

Interim Statement Q3 2024



DATA. TRANSFORMATION. EXPERIENCE.

KEY FIGURES

in € million, unless otherwise indicated	9M 2024	9M 2023	Delta absolut	Delta in %
Order entry	209.5	169.6	+39,9	+24%
Revenue	182.8	149.6	+33,2	+22%
EBITDA	29.1	16.0	+13,0	+81%
EBIT	20.6	8.3	+12,3	+148%
Profit or loss for the period	12.9	4.5	+8,4	+185%
Earnings per share (in €)	1.78	0.63	+1,15	+183%
Operating cash flow	17.4	-1.6	+19,0	n/a
Cash and cash equivalents	51.9	29.3	+22,6	+77%
Employees as of September 30	1,518	1,399	+119	+9%

in € million, unless otherwise indicated	Q3 2024	Q3 2023	Delta absolut	Delta in %
Order entry	74.9	60.2	+14.7	+24%
Revenue	66.8	54.1	+12.8	+24%
EBITDA	11.4	7.4	+4.0	+54%
EBIT	8.2	4.8	+3.4	+70%
Profit or loss for the period	5.0	2.9	+2.1	+71%
Earnings per share (in €)	0.69	0.40	+0.29	+73%
Operating cash flow	12.8	7.3	+5.5	+74%

Business Performance of SNP Schneider-Neureither & Partner SE

for the Third Quarter of 2024 and for the Period from January 1 to September 30, 2024¹

ORDER BACKLOG AND ORDER ENTRY

ORDER ENTRY AND ORDER BACKLOG BY BUSINESS SEGMENT

in € million	Q3 2024	Q3 2023	Δ
Order entry	74.9	60.2	+24%
Service	44.8	38.0	+18%
Software	22.9	20.8	+10%
EXA	7.1	1.3	+448%

in € million	9M 2024	9M 2023	Δ
Order entry	209.5	169.6	+24%
Service	129.8	112.8	+15%
Software	64.2	50.4	+27%
EXA	15.5	6.3	+146%
Order backlog	206.8	144.6	+43%
Service	145.4	108.2	+34%
Software	50.9	33.5	+52%
EXA	10.5	3.0	+250%

Order entry of € 209.5 million in the first nine months of the current fiscal year was increased substantially by € 39.9 million, or 24%, compared to the previous year (previous year: € 169.6 million). This growth extended across all three business segments and largely all regions. The increase was primarily driven by the acquisition of large-scale projects from renowned customers in the NA, CEU and NEMEA regions, as well as the continued strong performance of SAP S/4HANA and RISE with SAP business. The Trigon Group contributed

€ 3.5 million to the nine-month figures (initial consolidation as of May 1, 2024). The increase in the third quarter of 2024 relative to the same quarter in the previous year amounted to € 14.7 million or 24%.

€ 129.8 million, or approximately 62%, of the order entry volume is attributable to the **Service business segment** (previous year: € 112.8 million, or approximately 67%).

The **Software business segment** accounts for € 64.2 million, or approximately 31%, of the order entry volume (previous year: € 50.4 million, or approximately 30%).

€ 15.5 million, or approximately 7%, of the order entry volume in the reporting period is attributable to the **EXA business segment** (previous year: € 6.3 million, or approximately 4%). The significant increase year-over-year is mainly due to a major order picked up from a well-known pharmaceutical company in the third quarter of 2024.

Order entry in connection with upcoming **SAP S/4HANA projects** continued to develop positively: At € 108.7 million in the first nine months of 2024, order entry is significantly higher than the previous year's level of € 85.0 million; SAP S/4HANA projects therefore represent approximately 52% of the overall order entry volume of the SNP Group (previous year: approximately 50%).

The CEU region continues to provide the largest share of incoming orders: This region accounts for € 102.0 million of the order entry volume; this represents an increase of around 16% relative to the first nine months of the previous year (previous year: € 88.1 million). The CEU region's share of global order entry volume thus amounts to 49% (previous year: 52%).

Over the first nine months of the year, the CEU region and the following regions in particular registered order entry growth: NA (€ 38.2 million, compared with € 27.3 million in the previous year, +40%), NEMEA (€ 28.9 million, compared with € 14.2 million in the previous year, +103%) and JAPAC (€ 11.3 million, compared with € 10.1 million in the previous year, +12%).

