

# SNP Schneider-Neureither & Partner SE

Teleconference for investors and financial analysts  
Q1 2024 Results  
April 25, 2024

Jens Amail, CEO  
Andreas Röderer, CFO

# Agenda

Overview: Q1 2024 results

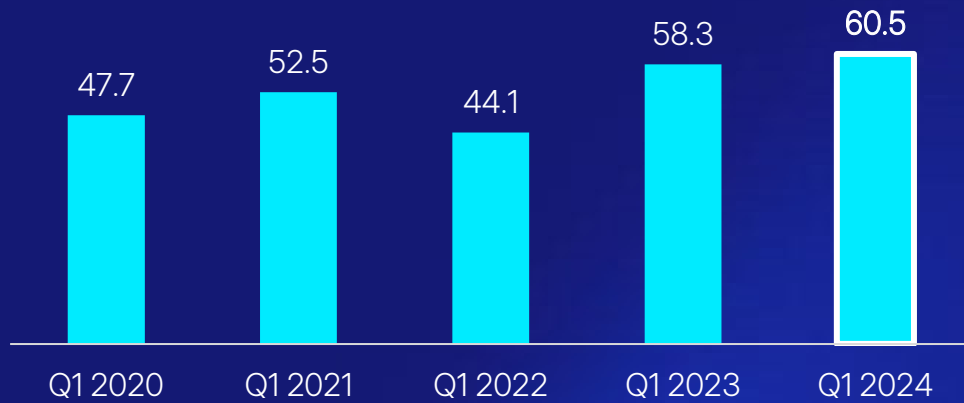
Detailed Financials

Q&A



# Five-year overview

## Order Entry (in €m)



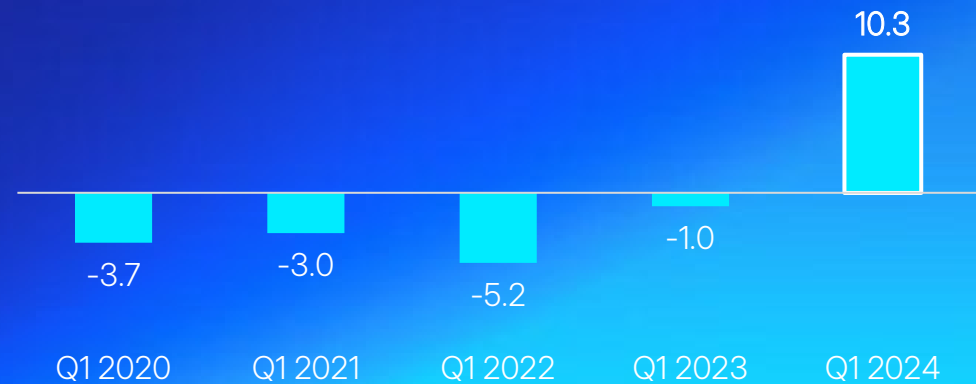
## Revenue (in €m)



## EBIT (in €m)



## Operating Cash Flow (in €m)



# Q1 2024 – Key Results

**After record year 2023 best first quarter ever with growth in all key performance indicators:** Order entry, revenue, EBIT and operating cash flow.

**Increased profitability and positive cash flow development:** EBIT rose significantly by 63% to € 4.0m (Q1 2023: € 2.5m), EBIT margin to 7.4% (Q1 2023: 5.2%). Operating cash flow turned significantly positive, totaling to € 10.3m (€ -1.0m in Q1 2023).

**Sustained strong momentum in partner and S/4 business:** Increase in order entry with partners by 54% to € 30.9m and revenue growth of 31% to € 19.1m. With S/4 and RISE with SAP, order entry up by 12% to € 33.6m in Q1 2024.

