# INTERIM STATEMENT Q1 2021



**SNP** I The Data Transformation Company

# BUSINESS PERFORMANCE OF SNP SCHNEIDER-NEUREITHER & PARTNER SE IN THE FIRST QUARTER OF 2021

# SIGNIFICANT EVENTS IN THE FIRST QUARTER OF 2021

### Portfolio Expansion Through Acquisition of Software Specialist EXA AG

On February 25, 2021, SNP Schneider-Neureither & Partner SE acquired 74.9% of the shares in EXA AG for € 10.5 million. The purchase price installment was paid with liguid assets in March 2021. The remaining 25.1% of EXA shares are retained by Divya Vir Rastogi, CEO and co-founder of EXA, with a put option from 2024 and a call option from 2025. EXA AG was founded in 2012 and currently employs approximately 140 people - around 30 in Germany and approximately 110 in India. Control was transferred with effect from March 1, 2021. EXA is a leading provider of transformation solutions in the area of financial management with a focus on the topics of operational transfer pricing and the global value chain. The SNP Group expects the strategic expansion of the portfolio to produce considerable synergies in go-to-market strategies and product development, which will positively influence the result in the future. Furthermore, the acquisition will increase the proportion of recurring revenues within the SNP Group.

# Finance Agreement with the European Investment Bank

In February 2021, SNP SE signed a finance agreement with the European Investment Bank in the amount of  $\in$  20 million. The loan has a term of five years and bears interest at a fixed rate of 1.101% per annum.

# FINANCIAL POSITION AND FINANCIAL PERFORMANCE

#### **Revenue Performance**

In the first three months of the current fiscal year, the SNP Group recorded a decrease in revenue of € -1.3 million, or 3.8%, to € 33.1 million compared with the same guarter of the previous year which had not yet been affected by the coronavirus (previous vear: € 34.4 million). The decline in Group revenue is solely attributable to the trend in the Services business segment. Due to a weaker level of utilization of consultants, particularly in the first two months of the year, revenue decreased by € -2.0 million, or approximately 8%, to € 23.3 million (previous year: € 25.3 million). On the other hand, revenue in the Software business segment increased by approximately 8% compared with the same guarter of the previous year, to € 9.8 million (previous year: € 9.1 million), due to the successful implementation of the Group's software and partner strategy.

The acquisition of EXA AG contributed approximately  $\notin$  1.1 million to overall revenue. Adjusted for this effect, organic revenue declined by  $\notin$  2.4 million, or approximately 7%.

#### Revenue Distribution by Region

The decrease in Group revenue in the first quarter of 2021 is largely attributable to the developments in the USA, UKI and JAPAC. On the other hand, the EEMEA and Latam regions registered significant revenue growth. The following tables show the distribution and development of external revenue by region:

#### **REVENUE BY REGION**

in € million	Q1 2021	Q1 2020	Deviation as %
CEU <sup>1</sup>	17.1	17.2	-1%
EEMEA <sup>2</sup>	6.0	4.9	+22%
Latam <sup>3</sup>	4.5	3.6	+25%
USA	2.8	4.1	-32%
UKI <sup>4</sup>	1.6	2.6	-38%
JAPAC⁵	1.2	1.9	-37%

<sup>1</sup> Central Europe (previous year: DACH)
<sup>2</sup> Eastern Europe, Middle East, Africa
<sup>3</sup> Latin America
<sup>4</sup> United Kingdom, Ireland
<sup>5</sup> Asia-Pacific Japan

#### Revenue Distribution by Business Segment

In the first quarter, the **Services business segment** provided  $\in$  23.3 million (previous year:  $\in$  25.3 million) of Group revenue. Revenue in the Services business segment was thus  $\notin$  2.0 million or approximately 8% lower than in the first quarter of 2020, due to a relatively weak level of utilization of consultants. However, on the strength of an improving order situation the level of utilization has improved significantly over the course of the first quarter. Measured in terms of the overall revenue volume of  $\notin$  33.1 million, the revenue achieved in the Services business segment in the reporting period corresponds to a share of approximately 70% (previous year: 74%).

