



Increased
maneuverability



More efficient
IT organization



Optimal
Business Support

Managing Change In IT

TRANSFORMATION – VALUE – SUCCESS

SNP Schneider-Neureither & Partner AG

Conference Call

October 24, 2017



SNP Raises its Revenue Forecast with Generally Balanced Operating Result (EBIT) for the 2017 Fiscal Year (1/3)

- Unchanged positive situation for orders and projects
- Group revenue of € 81.0 million at the end of the first nine months of the current fiscal year
- **Increased forecast for Group revenue to around € 120 million for the current fiscal year (previous revenue forecast: € 110 million).**

SNP Raises its Revenue Forecast with Generally Balanced Operating Result (EBIT) for the 2017 Fiscal Year (2/3)

- Earnings performance in the first nine months of the 2017 fiscal year heavily impacted by one-time extraordinary expenses and investments in growth
- Lower than expected revenue from software licensing
- **SNP is forecasting a generally balanced operating result (EBIT) for the 2017 fiscal year (previous earnings forecast: EBIT margin of 7% to 12% for the 2017 fiscal year).**

SNP Raises its Revenue Forecast with Generally Balanced Operating Result (EBIT) for the 2017 Fiscal Year (3/3)

- There are already signs of significantly increasing demand for the coming years for the SNP Group's services and software solutions.
- SNP is currently making investments in order to prepare for the foreseeable worldwide boom resulting from digital transformation, and thereby to be counted among the notable winners from this development.
- **An unchanged goal of the SNP Group is to establish the global standard for software-based data transformation.**
- **SNP is therefore pursuing the principle goal of consistent revenue growth for the Group as a whole.**



SNP Vision: Global Industry Standard for Data Transformations

Three Strategic Elements:

- Automation
- Internationalization
- Ability to Execute

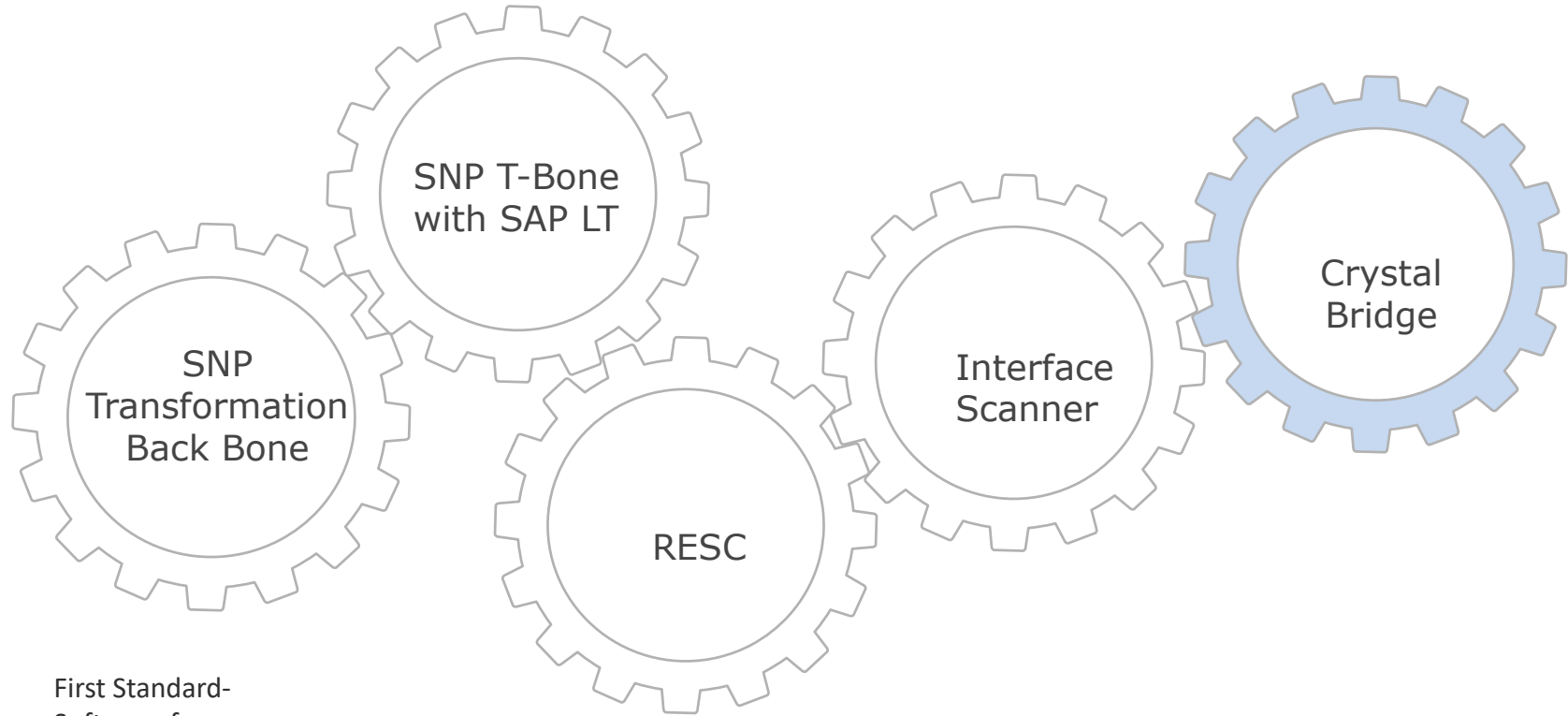
Based on these three principles, SNP is driving the development and growth of SNP's business!