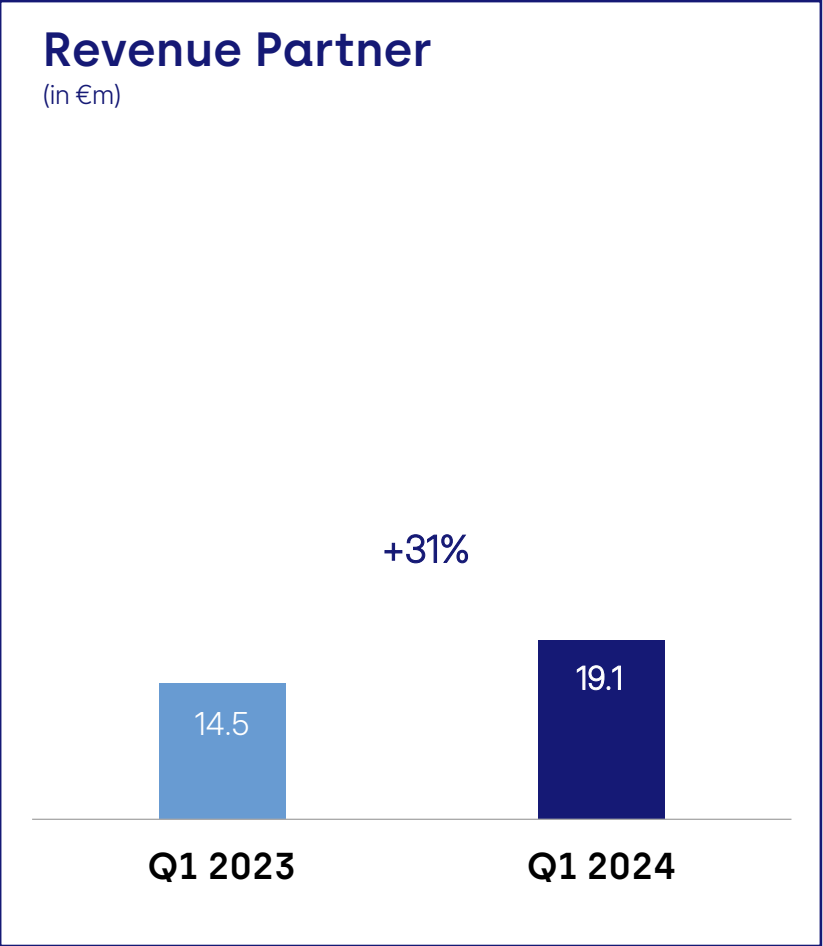
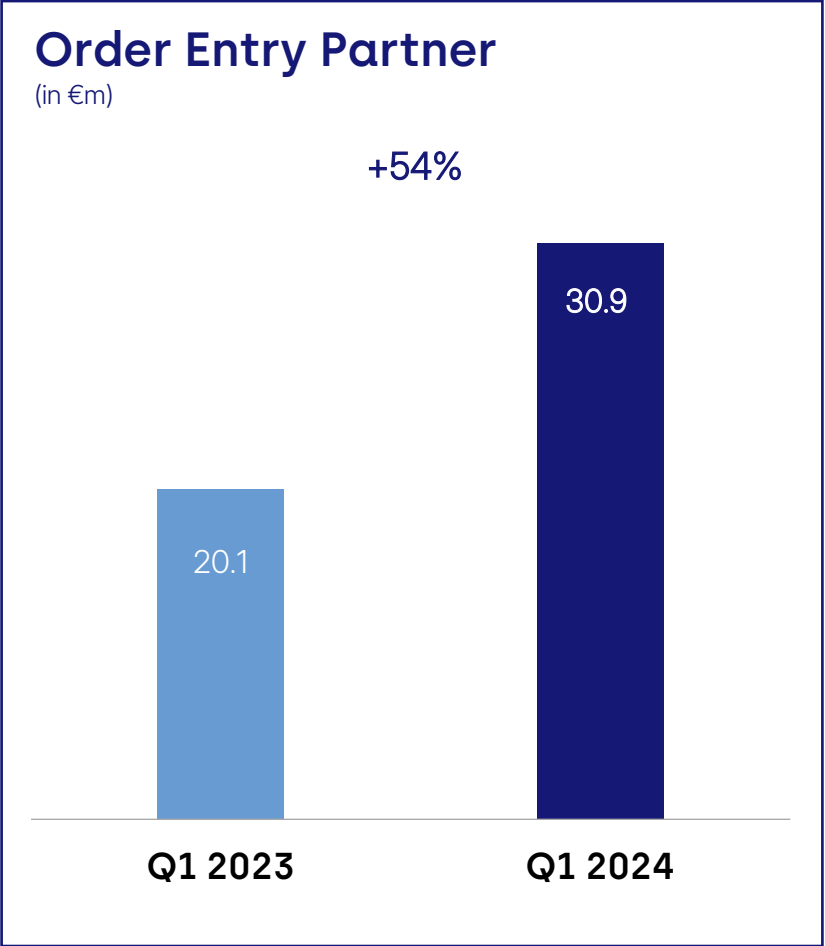
**Acquisition of Trigon Consulting:** Strengthening our premium service segment for customers and partners; financed by operating cash flow.

