th>
<th>2020 EBIT margin</th>
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<tbody>
<tr>
<td>2019</td>
<td>6.5%</td>
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<tr>
<td>2020</td>
<td>8.5%</td>
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</table>

Updated outlook

Sales (in € mn)

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<tr>
<th>Year</th>
<th>Sales 2019</th>
<th>Sales 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>145.2</td>
<td>170</td>
</tr>
<tr>
<td>2020</td>
<td>145</td>
<td>145</td>
</tr>
</tbody>
</table>

EBIT margin

<table>
<thead>
<tr>
<th>Year</th>
<th>2019 EBIT margin</th>
<th>2020 EBIT margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>4.8%</td>
<td>Mid single digit range</td>
</tr>
<tr>
<td>2020</td>
<td>8.5%</td>
<td></td>
</tr>
</tbody>
</table>

Mid single digit range

SNP is well prepared to act in the Corona crisis

1. Top priority is the health and safety of our employees
2. We have secured the delivery towards our customers and partners
3. Our industry is already digitalized
   - Employees are able to work from home – even on ongoing projects
   - Even in pre-crisis times many projects were done remotely
   - Digital customer engagements are ramping up.
4. Strong balance sheet and focus on working capital management
5. Preparing for a more flexible cost structure
AGENDA

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STRATEGY & MARKET

FINANCIALS Q1 2020

FINANCIALS 2019

APPENDIX
### Key Figures

<table>
<thead>
<tr>
<th>€ mn</th>
<th>2018</th>
<th>2019</th>
<th>Δ</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>131.0</td>
<td>145.2</td>
<td>+10.8%</td>
</tr>
<tr>
<td>Gross profit</td>
<td>109.8</td>
<td>127.3</td>
<td>+15.9%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>2.3</td>
<td>15.1</td>
<td>&gt;100%</td>
</tr>
<tr>
<td>EBIT</td>
<td>-2.5</td>
<td>7.0</td>
<td>n/a</td>
</tr>
<tr>
<td>EBT</td>
<td>-3.6</td>
<td>5.6</td>
<td>n/a</td>
</tr>
<tr>
<td>Tax</td>
<td>2.0</td>
<td>-3.4</td>
<td>n/a</td>
</tr>
<tr>
<td>Net income</td>
<td>-1.6</td>
<td>2.3</td>
<td>n/a</td>
</tr>
<tr>
<td>EPS</td>
<td>-0.26</td>
<td>0.35</td>
<td>n/a</td>
</tr>
</tbody>
</table>

| Gross profit margin | 83.8% | 87.7% |
| EBITDA Margin       | 1.8%  | 10.4% |
| EBIT Margin         | -2.0% | 4.8%  |

### Comments
- Gross profit with a disproportionate increase due to the shift of leasing expenses after first time application of IFRS 16 (appr. € 4 mn)
- SG&A cost structure basically unchanged despite top line increase
- Tax rate negatively affected by the reduction of deferred tax assets
- Cash tax rate at around 20%
Sales and EBIT by segments

Service (in € mn)

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>101.2</td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>97.6</td>
<td>3.6</td>
</tr>
</tbody>
</table>

EBIT as % of Sales: 2018 -5.3%, 2019 3.6%

Comments
- After a slow start into the year 2019 sales increased especially in H2
- Lower sales mainly caused by currency effects
- Utilization at 84% end of 2019; EBIT margin reached 3.7%

Software (in € mn)

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>29.8</td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>47.6</td>
<td>13.0</td>
</tr>
</tbody>
</table>

EBIT as % of Sales: 2018 +59.7%, 2019 +46.1%

Comments
- Significant sales increase of 59.7%
- Strong pick up in H2 with the signing of several partner contracts
- EBIT margin stable at 27.4%
- Software accounted for 33% of total sales

Order Entry and Backlog

Order Entry (by quarter in € mn)

Q1  Q2  Q3  Q4
2018  40.9  26.3  31.5  33.6
2019  38.9  46.2  63.7  52.6

Order Entry vs. Order Backlog (in € mn)

