

# INTERIM STATEMENT

## Q3 2022

**KEY FIGURES**

in € million, unless otherwise indicated	9M 2022	9M 2021	Δ absolut	Δ in %
Order entry	122.7	131.6	-8.9	-7%
Revenue	124.9	121.7	+3.2	+3%
EBITDA	9.9	8.4	+1.5	+18%
EBIT	1.9	1.8	+0.1	+4%
Profit or loss for the period	-0.1	-0.6	+0.5	-81%
Earnings per share (in €)	0.0	-0.05	+0.1	-100%
Operating cash flow	-12.9	-9.5	-3.4	+35%
Cash and cash equivalents	19.6	30.2	-10.7	-35%
Employees as of September 30	1,309	1,762	-453	-26%

in € million, unless otherwise indicated	Q3 2022	Q3 2021	Δ absolut	Δ in %
Order entry	40.1	39.7	+0.4	+1%
Revenue	41.6	46.0	-4.4	-10%
EBITDA	2.7	5.5	-2.7	-50%
EBIT	0.1	2.9	-2.8	-97%
Profit or loss for the period	-0.2	1.5	-1.7	-117%
Earnings per share (in €)	-0.03	0.22	-0.3	-112%
Operating cash flow	-0.3	3.4	-3.7	-109%

**KEY FIGURES (IN LIKE-FOR-LIKE TERMS\*)**

in € million, unless otherwise indicated	9M 2022	9M 2021	Δ absolut	Δ in %
Order entry	122.7	114.7	+8.0	+7%
Revenue	124.9	114.1	+10.8	+9%
EBITDA	9.9	7.9	+2.0	+25%
EBIT	1.9	1.4	+0.5	+36%

in € million, unless otherwise indicated	Q3 2022	Q3 2021	Δ absolut	Δ in %
Order entry	40.1	36.6	+3.5	+10%
Revenue	41.6	40.8	+0.8	+2%
EBITDA	2.7	4.8	-2.1	-44%
EBIT	0.1	2.1	-2.0	-95%

\* As pro forma key figures, the like-for-like key figures differ from the reported key figures as follows; for the third quarter of 2021: due to the addition of the key figures for Datavard for July 2021 and the elimination of the key figures for SNP Poland for the third quarter of 2021; for the first nine months of 2021: due to the addition of the key figures for Datavard for the period January to July 2021 as well as for EXA for January and February 2021 and the elimination of the key figures for SNP Poland for the first nine months of 2021.

# Business Performance of SNP Schneider-Neureither & Partner SE for the Third Quarter of 2022 and for the Period from January 1 to September 30, 2022<sup>1</sup>

## ORDER BACKLOG AND ORDER ENTRY

### ORDER ENTRY AND ORDER BACKLOG BY BUSINESS SEGMENT<sup>2</sup>

in € million	Q3 2022	Q3 2021	Δ
<b>Order entry</b>	<b>40.1</b>	39.7	+1%
Services	25.6	27.2	-6%
Software	12.9	10.8	+20%
EXA	1.6	1.8	-11%

in € million	9M 2022	9M 2021	Δ
<b>Order entry</b>	<b>122.7</b>	131.6	-7%
Services	78.0	83.6	-7%
Software	35.9	43.3	-17%
EXA	8.8	4.8	+83%
<b>Order backlog</b>	<b>126.6</b>	135.5	-7%
Services	76.5	76.8	0%
Software	46.3	55.7	-17%
EXA	3.8	3.0	+27%

In the third quarter of 2022, SNP registered a slight 1% increase in its order entry to € 40.1 million. This was due, in particular, to disproportionately strong growth in its Software business segment. On the other hand, the **order entry volume** in the first nine months of the year was, at € 122.7 million, 7% lower than the comparable figure for the previous year (previous year: € 131.6 million). This decrease is mainly attributable to changes made to the scope of consolidation as well as customers switching over from a strategic, program-based contract approach and instead increasingly placing orders for individual projects.