**Guidance for 2024 confirmed:** Book-to-bill ratio greater than 1, revenue range of € 215m – € 225m and EBIT range between € 13m and € 16m.

# Q1 2024 – Key Figures

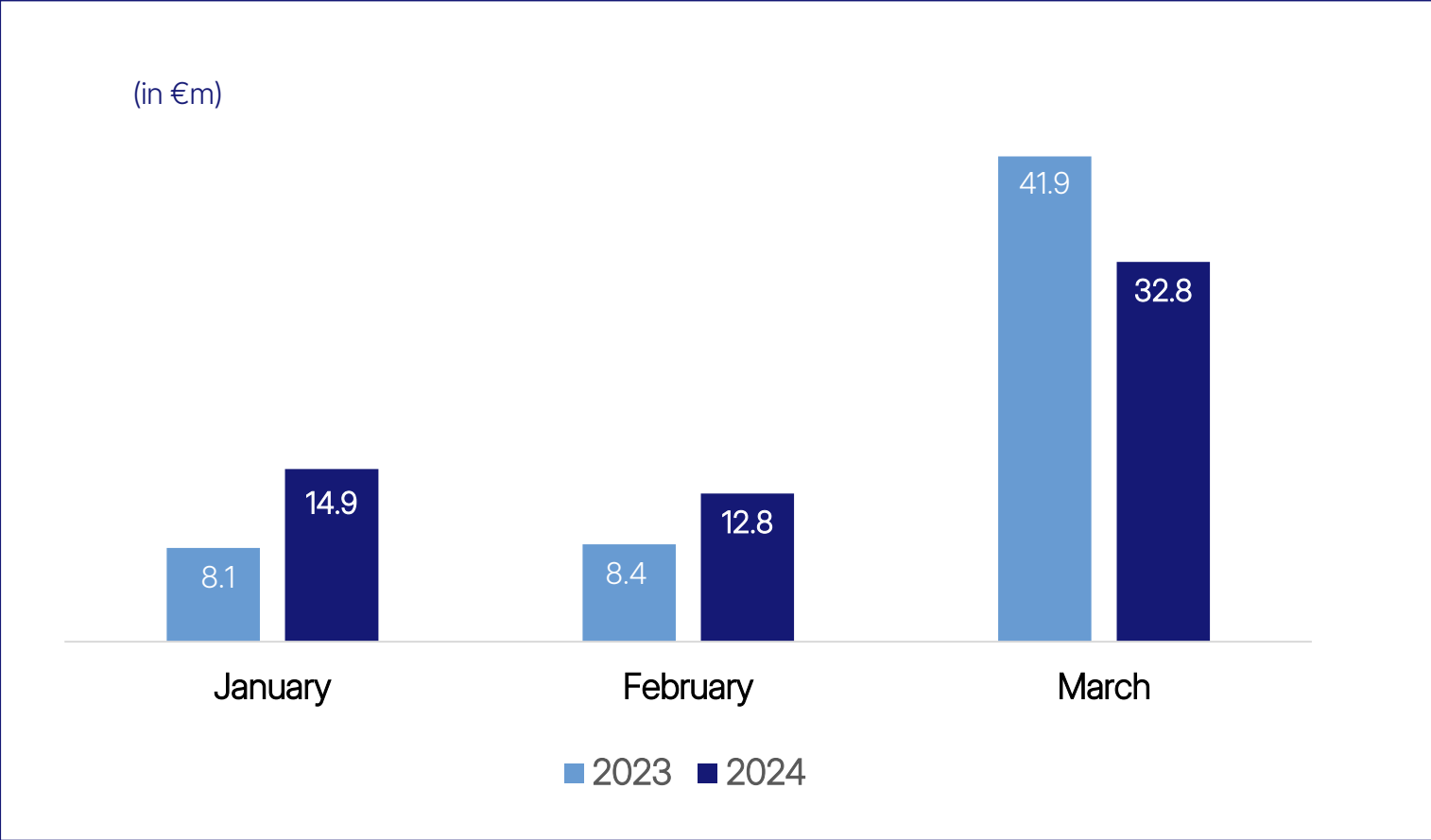


# Strong Partner Business



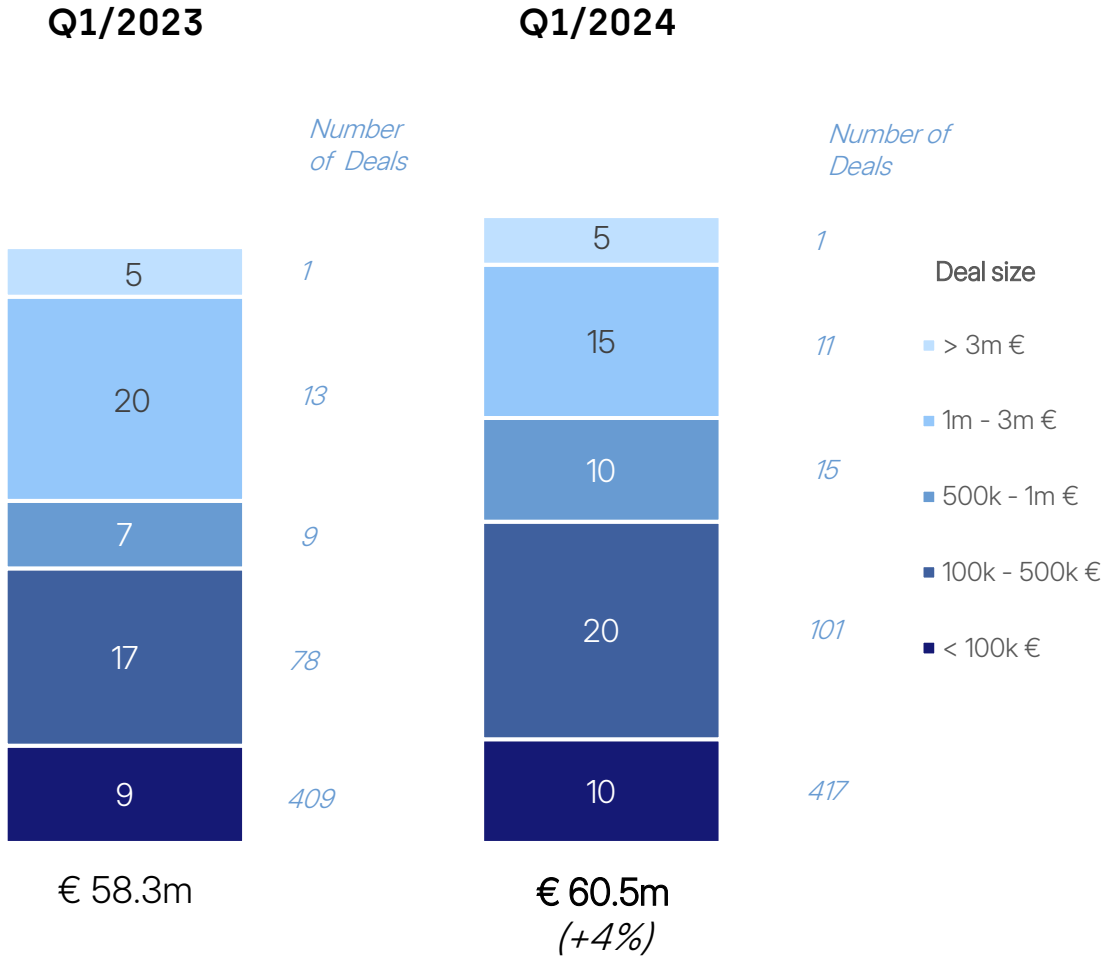
- **Progress** with major partners / strategic alliances and **continued positive development** in partner business in terms of order entry and revenue
- **SoftwareOne** new global Gold Partner and launch of enablement program
- **smartShift**: Start of a global partnership with focus on technological integration to extend our scan capabilities

