INTERIM STATEMENT
Q3 2019

BUSINESS PERFORMANCE OF SNP SCHNEIDER-NEUREITHER & PARTNER SE FOR THE PERIOD FROM JANUARY 1 TO SEPTEMBER 30, 2019

SIGNIFICANT EVENTS IN THE THIRD QUARTER OF 2019

Growth and gain of core costumers

In August of this year, SNP and a world-leading IT and consulting firm based in the USA signed an agreement on the use of SNP software for implementation of the company's transformation projects. The IT and consulting firm has committed to purchase SNP software licenses for data transformation with a minimum value of USD 30 million in the period up to 2022, which led to a significant increase in order entry in the third quarter 2019.

Furthermore, in September, a partnership was signed with Google Cloud; Google has licensed both the digital transformation platform CrystalBridge® and the SNP BLUEFIELD™ procedure. This suite will enable its SAP customers to implement rapid and secure data migration to their cloud system. On the basis of the extensive license agreement, Google's customers will be able to transfer their SAP applications to Google Cloud while making the changeover to S/4HANA at the same time.

Share Buyback Program

In August, based on the authorization granted by the Annual General Meeting on May 12, 2016, the Board of Directors of SNP SE resolved a multi-year share buyback program beginning on September 1, 2019 and with a term ending no later than May 11, 2021. During this period, treasury shares in the company with a value of up to € 32 million (excluding incidental purchase costs), but no more than 638,362 shares, are to be repurchased exclusively via the stock market. The company will publish information on specific transactions as well as the daily trading volume via the following link:
https://www.snpgroup.com/en/stock-information

FINANCIAL POSITION AND FINANCIAL PERFORMANCE

Revenue Performance

In the third quarter, the SNP Group achieved its highest quarterly sales in the current fiscal year, € 40.4 million (previous year: € 33.7 million), and the second-highest quarterly sales in the company's history. This development was driven by significantly higher software and cloud revenue compared to the same quarter in the previous year. This is mainly attributable to increased momentum in the SAP S/4HANA environment. Revenue in the Service business segment is almost in line with the previous year's level.

At the end of the first nine months of the 2019 fiscal year, Group revenue amounted to € 99.3 million (previous year: € 98.8 million). While revenue in the first half of the year was still € -6.1 million or -9.5% lower than in the previous year, thanks to a strong third quarter in revenue terms SNP achieved a slight increase in sales in the first nine months of the year (€ +0.5 million or +0.6%). The decline in revenue in the Service business segment was thus more than made up for through a significant increase in revenue in the high-margin Software and Cloud business segment.

Revenue Distribution by Region

In the DACH region (Germany, Austria, Switzerland), the SNP Group generated external revenue in the amount of € 55.6 million (previous year: € 48.3 million) in the first nine months of the current fiscal year. This corresponds to a share of total revenue of approximately 56% (previous year: 49%). In addition to growing customer demand in the area of SAP S/4HANA, the strong trend in the DACH region is mainly a result of increased cloud and software revenue. Accordingly, in the first nine months, revenue in the Cloud and Software business segment has increased significantly, by € +11.0 million to € 19.1 million.

In the North America region, in the period under review external revenue amounted to € 9.5 million (previous year: € 11.3 million), which corresponds to a revenue share of around 10% (previous year: 11%). The decline in revenue in the USA is mainly attributable to the scheduled completion of a major project which was not immediately followed by follow-up orders of a similar size. However, significantly improved order entry at the end of the third quarter will ensure a recovery in this region in the fourth quarter.

In the first nine months of 2019, the revenue contribution provided by the South America region through SNP Latam (previously Adepcon) declined by € -4.0 million to € 9.6 million (previous year: € 13.6 million); this corresponds to a revenue share of around 10% (previous year: 14%). The decrease in revenue is mainly attributable to the difficult economic environment in Argentina, with very high inflation rates and the significant fall in the exchange rate for the Argentine peso over the course of the year. € 0.5 million of this drop in revenue is due to valuation effects in connection with the application of IAS 29.

SNP Poland once again contributed 15%, or € 14.5 million (previous year: € 15.2 million) of overall revenue in the first nine months of 2019. The UK contributed € 5.7 million (previous year: € 5.2 million); this corresponds to a revenue share of approximately 6% (previous year: 5%). The Asia region provided a revenue share of € 4.6 million (previous year: € 5.2 million), which once again corresponds to 5% of revenue.