The **Software business segment** (including maintenance and cloud) generated revenue of  $\in$  9.8 million (previous year:  $\in$  9.1 million). This corresponds to an increase of around 8% compared with the first quarter of 2020. This trend is mainly attributable to the increase in maintenance revenue. Recurring software support revenue has increased by  $\in$  0.9 million to  $\in$  3.2 million (previous year:  $\in$  2.3 million). On the other hand, licensing and cloud fees have decreased slightly by  $\in$  0.3 million, or approximately -5%, to  $\in$  5.9 million (previous year:  $\in$  6.2 million). Software-as-a-service revenue amounted to  $\in$  0.6 million in the reporting period (previous year:  $\in$  0.5 million), which represents an increase of  $\in$  +0.1 million. Measured in terms of the overall revenue

volume of  $\in$  33.1 million, the proportion of software revenue in the reporting period thus increased by approximately 4 percentage points to around 30% (previous year: 26%). This is consistent with the Group's strategy of aiming for a significant increase in software license revenue and maintenance fees.

Revenue with higher-margin SNP in-house products (including software-as-a-service revenue) rose by  $\notin$  0.4 million, or approximately 5%, to  $\notin$  7.5 million. In the same period, revenue in the amount of  $\notin$  2.2 million (previous year:  $\notin$  1.9 million) was recorded with third-party products, which corresponds to an increase of  $\notin$  0.3 million or approximately 15%.

#### ORDER BACKLOG AND ORDER ENTRY

in € million	Q1 2021	Q1 2020	Deviation as %
Order entry	52.5	47.7	+10%
Order backlog	133.9	106.2	+26%

Order entry as of March 31, 2021 totaled  $\in$  52.5 million, approximately 10% above the comparable figure for the previous year (previous year:  $\in$  47.7 million). The Software business segment accounts for  $\in$  22.0 million, or 42%, of the order entry volume (previous year:  $\in$  16.7 million, or 35%). The percentage increase is consistent with the Group's strategy of aiming for a significant increase in software license and maintenance fees. The Services business segment accounts for  $\notin$  30.5 million, or around 58%, of the order entry volume (previous year:  $\notin$  31.0 million, or around 65%).

EXA AG accounts for € 1.5 million of the overall order entry volume in the reporting period: Of this amount, € 1.3 million is attributable to the Services business segment.

In the core Central Europe market (CEU), the order entry trend remained positive.  $\in$  22.4 million in the first quarter of 2021 represents growth of approximately 4% on the same quarter of the previous year (previous year:  $\in$  21.6 million). The CEU region thus represents around 43% of the overall order entry volume (previous year: around 45%).

The order entry figure in connection with upcoming SAP S/4HANA projects amounts to  $\in$  10.0 million; this represents a decrease of 10% compared to the first quarter of 2020 (previous year:  $\in$  11.1 million). Impending SAP S/4HANA projects thus represent approximately 19% of the entire order entry volume of the SNP Group. In the 2020 fiscal year, S/4HANA-related projects accounted for around 33% of the order entry figure.

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The order backlog amounted to € 133.9 million as of March 31, 2021, compared to € 110.8 million as of December 31, 2020.

#### **Earnings Position**

While preparing consolidated financial statements for the 2020 fiscal year, it was determined that a right-of-use asset under a lease agreement (pursuant to IFRS 16) for a property with a related party in the USA had to be written down as per IAS 8 by € 3.6 million to zero for the 2019 fiscal year. As a result of this correction, in the first guarter of 2020 depreciation on the right-of-use asset for the lease in the amount of € 0.1 million was no longer applicable. This resulted in a corresponding adjustment to operating earnings (EBIT) in the first guarter of 2020.

