

# INTERIM STATEMENT

## Q3 2023



DATA. TRANSFORMATION. EXPERIENCE.

## KEY FIGURES

in € million, unless otherwise indicated	9M 2023	9M 2022	Delta absolut	Delta in %
Order entry	169.6	122.7	47.2	38%
Revenue	149.6	124.9	24.7	20%
EBITDA	16.0	9.9	6.1	62%
EBIT	8.3	1.9	6.4	330%
Profit or loss for the period	4.5	-0.1	4.6	n/a
Earnings per share (in €)	0.63	-0.00	0.63	n/a
Operating cash flow	-1.6	-12.9	11.3	n/a
Cash and cash equivalents	29.3	19.1	10.2	50%
Employees as of September 30	1,399	1,309	90	7%

in € million, unless otherwise indicated	Q3 2023	Q3 2022	Delta absolut	Delta in %
Order entry	60.2	40.1	20.1	50%
Revenue	54.1	41.6	12.5	30%
EBITDA	7.4	2.7	4.7	171%
EBIT	4.8	0.1	4.7	5,495%
Profit or loss for the period	4.2	-0.2	4.4	n/a
Earnings per share (in €)	0.40	-0.03	0.4	n/a
Operating cash flow	7.3	-0.3	7.6	n/a

# Business Performance of SNP Schneider-Neureither & Partner SE

for the Third Quarter of 2023 and for the Period from January 1 to September 30, 2023<sup>1</sup>

## ORDER BACKLOG AND ORDER ENTRY

### ORDER ENTRY AND ORDER BACKLOG BY BUSINESS SEGMENT

in € million	Q3 2023	Q3 2022	Δ
<b>Order entry</b>	<b>60.2</b>	40.1	+50%
Service	38.0	25.6	+49%
Software	20.8	12.9	+62%
EXA	1.3	1.6	-16%

in € million	9M 2023	9M 2022	Δ
<b>Order entry</b>	<b>169.6</b>	122.7	+38%
Service	112.8	78.0	+45%
Software	50.4	35.9	+40%
EXA	6.3	8.8	-28%
<b>Order backlog</b>	<b>144.6</b>	126.6	+14%
Service	108.2	76.5	+41%
Software	33.5	46.3	-28%
EXA	3.0	3.8	-22%

**Order intake** of € 169.6 million in the first nine months of the current fiscal year was increased substantially by € 46.9 million, or 38%, compared to the previous year (previous year: € 122.7 million), which is mainly attributable to the acquisition of major projects from well-known customers in the USA, CEU, LATAM and UKI regions. The increase in the third quarter of 2023 relative to the same quarter in the previous year amounted to € 20.1 million or 50%.

€112.8 million, or approximately 67%, of the order entry volume is attributable to the **Services business segment** (previous year: € 78.0 million, or approximately 64%).

The **Software business segment** accounts for € 50.4 million, or approximately 30%, of the order entry volume (previous year: € 35.9 million, or approximately 29%).

€ 6.3 million, or approximately 2%, of the order entry volume in the reporting period is attributable to the **EXA business segment** (previous year: € 8.8 million, or approximately 7%).

Order entry in connection with upcoming **SAP S/4HANA projects** continued to develop positively: At € 85.0 million in the first nine months of 2023, order entry is significantly higher than the previous year's level of € 39.7 million; SAP S/4HANA projects therefore represent approximately 50% of the overall order entry volume of the SNP Group (previous year: approximately 32%).

The CEU region continues to provide the largest share of incoming orders: This region accounts for € 88.1 million of the order entry volume; this represents an increase of around 23% relative to the first nine months of the previous year (previous year: € 71.9 million). The CEU region's share of global order entry volume thus amounts to 52% (previous year: 59%).

Over the first nine months of the year, the LATAM (€ 29.9 million compared with € 18.6 million in the previous year, +61%), USA (€ 27.3 million compared with € 13.4 million in the previous year, +104%) and UKI (€ 14.2 million compared with € 5.8 million in the previous year, 145%) regions were the **highest-growth regions** in terms of order entry.

