

**KEY FIGURES 2021/2022**

MEUR	<b>IFRS</b> <b>April 1, 2021 –</b> <b>March 31, 2022</b>	IFRS April 1, 2020 – March 31, 2021	IFRS Jan. 1, 2020 – Dec. 31, 2020	IFRS Jan. 1, 2019 – Dec. 31, 2019
<b>Total revenues</b>	<b>1,405.1</b>	1,262.8	1,131.9	1,032.3
<b>Revenues by area</b>	<b>1,241.3</b>	1,071.7	1,071.9	1,038.2
Consulting				
Licenses	<b>554.7</b>	449.6	444.5	453.0
Cloud Subscription	<b>65.4</b>	63.8	68.6	67.3
Managed Services	<b>57.3</b>	38.4	36.2	27.3
Other	<b>558.0</b>	511.4	513.0	482.4
Sonstiges	<b>5.9</b>	8.5	9.6	8.2
<b>Revenues by segment</b>				
DACH (Germany/Austria/Switzerland)	<b>541.8</b>	482.9	477.6	474.7
Western Europe	<b>183.9</b>	157.8	160.4	162.7
North and Eastern Europe (NEE)	<b>218.8</b>	188.3	191.9	195.1
America	<b>193.5</b>	149.3	176.9	174.7
Asia	<b>63.0</b>	59.4	57.0	23.3
Other APAC	<b>30.0</b>	25.7		
Other	<b>10.3</b>	8.3	8.1	7.7
<b>EBIT in MEUR</b>	<b>48.3</b>	17.1	18.6	28.6
<b>EBIT margin</b>	<b>3.9%</b>	1.6%	1.7%	2.8%
<b>EBITA in MEUR</b>	<b>63.5</b>	31.0	32.0	38.4
<b>EBITA margin</b>	<b>5.1%</b>	2.9%	3.0%	3.7%
<b>EBITDA in MEUR</b>	<b>107.9</b>	75.5	77.5	84.6
<b>EBITDA margin</b>	<b>8.7%</b>	7.0%	7.2%	8.1%
<b>Earnings IFRS</b>	<b>27.0</b>	2.1	1.6	14.4
<b>Earnings per share</b>	<b>0.64</b>	-0.13	-0.13	0.32
<b>Cashflow per share</b>	<b>0.67</b>	0.65	0.04	0.82
<b>Return to sales</b>	<b>2.2%</b>	0.2%	0.2%	1.4%
<b>Cashflow in MEUR</b>	<b>20.0</b>	19.4	1.2	24.6
<b>Balance sheet total in MEUR</b>	<b>966.7</b>	903.7	900.0	852.5
<b>Equity in MEUR</b>	<b>322.1</b>	287.6	283.6	275.4
<b>Equity ratio</b>	<b>33.3%</b>	31.8%	31.5%	32.3%
<b>ROE (Return on equity)</b>	<b>8.4%</b>	0.7%	0.6%	5.2%
<b>ROA (Return on assets)</b>	<b>3.3%</b>	1.3%	1.5%	2.4%
<b>ROCE (Return on capital employed)</b>	<b>5.3%</b>	2.2%	2.3%	3.4%
<b>Investments in MEUR</b>	<b>30.5</b>	61.8	42.4	57.6
<b>Employees as of March 31 / December 31</b>	<b>12,176</b>	10,601	10,267	9,357
<b>Average</b>	<b>11,445</b>	10,211	9,832	8,671
– Germany	<b>3,570</b>	3,423	3,427	3,378
– Abroad	<b>8,606</b>	7,178	6,840	5,979