Order entry in the LATAM region is slightly lower than the figure for the previous year (€ 29.1 million compared with € 29.9 million in the previous year, -3%). The region is in a transition phase from traditional SAP consulting business to transformation business, which is the reason for the slight decline.

¹ The following percentage changes are based on exact and not rounded values.

An order entry volume of € 98.4 million was realized via **partners** in the first nine months of the fiscal year (previous year: € 62.9 million); this constitutes an increase of around 56% year-over-year.

The **order backlog** amounted to € 206.8 million as of September 30, 2024, compared to € 144.6 million as of September 30, 2023 (+43%).

REVENUE PERFORMANCE

The SNP Group increased its Group revenue by 22.2% in the first nine months of 2024 to € 182.8 million (previous year: € 149.6 million). With a significant increase of 23.6% to € 66.8 million (previous year: € 54.1 million), the third quarter has made a key contribution to the positive overall trend for Group revenue.

The positive development of **software revenue** (including the software revenue of the EXA Group) has made a decisive contribution to this revenue growth; above all as a result of the sale of larger program licenses, software revenue has increased disproportionately by € 15.1 million, or 31.1%, to € 63.7 million (previous year: € 48.6 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 revenue of EXA AG) of € 119.2 million is € 18.1 million, or 17.9%, higher than in the previous year (previous year: € 101.1 million).

REVENUE DISTRIBUTION BY BUSINESS SEGMENT

OVERALL REVENUE BY BUSINESS SEGMENT

in € million	2024	2023	Δ
Q3	66.8	54.1	+24%
Service	41.5	33.8	+23%
Software	21.1	18.1	+16%
EXA	4.3	2.1	+104%
9M	182.8	149.6	+22%
Service	113.8	95.4	+19%
Software	59.8	47.7	+25%
EXA	9.3	6.5	+42%

In the first nine months of 2024, the **Service business segment** provided € 113.8 million (9M 2023: € 95.4 million) of Group revenue. Revenue in this business segment thus increased by € 18.3 million, or 19.2%, 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 € 182.8 million, the revenue achieved in the Services business segment corresponds to a

share of approximately 62% (9M 2023: 64%). This business segment's revenue in the third quarter increased by € 7.6 million, or 22.6%, to € 41.5 million.

REVENUE IN THE SOFTWARE BUSINESS SEGMENT

in € million	2024	2023	Δ
Q3	21.1	18.1	+16%
Software licenses	14.1	13.2	+7%
Software support	5.0	3.8	+30%
Cloud/SaaS	2.0	1.1	+86%
9M	59.8	47.7	+25%
Software licenses	40.7	33.5	+21%
Software support	13.9	10.9	+27%
Cloud/SaaS	5.3	3.3	+62%

Software revenue increased disproportionately in the first nine months of the fiscal year; 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 € 12.1 million, or around 25.3%, compared to the same nine-month period in the previous year and amounted to € 59.8 million (9M 2023: € 47.7 million). Measured in terms of the overall revenue volume of € 182.8 million, the revenue achieved in the Software business

segment corresponds to a share of 33% (previous year: 32%). This business segment's revenue in the third quarter increased by € 3.0 million, or 16.4%, to € 21.1 million.

Within the Software business segment, over the first nine months of fiscal year 2024 revenue from software licenses of € 40.7 million represented a significant increase of € 7.2 million, or around 21.4%, over the previous year (9M 2023: € 33.5 million).

Over the first nine months of the fiscal year, recurring soft-ware support revenue was, at € 13.9 million (9M 2023: € 10.9 million), likewise higher than in the previous year.

Cloud revenue (including software as a service) increased substantially, by € 2.0 million to € 5.3 million, in the first nine months of the fiscal year (9M 2023: € 3.3 million).

The **EXA business segment** accounted for external revenue of € 9.3 million in the first three quarters of the year (previous year: € 6.5 million). This increase is attributable to increased software revenue in connection with new orders picked up in the reporting period.