# Order Entry by Months



- Strong linearity in January (+84% YoY) and February (+52% YoY)
- March order entry below 2023

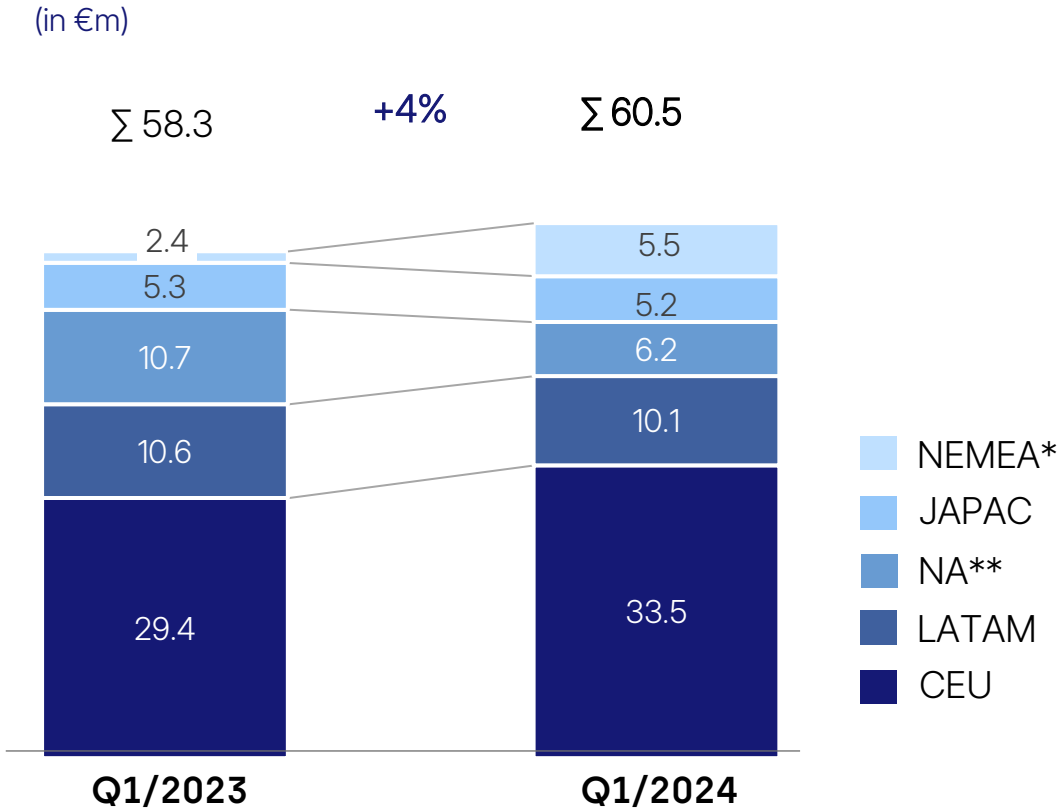
# Order Entry by Deal Bands



- Increasing deal number by around 7% to 545 in Q1 2024
- Increased **order entry** in total even with fewer deals larger than € 1m compared to previous year
- Stable base of projects with a volume of up to € 1m