Q1  Q2  Q3  Q4
2018  34.6  97.7  56.3  6.8
2019  123.5  201.3  53.7  53.7

Comments
- Order Entry with growing numbers almost every quarter
- Peak in Q3 caused by large partner contract in the software segment

Comments
- Strong increase of order entry due to raising demand of software
- Large partner contracts in the software segment led to a sharp increase in the order backlog
AGENDA

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FINANCIALS 2019

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<table>
<thead>
<tr>
<th>ISIN</th>
<th>720 370 / DE0007203705 / SHF</th>
</tr>
</thead>
<tbody>
<tr>
<td>Segment</td>
<td>Prime Standard</td>
</tr>
<tr>
<td>Stock Exchanges</td>
<td>Xetra, Frankfurt, Hamburg, Berlin, Munich, Stuttgart, Dusseldorf</td>
</tr>
<tr>
<td>Indices</td>
<td>SDAX, DAXsector All Software, DAXsubsector All IT-Services, Prime All-Share, Prime Standard Index</td>
</tr>
<tr>
<td>Designated Sponsor</td>
<td>Oddo Seydler</td>
</tr>
<tr>
<td>Research Coverage</td>
<td>Bankhaus Metzler, Berenberg, NordLB, Mainfirst, Warburg Research</td>
</tr>
<tr>
<td>Number of Shares</td>
<td>6,602,447</td>
</tr>
<tr>
<td>Share Price (July 6, 2020)</td>
<td>€ 48.50</td>
</tr>
<tr>
<td>Market Capitalization</td>
<td>≈ € 320 mn</td>
</tr>
</tbody>
</table>
## Coverage

<table>
<thead>
<tr>
<th>Broker</th>
<th>Date</th>
<th>Rating</th>
<th>Price Target</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bankhaus Metzler</td>
<td>June 26, 2020</td>
<td>Hold</td>
<td>€ 48.00</td>
</tr>
<tr>
<td>Mainfirst</td>
<td>May 13, 2020</td>
<td>Buy</td>
<td>€ 60.00</td>
</tr>
<tr>
<td>Berenberg</td>
<td>May 1, 2020</td>
<td>Hold</td>
<td>€ 51.00</td>
</tr>
<tr>
<td>Warburg Research</td>
<td>April 30, 2020</td>
<td>Buy</td>
<td>€ 51.00</td>
</tr>
<tr>
<td>Nord/LB // AlsterResearch</td>
<td>May 18, 2020</td>
<td>Buy</td>
<td>€ 50.00</td>
</tr>
</tbody>
</table>
Key Shareholder Profiles

Dr. Andreas Schneider-Neureither
Dr. Andreas Schneider-Neureither (born in 1964, of German nationality) studied business administration and physics at the University of Heidelberg. He completed his doctorate in the field of theoretical physics in 1995. While still a student, he founded SNP in 1994.

AkrosA Private Equity
Investment vehicle of MC Investments GmbH. MC Investments GmbH is a family office for experienced investors and invests in selected companies and real estate projects.

Swedbank
Swedbank's roots are in the history of Sweden’s savings banks and the cooperative agricultural bank tradition. The firm has relationships with about 7.3 million private customers and about 618,000 corporate customers.

Oswin Hartung
In 2016, SNP acquired Hartung Consult GmbH, Germany and Astrums Consulting (S) Pte. Ltd., Singapore (majority acquisitions). As founder and managing director, Oswin Hartung reinvested sales proceeds in SNP shares.
## Financial Calendar

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar 30, 2020</td>
<td>Publication of the Annual Report 2019</td>
</tr>
<tr>
<td>Apr 30, 2020</td>
<td>Publication of the Interim Statement Q1 2020</td>
</tr>
<tr>
<td>Jun 30, 2020</td>
<td>Annual General Meeting 2020</td>
</tr>
<tr>
<td>Oct 30, 2020</td>
<td>Publication of the Interim Statement Q3 2020</td>
</tr>
</tbody>
</table>
Thank you for your time

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69121 Heidelberg
Germany

Christoph Marx, Global Head of IR
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Investor.relations@snpgroup.com

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Heidelberg, Germany 2020