

# INTERIM STATEMENT

## Q3 2021

**INDICATORS**

as of September 30, 2021

in € million	9M 2021	9M 2020	Q3 2021	Q3 2020
Order entry	131.6	139.7	39.7	46.8
Revenue	121.7	106.3	46.0	37.6
EBITDA	8.4	6.1	5.5	7.0
EBIT	1.8	0.3	2.9	5.0
Profit or loss for the period	-0.6	-0.6	1.5	3.7
Earnings per share (€)	-0.05	-0.05	0.22	0.57
Operating cash flow	-9.5	0.9		
Cash and cash equivalents	30.2	30.2		
Employees as of September 30	1,762	1,468		

# BUSINESS PERFORMANCE OF SNP SCHNEIDER-NEUREITHER & PARTNER SE FOR THE PERIOD FROM JANUARY 1 TO SEPTEMBER 30, 2021

## SIGNIFICANT EVENTS IN THE THIRD QUARTER OF 2021

### SNP Acquires SAP Data Specialist

With economic effect as of August 1, 2021, SNP SE has acquired 100% of the shares in Datavard AG. This software and consulting firm specializes in transformations and data management in SAP landscapes and realized an overall revenue volume of € 17.6 million and an EBIT figure of € 1.0 million in the 2020 fiscal year. It has around 170 employees. As well as its headquarters in Heidelberg, Datavard has two locations in Slovakia as well as a location in Switzerland. Datavard also has a presence in the USA and in Singapore.

A cash component of around € 20 million and the issuance of 173,333 new shares by way of a capital increase against a contribution in kind were agreed as consideration for the purchase of all of the shares in Datavard AG. By means of this capital increase against a contribution in kind, the company's share capital will be increased by € 173,333 from € 7,212,447 to € 7,385,780 through the issuance of 173,333 new no-par-value bearer shares. An independent valuation has confirmed the appropriateness of the overall purchase price. The new shares will be indirectly issued to Gregor Stöckler and two further shareholders of Datavard AG, all three of whom will remain with the firm following the transaction. The shares issued are subject to a 36-month lock-up period.

### SNP Completes Sale of its Polish Subsidiary to the All for One Group

With economic effect as of October 1, 2021, SNP SE has sold 51% of the shares in SNP Poland Sp. z o.o. to All for One Group SE. For the shares remaining at SNP, the parties have agreed a reciprocal call and put option for the year 2023; in the event that this option is not exercised, the transfer will occur in 2024.

## FINANCIAL POSITION AND FINANCIAL PERFORMANCE

### Revenue Performance

In the first nine months of the current fiscal year SNP has increased its revenue by 14.5% year-over-year to € 121.7 million (9M 2020: € 106.3 million). With 20.0% revenue growth in the first nine months of 2021 to € 85.0 million (9M 2020: € 70.8 million), the **Services business segment** was the main growth driver. This is largely attributable to SNP's acquisitions of EXA AG and Datavard AG. In organic terms, revenue in the Services business segment has increased by 8.4%.

Revenue in the **Software business segment** increased slightly: Software revenue in the amount of € 36.7 million was registered in the first nine months of 2021 (9M 2020: € 35.5 million). This represents a growth rate of 3.5%. The lower rate of growth relative to the overall

revenue volume mainly reflects a strong prior-year period in which various partnership agreements were signed with multi-year software quotas impacting revenue and earnings.

The acquisition of EXA AG contributed € 6.9 million to overall revenue since the initial consolidation as at March 1, 2021. The acquisition of EXA AG contributed € 2.5 million to overall revenue since the initial consolidation as at August 1, 2021. Adjusted for acquisitions, Group revenue increased by € 6.1 million, or approximately 6%.