#### **OPERATING PERFORMANCE**

in Mio. €	Q1 2021	Q1 2020 (adjusted)	Q1 2020 (as reported)
EBITDA (in € million)	-0.9	-2.0	-2.0
EBITDA margin	-2.8%	-5.9%	-5.9%
EBIT (in € million)	-2.7	-3.9	-4.0
EBIT margin	-8.3%	-11.3%	-11.6%

Despite a decline in revenue, the Group's operating performance improved significantly in the first guarter of 2021: The factors behind the improvement in earnings include the efficiency measures initiated in the previous year, which are increasingly affecting the Group's earning power, as well as coronavirus-related savings effects. Other operating expenses were thus reduced by € 3.5 million to € 4.1 million. Significant savings were achieved, in particular, in the areas of travel expenses, other personnel costs and legal and consulting expenses. In addition, other operating income increased slightly by € 0.2 million to € 1.0 million. This is mainly attributable to higher exchange rate gains. On the other hand, personnel costs increased by € 0.5 million, which is primarily attributable to the initial consolidation of EXA AG. The € 0.8 million increase in the cost of materials is due to higher expenses in connection with reseller licenses as well as the effect associated with the initial consolidation of EXA AG. Due to the above-mentioned effects, earnings before interest, taxes, depreciation and amortization (EBIT-DA) improved to  $\in$  -0.9 million (Q1 2020;  $\in$  -2.0 million). EXA AG accounted for an EBITDA figure of € 0.5 million.

With a depreciation and amortization figure of € -1.8 million (previous year: € -1.9 million), operating earnings before interest and taxes (EBIT) reached a level of € -2.7 million, compared to € -3.9 million in the same guarter of the previous year.

#### Net Financial Result and Profit for the Period

At € -0.4 million, net finance costs were slightly lower than the figure for the same quarter of the previous year (previous year: € -0.3 million). Earnings before taxes (EBT) thus amount to € -3.2 million (previous year: € -4.2 million). With income tax income of € 0.6 million (previous year: € 0.9 million), a net loss of € -2.5 million resulted in the first three months of the 2021 fiscal year (previous year: € -3.4 million). This corresponds to a net margin of -7.6% (previous year: -9.8%). Accordingly, diluted and basic earnings per share improved to € -0.35 (previous year: € -0.50).

#### EBIT IN THE SERVICES BUSINESS SEGMENT

in Mio. €	Q1 2021	Q1 2020 (adjusted)	(as reported)
EBIT (in € million)	0.3	-1.1	-1.2
EBIT margin	1.3%	-4.3%	-4.6 %

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#### EBIT IN THE SOFTWARE BUSINESS SEGMENT

in Mio. €	Q1 2021	Q1 2020 (adjusted)	Q1 2020 (as reported)
EBIT (in € million)	-0.3	-0.0	-0.0
EBIT margin	-3.2%	-0.4%	-0.5%

#### Net Assets

Total equity and liabilities have increased by € 34.6 million compared with December 31, 2020, to € 241.3 million. The increase on the asset side of the balance sheet compared with December 31, 2020 is attributable to the development of current assets (€ +11.2 million to € 137.2 million) as well as noncurrent assets (€ +23.5 million to € 104.1 million). In the current assets item, cash and cash equivalents increased by € 7.1 million to € 33.0 million. Other nonfinancial assets increased by € 2.2 million to € 5.0 million. This was attributable, in particular, to annual support services that were due at the start of the year. The development of noncurrent assets is primarily attributable to the increase in goodwill (€ +11.9 million to € 45.5 million) as well as higher other intangible assets (€ +10.1 million to € 15.5 million). These two trends mainly reflect the initial consolidation of EXA AG as of March 1, 2021.

#### **Financial Position**

On the equity and liabilities side, current liabilities increased by  $\in$  28.0 million by comparison with December 31, 2020 and amounted to  $\in$  82.0 million, while noncurrent liabilities rose by  $\in$  10.4 million to  $\in$  75.4 million.