### Like-for-Like Comparison<sup>3</sup>

Allowing for the addition of the order entry volumes of Datavard in July 2021 amounting to € 1.2 million (initial consolidation as of August 1, 2021) and the elimination of the order entry volume of SNP Poland Sp. z.o.o in the third quarter of 2021, in the amount of € 4.4 million, the volume of incoming orders has risen in like-for-like terms in the third quarter of 2022 by € +3.5 million or +10% (Q3 2021 like-for-like: € 36.6 million).

Despite customers' switch from a strategic, program-based contract approach to order placement for individual projects, in the first nine months of 2022, the order entry volume increased by € +8.0 million, or +7% in **like-for-like terms** (9M 2021 like-for-like: € 114.7 million). This is mainly attributable to the development of order entry volume associated with impending **SAP S/4HANA projects**: At € 11.6 million in the third quarter of 2022, these incoming orders are up 90% year-over-year (previous year: € 6.1 million), while the remaining order entry volume was determined by the changed approach to the placement of orders, as previously noted.

In the first nine months of the year, the order entry volume resulting from SAP S/4HANA projects has increased by 28% to € 39.7 million (previous year: € 34.2 million); SAP S/4HANA projects thus account for approximately 32% of the SNP Group's overall order entry volume (previous year: around 26%).

Incoming orders in the amount of € 11.2 million were realized with **partners** in the third quarter of 2022 (previous year: € 10.2 million); an overall order entry volume of € 39.5 million (previous year: € 31.4 million) was thus generated with partners in the first nine months of the current fiscal year.

**Order backlog** amounted to € 126.6 million as of September 30, 2022, 6% lower than the € 135.3 million as of December 31, 2021 (previous year: +22%). The decrease compared with December 31, 2021, is due to derecognized projects as well as a slightly negative book-to-bill ratio below 1 (relationship of order intake to sales).

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

<sup>2</sup> In line with the Group's internal reporting and organizational structure, EXA AG, which was acquired in the 2021 fiscal year, has been reported as a separate business segment since the end of 2021. The order entry volume of EXA, which was initially reported in the Services and Software business segments in the Q3 interim report for 2021, has been adjusted in the explanatory notes to this year's Q3 interim report and allocated to the EXA business segment. EXA AG was initially consolidated as of March 1, 2021.

<sup>3</sup> SNP SE entered into a large number of M&A transactions in the 2021 fiscal year: For instance, it acquired 74.9% of the shares in EXA AG effective March 1, 2021 and 100% of the shares in Datavard AG effective August 1, 2021. As of October 1, 2021, SNP sold 51% of the shares in SNP Poland. In like-for-like terms, the previous year's figures are adjusted to the structure of the reporting period for better comparability.

## REVENUE PERFORMANCE

**Group revenue** amounted to € 41.6 million in the third quarter and was thus at the same level as in the previous two quarters of the current fiscal year. It has declined by € 4.4 million relative to the third quarter of the previous year (previous year: € 46.0 million). This fall in revenue is mainly attributable to the SNP Group's sale of its majority stake in SNP Poland Sp. z.o.o, which was completed in October 2021. In the third quarter of 2021, SNP Poland Sp. Z.o.o had contributed revenue in the amount of € 6.6 million. On the other hand, over the first nine months of the year the SNP Group has increased its **Group revenue** by 2.7% to € 124.9 million (previous year: € 121.7 million).

**Software revenue** (incl. software revenue provided by EXA AG) amounted to € 13.1 million in the third quarter (previous year: € 13.1 million) and to € 37.0 million for the first nine months of the year (previous year: € 36.7 million), in each case thus roughly matching the previous year's level. On the other hand, **service revenue** (incl. service revenue provided by EXA AG) amounted to € 28.5 million in the third quarter and was thus € 4.5 million or 13.5% lower than in the previous year (previous year: € 32.9 million). Here too, the main reason was the sale of the majority stake in SNP Poland Sp. z.o.o in October 2021. Conversely, over the first nine months of the year this revenue has increased by € 3.0 million or 3.5% to € 88.0 million (previous year: € 85.0 million).