### OVERALL REVENUE

in € million	2021	2020	Δ
9M	121.7	106.3	+15%
Services	85.0	70.8	+20%
Software	36.7	35.5	+3%
Q3	46.0	37.6	+22%
Services	32.9	21.2	+55%
Software	13.1	16.5	-21%

### Revenue Distribution by Region

The following tables show the distribution and development of external revenue by region:

#### REVENUE BY REGION

in € million	9M 2021	9M 2020	Δ
CEU <sup>1</sup>	64.6	57.7	+12%
EEMEA <sup>2</sup>	19.5	15.4	+27%
Latam <sup>3</sup>	15.4	11.6	+33%
USA	9.9	11.6	-14%
JAPAC <sup>4</sup>	7.1	4.2	+68%
UKI <sup>5</sup>	5.2	5.8	-11%

in € million	Q3 2021	Q3 2020	Δ
CEU <sup>1</sup>	24.4	23.0	+6%
EEMEA <sup>2</sup>	6.6	5.1	+29%
Latam <sup>3</sup>	5.6	4.0	+42%
USA	4.3	3.1	+37%
JAPAC <sup>4</sup>	3.3	1.1	+197%
UKI <sup>5</sup>	1.8	1.3	+39%

<sup>1</sup> Central Europe

<sup>2</sup> Eastern Europe, Middle East, Africa

<sup>3</sup> Latin America

<sup>4</sup> Asia-Pacific Japan

<sup>5</sup> United Kingdom, Ireland

### Revenue Distribution by Business Segment

In the first nine months of the year, the **Services business segment** provided € 85.0 million (previous year: € 70.8 million) of Group revenue. Revenue thus increased by € 14.2 million, or around 20%, year-over-year. This corresponds to a share of around 70% (previous year: 67%) of the overall revenue volume of € 121.7 million. This significant rise is largely attributable to the acquisitions of EXA AG and Datavard AG, which contributed € 8.2 million to service revenue.

EXA AG's revenue is mainly initially allocated to the Services business segment. This reflects EXA AG's highly service-intensive software portfolio. Nonetheless, SNP is in the process of reviewing its final business segment status. Since its initial consolidation on March 1, 2021, EXA AG has achieved revenue in the amount of € 6.9 million and an operating result (EBIT) in the amount of € 1.9 million; this corresponds to an EBIT margin of 28.4% in the reporting period.

#### SERVICE REVENUE

in € million	2021	2020	Δ
9M	85.0	70.8	+20%
Q3	32.9	21.2	+56%

The **Software business segment (including maintenance and cloud)** generated revenue of € 36.7 million (previous year: € 35.5 million) in the first nine months of the year. This corresponds to a slight increase of approximately 3% year-over-year. The € 1.1 million increase is mainly attributable to the two acquisitions during the current year. Revenue generated with partners amounted to € 12.1 million (previous year: € 14.9 million).

While in the first six months of the year revenue growth had amounted to € 4.6 million or +24.2%, software revenue declined in the third quarter (€ -3.4 million or -20.5%). This decrease is primarily attributable to a particularly strong same quarter in the previous year, in which the signing of a multi-year partnership agreement with a high software quota impacting revenue and earnings was a key event.

Within the Software business segment, licensing fees have decreased by € 2.7 million, or -13.8%, to € 20.9 million (previous year: € 24.3 million). On the other hand, software support revenue has increased significantly, by € 3.7 million, or 47.4%, to € 11.5 million (previous year: € 7.8 million). Cloud and software-as-a-service revenue improved by € 0.9 million in the reporting period to € 4.3 million (previous year: € 3.4 million).

Revenue with high-margin SNP in-house products amounted to € 29.2 million in the first nine months of the current fiscal year, compared to € 29.9 million in the previous year. In the same period, revenue in the amount of € 7.5 million (previous year: € 5.5 million) was registered with third-party products, which corresponds to an increase of 36.0%.

#### REVENUE IN THE SOFTWARE BUSINESS SEGMENT

in € million	2021	2020	Δ
9M	36.7	35.5	+3%
License	20.9	24.3	-14%
Support	11.5	7.8	+47%
Cloud*/SaaS	4.3	3.4	+27%
Q3	13.1	16.5	-20%
License	7.2	12.5	-42%
Support	4.4	2.8	+58%
Cloud*/SaaS	1.5	1.2	+26%

\* Unlike in the previous year, cloud license revenue has been combined with SaaS revenue. The previous year has been adjusted accordingly.