Revenue Distribution by Business Segment

On the segment side, the Service business segment (previously the Professional Services business segment), which primarily includes consulting services, contributed € 68.5 million (previous year: € 78.3 million) to revenue in the first nine months of the current fiscal year. This corresponds to an overall revenue share of 69.0% (previous year: 79.3%) and represents a year-over-year decrease of € 9.8 million, or -12.5%. This revenue decline is mainly attributable to a relatively low level of capacity utilization in the first half of 2019. Moreover, € 1.7 million of this decrease is attributable to the reclassification of revenue in 2019 from the Service business segment as software as a service (SaaS) revenue to the Cloud and Software business segment (see the comments on the Cloud and Software business segment). In the third quarter of 2019, revenue in the Service business segment amounted to € 24.4 million. Compared to the previous quarter (€ 21.6 million), sales increased by around 13%, which is primarily attributable to the sharp increase in incoming orders and the associated improvement in Group-wide capacity utilization.

Revenue of € 30.8 million (previous year: € 20.5 million) came from the Cloud and Software business segment (incl. software support). This corresponds to a year-over-year increase of € +10.3 million, or approximately +50%.

Within this business segment, license and cloud revenue has increased by € +8.7 million or approximately +62% to € 22.8 million (previous year: € 14.1 million); software support revenue (previously maintenance fees) amounted to an almost unchanged € 6.2 million (previous year: € 6.3 million). For the first time, SNP is also reporting revenue generated through software as a service (SaaS); in the period under review, this amounts to € 1.7 million. On grounds of improved transparency, portions of the revenue generated by the companies Innoplexia GmbH and ERST GmbH were allocated to the Software business segment as SaaS revenue for the first time from the 2019 fiscal year onwards, in accordance with IFRS 8.12.

Revenue with high-margin SNP in-house products (including the revenue reported under software as a service for the first time) amounted to € 25.4 million (previous year: € 13.2 million) in the first nine months of the current fiscal year. This corresponds to a growth rate of approximately +92% or € +12.2 million. Adjusted for the reclassification of software as a service revenue, the volume of growth amounts to € +10.5 million or around +80%. In the same period, revenue in the amount of € 5.4 million (previous year: € 7.3 million) was registered with third-party products, which corresponds to a decline of approximately -26%.

Order Backlog and Order Entry

The Group-wide order entry of € 148.7 million for the first nine months of 2019 was around € 50 million or about 51% higher than the comparable figure for the previous year. In the third quarter of 2019, an order entry volume of € 63.7 million was achieved; compared to the same quarter in the previous year, this represents an increase of around 102% (previous year: € 31.5 million). Order entry developed particularly positively in the Group's core DACH market: A figure of around € 90 million here corresponds to an improvement of approximately 118% compared with the first nine months of the previous year. In the first nine months of the year, order entry in connection with upcoming SAP S/4HANA projects was almost tripled to about € 17 million.

The order backlog amounted to € 91.3 million as of September 30, 2019, compared to € 61.4 million as of September 30, 2018 (approximately +49%).

In € million	9M 2019	9M 2018	Q3 2019	Q3 2018
Order entry	148.7	98.7	63.7	31.5
Order backlog	91.3	61.4	91.3	61.4
Revenue	99.3	98.8	40.4	33.7
EBITDA (non-IFRS, adjusted for exchange rate effects)	8.0	0.8	9.4	2.5
EBITDA (IFRS)	7.0	0.5	9.1	4.0
EBIT (non-IFRS, adjusted for exchange rate effects)	3.0	-1.7	7.8	1.9
EBIT (IFRS)	1.2	-3.2	7.1	2.9

Earnings Position

SNP's operating performance was in line with the clearly improved revenue trend in the third quarter of 2019. While the results in the first half of 2019 were negative, reflecting relatively low capacity utilization and the effect of one-time costs, high positive contributions to earnings were achieved in the third quarter both in terms of EBIT (IFRS and non-IFRS) and EBITDA (IFRS and non-IFRS):

In the third quarter of 2019, an EBITDA figure (IFRS) of € 9.1 million (previous year: € 4.0 million) was achieved, as was an EBITDA figure (non-IFRS; adjusted for exchange rate effects) of € 9.4 million (previous year: € 2.5 million). At the end of the first nine months of the fiscal year, EBITDA (IFRS) amounts to € 7.0 million (previous year: € 0.5 million) and EBITDA (non-IFRS; adjusted for exchange rate effects) to € 8.0 million (previous year: € 0.8 million).