## Like-for-Like Comparison

Allowing for the addition of the revenue realized by Datavard in July 2021 in the amount of € 1.4 million (initial consolidation as of August 1, 2021) and the elimination of SNP Poland Sp. z.o.o's external revenue in the third quarter of 2021 in the amount of € 6.6 million, in like-for-like terms revenue has undergone a positive change of € 0.8 million or 2% (Q3 2021 like-for-like: € 40.8 million).

In the first nine months of 2022, revenue is up € +10.8 million or +9% in **like-for-like terms** (9M 2021 like-for-like: € 114.1 million).

## REVENUE BY BUSINESS SEGMENT<sup>4</sup>

in € million	2022	2021	Δ
<b>Q3</b>	<b>41.6</b>	<b>46.0</b>	<b>-10%</b>
Services	26.3	29.8	-12%
Software	13.0	13.0	0%
EXA	2.3	3.2	-30%
<b>9M</b>	<b>124.9</b>	<b>121.7</b>	<b>+3%</b>
Services	81.2	78.3	+4%
Software	36.5	36.5	0%
EXA	7.2	6.9	+6%

<sup>4</sup> In line with the Group's internal reporting and organizational structure, EXA AG, which was acquired in the 2021 fiscal year, has been reported as a separate business segment since the end of 2021. The revenue of EXA, which was initially reported in the Services and Software business segments in the Q3 interim report for 2021, has been adjusted in the explanatory notes to this year's Q3 interim report and allocated to the EXA business segment. EXA AG was initially consolidated as of March 1, 2021.

## REVENUE IN THE SOFTWARE BUSINESS SEGMENT

in € million	2022	2021	Δ
<b>Q3</b>	<b>13.0</b>	<b>13.0</b>	<b>0%</b>
Software licenses	8.2	7.2	+15%
Software support	3.7	4.3	-14%
Cloud/SaaS	1.1	1.5	-29%
<b>9M</b>	<b>36.5</b>	<b>36.5</b>	<b>0%</b>
Software licenses	22.5	20.9	+7%
Software support	10.8	11.3	-4%
Cloud/SaaS	3.2	4.3	-26%

In the Software business segment, revenue from software licenses has increased in the third quarter and over the first nine months of the year. The decline in software support and cloud/SaaS revenue in these two periods primarily reflects the SNP Group's sale of its majority stake in SNP Poland Sp. z.o.o last October. SNP's Polish subsidiary had contributed software support revenue of € 1.1 million in the third quarter of 2021 (first nine months of 2021: € 3.2 million) and cloud revenue of € 0.3 million (first nine months of 2021: € 0.9 million).

## REVENUE BY REGION

in € million	Q3 2022	Q3 2021	Δ
CEU	23.9	24.3	-2%
EEMEA <sup>5</sup>	-	6.6	-
LATAM	7.7	5.6	+37%
USA	4.3	4.3	+1%
JAPAC	4.0	3.3	+20%
UKI	1.7	1.8	-6%

in € million	9M 2022	9M 2021	Δ
CEU	73.7	64.6	+14%
EEMEA <sup>5</sup>	-	19.5	-
LATAM	19.9	15.4	+29%
USA	14.9	9.9	+51%
JAPAC	11.0	7.1	+55%
UKI	5.4	5.2	+3%

<sup>5</sup> The EEMEA region comprised the Eastern Europe, Middle East and Africa regions. Following the sale of 51% of the shares in SNP Poland as of October 1, 2021, this region is no longer included in the reporting.