Transformation – Business and Technology

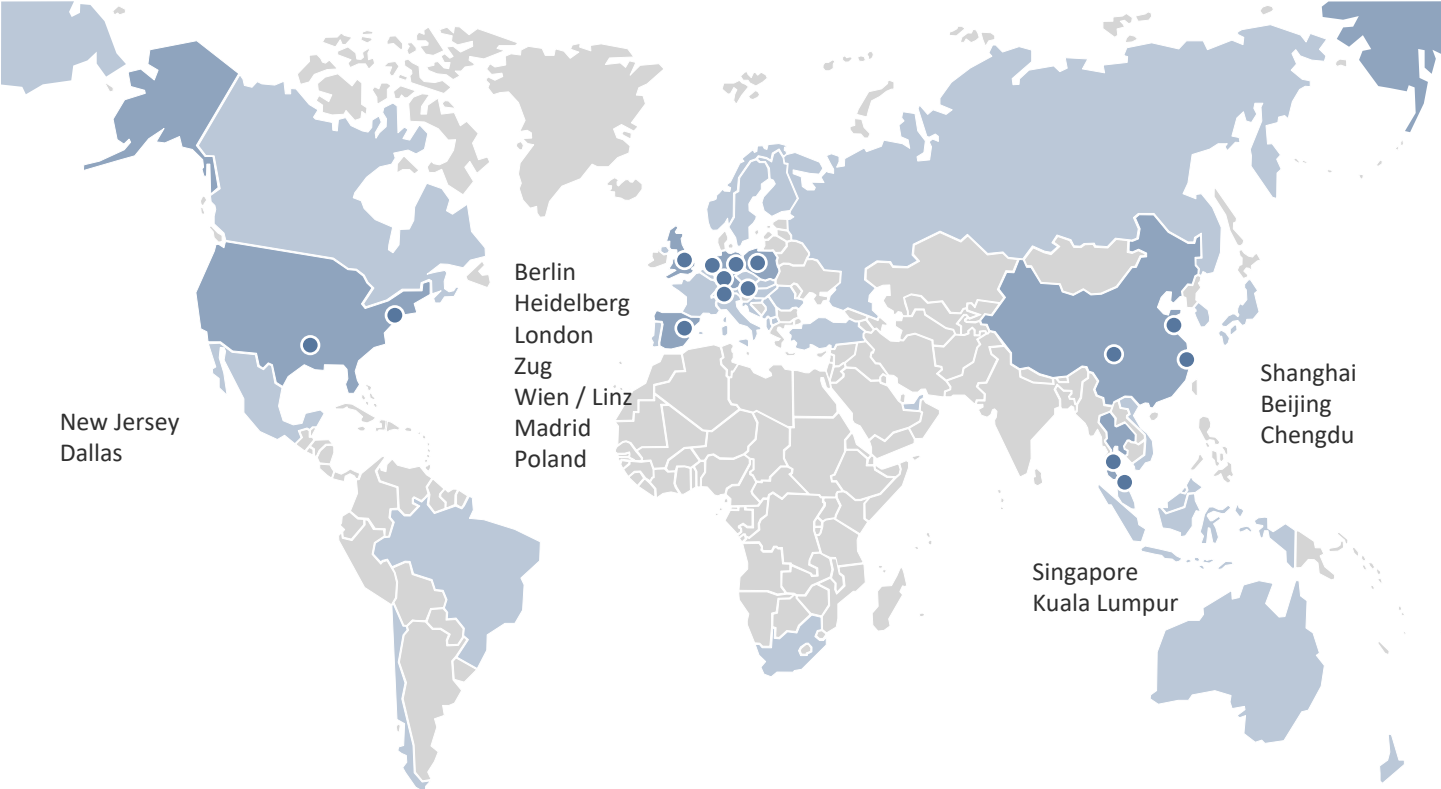


SNP: Automation



First Standard-
Software for
Datentransformation

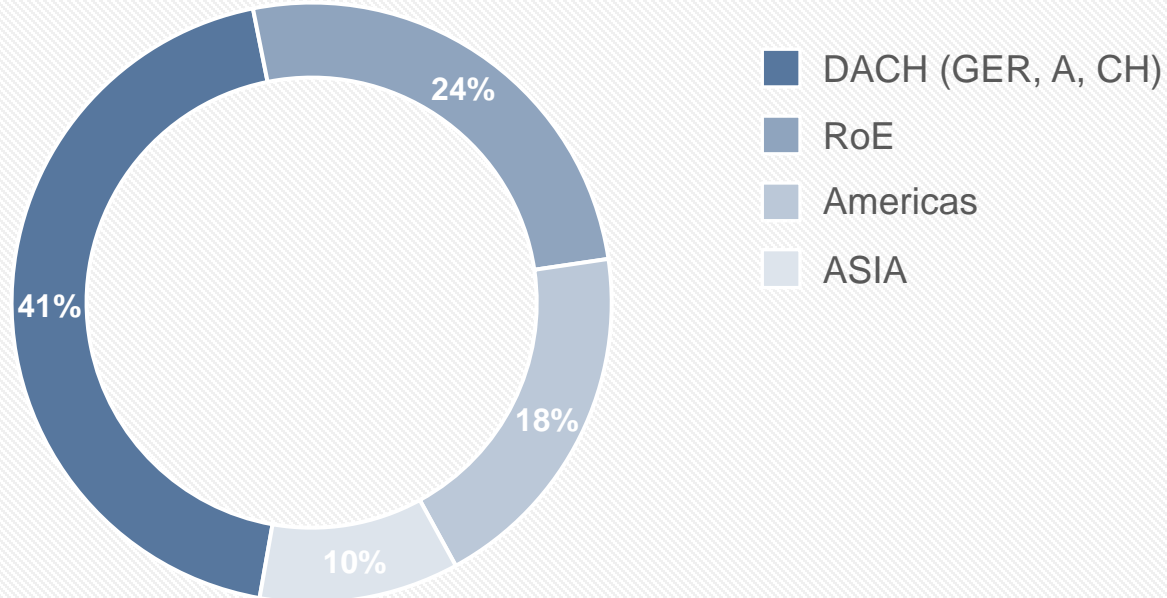
SNP – International Coverage



International Ability to Execute