REVENUE DISTRIBUTION BY REGION

The increase in Group revenue in the first nine months of 2024 is attributable to positive revenue performance in all of SNP's regions. The NA, CEU and NEMEA regions accounted for the highest increases in percentage terms. These are attributable, above all, 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 2024	Q3 2023	Δ
CEU	36.5	28.4	+29%
NA*	11.1	8.4	+32%
LATAM	8.8	8.0	+9%
NEMEA**	6.6	5.5	+19%
JAPAC	3.9	3.8	+3%

in € million	9M 2024	9M 2023	Δ
CEU	96.8	84.1	+15%
NA*	28.4	22.1	+28%
LATAM	25.5	20.6	+24%
NEMEA**	20.7	12.2	+70%
JAPAC	11.5	10.5	+9%

* North America; previously USA.

** Since the beginning of 2024, the NEMEA region consists of the Nordics and Middle East regions, in addition to the United Kingdom and Ireland.

OPERATING PERFORMANCE

	Q3 2024	Q3 2023	Δ
EBITDA (in € million)	11.4	7.4	4.0
EBITDA margin	17.1%	13.7%	+3.4 PP
EBIT (in € million)	8.2	4.8	3.4
EBIT margin	12.2%	8.9%	+3.3 PP

	9M 2024	9M 2023	Δ
EBITDA (in € million)	29.1	16.0	13.0
EBITDA margin	15.9%	10.7%	+5.2 PP
EBIT (in € million)	20.6	8.3	12.3
EBIT margin	11.3%	5.5%	+5.8 PP

In the first nine months of 2024, SNP achieved **earnings before interest, taxes, depreciation and amortization (EBITDA)** of € 29.1 million (previous year: € 16.0 million); this corresponds to an increase of € 13.0 million or 81.3% compared to the previous year. The EBITDA margin accordingly amounts to 15.9% (previous year: 10.7%).

In the same period, **earnings before interest and taxes (EBIT)** of € 20.6 million were significantly higher than the previous year's figure of € 8.3 million (€+12.3 million or +148.4%). The EBIT margin is thus 11.3% (previous year: 5.5%).

The increase in operating earnings over the first three quarters of the fiscal year is mainly attributable to the significant revenue growth. In addition, the operating result includes a positive one-time effect in the amount of € 3.5 million due to the settlement of a legal dispute with the community of heirs of the company's founder, Dr. Andreas Schneider-Neureither. The negative currency result has improved slightly, by € 0.3 million to € -0.1 million (previous year: € -0.3 million).

Costs of purchased services and material expenses have risen year-over-year by € 0.4 million, or 2.4%, at a disproportionately lower rate relative to revenue growth, and amount to € 18.1 million (previous year: € 17.6 million).

Personnel expenses have increased by € 18.1 million, or 19.5% to € 111.1 million (previous year: € -93.0 million). In addition to a higher number of employees (an increase of +119 to 1,518 compared to the previous year), this growth was mainly due to salary hikes in spring 2024 and higher variable remuneration.

Depreciation and amortization have increased by € 0.7 million in the first nine months of the fiscal year to € 8.4 million (previous year: € 7.7 million). The year-over-year increase is primarily attributable to depreciation and amortization recognized for initial capitalization in connection with the acquisition of the Trigon Group as well

as the impairment of right-of-use assets due to vacancies in a leased property in Germany.

At € 30.7 million, other operating expenses have increased slightly in the reporting period, by € 1.0 million, and are thus virtually unchanged compared with the prior period (previous year: € 31.6 million). This is mainly attributable to a € 4.5 million decrease in exchange rate losses to € 3.6 million (previous year: € 8.1 million), while expenses have increased in the areas of advertising and representation (€ 1.3 million increase to € 5.2 million), travel costs (€ 0.7 million increase to € 2.7 million), rents and leasing (€ 0.7 million increase to € 2.9 million) and miscellaneous operating expenses by € 0.8 million, principally due to the increase in the contingent purchase price obligation for the acquisition of interests in EXA AG.

Expenses from impairments on receivables and contract assets have risen by € 1.5 million to € 2.1 million (previous year: € 0.6 million) in the reporting period. This was mainly due to an individual impairment.

Other operating income has decreased by € 0.9 million year-over-year to € 8.8 million (previous year: € 9.7 million). This trend reflects countervailing effects. In the second quarter of 2024, the receivables purchase and assignment agreement entered into between SNP SE

and Tatiana Schneider-Neureither had a positive effect of € 3.5 million, while the positive effects from currency translation decreased by € 3.9 million year-over-year. Furthermore, other operating income in the previous year included income from the reversal of provisions amounting to € 0.6 million, which is no longer included in the current reporting period.