## EARNINGS POSITION

## OPERATING PERFORMANCE

	Q3 2022	Q3 2021	Δ
EBITDA (in € million)	2.7	5.5	-2.7
EBITDA margin	6.6%	11.9%	-5.3 PP
EBIT (in € million)	0.1	2.9	-2.8
EBIT margin	0.2%	6.3%	-6.1 PP

	9M 2022	9M 2021	Δ
EBITDA (in € million)	9.9	8.4	+1.5
EBITDA margin	7.9%	6.9%	+1.0 PP
EBIT (in € million)	1.9	1.8	+0.1
EBIT margin	1.5%	1.5%	+0 PP

**Earnings before interest, taxes, depreciation and amortization (EBITDA)** decreased by € 2.7 million year-over-year in the third quarter, from € 5.5 million to € 2.7 million. The EBITDA margin fell by 5.3 percentage points to 6.6%, which

is mainly attributable to decline in revenue in the quarter under review. On the other hand, in the quarter under review, there were higher positive currency effects of € 1.6 million, particularly due to the strong U.S. dollar. **Earnings before interest and taxes (EBIT)** amounted to € 0.1 million in the same period and were thus marginally positive (previous year: € 2.9 million). The EBIT margin has decreased by 6.1 percentage points to 0.2%.

In the first nine months of the year, **EBITDA** has increased by € 1.5 million to € 9.9 million year-over-year, while the EBITDA margin is up by 1.0 percentage points to 7.9%. This growth chiefly reflects increased revenue as well as higher positive exchange rate effects. In the same period, the **EBIT** figure has increased slightly by € 0.1 million to € 1.9 million (previous year: € 1.8 million). The **EBIT margin** continued to amount to 1.5%. Due to the depreciation/amortization effects associated with the purchase price allocation for EXA AG and Datavard AG (PPA depreciation/amortization), the improvement in earnings is lower when measured in EBIT terms than on an EBITDA basis.

## Like-for-Like Comparison

Allowing for the addition of Datavard's **EBITDA** in July 2021 in the amount of € 0.1 million (initial consolidation as of August 1, 2021) and the elimination of SNP Poland Sp. z.o.o.'s EBITDA in the third quarter of 2021 in the amount of € 0.8 million, in like-for-like terms EBITDA has decreased by € -2.1 million (Q3 2021 like-for-like: € 4.8 million). The change largely reflects cost increases, in particular for outside services and personnel and recruiting costs in the CEU and UK regions.

In the first nine months of 2022, EBITDA was up € 2.0 million or 26% in **like-for-like terms** (9M 2021 like-for-like: € 7.9 million).

In like-for-like terms, EBIT declined by € 2.0 million quarter-on-quarter (Q3 2021 like-for-like: € 2.1 million) and increased by € 0.5 million over the first nine months of the year (9M 2021 like-for-like: € 1.4 million).

### EBIT IN THE SERVICES BUSINESS SEGMENT

	9M 2022	9M 2021
EBIT (in € million)	-0.9	0.3
EBIT margin	-1.1%	0.4%
	Q3 2022	Q3 2021
EBIT (in € million)	-1.9	2.1
EBIT margin	-7.2%	6.9%

### EBIT IN THE SOFTWARE BUSINESS SEGMENT

	9M 2022	9M 2021
EBIT (in € million)	12.1	8.5
EBIT margin	33.2%	23.2%
	Q3 2022	Q3 2021
EBIT (in € million)	5.4	2.8
EBIT margin	41.9%	21.9%

### EBIT IN THE EXA BUSINESS SEGMENT

	9M 2022	9M 2021
EBIT (in € million)	0.8	1.9
EBIT margin	10.9%	28.4%
	Q3 2022	Q3 2021
EBIT (in € million)	0.1	1.0
EBIT margin	5.4%	31.4%

### NET FINANCIAL RESULT AND RESULT FOR THE PERIOD

in € million	9M 2022	9M 2021
Net financial result	-2.1	-1.3
Earnings before taxes (EBT)	-0.2	0.5
Income tax	0.1	-1.2
Profit or loss for the period	-0.1	-0.6
Earnings per share (diluted and basic)	-0.00	-0.05

in € million	Q3 2022	Q3 2021
Net financial result	-0.4	-0.5
Earnings before taxes (EBT)	-0.4	2.4
Income tax	0.1	-1.0
Profit or loss for the period	-0.03	1.5
Earnings per share (diluted and basic)	-0.03	0.22

The negative net financial result of € -2.1 million in the nine-month period (previous year: € -1.3 million) is mainly attributable to the distribution made to minority shareholders of EXA AG in the amount of € 1.4 million in the first quarter of 2022. From a Group perspective, due to existing put/call options 100% of the shares are attributable to SNP SE as of March 1, 2021. The distribution is therefore reportable as interest expense in the consolidated income statement.