# Order Entry by Region

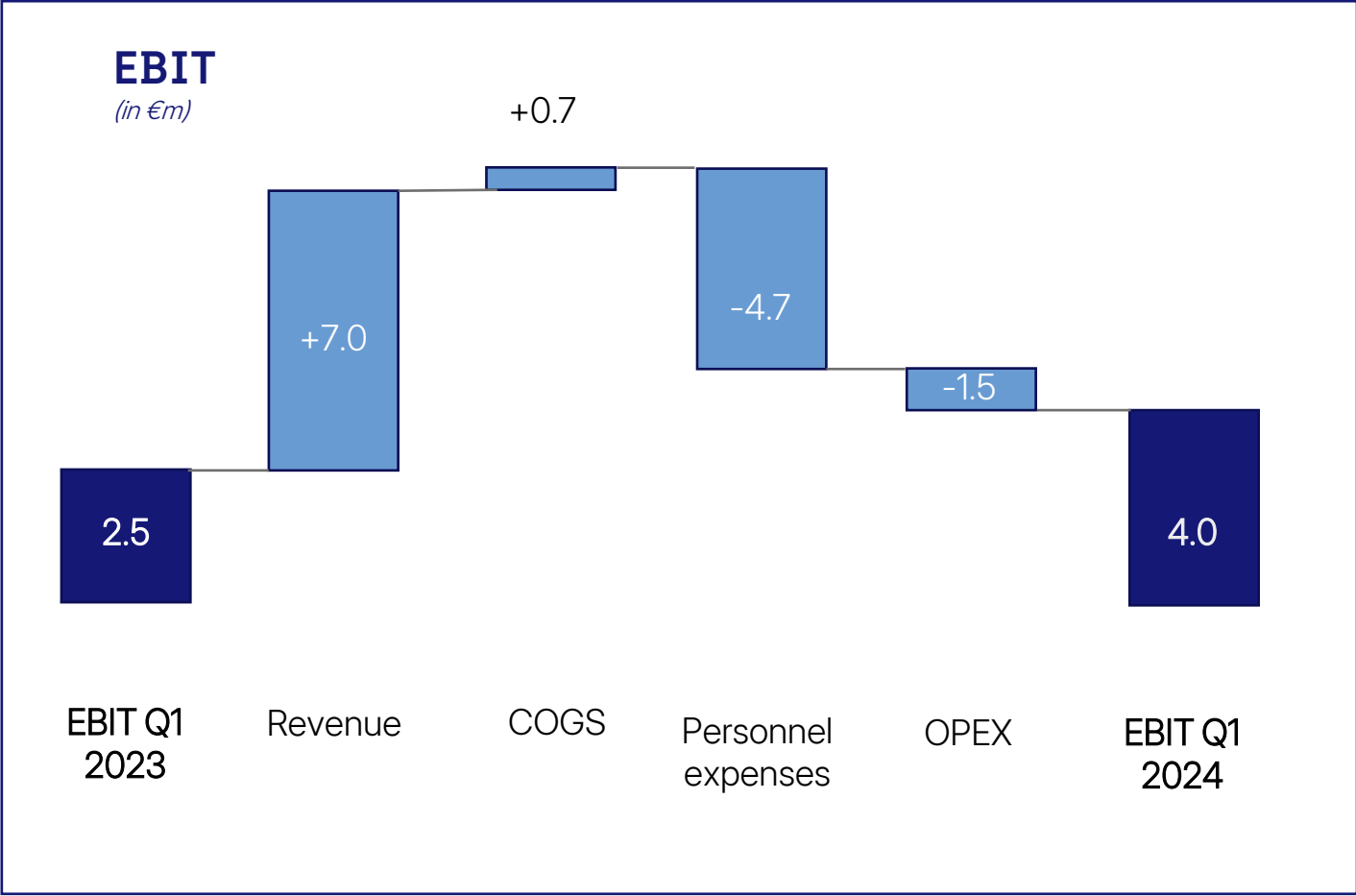


- Solid growth in **CEU** core markets
- Order entry decline in **North America** after doubling the business in 2023, but strong pipeline
- Order entry in relation to **S/4HANA and RISE with SAP projects**: +12% to € 33.6m (Q1 2023: € 29.4m)
- Continued strong growth in **UKI** and newly established **NEMEA region** (+129%)

\* Since the beginning of 2024, NEMEA has also included the Nordics and Middle East regions in addition to the United Kingdom and Ireland.

\*\* North America; previously USA.