The EBITDA margin (IFRS) in the third quarter of 2019 is thus 22.4% (previous year: 12.0%); the EBITDA margin (non-IFRS; adjusted for exchange rate effects) is 23.2% (previous year: 7.5%). In the nine-month period, the EBITDA margin (IFRS) amounted to 7.1% (previous year: 0.5%), the EBITDA margin (non-IFRS; adjusted for exchange rate effects) was 8.0% (previous year: 0.8%).

In the third quarter of 2019, the EBIT figure (IFRS) amounted to € 7.1 million (previous year: € 2.9 million) and the EBIT figure (non-IFRS; adjusted for exchange rate effects) to € 7.8 million (previous year: € 1.9 million). In the first nine months of 2019, the EBIT figure (IFRS) came to € 1.2 million (previous year: € -3.2 million) and the EBIT figure (non-IFRS; adjusted for exchange rate effects) to € 3.0 million (previous year: € -1.7 million).

The positive earnings and margin trend was primarily driven by significantly higher software license sales of SNP's in-house products.

Income and Expense Situation

In the first nine months of 2019, the cost of purchased services and materials as well as personnel expenses were reduced significantly despite a slight increase in revenue. This partly reflects the restructuring measures which were implemented last year and continued in 2019. Purchased services and the cost of materials were reduced by € -3.3 million or -19.9% to € 13.2 million. As of September 30, 2019, the Group had 1,291 employees (previous year: 1,324). This corresponds to a decrease of around 2%, which is mainly attributable to a series of restructuring measures over the past twelve months. Personnel costs decreased accordingly, and due to higher restructuring expenses in the past year, by € -2.5 million to € 61.1 million. Personnel expenses include restructuring costs in the first nine months of the year in the amount of € 0.6 million (previous year: € 2.1 million).

Depreciation and amortization increased by € 2.1 million year-over-year to € 5.8 million. This significant increase is attributable to the first-time application of IFRS 16. SNP has applied the accounting rule IFRS 16 since January 1, 2019, subject to a modified retrospective approach. Accordingly, at the start of the year leases and rental agreements were capitalized in the form of rights of use for the first time, in the amount of € 15.9 million. The additional first-time capitalization of rights of use less amortization of rights of use in the first nine months of the current year resulted in a final volume of € 18.4 million as of September 30, 2019. The amortization amount on rights of use totals € 3.1 million in the first nine months of 2019. In addition, amortization in the amount of € 0.8 million (previous year: € 1.2 million) is attributable to intangible assets capitalized for the first time within the scope of the initial consolidation of acquired companies.

Net Financial Result and Profit for the Period

Other operating expenses have decreased by € 0.9 million to € 20.9 million; of this amount, € 3.1 million relates to the first-time application of IFRS 16. Adjusted for this effect, other operating expenses increased by € 2.2 million. These are mainly attributable to increased marketing and consulting expenses as well as increased exchange rate losses.

Other operating income decreased by € 1.7 million to € 2.5 million. This decline is mainly attributable to a one-time effect of € 2.0 million in the previous year, the partial reversal of variable purchase price components.

Other financial expenses of € 1.0 million during the reporting period stood in contrast with other financial income of only € 0.2 million. The net financial result of € -0.8 million (previous year: € -0.8 million) was thus negative, resulting in earnings before taxes of € 0.4 million (previous year: € -4.0 million). With income tax expense of € 0.1 million (previous year: income of € 0.5 million), the first nine months of the fiscal year recorded net income of € 0.3 million (previous year: net loss of € -3.5 million). This corresponds to a net margin of 0.3% (previous year: -3.5%). Accordingly, diluted and basic earnings per share amounted to € 0.04 (previous year: € -0.60).