The net margin (the ratio of the result for the period to overall revenue) is -0.1% (previous year: -0.5%).

## FINANCIAL AND NET ASSET POSITION

**Total assets** have decreased by € 10.9 million compared with December 31, 2021, to € 255.2 million.

On the **assets side of the balance sheet, current assets** have declined by € 9.0 million to € 101.1 million as of September 30, 2022. Within the current assets item, contract assets (€ +10.2 million to € 40.1 million) and trade and other receivables (€ +1.9 million to € 35.7 million) have increased.

On the other hand, **cash and cash equivalents** have decreased as of September 30, 2022, by € 20.8 million to € 19.6 million (December 31, 2021: € 40.3 million). This is due to purchase price payments for Datavard AG and EXA AG totaling around € 9 million as well as the increase in working capital.

**Noncurrent assets** declined by € 1.8 million to € 154.1 million (December 31, 2021: € 156.0 million), which is mainly attributable to the decrease in noncurrent contract assets (€ -6.5 million; reclassification to current contract assets) and intangible fixed assets (€ -3.2 million; PPA depreciation/amortization, which were not offset by additions). On the other hand, goodwill has increased by € 4.1 million to € 74.5 million, exclusively due to exchange rates.

On the **liabilities side of the balance sheet, current liabilities** have decreased by € 34.4 million to € 55.1 million as of September 30, 2022. By contrast, **noncurrent liabilities** have increased by € 21.2 million to € 95.5 million. The changes mainly reflect the issuance of a promissory note loan with an overall volume of € 32.5 million and a simultaneously scheduled repayment of borrower's note loans of € 26 million that were reported under current financial liabilities. In addition, current trade payables and other liabilities have declined by € 2.9 million.

At € 104.6 million, **Group equity** is € 2.4 million higher than its level of € 102.2 million as of December 31, 2021. This slight improvement is mainly due to a € 2.2 million increase in other reserves on account of an increase in the currency translation adjustment item. Due to the increase in equity and the decrease in total assets as of June 30, 2022, the equity ratio improved from 38.4% to 41.0%.

### Development of Cash Flow and the Liquidity Position

Negative operating cash flow of € -12.9 million (previous year: € -9.5 million) in the first nine months of the year mainly reflects the increase in working capital due to a higher volume of trade receivables and other assets

(€ +8.7 million; in particular, an increase in trade receivables and contract assets) as well as outflows of funds due to the decrease in trade payables and other liabilities (€ -8.3 million; above all, on account of the settlement of bonus liabilities).

Negative cash flow from investing activities in the amount of € -9.1 million (previous year: € 2.9 million) is principally attributable to payments made for the acquisition of majority stakes in Datavard AG and EXA AG.

Financing activities resulted in a positive cash flow in the amount of € 0.9 million (previous year: positive cash flow of € 7.3 million). This positive cash flow has arisen due to proceeds from the raising of a promissory note loan in the amount of € 32.5 million and contrasts with loan repayments in the amount of € 28.2 million as well as payments resulting from the settlement of lease liabilities.

The effects of changes in foreign exchange rates on cash and bank balances have resulted in a positive impact of € 0.3 million (previous year: € 0.2 million).

Overall cash flow during the reporting period came to € -20.8 million (previous year: € +0.8 million).

Taking into account the changes presented here, the level of cash and cash equivalents declined to € 19.6 million as of September 30, 2022. As of December 31, 2021, cash and cash equivalents amounted to € 40.3 million.

## EMPLOYEES

As of September 30, 2022, the number of employees of the SNP Group had decreased to 1,309; as of December 31, 2021, the SNP Group had a total of 1,335 employees. This corresponds to a decline of around 2%, primarily due to employee-initiated departures in the CEU and USA regions, whereas the number of employees in the remaining regions largely remained constant or increased slightly.