Only incoming orders in the JAPAC region are lower than the figure for the previous year (€ 10.1 million, compared to € 13.0 million in the previous year, -23%).

Incoming orders generated via **partners** amounted to € 62.9 million over the first nine months of the year (previous year: € 39.5 million); this represents an increase of around 61% on the previous year.

The **order backlog** amounted to € 144.6 million as of September 30, 2023, compared to € 131.8 million as of December 31, 2022 (+10%).

<sup>1</sup> The following percentage changes are based on exact and not rounded values.

## REVENUE PERFORMANCE

The SNP Group increased its Group revenue by around 19.8% in the first nine months of 2023 to € 149.6 million (previous year: € 124.9 million). With a significant increase of 29.9% to € 54.1 million (previous year: € 41.6 million), the third quarter made a significant contribution to the positive overall development of Group revenue.

The increase in revenue is decisively attributable to the positive development of **software revenue** (including software revenue of the EXA Group); as a result of the sale of larger program licenses, software revenue increased disproportionately by € 11.6 million, or 31.4%, to € 48.6 million (previous year: € 37.0 million). This development underscores the continued successful implementation of SNP's software and partner strategy for its end customer and partner business.

**Service revenues** (incl. the service revenues of EXA AG) of € 101.1 million are € 13.1 million, or 14.9%, higher than in the previous year (previous year: € 88.0 million).

## REVENUE DISTRIBUTION BY BUSINESS SEGMENT

### OVERALL REVENUE BY BUSINESS SEGMENT

in € million	2023	2022	Δ
<b>Q3</b>	<b>54.1</b>	<b>41.6</b>	<b>30%</b>
Service	33.8	26.3	28%
Software	18.1	13.0	39%
EXA	2.1	2.3	-5%
<b>9M</b>	<b>149.6</b>	<b>124.9</b>	<b>+20%</b>
Service	95.4	81.2	+17%
Software	47.7	36.5	+31%
EXA	6.5	7.2	-10%

In the first nine months of 2023, the **Service business segment** provided € 95.4 million (9M 2022: € 81.2 million) of Group revenue. Revenue in this business segment thus increased by € 14.2 million, or 17.5%, compared with the first nine months of the previous year, due to an improved order situation and higher customer prices. Measured in terms of the overall revenue volume of € 149.6 million, the revenue achieved in the Service business segment corresponds to a share of approximately 64% (9M 2022: 65%). This business segment's revenue in the third quarter increased by € 7.5 million or 28.3% to € 33.8 million.

## REVENUE IN THE SOFTWARE BUSINESS SEGMENT

in € million	2023	2022	Δ
<b>Q3</b>	<b>18.1</b>	<b>13.0</b>	<b>+39%</b>
Software licenses	13.2	8.2	+60%
Software support	3.8	3.7	+4%
Cloud/SaaS	1.1	1.1	+1%
<b>9M</b>	<b>47.7</b>	<b>36.5</b>	<b>+31%</b>
Software licenses	33.5	22.5	+49%
Software support	10.9	10.8	+1%
Cloud/SaaS	3.3	3.2	+2%

As already achieved in the first two quarters of the current fiscal year, software revenue once again increased disproportionately in the third quarter; this is primarily due to the increased sales of program licenses, mainly for the implementation of numerous SAP S/4HANA projects. Revenue in the **Software business segment (including maintenance and cloud)** thus increased by € 11.2 million, or around 31%, compared to the same nine-month period in the previous year to € 47.7 million (9M 2022: € 36.5 million). Measured in terms of the overall revenue volume of € 149.6 million, the revenue achieved in the Software business segment corresponds to a share of 32% (previous year: 29%).

Within the Software business segment, revenue from software licenses of € 33.5 million increased significantly by € 11.0 million, or around 49%, over the previous year (previous year: € 22.5 million).