In the current liabilities item, financial liabilities have increased by  $\in 22.0$  million. This is attributable to a reclassification of promissory note loans in the amount of  $\in 26$  million from noncurrent to current liabilities, which contrasted with the repayment of short-term loans in the amount of  $\in 4.8$  million. At the same time, trade payables and other liabilities as well as contract liabilities have increased by an overall amount of  $\in 5.2$  million to  $\notin 16.0$  million.

Compared with December 31, 2020, noncurrent liabilities rose by  $\in$  10.4 million to  $\in$  75.4 million. This is mainly attributable to a  $\in$  7.3 million increase in financial liabilities to  $\in$  66.8 million and a  $\in$  3.1 million increase in deferred taxes to  $\in$  3.4 million. Financial liabilities were characterized by countervailing effects. While promissory note loans in the amount of  $\in$  26 million were reclassified as current financial liabilities, this balance sheet item increased by  $\in$  15.3 million due to a  $\in$  20 million loan agreement signed with the European Investment Bank in February 2021 as well as higher purchase price liabilities in connection with acquisitions. Deferred taxes mainly increased as a result of the initial consolidation of EXA AG.

The Group's equity declined in the first three months of 2021 from  $\in$  87.7 million to  $\in$  83.9 million. This decrease is mainly attributable to the loss for the period in the amount of  $\in$  2.5 million. As a result, retained earnings decreased from  $\in$  4.7 million as of December 31, 2020, to  $\in$  2.2 million. The deduction made for treasury shares increased in comparison with December 31, 2020, to  $\in$  -4.4 million in the reporting period (as of December 31, 2020:  $\in$  -2.7 million). This was due to the repurchase of 28,800 treasury shares. Subscribed capital and the capital reserves remain unchanged. Due to the decrease in equity and the increase in total equity and liabilities as of March 31, 2021, the equity ratio declined from 42.4% to 34.8%.

Development of Cash Flow and the Liquidity Position Operating cash flow amounted to  $\in$  -3.0 million in the first three months of 2021; this represents a slight improvement on the figure of  $\in$  -3.7 million in the same quarter of the previous year and is mainly attributable to the improvement in the result for the period ( $\notin$  -2.5 million, previous year:  $\notin$  -3.4 million).

Negative cash flow from investing activities in the amount of  $\in$  -2.1 million (previous year:  $\in$  -1.8 million) is mainly attributable to payments made for the acquisition of a majority of the shares in EXA AG, which contrasted with the company's high volume of cash and cash equivalents.

Financing activities resulted in a positive cash flow in the amount of  $\notin$  12.5 million (previous year: negative cash flow of  $\notin$  0.9 million). The positive cash flow resulted due to proceeds from loans taken out due to a  $\notin$  20 million finance agreement with the European Investment Bank. This contrasts with loan repayments in the amount of  $\notin$  4.8 million, payments made for the acquisition of treasury shares in the amount of  $\notin$  1.7 million and payments for the settlement of lease liabilities in the amount of  $\notin$  1.0 million.

The effects of changes in foreign exchange rates on cash and bank balances have not had any significant impact (previous year: € -0.2 million).

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Overall cash flow during the reporting period came to  $\in$  7.4 million (previous year:  $\in$  -6.6 million). Taking into account the changes presented here, the level of cash and cash equivalents rose to  $\in$  36.8 million as of March 31, 2021, plus funds invested on a short-term basis in the amount of  $\in$  20 million. The composition of cash and cash equivalents as of March 31, 2021, of  $\in$  36.8 million deviates from the carrying value of cash and cash equivalents of  $\in$  33.0 million due to the reclassification of cash and cash equivalents of the disposal group ( $\in$  3,8 million). As of December 31, 2020, the volume of cash and cash equivalents amounted to  $\in$  29.4 million, plus funds invested on a short-term basis in the amount of  $\in$  20 million. Overall, the SNP Group remains solidly positioned financially.

#### Employees

As of March 31, 2021, the number of employees of the SNP Group increased to 1,588; as of December 31, 2020, they totaled 1,463 employees. The Group's employees included two Managing Directors (as of December 31, 2020: 3), 26 managers (as of December 31, 2020: 22) and 31 trainees, students and interns (as of December 31, 2020: 28).