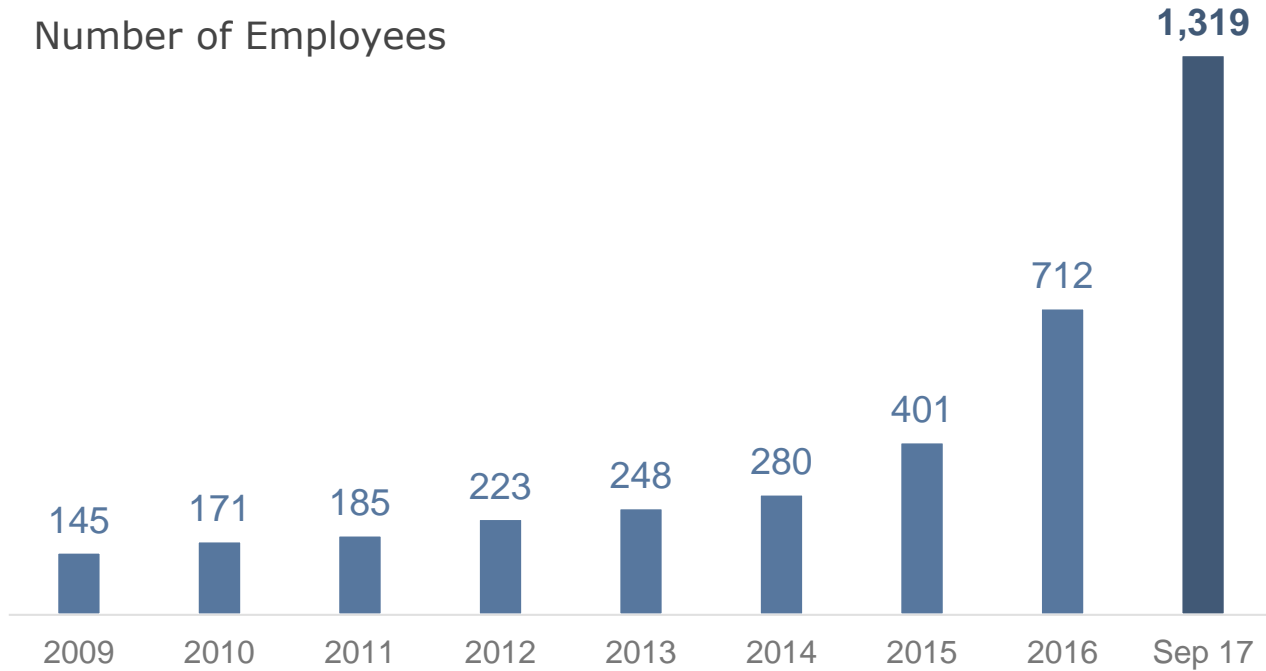
Employees by Countries

As of Sep, 2017



SNP: Ability to Execute

Number of Employees



SNP - Extending the Partner Network

Proven approach

Our **software** and our **consulting approach** were examined by two leading auditors.