Recurring software support revenue was slightly higher than in the previous year at € 10.9 million (previous year: € 10.8 million). Maintenance revenue has been shaped by countervailing effects: While support revenue for SNP's own software increased by € 0.8 million in the first nine months of the year, support revenue for third-party software fell by € 0.7 million.

Cloud revenue (including software as a service) increased slightly by € 0.1 million to € 3.3 million (9M 2022: € 3.2 million).

The **EXA business segment** accounted for external revenue of € 6.5 million in the first nine months of the year (previous year: € 7.2 million).

## REVENUE DISTRIBUTION BY REGION

The increase in Group revenue in the first nine months of 2023 is attributable to a positive revenue trend in almost all of SNP's regions. The USA and UK regions accounted for the highest increases in percentage terms, which are attributable in particular to major S/4HANA projects with well-known companies. The following tables show the distribution and development of external revenue by region:

### REVENUE BY REGION

in € million	Q3 2023	Q3 2022	Δ
CEU	28.4	23.9	+19%
USA	8.4	4.3	+95%
LATAM	8.0	7.7	+3%
UKI	5.5	1.7	+220%
JAPAC	3.8	4.0	-5%

in € million	9M 2023	9M 2022	Δ
CEU	84.1	73.7	+14%
USA	22.1	14.9	+48%
LATAM	20.6	19.9	+3%
UKI	12.2	5.4	+127%
JAPAC	10.5	11.0	-4%

## OPERATING PERFORMANCE

	Q3 2023	Q3 2022	Δ
EBITDA (in € million)	7.4	2.7	+170.6%
EBITDA margin	13.7%	6.6%	+7.1 PP
EBIT (in € million)	4.8	0.1	+5,494.9%
EBIT margin	8.9%	0.2%	+8.7 PP

	9M 2023	9M 2022	Δ
EBITDA (in € million)	16.0	9.9	+61.5%
EBITDA margin	10.7%	7.9%	+2.8 PP
EBIT (in € million)	8.3	1.9	+330.3%
EBIT margin	5.5%	1.5%	+4.0 PP

In the first nine months of 2023, SNP achieved **earnings before interest, taxes, depreciation and amortization (EBITDA)** of € 16.0 million (previous year: € 9.9 million); this corresponds to an increase of € 6.1 million, or approximately 62%, on the previous year. The EBITDA margin accordingly amounts to 10.7% (previous year: 7.9%).

In the same period, **earnings before interest and taxes (EBIT)** of € 8.3 million were significantly higher than the previous year's figure of € 1.9 million (€ +6.4 million or +330.3%). The EBIT margin is thus 5.5% (previous year: 1.5%).

The increase in operating earnings is mainly attributable to revenue growth. The negative currency result of € -0.3 million (previous year: positive currency result: € 4.5 million), on account of the trend for the US dollar in particular, prevented an even stronger improvement in earnings in the first nine months of the year.

Costs of purchased services and the cost of materials rose at a disproportionately lower rate year-over-year relative to revenue growth by € 0.7 million, or 4.4%, year-over-year to € 17.6 million (previous year: € 16.9 million).

Personnel expenses increased by € 10.7 million or 13.0% to € 93.0 million (previous year: € 82.3 million). In addition to a higher number of employees (year-over-year increase of +88 to 1,399), the increase was mainly due to salary increases, and to a special inflation adjustment payment granted to employees in Germany in January 2023.

Depreciation and amortization declined slightly by € 0.3 million to € 7.7 million (previous year: € 8.0 million).

Other operating expenses increased by € 5.8 million in the first nine months of the year to € 31.6 million (previous year: € 25.8 million). This is mainly due to exchange rate losses, particularly as a result of the weak US dollar (€ 8.1 million, compared with € 3.9 million in the previous year), higher travel expenses (€ 2.0 million, compared with € 1.2 million in the previous year), increased advertising and hospitality expenses (€ 3.9 million, compared with € 3.3 million in the previous year) and higher legal and consulting expenses (€ 2.0 million, compared with € 1.4 million in the previous year).

