

ITELLIGENCE KEY FIGURES

MEUR	IFRS 2019	IFRS 2018	IFRS 2017	IFRS 2016
Total revenues	1,038.2	926.6	872.2	777.9
Revenues by area				
Consulting	453.0	389.1	358.2	331.4
Licenses	67.3	81.6	87.9	79.0
Cloud Subscription	27.3	19.7	14.1	6.5
Managed Services	482.4	431.6	408.5	360.2
Other	8.2	4.6	3.5	0.8
Revenues by segment				
DACH (Germany/Austria/Switzerland)	474.7	444.1	417.9	364.6
Western Europe	162.7	131.7	115.6	108.2
North and Eastern Europe (NEE)	195.1	184.6	172.3	152.7
America	174.7	141.9	145.2	135.7
Asia	23.3	17.4	14.3	12.5
Other	7.7	6.9	6.9	4.2
EBIT in MEUR	28.6	20.8	33.8	34.9
EBIT margin	2.8%	2.2%	3.9%	4.5%
EBITA in MEUR	38.4	31.0	44.1	42.2
EBITA margin	3.7%	3.3%	5.1%	5.4%
EBITDA in MEUR	84.6	55.1	67.4	64.0
EBITDA margin	8.1%	5.9%	7.7%	8.2%
Earnings IFRS	14.4	12.8	18.8	18.2
Earnings per share	0.32	0.35	0.56	0.56
Cashflow per share	0.82	1.11	-0.22	0.11
Return to sales	1.4%	1.4%	2.2%	2.3%
Cashflow in MEUR	24.6	33.4	-6.7	3.4
Balance sheet total in MEUR	852.5	671.6	578.0	544.7
Equity in MEUR	275.4	192.2	174.5	165.8
Equity ratio	32.3%	28.6%	30.2%	30.4%
ROE (Return on equity)	7.0%	6.6%	10.7%	11.0%
ROA (Return on assets)	2.5%	2.3%	4.5%	4.4%
ROCE (Return on capital employed)	3.2%	3.2%	6.1%	6.2%
Investments in MEUR	57.6	57.5	60.7	45.5
Employees as of December 31	9,459	7,904	6,983	5,677
Average	8,642	7,533	6,450	5,276
– Germany	3,378	3,152	2,795	2,653
– Abroad	6,081	4,752	4,188	3,024