EBIT IN THE SERVICE BUSINESS SEGMENT

	9M 2024	9M 2023 (adapted)	9M 2023 (as reported)
EBIT (in € million)	7.7	5.9	1.0
EBIT margin	6.8%	6.2%	1.0%

	Q3 2024	Q3 2023 (adapted)	Q3 2023 (as reported)
EBIT (in € million)	3.3	2.0	1.4
EBIT margin	7.8%	6.0%	4.2%

EBIT IN THE SOFTWARE BUSINESS SEGMENT

	9M 2024	9M 2023 (adapted)	9M 2023 (as reported)
EBIT (in € million)	17.6	13.8	18.8
EBIT margin	29.5%	29.0%	39.4%

	Q3 2024	Q3 2023 (adapted)	Q3 2023 (as reported)
EBIT (in € million)	6.9	6.7	7.4
EBIT margin	32.7%	37.2%	40.6%

EBIT IN THE EXA BUSINESS SEGMENT

	9M 2024	9M 2023 (adapted)	9M 2023 (as reported)
EBIT (in € million)	3.0	0.3	0.3
EBIT margin	31.9%	4.6%	4.6%

	Q3 2024	Q3 2023 (adapted)	Q3 2023 (as reported)
EBIT (in € million)	2.3	0.0	0.0
EBIT margin	53.6%	0.4%	0.4%

NET FINANCIAL RESULT AND RESULT FOR THE PERIOD

in € million	9M 2024	9M 2023
Net financial income	-2.2	-1.8
Earnings before taxes (EBT)	18.4	6.5
Income taxes	-5.5	-1.9
Result for the period	12.9	4.5
Earnings per share (undiluted)	1.78	0.63

in € million	Q3 2024	Q3 2023
Net financial income	-1.0	-0.6
Earnings before taxes (EBT)	7.2	4.2
Income taxes	-2.2	-1.3
Result for the period	5.0	2.9
Earnings per share (undiluted)	0.69	0.40

The net financial result over the first nine months of the year amounted to € -2.2 million (previous year: € -1.8 million). This includes interest and similar expenses of € 3.0 million (previous year: € 2.2 million). The increase in interest expenses, alongside a decrease in the level of debt, reflects higher market interest rates. This is offset by other interest and similar income in the amount of € 0.8 million (previous year: € 0.4 million). In addition to interest income from cash and cash equivalents invested on a short-term basis, this increase is attributable to the compounding of previously discounted receivables.

After income taxes of € 5.5 million (previous year: € 1.9 million), the result for the period amounted to € 12.9 million (previous year: € 4.5 million).

The net margin (the ratio of the result for the period to overall revenue) is 7.1% (previous year: 3.0%).

FINANCIAL AND NET ASSET POSITION

Total assets have increased by € 29.3 million compared with December 31, 2023, to € 291.0 million.

On the **assets side of the balance sheet, current assets** have increased by € 24.9 million to € 163.7 million as of September 30, 2024. Within the current assets item, as a result of the high order volume contract assets have increased due to higher POC (Percentage of Completion) receivables (€ +11.4 million to € 22.0 million) and trade receivables have likewise risen (€ +4.9 million to € 83.2 million). Other nonfinancial assets have risen by € 2.8 million to € 5.9 million (December 31, 2023: € 3.1 million) due to the intrayear increase in the volume of prepaid expenses. **Cash and cash equivalents** amounted to € 51.9 million as of September 30, 2024, compared to € 40.3 million as of December 31, 2023. This increase mainly resulted from a clearly positive cash flow from operating activities.

Noncurrent assets have increased by € 4.4 million to € 127.3 million (December 31, 2023: € 123.0 million). This increase has resulted from countervailing effects: Goodwill has risen by € 9.2 million to € 77.2 million (December 31, 2023: € 68.0 million) due primarily to the acquisition of the Trigon Group and currency effects from the LATAM region. As of September 30, 2024, intangible assets are up by € 3.0 million to € 18.2 million (December 31, 2023: € 15.3 million). This increase is likewise mainly attributable to the acquisition of the Trigon Group. At the same time, noncurrent trade receivables have declined by € 7.5 million to € 6.3 million (December 31, 2023: € 13.8 million), mainly as a result of reclassifications to current trade receivables.