Compared with the previous year, other operating income decreased by € 0.6 million to € 9.7 million. This trend is mainly attributable to a lower level of income earned on exchange rates.

#### EBIT IN THE SERVICE BUSINESS SEGMENT

	9M 2023	9M 2022
EBIT (in € million)	1.0	-0.9
EBIT margin	1.0%	-1.1%

	Q3 2023	Q3 2022
EBIT (in € million)	1.4	-1.9
EBIT margin	4.2%	-7.2%

#### EBIT IN THE SOFTWARE BUSINESS SEGMENT

	9M 2023	9M 2022
EBIT (in € million)	18.8	12.1
EBIT margin	39.4%	33.2%

	Q3 2023	Q3 2022
EBIT (in € million)	7.4	5.4
EBIT margin	40.6%	41.9%

#### EBIT IN THE EXA BUSINESS SEGMENT

	9M 2023	9M 2022
EBIT (in € million)	0.3	0.8
EBIT margin	4.6%	10.9%

	Q3 2023	Q3 2022
EBIT (in € million)	0.0	0.1
EBIT margin	0.4%	5.4%

**NET FINANCIAL RESULT AND RESULT FOR THE PERIOD**

in € million	9M 2023	9M 2022
Net financial income	-1.8	-2.1
Earnings before taxes (EBT)	6.5	-0.2
Income taxes	-1.9	0.1
Result for the period	0.63	-0.00
Earnings per share (diluted and basic)	0.63	-0.00

in € million	Q3 2023	Q3 2022
Net financial income	-0.6	-0.4
Earnings before taxes (EBT)	4.2	-0.4
Income taxes	-1.3	0.1
Result for the period	0.40	-0.03
Earnings per share (diluted and basic)	0.40	-0.03

The net financial result over the first nine months of the year amounted to € -1.8 million (previous year: € -2.1 million). This includes interest and similar expenses of € 2.2 million (previous year: € 2.9 million). The higher figure from the previous year is mainly attributable to the distribution made to minority shareholders of EXA AG, Heidelberg, in the amount of € 1.4 million in the first quarter of 2022. From a Group perspective, 100% of the shares were attributable to SNP SE as of March 1, 2021, due to existing put/call options. The distribution made

to minority shareholders was therefore reportable as interest expense on the consolidated income statement. Adjusted for the above-mentioned prior-year effect, interest expenses have increased by € 0.8 million to € 2.2 million, which is attributable to the increase in the interest-rate level over the course of the year. This is offset by other interest and similar income in the amount of € 0.4 million (previous year: € 0.8 million). In the previous year, higher interest income compounded on a long-term receivable in connection with the sale of the minority interests in All for One Poland, Sp. z.o.o., Suchy Las, Poland, as well as interest income in connection with an early purchase of minority interests in EXA AG, was registered. Overall, this resulted in higher interest income.

After income taxes in the amount of € 1.9 million (previous year: € 0.0 million), the profit for the period amounted to € 4.5 million (previous year: € -0.1 million). The net margin (the ratio of the result for the period to overall revenue) is 3.0% (previous year: -0.1%).

**FINANCIAL AND NET ASSET POSITION**

Compared with December 31, 2022, **total assets** decreased by € 6.1 million to € 258.9 million.

On the **assets side of the balance sheet**, as of September 30, 2023 **current assets** had risen slightly by € 0.5 million to € 130.7 million. Within the current assets item, contract assets have increased due to higher POC (Percentage of Completion) receivables (€ +5.5 million to € 15.1 million) and trade receivables have likewise risen (€ +11.2 million to € 75.9 million) as a result of the high order volume. In addition, receivables in the amount of € 5.9 million were sold as of December 31, 2022; no receivables were sold in the reporting period. Other nonfinancial assets increased by € 0.6 million to € 4.2 million due to the higher volume of prepaid expenses (December 31, 2022: € 3.5 million).