The average number of employees during the reporting period (9M 2022) was 1,318 (previous year: 1,531). The decrease in the average number of employees is mainly attributable to the inorganic effects in 2021 (acquisitions of EXA AG on March 1, 2021, and Datavard on August 1, 2021, as well as the sale of the Polish subsidiary as of October 1, 2021).

## SIGNIFICANT EVENTS IN THE THIRD QUARTER OF 2022

### Richard Roy Becomes Chairman of the Board of Directors

At its meeting held on October 1, 2022, the Board of Directors elected Mr. Richard Roy (who was already a member of the Board of Directors) as its new chairman. Richard Roy succeeds Prof. Dr. Claus E. Heinrich, who stepped down from his position on the company's Board of Directors for personal reasons with effect on September 30, 2022.

## FORECAST

Management has updated the annual forecast for 2022. For 2022 as a whole, SNP expects the following for the SNP Group:

- Order entry will grow by a mid-single-digit percentage compared with the previous-year figure of around € 176 million adjusted for changes in the scope of consolidation<sup>6</sup> (previous forecast: significantly above the unadjusted previous-year figure of € 192 million).

- Revenue will be approximately € 175 million (2021: € 167.0 million; 2021 like-for-like<sup>6</sup>: approximately € 160 million; previous forecast: € 170 million to € 190 million).
- EBIT will be around € 10.5 million (previous forecast: € 10.5 million to € 13 million). The EBITDA figure will continue to increase more strongly in absolute terms than the EBIT figure. This is mainly due to the amortization of intangible assets added as a result of the acquisitions made in 2021 (PPA depreciation/amortization).

As in previous years, it is assumed that, in 2022, revenue will not be evenly distributed over the quarters and that the second half of the year will be stronger.

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<sup>6</sup> SNP SE entered into a large number of M&A transactions in the 2021 fiscal year: For instance, it acquired 74.9% of the shares in EXA AG effective March 1, 2021, and 100% of the shares in Datavard AG effective August 1, 2021. As of October 1, 2021, SNP sold 51% of the shares in SNP Poland. In like-for-like terms, the previous year's figures are adjusted to the structure of the reporting period for better comparability.



**CONSOLIDATED BALANCE SHEET**

to September 30, 2022

**AKTIVA**

in € thousand	Sept. 30, 2022	Dec. 31, 2021	Sept. 30, 2021
<b>Current assets</b>			
Cash and cash equivalents	19,572	40,337	27,746
Other financial assets	120	1,176	122
Trade receivables and other receivables	35,712	33,807	30,198
Contract asset values	40,146	29,930	31,992
Other non-financial assets	4,619	4,005	3,812
Tax receivables	884	826	403
Liabilities resulting from assets held for sale	0	0	32,772
	<b>101,053</b>	<b>110,081</b>	<b>127,045</b>
<b>Non-current assets</b>			
Goodwill	74,525	70,376	67,645
Other intangible assets	20,057	23,284	24,480
Property, plant and equipment	5,142	5,313	5,521
Rights of use	15,254	16,426	16,588
Other financial assets	20,731	20,092	1,122
Investments accounted for under the equity method	225	225	225
Trade receivables and other receivables	2,856	0	0
Contract values	8,580	15,051	14,099
Other non-financial assets	236	134	119
Deferred taxes	6,530	5,078	6,341
	<b>154,136</b>	<b>155,979</b>	<b>136,140</b>
	<b>255,189</b>	<b>266,060</b>	<b>263,185</b>