To improve the comparability of the company on the capital market, SNP SE is also reporting non-IFRS performance indicators at the Group level. These adjusted performance indicators are not determined on the basis of IFRS accounting standards and are therefore non-IFRS performance indicators. The following matters were not taken into consideration in the non-IFRS figures:

- Acquisition-related expenses: amortization of identified intangible assets acquired through company acquisitions; incidental acquisition costs
- Restructuring expenses.

In the previous year, the following matters were also not taken into consideration:

- Expenses associated with SNP Schneider-Neureither & Partner AG's change of legal form to become a European stock corporation (Societas Europaea/SE)
- Other operating income in connection with the reversal of variable purchase price liabilities.

Net Assets

Total equity and liabilities have increased by € 6.7 million compared with December 31, 2018, to € 158.5 million. The trends for current and noncurrent assets moved in opposite directions: While current assets decreased by € 12.2 million to € 64.0 million, noncurrent assets increased by € 18.9 million to € 94.5 million.

The decrease in current assets chiefly reflects the € 22.3 million reduction in cash and cash equivalents. This contrasts, in particular, with increased trade and other receivables as well as contract assets in the amount of € 10.6 million. In addition to the increased capital commitment in relation to trade receivables and contract assets, the decline in cash and cash equivalents is mainly attributable to the settlement of purchase price liabilities as well as advance payments for rental rights of use. The increased trade receivables and other contract assets are chiefly associated with a very high revenue volume in the third quarter of 2019. The above-mentioned balance sheet items also include, as a one-time effect, accrued license receivables at the

In € million	JAN.–SEPT. 2019				JAN.–SEPT. 2018			
	IFRS	**Adaption**	**Currency impact**	**Non-IFRS, adjusted for exchange rate effects**	**IFRS**	**Adaption**	**Currency impact**	**Non-IFRS, adjusted for exchange rate effects**
Revenue	99.3	0.0	0.0	99.3	98.8	0.0	0.0	98.8
Other operating income	3.2	0.0	-1.8	1.4	4.2	-2.0	-1.5	0.8
Cost of material	-13.2	0.0	0.0	-13.2	-16.5	0.0	0.0	-16.5
Personnel costs	-61.1	0.6	0.0	-60.6	-63.6	2.1	0.0	-61.5
Other operating expenses	-20.9	0.0	2.2	-18.7	-21.8	0.0	1.6	-20.2
Impairments on receivables and contract-based assets	-0.1	0.0	0.0	-0.1	-0.2	0.0	0.0	-0.2
Other taxes	-0.2	0.0	0.0	-0.2	-0.4	0.0	0.0	-0.3
EBITDA	**7.0**	**0.6**	**0.4**	**8.0**	**0.5**	**0.1**	**0.2**	**0.8**
Depreciation	-5.8	0.8	0.0	-4.9	-3.7	1.2	0.0	-2.5
EBIT	**1.2**	**1.4**	**0.4**	**3.0**	**-3.2**	**1.3**	**0.2**	**-1.7**

high end of the single-digit million range but which will only be invoiced and for which payments will only be forthcoming over the next 12 months.

The increase in noncurrent assets is primarily associated with the first-time application of IFRS 16. Accordingly, on January 1, 2019, leases and rental agreements were capitalized in the form of rights of use for the first time, in the amount of € 15.9 million. Taking into account other capitalized rights of use and less amortization in the first nine months of 2019, on September 30, 2019, the amount capitalized for rights of use and advance payments for rights of use totals € 18.4 million.

Financial Position

On the equity and liabilities side, current liabilities increased from € 36.2 million as of December 31, 2018, to € 40.4 million as of September 30, 2019. This change is mainly attributable to the € 7.7 million increase in financial liabilities to € 13.1 million. The financial liabilities are characterized by countervailing effects. Liabilities due to promissory note loans have increased by € 5.0 million due to a reclassification from noncurrent to current liabilities. The first-time application of IFRS 16 also increased the volume of liabilities, as a result of which current leasing liabilities have risen by € 4.6 million. On the other hand, the € -1.7 million decrease in purchase price liabilities for acquisitions consists of purchase price payments and reclassifications from noncurrent to current liabilities. Other nonfinancial liabilities decreased by € -0.6 million to € 15.4 million. In particular, this was due to the settlement of employee-related liabilities, which have not been offset by a corresponding increase.