Cash and cash equivalents decreased as of September 30, 2023, by € 9.1 million to € 29.3 million (December 31, 2022: € 38.4 million) due to the repayment of loans, the payment of bonuses in April 2023 and the increase in working capital.

**Noncurrent assets** declined by € 6.6 million to € 128.2 million (December 31, 2022: € 134.8 million), which is mainly attributable to the decrease in noncurrent trade receivables (€ -1.6 million; reclassification to current trade receivables) and intangible assets (€ -2.7 million; PPA depreciation/amortization, which is not offset by additions).

On the **liabilities side of the balance sheet, current liabilities** have decreased slightly by € 0.9 million to € 63.8 million as of September 30, 2023 (December 31, 2022: € 64.6 million). Trade payables and contract liabilities declined by € 1.7 million to € 20.0 million (December 31, 2022: € 21.6 million). At the end of last year, the last payment runs were made earlier due to the Christmas holidays, resulting in higher liabilities on the part of SNP as of year-end 2022. In addition, other non-financial liabilities declined by € 1.9 million to € 26.7 million, due to reduced tax liabilities in particular. On the other hand, financial liabilities increased by € 4.0 million to € 16.3 million (December 31, 2022: € 12.2 million). The decrease in short-term bank loans by around € 5 million was offset by reclassification of promissory note loans of € 9.0 million from noncurrent to current financial liabilities.

**Noncurrent assets** decreased by € 10.6 million to € 82.6 million (December 31, 2022: € 93.2 million). The change is mainly a result of lower noncurrent liabilities owed to financial institutions following the reclassification from noncurrent to current financial liabilities.

At € 112.5 million, **Group equity** is € 5.4 million higher than at its level of € 107.2 million as of December 31, 2022. The improvement is mainly a result of an increase in retained earnings due to the result for the period

achieved. Due to the increase in equity and the decrease in total assets as of September 30, 2023, the equity ratio improved from 40.5% to 43.5%.

### Development of Cash Flow and the Liquidity Position

Negative operating cash flow of € -1.6 million (previous year: € -12.9 million) in the first nine months of the year mainly reflects the increase in trade receivables and other assets (€ +16.0 million; apart from a higher revenue volume, this was also due to the sale of receivables of € 5.9 million at the end of the previous year, which were then missing as a cash receipt from receivables in the reporting period) as well as outflows of funds due to the decrease in trade payables and other liabilities (€ -0.8 million). Operating cash flow improved by € 11.3 million on the previous year.

The positive cash flow from investing activities in the amount of € 3.8 million (previous year: negative cash flow of € -9.1 million) is mainly due to proceeds from the sale of shares in All for One Poland.

Financing activities result in a negative cash flow in the amount of € 10.2 million (previous year: positive cash flow in the amount of € 0.9 million). Besides the repay-

ment of lease liabilities (€ 3.7 million), the negative cash flow was due in particular to the repayment of loan liabilities in the amount of € 6.4 million.

The effects of changes in foreign exchange rates on cash and bank balances have resulted in a negative impact of € -1.1 million (previous year: € 0.3 million).

Overall cash flow during the reporting period comes to € -9.1 million (previous year: € -20.8 million).

Taking into account the changes presented here, the level of cash and cash equivalents declined to € 29.3 million as of September 30, 2023. As of December 31, 2022, cash and cash equivalents amounted to € 38.4 million. Overall, the SNP Group remains solidly positioned financially.

### EMPLOYEES

As of September 30, 2023, the number of employees of the SNP Group had increased to 1,399; as of December 31, 2022, the Group had 1,311 employees. In the first nine months of the current fiscal year, on average the SNP Group had 1,355 employees (previous year: 1,317).