#### Order Backlog and Order Entry

Order entry as of September 30, 2021 totaled € 131.6 million, which was 5.8% lower than the comparable figure for the previous year (previous year: € 139.7 mil-

lion). This includes € 7.7 million from the acquisitions of EXA AG and Datavard AG. In organic terms, the order entry volume thus declined by -11.3%. This decrease has mainly resulted due to a partnership agreement concluded in the previous year in the CEU region as well as a weaker order entry volume in the UKI region. On the other hand, the JAPAC, EEMEA and USA regions in particular achieved significant growth.

The **Software business segment** accounts for € 43.6 million, or approximately 33%, of the order entry volume (previous year: € 57.3 million, or approximately 41%). This corresponds to a decrease of around 24% and has resulted from a strong same period in the previous year, in which various partnership agreements with multi-year software quotas were concluded. The acquisitions of EXA AG and Datavard AG contributed € 2.0 million to the order entry volume in the Software business segment.

€ 88.0 million, or approximately 67%, of the order entry volume is attributable to the **Services business segment** (previous year: € 82.4 million or approximately 59%), which corresponds to an increase of 7%. This includes € 5.7 million from the acquisitions of EXA AG and Datavard AG.

in € million	9M 2021	9M 2020	Δ
Order entry	131.6	139.7	-6%
Services	88.0	82.4	+7%
Software	43.6	57.3	-24%
Order backlog	135.5	98.2	+38%
Services	79.6	67.2	+18%
Software	55.9	31.0	+80%

in € million	Q3 2021	Q3 2020	Δ
Order entry	39.7	46.8	-15%
Services	28.9	18.7	+55%
Software	10.9	28.1	-61%

The order backlog amounted to € 135.5 million as of September 30, 2021, compared to € 110.8 million as of December 31, 2020. Of this amount, the acquisitions of EXA AG and Datavard AG account for a total volume of € 12.3 million.

#### Earnings Position

Due to the correction of an error that was discussed in detail in the consolidated financial statements for the 2020 fiscal year, the originally reported figures are presented below together with the adjusted figures for 2020.

## OPERATING PERFORMANCE

	9M 2021	9M 2020 (adjusted)	9M 2020 (as reported)
EBITDA (in € million)	8.4	6.1	6.1
EBITDA margin	6.9%	5.8%	5.8%
EBIT (in € million)	1.8	0.3	0.1
EBIT margin	1.5%	0.3%	0.1%

	9M 2021	9M 2020 (adjusted)	9M 2020 (as reported)
EBITDA (in € million)	5.5	7.0	7.0
EBITDA margin	11.9%	18.5%	18.5%
EBIT (in € million)	2.9	5.0	5.0
EBIT margin	6.3%	13.4%	13.2%

A positive operating earnings trend year-over-year is apparent in the first nine months of the current fiscal year. As well as the increase in revenue and the contributions of the acquisitions made during the year, this is also attributable to a reduction in other operating expenses. Over the first nine months of the year, other operating expenses were reduced by € 1.8 million or 10.1% to € 15.8 million (9M 2020: € 17.9 million). This was mainly due to savings on travel expenses, services ordered and other personnel costs. In addition, the negative exchange rate effects decreased by € 1.6 million, which resulted overall in a reduction of € 3.3 million. One-off expenses for M&A projects and legal disputes in the amount of € 1.3 million had a countervailing effect.

At € 2.1 million, other operating income remained largely unchanged in the first nine months of the year.

Personnel costs have increased by € 8.8 million or 12.3% to € 79.8 million over the first nine months of the year (9M 2020: € 71.0 million), which mainly reflects the initial consolidation of EXA AG and Datavard AG (€ +5.7 million) as well as regular salary increases.

In the first nine months of the year, costs of purchased services and the cost of materials increased by € 6.5 million year-over-year and amounted to € 19.3 million (9M 2020: € 12.8 million). Due to an increased revenue volume, this rise is attributable to higher expenses relating to third-party products (€ +1.7 million), higher outside services (€ +3.5 million) as well as initial consolidation effects for EXA AG and Datavard AG (€ +1.3 million).

