



SNP | Corporate News

SNP AG: Half-Year Figures Confirm Operating and Strategic Success

- Revenue rises to € 37.9 million (+41.1%) in the first half of 2016
- EBITDA margin: 10.8% (+0.8 percentage points)
- EBIT margin: 9.0% (+1.2 percentage points)
- Earnings per share: € 0.58 (previous year: € 0.34)
- Order backlog as of June 30, 2016: € 29.3 million (+61%)
- Revenue and earnings forecast for 2016 confirmed

Heidelberg, July 29, 2016 – In the first half of fiscal year 2016, the SNP Group continued its successful course unabated. The company significantly increased all relevant performance indicators. At the same time, SNP further expanded its position among competitors in addition to its global presence on key markets.

After the end of the first half of the year, consolidated revenue rose by 41.1% to € 37.9 million year-on-year. In the same period, EBIT increased by € 1.3 million from € 2.1 million to € 3.4 million. At the same time, the company secured a considerable number of contracts. After the end of the first half of the year, the order backlog was € 29.3 million, up around 61% year-on-year. Halfway through the year, incoming orders were up approximately 57% year-on-year at € 46.1 million.

“SNP is growing strongly and dynamically. But one thing is particularly important for us: The quality of our growth has reached a whole new level. From a strategic point of view, this was particularly important for us and we are pleased that we have achieved this goal. This is a significant milestone. SNP has become an IT service provider that is represented on nearly all relevant global markets and that implements sophisticated and complex transformation projects on an international, national, and regional level,” said Dr. Andreas Schneider-Neureither, CEO and majority shareholder of SNP AG. “When major transactions that are relevant to IT transformation take place around the world today, SNP is one of the players involved in strategic considerations,” added Schneider-Neureither.



The Executive Board continues to anticipate consolidated revenue between € 72 million and € 78 million and an EBIT margin between 8% and 10% for the year as a whole. SNP's even greater success on the markets, good order situation, and revenue and earnings performance in the first half of the year confirm the forecast for the current fiscal year.

Half-year performance in detail:

In the first half of fiscal year 2016, SNP AG generated consolidated revenue of € 37.9 million, a substantial increase of € 11.1 million or 41.1% on the previous year's level. The excellent capacity utilization with a clear increase in the order backlog made a significant contribution to this revenue development. Revenue amounted to € 19.4 million in the second quarter of 2016 (previous year: € 14.7 million) and thus increased by 32.4% compared to the strong quarter of the previous year.

After the first six months of the fiscal year, Hartung Consult and Astrums Consulting, both included in consolidation for the first time in the reporting period, contributed around 19% to this revenue growth. After adjustment for acquisitions, organic revenue growth therefore amounted to around 22% as against the first half of 2015. Organic revenue growth was roughly 15% in the second quarter.

In terms of segment performance, the Professional Services segment, which provides consulting services in particular, generated revenue of € 32.1 million in the first six months of the current fiscal year (previous year: € 22.4 million). This represents an increase of 43.2% as against the same period of the previous year. Adjusted for acquisitions, growth was still around 17%.

The Software segment (including maintenance) accounted for revenue of € 5.8 million in the first six months of the fiscal year (previous year: € 4.5 million). This corresponds to an increase of 31.0% as against the first half of 2015. Within this segment, license revenue increased by 43.9% compared to the first half of the previous year. This is essentially due to the sale of a group license for the SNP Transformation Backbone software.

The excellent revenue performance in the first half of the year was also reflected in earnings: Despite the not inconsiderable investments in further growth, the positive trend in the result of operations continued and EBITDA climbed to € 4.1 million (previous year: € 2.7 million). EBIT amounted to € 3.4 million as against € 2.1 million in the same period of the previous year. This corresponds to profit margins of 10.8% (EBITDA) and 9.0% (EBIT).



After the end of the first half of the year, net profit of € 2.2 million remained after € 1.3 million in the same period of the previous year. This corresponds to a net margin of 5.8% (previous year: 4.7%). As a result, earnings per share increased to € 0.58 (previous year: € 0.34).

The Q2 2016 report published today can be viewed on SNP's website at: <http://www.snp-ag.com/eng/Investor-Relations/Financial-Publications/Financial-Reports/2016/>

About SNP

SNP empowers organizations to successfully shape digital transformations and pursue market opportunities on the basis of highly adaptable IT. SNP's solutions and software are used to integrate previously separate IT environments, support M&A projects and carve-outs, and cultivate new markets outside of the home market. SNP Transformation Backbone® is the world's first standard software to automatically analyze and execute IT system transformation. It delivers significantly better quality while greatly reducing the time and expense involved in transformation projects.

SNP AG has over 650 employees in Europe, South Africa, Asia and the US. The company is headquartered in Heidelberg and generated around EUR 56 million in revenue 2015. Its products and solutions are used by multinationals in manufacturing, finance and the service sector. SNP AG was established in 1994, went public in 2000, and has been in the Frankfurt Stock Exchange's Prime Standard segment since August 2014 (ISIN DE0007203705).

Further information can be found at: www.snp-ag.com

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