## SIGNIFICANT EVENTS IN THE THIRD QUARTER OF 2023

### Takeover Offer

The extended acceptance period for the voluntary public takeover offer to the shareholders of SNP ended on August 10, 2023. Immediately thereafter, Wolfgang Marguere directly and indirectly held 63.8% of SNP Schneider-Neureither & Partner SE's shares. The free float (the proportion of shares in the company held by investors who hold less than 5% of the share capital) decreased to around 36% as a result of the takeover offer.

Further information on the takeover offer may be found on page 14 of the half-year financial report for 2023.

### Extraordinary General Meeting and Subsequent Constituent Meeting of the Supervisory Board

SNP SE's extraordinary General Meeting took place on September 27, 2023, as a virtual general meeting. The General Meeting approved all of the items on the agenda with large majorities. The shareholders accepted the proposal of the Board of Directors for the revision of the Articles of Association to change the governance sys-

tem from a monistic to a dualistic system of management. The General Meeting also approved the proposed candidates for the new Supervisory Board; Dr. Karl Benedikt Biesinger, Prof. Dr. Thorsten Grenz and Peter Maier are now serving on the three-member Supervisory Board. At its constituent meeting, the Supervisory Board elected Dr. Biesinger as its Chairman and Prof. Grenz as his deputy.

In addition, the extraordinary General Meeting granted approval of the actions of the Board of Directors for the 2023 fiscal year; the Annual General Meeting in 2023 had deferred this resolution. The resolution on the remuneration of the new Supervisory Board also received the necessary majority; the election of the Supervisory Board becomes effective with the entry of the amendment to the Articles of Association in the Commercial Register.

### Establishment of an Audit Committee

The Supervisory Board also established an Audit Committee at its first meeting. The same persons serve on the Audit Committee and the Supervisory Board; Prof. Dr. Thorsten Grenz chairs the Audit Committee as an independent member.

## FORECAST

Thanks to the positive course of business and the continuing momentum, the management has confirmed the outlook for the year 2023 as a whole which was raised on October 9:

- **Order entry** is expected to reach to between € 220 to 240 million (previous order entry forecast: € 210 to 230 million);
- **Revenue** is expected to be around the upper end of the notified range of between € 190 and 200 million;
- **EBIT** is expected to reach, or even slightly exceed, the upper end of the notified range of € 5 to 10 million.

**CONSOLIDATED BALANCE SHEET**

to September 30, 2023

**ASSETS**

in € thousand	Sept. 30, 2023	Dec. 31, 2022	Sept. 30, 2022
<b>Current assets</b>			
Cash and cash equivalents	29,290	38,367	19,572
Other financial assets	4,927	11,505	120
Trade receivables and other receivables	75,940	64,730	35,712
Contract asset values	15,144	9,642	40,146
Other non-financial assets	4,157	3,543	4,619
Tax receivables	1,244	2,368	884
	<b>130,702</b>	<b>130,155</b>	<b>101,053</b>
<b>Non-current assets</b>			
Goodwill	73,274	72,597	74,525
Other intangible assets	16,381	19,123	20,057
Property, plant and equipment	4,655	5,188	5,142
Rights of use	13,727	15,023	15,254
Other financial assets	1,109	1,112	20,731
Investments accounted for under the equity method	225	225	225
Trade receivables and other receivables	13,952	15,525	2,856
Contract values	0	0	8,580
Other non-financial assets	237	251	236
Deferred taxes	4,606	5,771	9,860
	<b>128,166</b>	<b>134,815</b>	<b>157,466</b>
	<b>258,868</b>	<b>264,970</b>	<b>258,519</b>