Compared with December 31, 2018, noncurrent liabilities increased by € 2.9 million to € 49.1 million. This rise is mainly attributable to the € 3.0 million increase in financial liabilities to € 45.8 million. These include higher noncurrent leasing liabilities of € 10.6 million that result from the first-time application of IFRS 16. This contrasts with a reclassification of liabilities for promissory note loans in the amount of € 5.0 million from noncurrent financial liabilities to current financial liabilities, as well as a € 2.6 million decrease in noncurrent purchase price liabilities due to their reclassification as current liabilities. Noncurrent liabilities resulting from promissory note loans amount to € 34.8 million (December 31, 2018: € 39.7 million) as of September 30, 2019.

The Group’s equity declined slightly in the first nine months of 2019, from € 69.4 million to € 69.0 million. Subscribed capital and capital reserves remained unchanged. Due to the net income for the period, retained earnings increased by € +0.3 million to € 7.9 million. Other components of equity have decreased by € -0.3 million to € -4.8 million on account of the change in the currency translation adjustment item. Treasury shares, which are deducted from equity, increased by € 0.4 million to € 0.8 million due to the buyback of 13,900 shares. Due to the slight increase in equity combined with a simultaneous increase in total equity and liabilities to € 158.5 million as of September 30, 2019, the equity ratio declined from 45.7% to 43.5%.

Development of Cash Flow and the Liquidity Position

The negative operating cash flow in the amount of € -9.2 million (previous year: € -3.7 million) in the first nine months of 2019 is mainly attributable to the € +12.8 million increase in inventories, trade receivables and other assets. The increased trade receivables and other contract assets are chiefly associated with a very high revenue volume in the third quarter of 2019. The above-mentioned balance sheet items also included, as a one-time effect, accrued license receivables at the high end of the single-digit million range which will only be invoiced and for which payments will only be forthcoming over the next 12 months.

This contrasts with positive net income of € 0.3 million as well as amortization in the amount of € 5.8 million. On the other hand, the decrease in trade payables and other liabilities (€ -2.0 million) had a negative impact. This decline was partly due to the settlement of employee-related liabilities as well as noncash expenses and income (€ -0.4 million).

The negative cash flow from investing activities in the amount of € -7.1 million (previous year: € -11.8 million) is mainly attributable to payments for purchase price installments in connection with company acquisitions in previous years (€ 4.5 million) and to investments in property, plant and equipment and intangible assets (€ 2.8 million). This contrasts with proceeds from the disposal of intangible assets and property, plant and equipment in the amount of € 0.2 million.

Financing activities have resulted in a negative cash flow in the amount of € -5.8 million (previous year: negative cash flow of € -1.1 million). This has mainly arisen due to the settlement of leasing liabilities in the amount of € -5.3 million; exchange rate changes have had an impact of € -0.3 million on cash and bank balances (previous year: € -0.6 million).

Overall cash flow during the reporting period came to € -22.3 million (previous year: € -17.3 million). Taking into account the changes presented here, the level of cash and cash equivalents decreased to € 17.7 million as of September 30, 2019. As of December 31, 2018, cash and cash equivalents amounted to € 40.0 million. Overall, the SNP Group remains very solidly positioned financially.

Employees

As of September 30, 2019, the number of employees of the SNP Group decreased to 1,291; as of December 31, 2018, they totaled 1,286 employees. The employees included 4 Managing Directors (as of December 31, 2018: 2), 20 managers (as of December 31, 2018: 20) and 41 trainees, students and interns (as of December 31, 2018: 27). There were no employees in partial early retirement in the 2018 fiscal year (previous year: 0). The average number of employees during the reporting period, excluding the aforementioned group of individuals, was 1,212 (previous year: 1,289).

Forecast

The company confirms its forecast for the 2019 fiscal year and continues to expect Group revenue of between € 145 million and € 150 million as well as an operating earnings margin (EBIT margin) in the lower to mid single-digit percentage range.

As in previous years, it is assumed that, in the current fiscal year, revenue will not be evenly distributed over the quarters and that the second half of the year will be much stronger. The positive revenue and earnings performance in the third quarter bears out the expectation that the very strong order situation will have a positive impact on revenue and earnings growth in the second half of 2019. An EBIT margin (IFRS) in the low double-digit percentage range is expected in the second half of 2019. Moreover, Management expects that the originally envisaged order entry volume of between € 158 million and € 163 million will be exceeded.