# Q1 2024 – Reconciliation EBIT



- Sustained positive impact of **revenue** growth (15% YoY)
- Lower **COGS** through more efficient use of external resources
- Increased **personnel expenses** mainly due to higher number of employees and salary increases in 2023

# Guidance for 2024 confirmed

## FY 2023

€ 266.1m

€ 203.4m

€ 11.1m

## Guidance 2024

Book-to-Bill-Ratio >1

€ 215m – 225m

€ 13m – 16m

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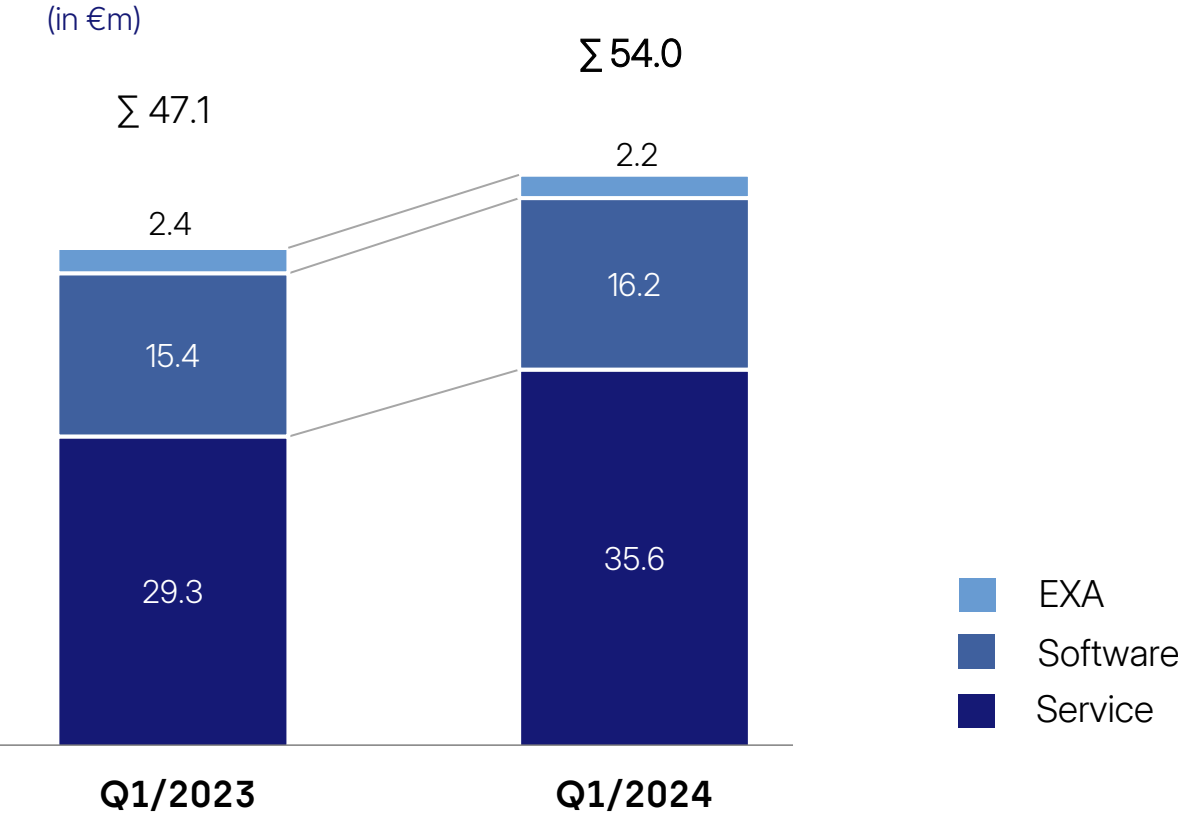


# Income Statement Q1 2024

(in €m)	Q1 2024	Q1 2023	Δ
Revenue	54.0	47.1	+15%
Gross profit	48.8	41.2	+19%
Personal expenses	-34.7	-30.0	+16%
Other income/expenses	-7.4	-6.1	+22%
EBITDA	6.5	5.1	+29%
EBIT	4.0	2.5	+63%
EBT	3.5	1.8	+92%
Net income	2.4	1.3	+92%
Gross profit margin	90.4%	87.6%	+2.8pp
EBITDA margin	12.1%	10.7%	+1.4pp
EBIT margin	7.4%	5.2%	+2.2pp