On the **liabilities side of the balance sheet, current liabilities** have increased slightly by € 0.9 million to € 70.4 million as of September 30, 2024 (December 31, 2023: € 69.6 million). Within the current liabilities item, trade payables have decreased by € 1.9 million to € 8.2 million (December 31, 2023: € 10.1 million), while contract liabilities have risen by € 3.6 million to € 11.8 million (December 31, 2023: € 8.2 million), in line with the trend for contract assets. As of September 30, 2024, by comparison with the end of the previous year other nonfinancial liabilities were almost unchanged at € 33.8 million (December 31, 2023: € 33.8 million) and so too were finan-

cial liabilities, which amounted to € 16.2 million (December 31, 2023: € 16.3 million).

Noncurrent liabilities have increased by € 9.0 million to € 92.6 million (December 31, 2023: € 83.6 million). This change mainly resulted from a € 0.7 million increase in noncurrent contract liabilities to € 3.2 million (December 31, 2023: € 2.5 million) as well as a higher volume of financial liabilities, which have risen by € 4.2 million to € 76.8 million (December 31, 2023: € 72.6 million), chiefly due to the take-up of new long-term bank loans. The € 4.1 million increase in deferred tax liabilities to € 9.5 million (December 31, 2023: € 5.4 million) is mainly due to ongoing business operations.

At € 128.0 million, **Group equity** is € 19.3 million higher than at its level of € 108.6 million as of December 31, 2023. The improvement mainly reflects a € 13.0 million increase in retained earnings to € 26.2 million (December 31, 2023: € 13.2 million) due to the profit generated for the period as well as the € 5.5 million currency-related increase in other reserves to € 0.8 million (December 31, 2023: € -4.7 million). Due to the increase in equity, together with an increase in total assets, the equity ratio has improved from 41.5% as of December 31, 2023, to 44.0% as of September 30, 2024.

Development of Cash Flow and the Liquidity Position

The € 19.0 million improvement in cash flow from operating activities to a cash inflow of € 17.4 million (previous year: cash outflow of € 1.6 million) in the first nine months of the fiscal year is mainly attributable to an improvement of € 8.4 million in the result for the period. Furthermore, the negative effects from changes in working capital have decreased by € 7.8 million to a cash outflow of € 9.0 million (previous year: cash outflow of € 16.8 million). Other non-cash expenses and income have had a positive effect of € 4.9 million (previous year: € 2.9 million), above all due to the change in deferred taxes, and have thus contributed € 2.1 million to the improvement in cash flow from operating activities.

Positive cash flow from investing activities of € 2.2 million (previous year: € 3.8 million) has mainly resulted from cash inflows due to the sale of shares in All for One Poland in the amount of € 4.9 million. This contrasts with cash outflows from investments in property, plant and equipment and intangible assets for the acquisition of the Trigon Group.

Financing activities resulted in a cash outflow of € 8.0 million (previous year: cash outflow of € 10.2 million). In addition to the repayment of lease liabilities (€ 4.1 million), the cash outflow is mainly attributable to the repayment of loan liabilities in the amount of € 10.9 million. This contrasts with a positive cash flow of € 7.0 million due to new bank loans.

The effects of changes in foreign exchange rates on cash and bank balances have resulted in a negative impact of € 0.0 million (previous year: cash outflow of € 1.1 million).

Overall cash flow during the reporting period comes to a cash inflow of € 11.6 million (previous year: cash outflow of € 9.1 million).

Taking into account the changes presented here, the level of cash and cash equivalents rose significantly to € 51.9 million as of September 30, 2024. As of December 31, 2023, cash and cash equivalents amounted to € 40.3 million. Overall, the SNP Group is very solidly positioned financially.

EMPLOYEES

As of September 30, 2024, the number of employees of the SNP Group increased to 1,518; as of December 31, 2023, the Group had 1,432 employees. In the first nine months of 2024, the average number of employees was 1,473 (previous year: 1,355).

FORECAST

On October 16, 2024, the Executive Board decided to once again revise its guidance for 2024. Due to the highly positive course of business in the third quarter of 2024 and the continuing market momentum, it expects that the company's performance will once again surpass its expectations. The revenue forecast for 2024 as a whole has been revised upward to between € 240 million and € 250 million (previous forecast: € 225 million to € 240 million). Accordingly, the EBIT figure is expected to be in the range of € 21 million and € 25 million (previous forecast: € 16 million to € 20 million). The order entry forecast remains unchanged, with the book-to-bill ratio (order entry over sales revenue) envisaged to be greater than one.