## EQUITY AND LIABILITIES

in € thousand	Sept. 30, 2023	Dec. 31, 2022	Sept. 30, 2022
<b>Current liabilities</b>			
Trade payables and other liabilities	8,335	10,759	5,409
Contract liabilities	11,626	10,856	10,150
Tax liabilities	668	1,372	366
Financial liabilities	16,289	12,247	12,455
Other non-financial liabilities	26,671	28,598	25,746
Provisions	171	804	947
	<b>63,760</b>	<b>64,636</b>	<b>55,073</b>
<b>Non-current liabilities</b>			
Contract liabilities	1,348	174	258
Financial liabilities	73,008	84,800	86,494
Other nonfinancial liabilities	338	347	67
Provisions for pensions	1,616	1,563	3,321
Other provisions	1,035	382	128
Deferred taxes	5,216	5,885	5,217
	<b>82,561</b>	<b>93,151</b>	<b>95,485</b>
<b>Equity</b>			
Subscribed capital	7,386	7,386	7,386
Capital reserve	97,019	97,124	97,033
Retained earnings	11,888	7,320	5,687
Other components of the equity	1,650	915	12
Treasury shares	-4,456	-4,669	-4,669
<b>Equity attributable to shareholders</b>	<b>113,487</b>	<b>108,076</b>	<b>105,449</b>
Non-controlling interests	-940	-893	-818
	<b>112,547</b>	<b>107,183</b>	<b>104,631</b>
	<b>258,868</b>	<b>264,970</b>	<b>255,189</b>

**CONSOLIDATED INCOME STATEMENT**

for the period from January 1 to September 30, 2023

in € thousand	Jan. – Sept. 2023	Jan. – Sept. 2022	3rd quarter 2023	3rd quarter 2022
<b>Revenue</b>	<b>149,640</b>	<b>124,947</b>	<b>54,053</b>	<b>41,610</b>
Service	101,086	87,989	35,690	28,485
Software	48,554	36,958	18,363	13,125
Other operating income	9,699	10,252	3,924	4,149
Cost of material	-17,621	-16,878	-5,915	-6,089
Personnel costs	-93,010	-82,303	-32,417	-27,862
Other operating expenses	-31,629	-25,820	-11,501	-8,914
Impairments on receivables and contract assets	-558	200	-553	25
Other taxes	-494	-474	-186	-182
<b>EBITDA</b>	<b>16,027</b>	<b>9,924</b>	<b>7,405</b>	<b>2,737</b>
Depreciation and impairments on intangible assets and property, plant and equipment	-7,731	-7,996	-2,596	-2,651
<b>EBIT</b>	<b>8,296</b>	<b>1,928</b>	<b>4,809</b>	<b>86</b>
Other financial income	356	755	116	16
Other financial expenses	-2,194	-2,858	-732	-458
<b>Net financial income</b>	<b>-1,838</b>	<b>-2,103</b>	<b>-616</b>	<b>-442</b>
<b>EBT</b>	<b>6,458</b>	<b>-175</b>	<b>4,193</b>	<b>-356</b>
Income taxes	-1,937	53	-1,258	107
<b>Consolidated income/net loss</b>	<b>4,521</b>	<b>-122</b>	<b>2,935</b>	<b>-249</b>
Thereof:				
Profit attributable to non-controlling shareholders	-47	-90	67	-52
Profit attributable to shareholders of SNP Schneider-Neureither & Partner SE	4,568	-32	2,868	-197
<b>Earnings per share (€)</b>	<b>€</b>	<b>€</b>	<b>€</b>	<b>€</b>
- Undiluted	0.63	-0.00	0.40	-0.03
- Diluted	0.63	-0.00	0.40	-0.03
<b>Weighted average number of shares</b>	<b>in thousand</b>	<b>in thousand</b>	<b>in thousand</b>	<b>in thousand</b>
- Undiluted	7,280	7,275	7,280	7,275
- Diluted	7,280	7,275	7,280	7,275