**EQUITY AND LIABILITIES**

in € thousand	Sept. 31, 2022	Dec. 31, 2021	Sept. 30, 2021
<b>Current liabilities</b>			
Trade payables and other liabilities	5,409	8,339	4,480
Contract liabilities	10,150	10,652	10,655
Tax liabilities	366	1,930	412
Financial liabilities	12,455	41,011	41,792
Other non-financial liabilities	25,746	26,610	22,705
Provisions	947	974	909
Liabilities resulting from assets held for sale	0	0	9,329
	<b>55,073</b>	<b>89,516</b>	<b>90,282</b>
<b>Non-current liabilities</b>			
Contract liabilities	258	1,036	1,149
Financial liabilities	86,494	63,904	64,487
Other non-financial liabilities	67	131	156
Provisions for pensions	3,321	3,151	4,228
Other provisions	128	126	12
Deferred taxes	5,217	5,972	6,632
	<b>95,485</b>	<b>74,320</b>	<b>76,664</b>
<b>Equity</b>			
Subscribed capital	7,386	7,386	7,212
Capital reserve	97,033	96,818	87,582
Retained earnings	5,687	5,714	4,398
Other components of the equity	12	-2,153	-7,013
<b>Shares to be issued*</b>	0	0	9,499
Treasury shares	-4,669	-4,892	-4,892
<b>Equity attributable to shareholders</b>	<b>105,449</b>	<b>102,873</b>	<b>96,786</b>
Non-controlling interests	-818	-649	-547
	<b>104,631</b>	<b>102,224</b>	<b>96,239</b>
	<b>255,189</b>	<b>266,060</b>	<b>263,185</b>

\* In the course of a capital increase in kind in connection with the purchase of Datavard AG, which was not yet entered in the commercial register as of September 30, 2021.

**CONSOLIDATED INCOME STATEMENT**

for the period from January 1 to September 30, 2022

in € thousand	Jan. – Sept. 2022	Jan. – Sept. 2021	3rd quarter 2022	3rd quarter 2021
<b>Revenue</b>	<b>124,947</b>	<b>121,703</b>	<b>41,610</b>	<b>46,034</b>
Service	87,989	84,997	28,485	32,939
Software	36,958	36,706	13,125	13,095
Capitalized own services	0	158	0	0
Other operating income	10,252	2,121	4,149	906
Cost of material	-16,878	-19,312	-6,089	-7,393
Personnel costs	-82,303	-79,771	-27,862	-27,746
Other operating expenses	-25,820	-16,061	-8,914	-6,166
Impairments on receivables and contract assets	200	-36	25	-17
Other taxes	-474	-424	-182	-134
<b>EBITDA</b>	<b>9,924</b>	<b>8,378</b>	<b>2,737</b>	<b>5,484</b>
Depreciation and impairments on intangible assets and property, plant and equipment	-7,996	-6,533	-2,651	-2,579
<b>EBIT</b>	<b>1,928</b>	<b>1,845</b>	<b>86</b>	<b>2,905</b>
Other financial income	755	30	16	15
Other financial expenses	-2,858	-1,337	-458	-476
<b>Net financial income</b>	<b>-2,103</b>	<b>-1,307</b>	<b>-442</b>	<b>-461</b>
<b>EBT</b>	<b>-175</b>	<b>538</b>	<b>-356</b>	<b>2,444</b>
Income taxes	53	-1,170	107	-984
<b>Consolidated income/net loss</b>	<b>-122</b>	<b>-632</b>	<b>-249</b>	<b>1,460</b>
Thereof:				
Profit attributable to non-controlling shareholders	-90	-305	-52	-142
Profit attributable to shareholders of SNP Schneider-Neureither & Partner SE	-32	-327	-197	1,602
<b>Earnings per share</b>	<b>€</b>	<b>€</b>	<b>€</b>	<b>€</b>
- Undiluted	-0.00	-0.05	-0.03	0.22
- Diluted	-0.00	-0.05	-0.03	0.22
<b>Weighted average number of shares</b>	<b>in thousand</b>	<b>in thousand</b>	<b>in thousand</b>	<b>in thousand</b>
- Undiluted	7,275	7,114	7,275	7,114
- Diluted	7,275	7,114	7,275	7,114