The average number of employees during the reporting period (Q1 2021), excluding the aforementioned group of individuals, was 1,451 (previous year: 1,347).

EXA AG accounts for 116 employees as of March 31, 2021.

#### Forecast

Due to the company's successful implementation of its software and partner strategy and the further improvement in its market reputation in 2020, the management assumes higher sales in both the Services business segment and the Software business segment in the current fiscal year. In particular, the increased contribution to total sales of software license revenue and related economies of scale should result in wider operating margins over the medium to long term.

The performance of the SNP Group is largely independent of the normal market fluctuations experienced by the overall economy since SNP is generally less affected by economic downturns as a result of its positioning as a specialized provider of ERP transformations. This is due to the fact that companies also need to adjust their IT landscapes during periods of economic weakness in order to remain competitive. However, depending on further developments related to the coronavirus pandemic, there might be changes in the outlook for 2021 as described in this report, particularly in the event of economic restrictions continuing into the second half of the year. As in previous years, it is assumed that, in the current fiscal year, revenue will not be evenly distributed over the guarters and that the second half of the year will be stronger. For the 2021 fiscal year, the company expects revenue growth to € 160-180 million based on a global increase in willingness to invest. Revenue in each of the company's two business segments, Services and Software, will be significantly higher than in the previous year. The growth outlook is based on a continuing strong order entry situation as well as even greater market acceptance of the company's software and partner strategy Depending on the progress of the global measures to combat the COVID-19 pandemic, the company is aiming to achieve an EBIT margin of between 5% and 8% and thus an EBIT figure which is significantly higher than in the previous year. The order entry volume will continue to pick up in 2021 and is expected to be significantly higher than in the previous year.

No M&A transactions are considered in the forecast for the current fiscal year due to uncertainties.

In addition, the SNP Group continues to pursue the prioritized mid-term goal of a structural increase in its profitability.

### Subsequent Events

#### Changes on the Board of Directors

On April 16, 2021, the Chairman of the Board of Directors of SNP Schneider-Neureither & Partner SE, Dr. Michael Drill, and two other members of the company's Board of Directors declared that they intended to step down from their positions prior to the end of their terms of office. Dr. Michael Drill and Rainer Zinow will vacate their positions following the end of the Annual General Meeting on June 17, 2021, while Gerhard Burkhardt is to step down from his position with immediate effect. The company will propose candidates to replace them on the Board of Directors in the invitation to this year's Annual General Meeting.

### CONSOLIDATED BALANCE SHEET

to March 31, 2021

#### ASSETS

in € thousand	March 31, 2021	Dec. 31, 2020	March 31, 2020 (adjusted) <sup>1</sup>	March 31, 2020 (as reported)
Current assets				
Cash and cash equivalents	33,022	25,961	12,564	12,564
Other financial assets	20,322	20,383	262	262
Trade receivables and other receivables	24,102	25,600	32,535	32,535
Contract asset values	23,225	19,704	21,244	21,244
Inventories	0	0	410	410
Other non-financial assets	5,006	2,854	4,868	4,868
Tax receivables	90	81	93	93
Disposal groups held for sale	31,386	31,398	0	0
	137,153	125,981	71,976	71,976
Non-current assets				
Goodwill	45,531	33,605	52,660	52,660
Other intangible assets	15,502	5,422	7,496	7,496
Property, plant and equipment	4,855	4,396	5,904	5,904
Rights of use	17,189	17,511	16,783	20,353
Other financial assets	949	592	811	811
Investments accounted for under the equity method	225	225	225	225
Contract values	12,399	12,571	1,960	1,960
Other non-financial assets	156	147	219	219
Deferred taxes	7,336	6,223	6,216	6,163
	104,142	80,692	92,274	95,791
	241,295	206,673	164,250	167,767

<sup>1</sup> While preparing consolidated financial statements for the 2020 fiscal year, it was determined that a right-of-use asset from a lease agreement (pursuant to IFRS 16) for a property with a related party in the USA had to be written down as per IAS 8 by € 3,773 thousand to zero for the 2019 fiscal year. As a result, the right-of-use asset from the lease agreement was adjusted at the financial statements for Q1 2020.