Earnings before interest, taxes, depreciation and amortization (EBITDA) have thus improved by € 2.2 million to € 8.4 million over the first nine months of the year (9M 2020: € 6.1 million). The initial consolidation of EXA AG and Datavard AG generated an amount of € 1.9 million. In the same period, earnings before interest and taxes (EBIT) amount to € 1.8 million, compared to € 0.3 million in the same period in the previous year. Of the € 1.5 million increase, € 1.7 million related to the acquisitions of EXA AG and Datavard AG. Depreciation/amortization effects resulting from the purchase price allocation for

EXA AG and Datavard AG (PPA depreciation/amortization) in the amount of € 1.4 million had a negative impact on earnings. Without the PPA depreciation/amortization, the EBIT figure amounted to € 3.2 million.

*Net Financial Result and Result for the Period*

Following the first nine months of the fiscal year, the net financial result was at € -1.3 million lower than in the previous year (9M 2020: € -1.1 million). Earnings before taxes (EBT) thus amount to € 0.5 million (9M 2020: € -0.8 million). After income tax of € -0.9 million (9M 2020: income of € 0.2 million), the first nine months of 2021 registered a loss for the period of € -0.4 million (9M 2020: € -0.6 million). This corresponds to a net margin of -0.3% (9M 2020: -0.5%). Diluted and basic earnings per share in the amount of € -0.05 are at the same level as in the previous year (9M 2020: € -0.05).

**Net Assets**

Compared to December 31, 2020, total assets increased significantly, by € 56.5 million to € 263.2 million, primarily as a result of the acquisition of majority stakes in EXA AG and Datavard AG. The € +55.4 million increase on the asset side of the balance sheet is predominantly attributable to noncurrent assets. On the other hand, current assets increased much less strongly, by € +1.1 million.

Current assets amounted to € 127.1 million (December 31, 2020: € 126.0 million) as of September 30, 2020. This growth was mainly generated by trade and other receivables as well as contract assets (€ +16.2 million to € 62.52 million). Of this amount, the two acquisitions accounted for € 8.1 million. Cash and cash equivalents (€ +1.8 million to € 27.7 million) and assets held for sale (€ +1.4 million to € 32.8 million) likewise increased. The latter comprises a group of assets which were sold as of October 1, 2021 (sale of a majority of the shares in SNP Poland) and which are reportable separately according to IFRS 5. On the other hand, other financial assets (€ -20.2 million to € 0.1 million) decreased due to the release of funds invested on a short-term basis which were used in order to finance the acquisitions.

Noncurrent assets increased by € 55.4 million to € 136.1 million in the reporting period. This growth mainly reflected the increase in goodwill due to the two acquisitions during the current year. Compared with December 31, 2020, goodwill rose by € 34.0 million to € 67.6 million. In addition, intangible assets increased (€ +19.1 million to € 24.5 million), in particular due to the amounts capitalized for the first time in connection with the purchase price allocations for SNP's acquisitions of EXA and Datavard.

### Financial Position

On the equity and liabilities side, current liabilities increased by € 36.3 million compared with December 31, 2020 and amounted to € 90.3 million, while noncurrent liabilities rose by € 11.7 million to € 76.7 million.

In the current segment, in particular financial liabilities increased by € 29.0 million to € 41.8 million, which mainly resulted due to the reclassification of around € 26 million in liabilities resulting from promissory note loans from the noncurrent to the current segment. In addition, contract liabilities (€ +4.5 million to € 10.7 million) and other nonfinancial liabilities (€ 4.5 million to € 22.7 million) especially increased. In both cases, this growth was mainly due to acquisitions.

Compared with December 31, 2020, noncurrent liabilities rose by € 11.7 million to € 76.7 million. The increase is mainly due to higher financial liabilities (€ +5.0 million to € 64.5 million) and a rise in deferred tax liabilities (€ +6.3 million to € 6.6 million). In the financial liabilities item, declining amounts due to banks (€ -9.2 million) contrast with higher purchase price liabilities from acquisitions (€ +15.2 million). The increase in deferred taxes reflects the two acquisitions in the current reporting year.