In addition, the SNP Group continues to pursue the prioritized mid-term goal of a structural increase in its profitability. The increased share of software license revenue in the total revenue and related economies of scale in particular will result in wider operating margins over the medium to long term.

Events After the Reporting Date

On October 21, 2019, the company announced that Dr. Heiner Diefenbach will take on the duties and responsibilities of the Chief Financial Officer (CFO) position at SNP Schneider-Neureither & Partner SE as of January 1, 2020. Diefenbach will succeed Dr. Uwe Schwellbach as CFO. Schwellbach will leave the company on December 31, 2019, of his own accord to dedicate himself to new professional challenges.

Heidelberg, October 30, 2019

Managing Directors

Dr. Andreas Schneider-Neureither

Dr. Uwe Schwellbach

Michael Eberhardt

Frank Hohenadel

CONSOLIDATED BALANCE SHEET

AS OF SEPTEMBER 30, 2019

ASSETS

In € thousand	Sept. 30, 2019	Dec. 31, 2018[1]	Sept. 30, 2018
Current assets			
Cash and cash equivalents	17,670	39,974	16,569
Other financial assets	1,324	1,520	437
Trade receivables and other receivables	28,631	26,938	29,067
Contract asset values	13,745	4,881	5,148
Inventories	381	371	371
Other non-financial assets	2,169	2,125	2,319
Tax receivables	78	386	292
	63,998	**76,195**	**54,203**
Non-current assets			
Goodwill	53,174	53,733	49,764
Intangible assets	7,679	7,980	8,250
Property, plant and equipment	5,640	6,066	6,115
Rights of use	18,402	0	0
Other financial assets	859	711	609
Investments accounted for under the equity method	0	0	0
Trade receivables and other receivables	1,784	409	135
Other non-financial assets	20	35	55
Deferred taxes	6,915	6,636	3,885
	94,473	**75,571**	**68,813**
	158,471	**151,766**	**123,016**

EQUITY AND LIABILITIES

In € thousand	Sept. 30, 2019	Dec. 31, 2018[1]	Sept. 30, 2018
Current liabilities			
Trade payables and other liabilities	6,091	8,959	7,447
Contract liabilities	5,303	4,580	1,722
Tax liabilities	379	915	369
Financial liabilities	13,050	5,353	5,102
Other non-financial liabilities	15,426	16,002	14,653
Provisions	174	399	106
Deferred income	0	0	807
	40,423	**36,208**	**30,206**
Non-current liabilities			
Trade payables and other liabilities	283	273	111
Contract liabilities	17	5	0
Financial liabilities	45,825	42,794	44,284
Provisions for pensions	2,141	2,062	1,575
Deferred taxes	801	1,015	1,132
Deferred income	0	0	9
	49,067	**46,149**	**47,111**
Equity			
Subscribed capital	6,602	6,602	5,474
Capital reserve	59,968	59,968	54,260
Retained earnings	7,906	7,605	-4,948
Other components of the equity	-4,819	-4,495	-8,873
Treasury shares	-813	-415	-415
Equity attributable to shareholders	**68,844**	**69,265**	**45,498**
Non-controlling interests	137	144	201
	68,981	**69,409**	**45,699**
	158,471	**151,766**	**123,016**

[1] In accordance with the transition options that we have adopted as per IFRS 16, prior periods have not been adjusted in line with the new accounting and measurement methods.