#### EQUITY AND LIABILITIES

in € thousand	March 31, 2021	Dec. 31, 2020	March 31, 2020 (adjusted) <sup>1</sup>	March 31, 2020 (as reported)
Current liabilities				
Trade payables and other liabilities	6,045	4,613	9,001	9,001
Contract liabilities	9,972	6,178	9,469	9,469
Tax liabilities	2,122	2,269	927	927
Financial liabilities	34,804	12,758	11,487	11,792
Other non-financial liabilities	19,162	18,225	18,505	18,505
Provisions	1,605	1,124	118	118
Liabilities resulting from assets held for sale	8,284	8,819	0	0
	81,994	53,986	49,507	49,812
Non-current liabilities	-			
Contract liabilities	2,025	2,134	0	0
Financial liabilities	66,814	59,498	50,154	49,675
Other provisions	214	246	0	0
Provisions for pensions	2,943	2,829	3,017	3,017
Deferred taxes	3,368	297	694	694
	75,364	65,004	53,865	53,386
Equity				
Subscribed capital	7,212	7,212	6,602	6,602
Capital reserve	87,120	87,068	59,968	59,968
Retained earnings	2,211	4,725	2,941	6,520
Other components of the equity	-7,889	-8,380	-6,501	-6,389
Treasury shares	-4,410	-2,713	-2,153	-2,153
Equity attributable to shareholders	84,244	87,912	60,857	64,548
Non-controlling interests	-307	-229	21	21
	83,937	87,683	60,878	64,569
	241,295	206,673	164,250	167,767

<sup>1</sup> While preparing consolidated financial statements for the 2020 fiscal year, it was determined that a right-of-use asset from a lease agreement (pursuant to IFRS 16) for a property with a related party in the USA had to be written down as per IAS 8 by € 3,773 thousand to zero for the 2019 fiscal year. As a result, the right-of-use asset from the lease agreement was adjusted at the financial statements for Q1 2020.

# CONSOLIDATED INCOME STATEMENT

for the period from January 1 to March 31, 2021

in € thousand	Q1 2021	Q1 2020 (adjusted) <sup>1</sup>	Q1 2020 (as reported)
Revenue	33,063	34,367	34,367
Service	23,309	25,297	25,297
Software	9,754	9,070	9,070
Capitalized own services	62	9	9
Other operating income	1,003	824	824
Cost of material	-5,349	-4,536	-4,536
Personnel costs	-25,412	-24,940	-24,940
Other operating expenses	-4,148	-7,643	-7,643
Impairments on receivables and contract assets	-3	0	0
Other taxes	-133	-117	-117
EBITDA	-917	-2,036	-2,036
Depreciation and impairments on intangible assets and property, plant and equipment	-1,825	-1,852	-1,949
EBIT	-2,742	-3,888	-3,985
Other financial income	10	8	8
Other financial expenses	-429	-356	-356
Net financial income	-419	-348	-348
EBT	-3,161	-4,236	-4,333
Income taxes	632	867	867
Consolidated income/net loss	-2,529	-3,369	-3,466
Thereof:			
Profit attributable to non-controlling shareholders	-68	-65	-65
Profit attributable to shareholders of SNP Schneider-Neureither & Partner SE	-2,461	-3,304	-3,401
Earnings per share (€)	€	€	€
- Undiluted	-0.35	-0.50	-0.52
- Diluted	-0.35	-0.50	-0.52
Weighted average number of shares	in thousand	in thousand	in thousand
- Undiluted	7,132	6,543	6,543
- Diluted	7,132	6,543	6,543

<sup>1</sup> Further information on the adjusted previous year figures can be found in the notes in this interim statement under "Earnings position" on page 4.