The Group's equity increased from € 87.7 million to € 96.2 million in the first nine months of 2020. This increase has mainly resulted from a special item for shares

not yet issued (€ 9.5 million; previous year: € 0.0 million) in connection with the capital increase from the Datavard acquisition against a contribution in kind which had not yet been entered as of September 30, 2021. Subscribed capital continued to amount to € 7.2 million. The capital reserves increased slightly by € 0.5 million to € 87.6 million, while retained earnings were at € 4.4 million; € 0.3 million lower than in the previous year. The deduction made for treasury shares increased in comparison with December 31, 2020, to € -4.9 million in the reporting period (as of December 31, 2020: € -2.7 million). This was due to the repurchase of 37,000 treasury shares. Due to the increase in equity combined with a simultaneous rise in the volume of total equity and liabilities as of September 30, 2021, the equity ratio decreased from 42.4% to 36.6%.

### Development of Cash Flow and the Liquidity Position

In the first nine months of the year, SNP registered a negative operating cash flow of € -9.5 million (previous year: € 0.9 million). This trend reflected an increase in the volume of working capital which was mainly associated with the increase in contract assets and will only give rise to a positive cash flow in subsequent periods.

Cash flow from investing activities totaled € 2.9 million (previous year: € -22.7 million). While the negative cash flow for acquisitions amounted to € 15.1 million, the release of funds invested on a short-term basis resulted in

a positive cash flow of € 20.0 million. In addition, investments in property, plant and equipment and intangible assets amounted to € 2.3 million. The sale of intangible assets and property, plant and equipment generated proceeds of € 0.2 million.

Financing activities resulted in a positive cash flow in the amount of € 7.3 million (previous year: positive cash flow of € 33.6 million). The positive cash flow has arisen due to proceeds from loans taken out in the amount of € 24.7 million. This contrasts with payments made for the repayment of loans (€ 12.0 million) and the settlement of lease liabilities (€ 3.2 million) as well as payments for the purchase of treasury shares (€ 2.2 million).

The effects of changes in foreign exchange rates on cash and bank balances have resulted in an impact of € +0.2 million.

Overall cash flow during the reporting period totaled € +0.8 million. Taking into account the changes presented here, the level of cash and cash equivalents rose to € 30.2 million as of September 30, 2021.

The composition of cash and cash equivalents as of September 30, 2021, in the amount of € 30.2 million deviates from the carrying value of cash and cash equivalents of € 27.7 million due to the reclassification of cash and cash equivalents of the disposal group (€ 2.5 million).

As of December 31, 2020, the volume of cash and cash equivalents amounted to € 29.4 million, plus funds invested on a short-term basis in the amount of € 20.0 million. Overall, the SNP Group remains solidly positioned financially.

### Employees

As of September 30, 2021, the number of employees of the SNP Group increased to 1,762, which is mainly attributable to the consolidations of Datavard AG and EXA AG; as of December 31, 2020, the Group's workforce had totaled 1,463 employees.

The Group's employees included 3 Managing Directors (as of December 31, 2020: 3), 26 managers (as of December 31, 2020: 22) and 46 trainees, students and interns (as of December 31, 2020: 28). The average number of employees during the reporting period (9M 2021), excluding the aforementioned group of individuals, was 1,531 (previous year: 1,376).

As of September 30, 2021, EXA AG accounts for 126 employees and Datavard AG for 185 employees.

Due to the sale of the Group's Polish subsidiary, as of October 1, 2021, the SNP Group's number of employees had decreased by 421 to 1,341.

### FORECAST

The management has specified its previous forecast for 2021 as a whole and now envisages Group revenue of between € 170 million and € 180 million (previously € 170 million and € 190 million) and an EBITDA figure of between € 18 million and € 22 million (previously between € 18 million and € 24 million).

The management has also specified its predicted EBIT margin, taking into account the effects resulting from the purchase price allocation (PPA depreciation/amortization), and now anticipates a margin of between 5% and 7% (previously between 5% and 8%).

The management continues to expect a significantly higher order entry volume in 2021 than in the previous year.



