

Key Figures 2023/2024

MEUR	IFRS	IFRS	IFRS	IFRS
	Apr 1. 2023 – Mar 31. 2024	Apr 1. 2022 – Mar 31. 2023	Apr 1. 2021 – Mar 31. 2022	Apr 1. 2020 – Mar 31. 2021
Orders on hand	1,789.5	1,657.0	1,405.1	1,262.8
Total revenues	1,613.1	1,423.4	1,241.3	1,071.7
Revenues by area				
Consulting	770.3	651.6	554.7	449.6
Licenses	36.7	50.3	65.4	63.8
Cloud Subscription	128.4	90.0	57.3	38.4
Managed Services	674.7	626.1	558	511.4
Other	3.0	5.4	5.9	8.5
Revenues by segment				
DACH (Germany/Austria/Switzerland)	684.3	621.8	541.8	482.9
Western Europe	227.9	192.5	183.9	157.8
North and Eastern Europe (NEE)	316.3	255.3	218.8	188.3
America	275.6	251.4	193.5	149.3
Asia	99.6	95.0	93.0	85.1
Other	9.4	7.4	10.3	8.3
EBIT in MEUR	80.9	85.3	48.3	17.1
EBIT margin	5.0%	6.0%	3.9%	1.6%
EBITA in MEUR	103.4	99.2	63.5	31.0
EBITA margin	6.4%	7.0%	5.1%	2.9%
EBITDA in MEUR	148.1	142.6	107.9	75.5
EBITDA margin	9.2%	10.0%	8.7%	7.0%
Earnings IFRS	38.7	64.7	27.0	2.1
Earnings per share	0.97	1.82	0.64	-0.13
Cashflow per share	-0.38	-0.12	0.67	0.65
Return to sales	2.4%	4.5%	2.2%	0.2%
Cashflow in MEUR	-9.4	-3.6	20.0	19.4
Balance sheet total in MEUR	1,441.3	1,047.9	971.5	905.5
Equity in MEUR	638.7	380.2	322.1	287.6
Equity ratio	44.3%	36.3%	33.3%	31.8%
ROE (Return on equity)	6.1%	17.0%	8.4%	0.7%
ROA (Return on assets)	2.9%	6.2%	3.3%	1.3%
ROCE (Return on capital employed)	4.3%	9.7%	5.3%	2.2%
Investments in MEUR	248.3	58.9	30.5	61.8
Employees as of March 31/December 31	15,283	13,530	12,176	10,601
Average	14,450	12,853	11,445	10,211
– Germany	4,052	3,883	3,570	3,423
– Abroad	11,231	9,647	8,606	7,178