# CONSOLIDATED CASH FLOW STATEMENT

for the period from January 1 to March 31, 2021

in € thousand	Q1 2021	Q1 2020 (adjusted) <sup>1</sup>	Q1 2020 (as reported)
Profit after tax	-2,529	-3,369	-3,466
Depreciation	1,825	1,852	1,949
Change in provisions for pensions	37	126	126
Other non-cash income/expenses	-1,016	-1,208	-1,208
Changes in trade receivables, contract assets, other current assets, other non-current assets	-2,220	-3,005	-3,005
Changes in trade payables, contract liabilities, other provisions, tax liabilities, other current liabilities	870	1,933	1,933
Cash flow from operating activities (1)	-3,033	-3,671	-3,671
Payments for investments in property, plant and equipment	-689	-883	-883
Payments for investments in intangible assets	-82	-129	-129
Payments for investments in at-equity investments	0	-200	-200
Proceeds from the disposal of items of intangible assets and property, plant and equipment	84	8	8
Payments resulting from the acquisition of consolidated companies and other business units	-1,436	-600	-600
Cash flow from investing activities (2)	-2,123	-1,804	-1,804
Payments for the purchase of treasury shares	-1,697	-644	-644
Proceeds from loans taken out	20,000	6,988	6,988
Payments for the settlement of loans and other financial liabilities	-4,756	-5,049	-5,049
Payments resulting from the settlement of lease liabilities	-1,009	-2,164	-2,164
Cash flow from financing activities (3)	12,538	-869	-869
Changes in cash and cash equivalents due to foreign exchange rates (4)	17	-229	-229
Cash change in cash and cash equivalents (1) + (2) + (3) + (4)	7,399	-6,573	-6,573
Cash and cash equivalents at the beginning of the fiscal year	29,405	19,137	19,137
Cash and cash equivalents as of March 31	36,804	12,564	12,564
Composition of cash and cash equivalents:			
Cash and cash equivalents	36,804	12,564	12,564
Cash and cash equivalents as of March 31	36,804	12,564	12,564

<sup>1</sup> Further information on the adjusted previous year figures can be found in the notes in this interim statement under "Earnings position" on page 4.

# SEGMENT REPORTING

for the period from January 1 to March 31, 2021

Service	Software	Total
23,309	9,754	33,063
25,297	9,070	34,367
25,297	9,070	34,367
300	-309	-9
1.3%	-3.2%	0.0%
-1,079	-33	-1,112
-4.3%	-0.4%	-3.2%
-1,157	-45	-1,202
-4.6%	-0.5%	-3.5%
962	556	1,518
1,170	450	1,620
1,248	463	1,711
	23,309 25,297 25,297 300 1.3% -1,079 -4.3% -1,157 -4.6% 962 1,170	23,309     9,754       25,297     9,070       25,297     9,070       300     -309       1.3%     -3.2%       -1,079     -33       -4.3%     -0.4%       -1,157     -45       -4.6%     -0.5%       962     556       1,170     450

RECONCILIATION in € thousand	Jan. – March 2021	Jan. – March 2020 (adjusted)¹	Jan. – March 2020 (as reported)
Result			
Total reportable segment	-9	-1,112	-1,202
Expenses not allocated to the segments	-2,733	-2,776	-2,783
of which depreciation	-308	-232	-238
EBIT	-2,742	-3,888	-3,985
Financial result	-419	-348	-348
Earnings before taxes (EBT)	-3,161	-4,236	-4,333

<sup>1</sup> Further information on the adjusted previous year figures can be found in the notes in this interim statement under "Earnings position" on page 4.

#### FINANCIAL CALENDAR

Q1 2021	April 29, 2021
Annual General Meeting	June 17, 2021
Q2 2021	August 10, 2021
Q3 2021	October 28, 2021

All dates are provisional only. The current financial calendar can be sonsulted at: https://www.snpgroup.com/en/financial-publications.

# CONTACT

Do you have questions or need more information? We are at your disposal:

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This Interim Statement is also available in German. The legally binding document is the original German version, which shall prevail in any case of doubt.



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