**CONSOLIDATED BALANCE SHEET**

to September 30, 2021

**ASSETS**

in € thousand	Sept. 30, 2021	Dec. 31, 2020	Sept. 30, 2020 (adjusted)	Sept. 30, 2020 (as reported)
<b>Current assets</b>				
Cash and cash equivalents	27,746	25,961	30,169	30,169
Other financial assets	122	20,383	21,366	21,366
Trade receivables and other receivables	30,198	25,600	22,803	22,803
Contract asset values	31,992	19,704	21,298	21,298
Inventories	0	0	166	166
Other non-financial assets	3,812	2,854	3,971	3,971
Tax receivables	403	81	71	71
Disposal groups held for sale	32,772	31,398	0	0
	<b>127,045</b>	<b>125,981</b>	<b>99,844</b>	<b>99,844</b>
<b>Non-current assets</b>				
Goodwill	67,645	33,605	51,952	51,952
Other intangible assets	24,480	5,422	6,774	6,774
Property, plant and equipment	5,521	4,396	5,304	5,303
Rights of use	16,588	17,511	15,908	19,067
Other financial assets	1,122	592	1,011	1,011
Investments accounted for under the equity method	225	225	225	225
Contract values	14,099	12,571	12,584	12,584
Other non-financial assets	119	147	159	159
Deferred taxes	6,341	6,223	5,633	5,582
	<b>136,140</b>	<b>80,692</b>	<b>99,550</b>	<b>102,657</b>
	<b>263,185</b>	<b>206,673</b>	<b>199,394</b>	<b>202,501</b>

**EQUITY AND LIABILITIES**

in € thousand	Sept. 30, 2021	Dec. 31, 2020	Sept. 30, 2020 (adjusted)	Sept. 30, 2020 (as reported)
<b>Current liabilities</b>				
Trade payables and other liabilities	4,480	4,613	5,845	5,845
Contract liabilities	10,655	6,178	7,632	7,632
Tax liabilities	412	2,269	509	509
Financial liabilities	41,792	12,758	12,026	12,330
Other non-financial liabilities	22,705	18,225	19,223	19,223
Provisions	909	1,124	112	112
Liabilities resulting from assets held for sale	9,329	8,819	0	0
	<b>90,282</b>	<b>53,986</b>	<b>45,347</b>	<b>45,651</b>
<b>Non-current liabilities</b>				
Contract liabilities	1,149	2,134	2,486	2,486
Financial liabilities	64,487	59,498	58,060	57,581
Other non-financial liabilities	156	246	281	281
Provisions for pensions	4,228	2,829	3,071	3,071
Other provisions	12	0	0	0
Deferred taxes	6,632	297	613	613
	<b>76,664</b>	<b>65,004</b>	<b>64,511</b>	<b>64,032</b>
<b>Equity</b>				
Subscribed capital	7,212	7,212	7,212	7,212
Capital reserve	87,582	87,068	86,810	86,810
Retained earnings	4,398	4,725	5,920	9,312
Other components of the equity	-7,013	-8,380	-8,111	-8,221
Shares to be issued*	9,499	0	0	0
Treasury shares	-4,892	-2,713	-2,153	-2,153
<b>Equity attributable to shareholders</b>	<b>96,786</b>	<b>87,912</b>	<b>89,678</b>	<b>92,960</b>
Non-controlling interests	-547	-229	-142	-142
	<b>96,239</b>	<b>87,683</b>	<b>89,536</b>	<b>92,818</b>
	<b>263,185</b>	<b>206,673</b>	<b>199,394</b>	<b>202,501</b>

\* In the course of a capital increase in kind in connection with the purchase of Datavard AG, which was not yet entered in the commercial register as of September 30, 2021.