CONSOLIDATED BALANCE SHEET

to September 30, 2024

ASSETS

in € thousand	Sept. 30, 2024	Dec. 31, 2023	Sept. 30, 2023
Current assets			
Cash and cash equivalents	51,883	40,313	29,290
Other financial assets	158	5,020	4,927
Trade receivables and other receivables	83,230	78,297	75,940
Contract asset values	22,038	10,598	15,144
Other non-financial assets	5,859	3,102	4,157
Tax receivables	541	1,506	1,244
	163,709	138,836	130,702
Non-current assets			
Goodwill	77,209	68,031	73,274
Other intangible assets	18,237	15,286	16,381
Property, plant and equipment	4,253	4,242	4,655
Rights of use	14,089	14,166	13,727
Other financial assets	1,026	1,119	1,109
Investments accounted for under the equity method	225	225	225
Trade receivables and other receivables	6,279	13,776	13,952
Other non-financial assets	153	174	237
Deferred taxes	5,869	5,930	4,606
	127,340	122,951	128,166
	291,049	261,787	258,868

EQUITY AND LIABILITIES

in € thousand	Sept. 30, 2024	Dec. 31, 2023	Sept. 30, 2023
Current liabilities			
Trade payables and other liabilities	8,205	10,108	8,335
Contract liabilities	11,819	8,222	11,626
Tax liabilities	322	1,064	668
Financial liabilities	16,190	16,258	16,289
Other non-financial liabilities	33,836	33,839	26,671
Provisions	67	62	171
	70,439	69,553	63,760
Non-current liabilities			
Contract liabilities	3,195	2,454	1,348
Financial liabilities	76,758	72,569	73,008
Other nonfinancial liabilities	694	774	338
Provisions for pensions	1,828	1,957	1,616
Other provisions	690	471	1,035
Deferred taxes	9,467	5,369	5,216
	92,632	83,595	82,561
Equity			
Subscribed capital	7,386	7,386	7,386
Capital reserve	99,071	98,098	97,019
Retained earnings	26,167	13,191	11,888
Other components of the equity	783	-4,687	1,650
Treasury shares	-4,456	-4,456	-4,456
Equity attributable to shareholders	128,950	109,531	113,487
Non-controlling interests	-971	-892	-940
	127,979	108,639	112,547
	291,049	261,787	258,868

CONSOLIDATED INCOME STATEMENT

for the period from January 1 to September 30, 2024

in € thousand	Jan. – Sept. 2024	Jan. – Sept. 2023	3rd quarter 2024	3rd quarter 2023
Revenue	182,818	149,640	66,802	54,053
Service	119,156	101,086	43,514	35,690
Software	63,662	48,554	23,289	18,363
Other operating income	8,763	9,699	845	3,924
Cost of material	-18,051	-17,621	-6,447	-5,915
Personnel costs	-111,123	-93,010	-38,836	-32,417
Other operating expenses	-30,676	-31,629	-10,572	-11,501
Impairments on receivables and contract assets	-2,067	-558	-185	-553
Other taxes	-600	-494	-206	-186
EBITDA	29,064	16,027	11,402	7,405
Depreciation and impairments on intangible assets and property, plant and equipment	-8,447	-7,731	-3,240	-2,596
EBIT	20,617	8,296	8,162	4,809
Other financial income	820	356	92	116
Other financial expenses	-3,010	-2,194	-1,097	-732
Net financial income	-2,190	-1,838	-1,006	-616
EBT	18,427	6,458	7,156	4,193
Income taxes	-5,528	-1,937	-2,145	-1,258
Consolidated income/net loss	12,899	4,521	5,011	2,935
Thereof:				
Profit attributable to non-controlling shareholders	-65	-47	-28	67
Profit attributable to shareholders of SNP Schneider-Neureither & Partner SE	12,964	4,568	5,039	2,868
Earnings per share (€)	€	€	€	€
- Undiluted	1.78	0.63	0.69	0,40
- Diluted	1.77	0.63	0.69	0,40
Weighted average number of shares	in thousand	in thousand	in thousand	in thousand
- Undiluted	7,283	7,280	7,283	7,280
- Diluted	7,331	7,280	7,331	7,280