CONSOLIDATED INCOME STATEMENT

FOR THE PERIOD FROM JANUARY 1 TO SEPTEMBER 30, 2019

In € thousand	Jan.–Sept. 2019	Jan.–Sept. 2018	3rd quarter 2019	3rd quarter 2018
Revenue	**99,317**	**98,772**	**40,421**	**33,727**
Service	**68,517**	**78,304**	**24,378**	**25,996**
Cloud	1,678	2,147	424	1,158
Software licenses	21,161	11,993	12,980	4,408
Software as a service	1,702	0	536	0
Software support	6,259	6,328	2,103	2,165
Cloud and Software	**30,800**	**20,468**	**16,043**	**7,731**
Capitalized own services	724	0	172	0
Other operating income	2,517	4,239	1,265	2,391
Cost of material	-13,242	-16,531	-4,200	-6,050
Personnel costs	-61,105	-63,557	-19,843	-19,184
Other operating expenses	-20,900	-21,796	-8,652	-6,738
Impairments on receivables and contract assets	-57	-238	-39	-13
Other taxes	-241	-350	-67	-95
EBITDA	**7,013**	**539**	**9,057**	**4,038**
Depreciation and impairments on intangible assets and property, plant and equipment	-5,765	-3,698	-1,912	-1,154
EBIT	**1,248**	**-3,159**	**7,145**	**2,884**
Income from investments accounted for using the equity method	0	0	0	0
Other financial income	185	45	11	14
Other financial expenses	-1,018	-884	-317	-215
Net financial income	**-833**	**-839**	**-306**	**-201**
EBT	**415**	**-3,998**	**6,839**	**2,683**
Income taxes	-125	540	-1,717	-771
Consolidated income/net loss	**290**	**-3,458**	**5,122**	**1,912**
Thereof:				
Profit attributable to non-controlling shareholders	-7	-149	46	30
Profit attributable to shareholders of SNP Schneider-Neureither & Partner SE	297	-3,309	5,076	1,882
Earnings per share	**€**	**€**	**€**	**€**
- Undiluted	0.04	-0.60	0.76	0.35
- Diluted	0.04	-0.60	0.76	0.35
Weighted average number of shares	**in thousands**	**in thousands**	**in thousands**	**in thousands**
- Undiluted	6,602	5,474	6,602	5,474
- Diluted	6,602	5,474	6,602	5,474

CONSOLIDATED CASH FLOW STATEMENT

FOR THE PERIOD FROM JANUARY 1 TO SEPTEMBER 30, 2019

In € thousand	Jan.–Sept. 2019	Jan.–Sept. 2018
Profit after tax	**290**	**-3,458**
Depreciation	5,765	3,698
Change in provisions for pensions	79	44
Other non-cash income/expenses	-482	-2,206
Changes in trade receivables, contract assets, other current assets, other non-current assets	-12,776	5,266
Changes in trade payables, contract liabilities, other provisions, tax liabilities, other current liabilities	-2,040	-7,055
Cash flow from operating activities (1)	**-9,164**	**-3,711**
Payments for investments in property, plant and equipment	-1,633	-2,602
Payments for investments in intangible assets	-1,166	-151
Proceeds from the disposal of items of intangible assets and property, plant and equipment	237	326
Payments resulting from the acquisition of consolidated companies and other business units	-4,530	-9,395
Cash flow from investing activities (2)	**-7,092**	**-11,822**
Payments for the purchase of treasury shares	-398	0
Proceeds from loans taken out	57	0
Payments for the settlement of loans and other financial liabilities	-96	-1,140
Payments resulting from the settlement of lease liabilities	-5,324	0
Cash flow from financing activities (3)	**-5,761**	**-1,140**
Changes in cash and cash equivalents due to foreign exchange rates (4)	-287	-635
Cash change in cash and cash equivalents (1) + (2) + (3) + (4)	**-22,304**	**-17,308**
Cash and cash equivalents at the beginning of the fiscal year	39,974	33,877
Cash and cash equivalents as of September 30	**17,670**	**16,569**
Composition of cash and cash equivalents:		
Cash and cash equivalents	17,670	16,569
Cash and cash equivalents as of September 30	**17,670**	**16,569**

SEGMENT REPORTING

FOR THE PERIOD FROM JANUARY 1 TO SEPTEMBER 30, 2019

In € thousand	SERVICE	SOFTWARE	TOTAL
Segment result			
Jan.–Sept. 2019	-3,253	9,671	6,418
Margin	-4.7%	31.4%	6.5%
Jan.–Sept. 2018	-3,240	4,881	1,641
Margin	-4.1%	23.8%	1.7%
External revenue			
Jan.–Sept. 2019	68,517	30,800	99,317
Jan.–Sept. 2018	78,304	20,468	98,772

RECONCILIATION

In € thousand	**Jan.–Sept. 2019**	**Jan.–Sept. 2018**
Result		
Total reportable segment	6,418	1,641
Expenses not allocated to the segments	-5,170	-4,800
EBIT	**1,248**	**-3,159**

CONTACT

Do you have questions or need more information? We are at your disposal:

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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.