**CONSOLIDATED INCOME STATEMENT**

for the period from January 1 to September 30, 2021

in € thousand	Jan. — Sept. 2021	Jan. — Sept. 2020 (adjusted)	Jan. — Sept. 2020 (as reported)	Q3 2021	Q3 2020 (adjusted)	Q3 2020 (as reported)
<b>Revenue</b>	<b>121,703</b>	<b>106,282</b>	<b>106,282</b>	<b>46,034</b>	<b>37,624</b>	<b>37,624</b>
Service	84,997	70,814	70,814	32,939	21,157	21,157
Software	36,706	35,468	35,468	13,095	16,467	16,467
Capitalized own services	158	9	9	0	0	0
Other operating income	2,121	2,039	2,039	906	805	805
Cost of material	-19,312	-12,838	-12,838	-7,393	-3,886	-3,886
Personnel costs	-79,771	-70,984	-70,984	-27,746	-22,557	-22,557
Other operating expenses	-16,061	-17,869	-17,869	-6,166	-4,787	-4,787
Impairments on receivables and contract assets	-36	-39	-39	-17	-20	-20
Other taxes	-424	-450	-450	-134	-204	-204
<b>EBITDA</b>	<b>8,378</b>	<b>6,150</b>	<b>6,150</b>	<b>5,484</b>	<b>6,975</b>	<b>6,975</b>
Depreciation and impairments on intangible assets and property, plant and equipment	-6,533	-5,801	-6,086	-2,579	-1,933	-2,024
<b>EBIT</b>	<b>1,845</b>	<b>349</b>	<b>64</b>	<b>2,905</b>	<b>5,042</b>	<b>4,951</b>
Other financial income	30	27	27	15	4	4
Other financial expenses	-1,337	-1,140	-1,140	-476	-372	-372
<b>Net financial income</b>	<b>-1,307</b>	<b>-1,113</b>	<b>-1,113</b>	<b>-461</b>	<b>-368</b>	<b>-368</b>
<b>EBT</b>	<b>538</b>	<b>-764</b>	<b>-1,049</b>	<b>2,444</b>	<b>4,674</b>	<b>4,583</b>
Income taxes	-1,170	210	210	-984	-1,007	-1,007
<b>Consolidated income/net loss</b>	<b>-632</b>	<b>-554</b>	<b>-839</b>	<b>1,460</b>	<b>3,667</b>	<b>3,576</b>
Thereof:						
Profit attributable to non-controlling shareholders	-305	-229	-229	-142	-86	-86
Profit attributable to shareholders of SNP Schneider-Neureither & Partner SE	-327	-325	-610	1,602	3,753	3,662
<b>Earnings per share (€)</b>	<b>€</b>	<b>€</b>	<b>€</b>	<b>€</b>	<b>€</b>	<b>€</b>
- Undiluted	-0.05	-0.05	-0.09	0.22	0.57	0.56
- Diluted	-0.05	-0.05	-0.09	0.22	0.57	0.56
<b>Weighted average number of shares</b>	<b>in thousand</b>	<b>in thousand</b>	<b>in thousand</b>	<b>in thousand</b>	<b>in thousand</b>	<b>in thousand</b>
- Undiluted	7,114	6,539	6,539	7,114	6,543	6,543
- Diluted	7,114	6,539	6,539	7,114	6,543	6,543