CONSOLIDATED CASH FLOW STATEMENT

for the period from January 1 to September 30, 2024

in € thousand	Jan. – Sept. 2024	Jan. – Sept. 2023
Profit after tax	12,899	4,521
Depreciation	8,447	7,731
Change in provisions for pensions	-129	53
Other non-cash income/expenses	4,945	2,853
Changes in trade receivables, contract assets, other current assets, other non-current assets	-8,816	-15,983
Changes in trade payables, contract liabilities, other provisions, tax liabilities, other current liabilities	-216	-836
Other adjustments to profit or loss for the period attributable to investing activities	295	42
Cash flow from operating activities (1)	17,424	-1,619
Payments for investments in property, plant and equipment	-1,146	-671
Payments for investments in intangible assets	-181	-154
Proceeds from the disposal of items of intangible assets and property, plant and equipment	154	147
Proceeds from the sale of consolidated companies and other business units	4,859	5,000
Payments resulting from the acquisition of consolidated companies and other business units	-1,527	-478
Cash flow from investing activities (2)	2,159	3,844
Dividend payments to non-controlling shareholders	-14	-
Proceeds from loans taken out	7,049	-
Payments for the settlement of loans and other financial liabilities	-10,937	-6,408
Payments resulting from the settlement of lease liabilities	-4,083	-3,746
Cash flow from financing activities (3)	-7,985	-10,154
Changes in cash and cash equivalents due to foreign exchange rates (4)	-28	-1,148
Cash change in cash and cash equivalents (1) + (2) + (3) + (4)	11,571	-9,077
Cash and cash equivalents at the beginning of the fiscal year	40,313	38,367
Cash and cash equivalents as of September 30	51,883	29,290
Composition of cash and cash equivalents:		
Cash and cash equivalents	51,883	29,290
Cash and cash equivalents as of September 30	51,883	29,290

CONSOLIDATED SEGMENT REPORTING

for the period from January 1 to September 30, 2024

in € thousand	Service	Software	EXA	Total
External segment sales				
Jan. – Sept. 2024	113,757	59,771	9,290	182,818
Jan. – Sept. 2023 (adapted)	95,417	47,686	6,537	149,640
Jan. – Sept. 2023 (as reported)	95,417	47,686	6,537	149,640
Revenues with other segments				
Jan. – Sept. 2024	0	0	1,278	1,278
Jan. – Sept. 2023 (adapted)	0	0	907	907
Jan. – Sept. 2023 (as reported)	0	0	907	907
Segment result (EBIT)				
Jan. – Sept. 2024	7,681	17,623	2,963	28,267
Margin	6.8%	29.5%	31.9%	15.5%
Jan. – Sept. 2023 (adapted)	5,896	13,843	300	20,039
Margin	6.2%	29.0%	4.6%	13.4%
Jan. – Sept. 2023 (as reported)	967	18,772	300	20,039
Margin	1.0%	39.4%	4.6%	13.4%
Depreciation included in the segment result				
Jan. – Sept. 2024	4,366	1,312	187	5,865
Jan. – Sept. 2023 (adapted)	3,962	1,169	182	5,313
Jan. – Sept. 2023 (as reported)	3,462	1,669	182	5,313

RECONCILIATION in € thousand	Jan. – Sept. 2024	Jan. – Sept. 2023 (adapted)	Jan. – Sept. 2023 (as reported)
Result			
Total reportable segment	28,267	20,039	20,039
Expenses not allocated to the segments	-7,650	-11,744	-11,744
of which depreciation	2,582	-2,418	-2,418
EBIT	20,617	8,295	8,295
Financial result	-2,190	-1,838	-1,838
Earnings before taxes (EBT)	18,427	6,457	6,457

FINANCIAL CALENDAR

January 30, 2025	Publication of the Preliminary Figures 2024
March 27, 2025	Publication of the Annual Report 2024
May 8, 2025	Publication of the Interim Statement for Quarter I
June 4, 2025	Annual General Meeting 2025
July 31, 2025	Publication of the Half-Year Financial Report 2025
October 30, 2025	Publication of the Interim Statement for Quarter III

All dates are provisional only. The current financial calendar can be consulted at: <https://investor-relations.snpgroup.com/en>

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.