**CONSOLIDATED CASH FLOW STATEMENT**

for the period from January 1 to September 30, 2022

in € thousand	Jan. – Sept. 2022	Jan. – Sept. 2021
<b>Profit after tax</b>	<b>-122</b>	<b>-632</b>
Depreciation	7,996	6,533
Change in provisions for pensions	170	74
Other non-cash income/expenses	-3,933	248
Changes in trade receivables, contract assets, other current assets, other non-current assets	-8,722	-13,691
Changes in trade payables, contract liabilities, other provisions, tax liabilities, other current liabilities	-8,277	-2,051
<b>Cash flow from operating activities (1)</b>	<b>-12,888</b>	<b>-9,519</b>
Payments for investments in property, plant and equipment	-1,104	-1,899
Payments for investments in intangible assets	-53	-381
Payments for investments in at-equity investments	0	0
Proceeds from the disposal of items of intangible assets and property, plant and equipment	201	220
Proceeds from the disposal of financial assets	0	20,000
Proceeds resulting from the acquisition of consolidated companies and other business units	763	0
Payments resulting from the acquisition of consolidated companies and other business units	-8,861	-15,067
<b>Cash flow from investing activities (2)</b>	<b>-9,054</b>	<b>2,873</b>
Payments for the purchase of treasury shares	0	-2,180
Proceeds from loans taken out	32,500	24,655
Payments for the settlement of loans and other financial liabilities	-28,157	-12,006
Payments for the settlement of loans and other financial liabilities	-3,462	-3,214
<b>Cash flow from financing activities (3)</b>	<b>881</b>	<b>7,255</b>
Changes in cash and cash equivalents due to foreign exchange rates (4)	296	226
<b>Cash change in cash and cash equivalents (1) + (2) + (3) + (4)</b>	<b>-20,765</b>	<b>835</b>
Cash and cash equivalents at the beginning of the fiscal year	40,337	29,405
<b>Cash and cash equivalents as of September 30</b>	<b>19,572</b>	<b>30,240</b>
<b>Composition of cash and cash equivalents:</b>		
Cash and cash equivalents	19,572	30,240
<b>Cash and cash equivalents as of September 30</b>	<b>19,572</b>	<b>30,240</b>

**SEGMENT REPORTING**

for the period from January 1 to September 30, 2022

in € thousand	Service	Software	EXA	Total
<b>External revenue</b>				
Jan. – Sept. 2022	81,210	36,507	7,230	<b>124,947</b>
Jan. – Sept. 2021 (adjusted)	78,342	36,510	6,851	<b>121,703</b>
Jan. – Sept. 2021 (as reported)	84,997	36,706	0	<b>121,703</b>
<b>Segment earnings (EBIT)</b>				
Jan. – Sept. 2022	-864	12,135	787	<b>12,058</b>
Margin	-1.1%	33.2%	10.9%	<b>9.7%</b>
Jan. – Sept. 2021 (adjusted)	296	8,463	1,947	<b>10,706</b>
Margin	0.4%	23.2%	28.4%	<b>8.8%</b>
Jan. – Sept. 2021 (as reported)	2,676	8,430	0	<b>11,106</b>
Margin	3.1%	23.0%	0,0%	<b>9.1%</b>
<b>Depreciation, amortization and write-downs included in the segment earnings</b>				
Jan. – Sept. 2022	3,483	1,655	172	<b>5,311</b>
Jan. – Sept. 2021 (adjusted)	2,823	1,783	129	<b>4,735</b>
Jan. – Sept. 2021 (as reported)	2,945	1,777	0	<b>4,722</b>

Reconciliation in € thousand	Jan. – Sept. 2022	Jan. – Sept. 2021 (adjusted)	Jan. – Sept. 2021 (as reported)
<b>Result</b>			
Total reportable segments	12,058	10,706	11,106
Expenses not allocated to the segments	-10,130	-8,861	-9,261
of which depreciation, amortization and write-downs	-2,685	-1,798	-1,810
<b>EBIT</b>	<b>1,928</b>	<b>1,845</b>	<b>1,845</b>
Net financial result	-2,103	-1,307	-1,307
<b>Earnings before taxes (EBT)</b>	<b>-175</b>	<b>538</b>	<b>538</b>

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.