**CONSOLIDATED CASH FLOW STATEMENT**

for the period from January 1 to September 30, 2021

in € thousand	Jan. — Sept. 2021	Jan. — Sept. 2020 (adjusted)	Jan. — Sept. 2020 (as reported)
<b>Profit after tax</b>	<b>-632</b>	<b>-554</b>	<b>-839</b>
Depreciation	6,533	5,801	6,086
Change in provisions for pensions	74	180	180
Other non-cash income/expenses	248	-598	-598
Changes in trade receivables, contract assets, other current assets, other non-current assets	-13,691	-5,728	-5,728
Changes in trade payables, contract liabilities, other provisions, tax liabilities, other current liabilities	-2,051	1,766	1,766
<b>Cash flow from operating activities (1)</b>	<b>-9,519</b>	<b>867</b>	<b>867</b>
Payments for investments in property, plant and equipment	-1,899	-1,244	-1,244
Payments for investments in intangible assets	-381	-408	-408
Payments for investments in at-equity investments	0	-200	-200
Proceeds from the disposal of items of intangible assets and property, plant and equipment	220	35	35
Proceeds from the disposal of financial assets	20,000	0	0
Payments for investments in financial assets	0	-20,000	-20,000
Payments resulting from the acquisition of consolidated companies and other business units	-15,067	-906	-906
<b>Cash flow from investing activities (2)</b>	<b>2,873</b>	<b>-22,723</b>	<b>-22,723</b>
Proceeds from capital increase	0	27,364	27,364
Payments for the purchase of treasury shares	-2,180	-644	-644
Proceeds from loans taken out	24,655	17,022	17,022
Payments for the settlement of loans and other financial liabilities	-12,006	-5,682	-5,682
Payments resulting from the settlement of lease liabilities	-3,214	-4,506	-4,506
<b>Cash flow from financing activities (3)</b>	<b>7,255</b>	<b>33,554</b>	<b>33,554</b>
Changes in cash and cash equivalents due to foreign exchange rates (4)	226	-666	-666
<b>Cash change in cash and cash equivalents (1) + (2) + (3) + (4)</b>	<b>835</b>	<b>11,032</b>	<b>11,032</b>
Cash and cash equivalents at the beginning of the fiscal year	29,405	19,137	19,137
<b>Cash and cash equivalents as of September 30</b>	<b>30,240</b>	<b>30,169</b>	<b>30,169</b>
<b>Composition of cash and cash equivalents:</b>			
Cash and cash equivalents	30,240	30,169	30,169
<b>Cash and cash equivalents as of September 30</b>	<b>30,240</b>	<b>30,169</b>	<b>30,169</b>

**SEGMENT REPORTING\***

for the period from January 1 to September 30, 2021

in € thousand	Service	Software	Total
<b>External segment sales</b>			
Jan. — Sept. 2021	84,997	36,706	121,703
Jan. — Sept. 2020 (adjusted)	70,814	35,468	106,282
Jan. — Sept. 2020 (as reported)	70,814	35,468	106,282
<b>Segment result (EBIT)</b>			
Jan. — Sept. 2021	2,676	8,430	11,106
Margin	3.1%	23.0%	9.1%
Jan. — Sept. 2020 (adjusted)	-2,009	10,450	8,441
Margin	-2.8%	29.5%	7.9%
Jan. — Sept. 2020 (as reported)	1,511	6,865	8,376
Margin	2.1%	19.4%	7.9%
<b>Depreciation included in the segment result</b>			
Jan. — Sept. 2021	2,945	1,777	4,722
Jan. — Sept. 2020 (adjusted)	3,551	1,581	5,132
Jan. — Sept. 2020 (as reported)	3,789	1,624	5,413

RECONCILIATION in € thousand	Jan. — Sept. 2021	Jan. — Sept. 2020 (adjusted)	Jan. — Sept. 2020 (as reported)
<b>Result</b>			
Total reportable segment	11,106	8,441	8,376
Expenses not allocated to the segments	-9,261	-8,092	-8,312
of which depreciation	-1,810	-668	-672
<b>EBIT</b>	<b>1,845</b>	<b>349</b>	<b>64</b>
Financial result	-1,307	-1,113	-1,113
<b>Earnings before taxes (EBT)</b>	<b>538</b>	<b>-764</b>	<b>-1,049</b>

\* The EXA AG is initially allocated to the Service business segment.

## DISCLAIMER

SAP and other products and services of SAP mentioned in this document are trademarks or registered trademarks of SAP SE, located in Germany and other countries. All other product and service names are trademarks of their respective owners.

## CONTACT

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

SNP Schneider-Neureither & Partner SE  
Speyerer Straße 4  
69115 Heidelberg  
Tel.: +49 6221 6425-0  
Email: [info@snpgroup.com](mailto:info@snpgroup.com)  
Internet: [www.snpgroup.com](http://www.snpgroup.com)

## CONTACT INVESTOR RELATIONS

Christoph Marx  
Global Head of Investor Relations  
Telefon: +49 6221 6425-172

Marcel Wiskow  
Director Investor Relations  
Telefon: +49 6221 6425-637

Email: [investor.relations@snpgroup.com](mailto:investor.relations@snpgroup.com)

## TRANSLATION

EnglishBusiness AG, Hamburg

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.