**CONSOLIDATED CASH FLOW STATEMENT**

for the period from January 1 to September 30, 2023

in € thousand	Jan. – Sept. 2023	Jan. – Sept. 2022
<b>Profit after tax</b>	<b>4,521</b>	<b>-122</b>
Depreciation	7,731	7,996
Change in provisions for pensions	53	170
Other non-cash income/expenses	2,853	-3,933
Changes in trade receivables, contract assets, other current assets, other non-current assets	-15,983	-8,722
Changes in trade payables, contract liabilities, other provisions, tax liabilities, other current liabilities	-836	-8,277
Other adjustments to profit or loss for the period attributable to investing activities	42	0
<b>Cash flow from operating activities (1)</b>	<b>-1,619</b>	<b>-12,888</b>
Payments for investments in property, plant and equipment	-671	-1,104
Payments for investments in intangible assets	-154	-53
Proceeds from the disposal of items of intangible assets and property, plant and equipment	147	201
Proceeds resulting from the acquisition of consolidated companies and other business units	5,000	763
Payments resulting from the acquisition of consolidated companies and other business units	-478	-8,861
<b>Cash flow from investing activities (2)</b>	<b>3,844</b>	<b>-9,054</b>
Payments for the purchase of treasury shares	0	32,500
Proceeds from loans taken out	-6,408	-28,157
Payments resulting from the settlement of lease liabilities	-3,746	-3,462
<b>Cash flow from financing activities (3)</b>	<b>-10,154</b>	<b>881</b>
Changes in cash and cash equivalents due to foreign exchange rates (4)	-1,148	296
<b>Cash change in cash and cash equivalents (1) + (2) + (3) + (4)</b>	<b>-9,077</b>	<b>-20,765</b>
Cash and cash equivalents at the beginning of the fiscal year	38,367	40,337
<b>Cash and cash equivalents as of September 30</b>	<b>29,290</b>	<b>19,572</b>
<b>Composition of cash and cash equivalents:</b>		
Cash and cash equivalents	29,290	19,572
<b>Cash and cash equivalents as of September 30</b>	<b>29,290</b>	<b>19,572</b>

**CONSOLIDATED SEGMENT REPORTING**

for the period from January 1 to September 30, 2023

in € thousand	Service	Software	EXA	Total
<b>External segment sales</b>				
Jan. – Sept. 2023	95,417	47,686	6,537	149,640
Jan. – Sept. 2022	81,210	36,507	7,230	124,947
<b>Revenues with other segments</b>				
Jan. – Sept. 2023	0	0	907	907
Jan. – Sept. 2022	0	0	0	0
<b>Segment result (EBIT)</b>				
Jan. – Sept. 2023	967	18,772	300	20,039
Margin	1.0%	39.4%	4.6%	13.4%
Jan. – Sept. 2022	-864	12,135	787	12,058
Margin	-1.1%	33.2%	10.9%	9.7%
<b>Depreciation included in the segment result</b>				
Jan. – Sept. 2023	3,462	1,669	182	5,313
Jan. – Sept. 2022	3,483	1,655	172	5,311

<b>RECONCILIATION</b>	Jan. – Sept. 2023	Jan. – Sept. 2022
in € thousand		
<b>Result</b>		
Total reportable segment	20,039	12,058
Expenses not allocated to the segments	-11,744	-10,130
of which depreciation	-2,418	-2,685
<b>EBIT</b>	<b>8,295</b>	<b>1,928</b>
Financial result	-1,838	-2,103
<b>Earnings before taxes (EBT)</b>	<b>6,457</b>	<b>-175</b>

## FINANCIAL CALENDAR

March 27, 2024	Publication of the Annual Report 2023
April 25, 2024	Publication of the Interim Statement for Quarter I
August 8, 2024	Publication of the Half-Year Financial Report 2024
October 31, 2024	Publication of the Interim Statement for Quarter III

All dates are provisional only. The current financial calendar can be consulted at: [www.snpgroup.com/Investor-Relations/Finanzkalender](http://www.snpgroup.com/Investor-Relations/Finanzkalender).

## CONTACT

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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.





**DATA. TRANSFORMATION. EXPERIENCE.**

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