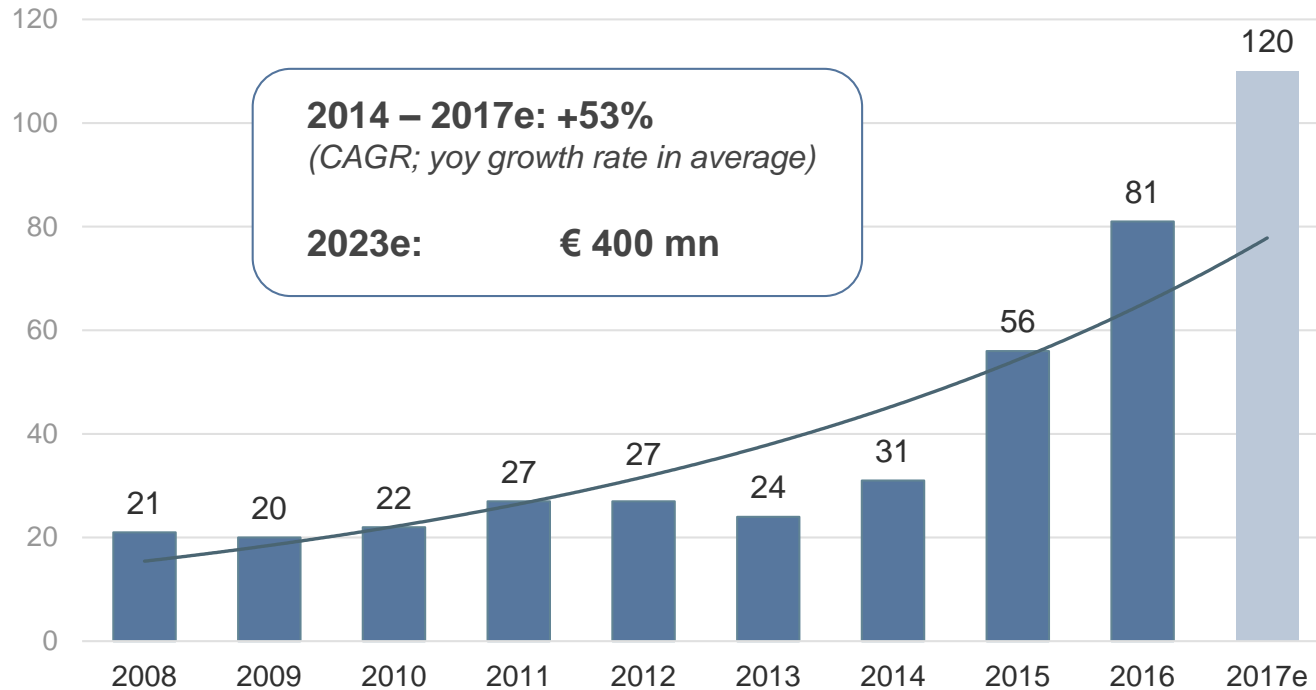


Global Alliances with SAP

Cooperation's



Taking Market Share to Become Industry Standard



Contact

Investor Relations

Marcel Wiskow

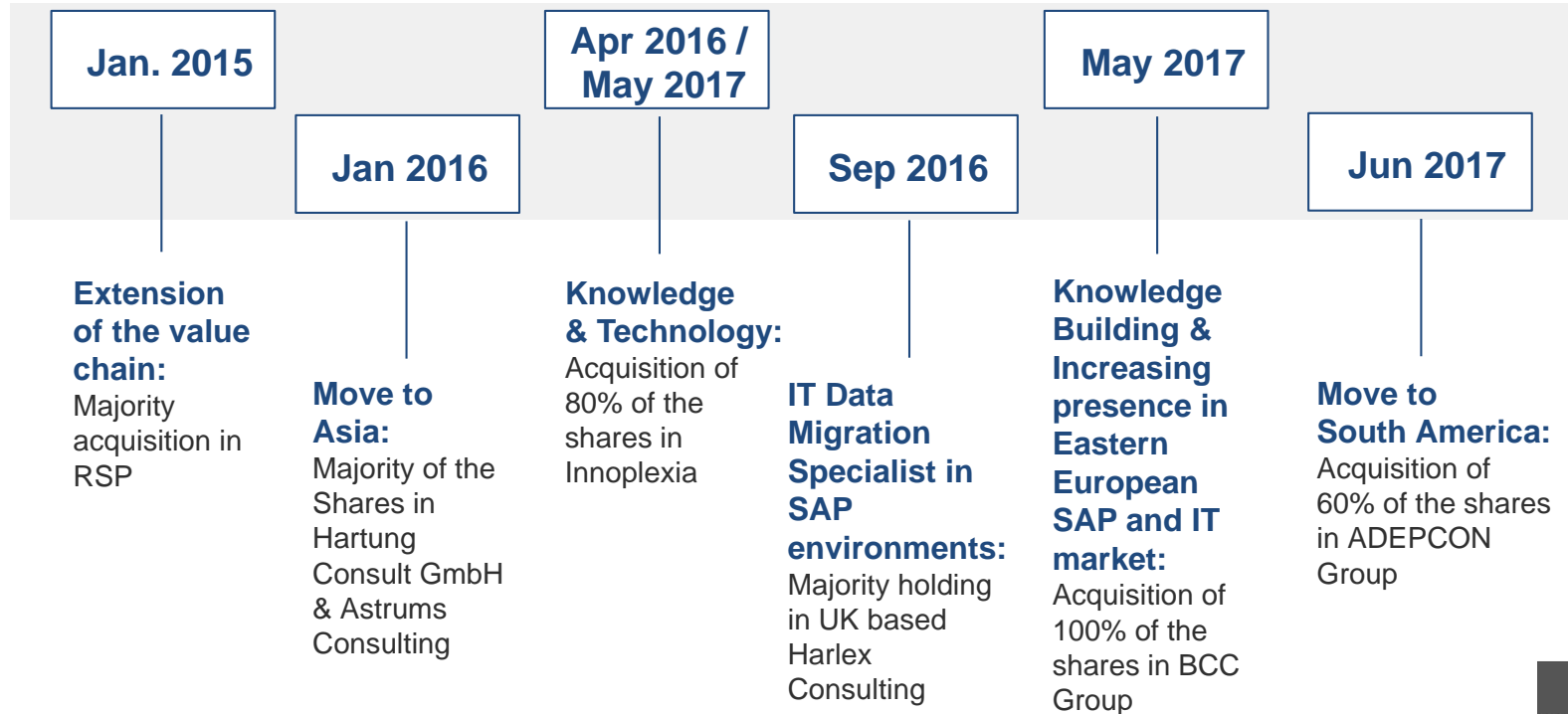
E-Mail: investor.relations@snp-ag.com

Tel.: +49 (0) 6221 6425-637

Fax: +49 (0) 6221 6425-470



Youngest Inorganic Growth Steps



ADEPCON Group: Move to South American SAP Market

- Three subsidiaries in Argentina, Chile and Colombia with 20 years market experience.
- Key clients are from Latin America and Europe:
 - Insurance companies, private social security funds
 - Media companies, pharma, retail, wholesale distributors, discrete production and utility companies
- ADEPCON operates profitably, is **closely linked to SAP** and focuses mainly on **projects with very large data volumes**.
- **Robust revenue growth** in recent years
 - In the 2016 fiscal year, total revenue amounted to around USD 20 million
 - In the past few years, ADEPCON has reported stable average operating earnings before interest and taxes (EBIT) of around 9%.

BCC Group: Takeover of one of the Largest SAP Partners in Central and Eastern Europe

- Most experienced SAP implementation company in Poland – **on the market since 1995**.
- Experience in SAP projects in several dozen countries worldwide:
 - **40% of revenues from export**
 - Poland's biggest exporter of SAP services.
- **Largest team of specialists dealing with SAP in Poland:**
 - 200 SAP consultants
 - one of the biggest SAP Teams in Central and Eastern Europe.
- Support for the whole life cycle of SAP solutions in the company:
 - from pre-implementation analysis, through implementation & development
 - up to SAP maintenance and outsourcing.
- Experience and **competence in all major SAP products and technologies:**
 - SAP ERP, SAP Business Intelligence, SAP CRM, SAP HR/HCM, SAP NetWeaver.



Financial Calendar

October 19 & 20, 2017

Transformation World 2017

October 27, 2017

Publication of the Interim Statement for Q3

November 27 & 28, 2017

German Equity Forum 2017

January 31, 2017

Publication of the Preliminary Figures 2017

March 28, 2018

Publication of the Annual Report 2017

April 27, 2018

Publication of the Interim Statement for Q1

May 30, 2018

Annual General Meeting 2018

August 2, 2018

Publication of the Half-Year Financial Report

October 31, 2018

Publication of the Interim Statement for Q3