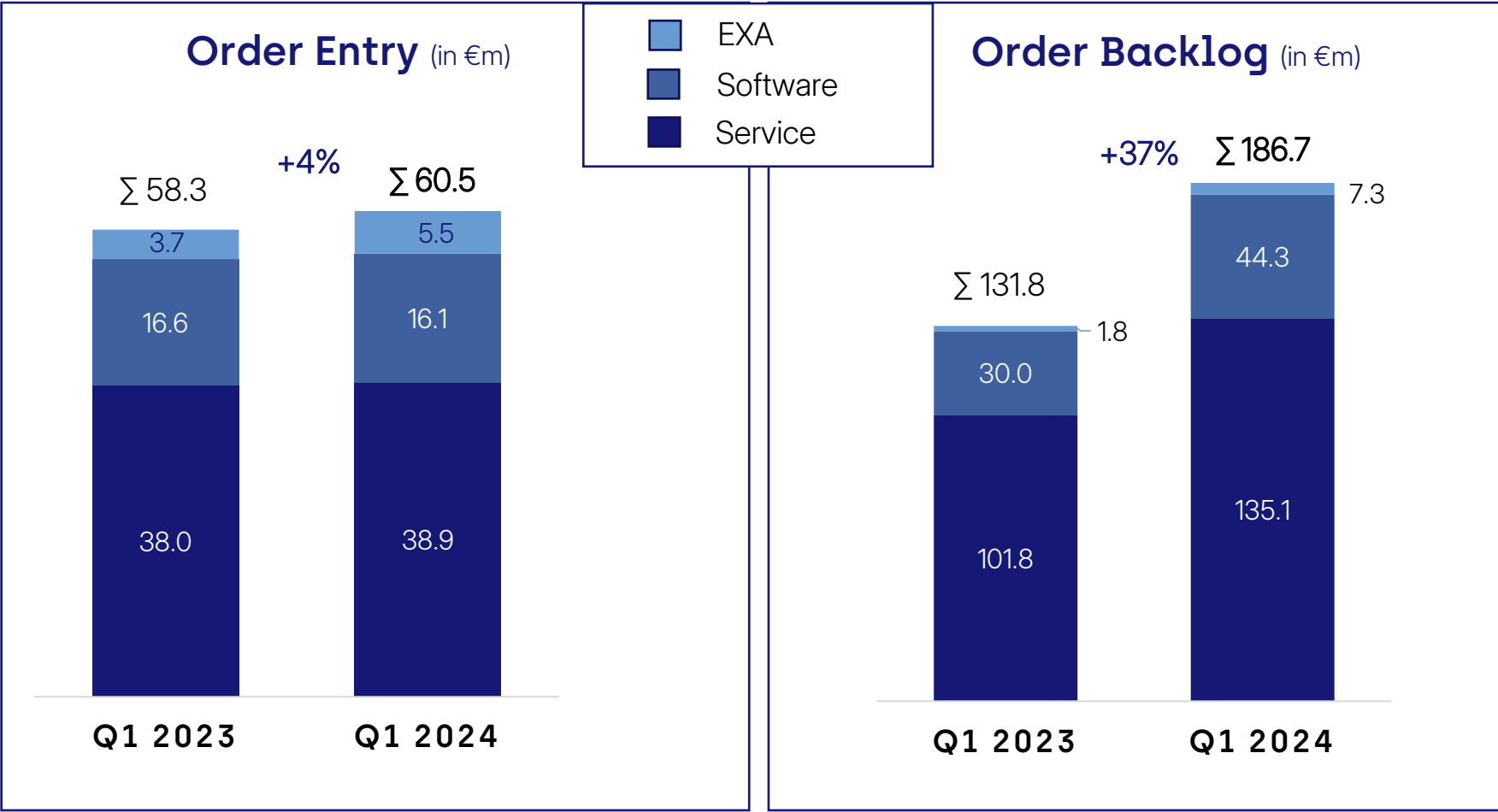
- Increased **personnel expenses** mainly due to higher number of employees and salary increases in 2023
- Other income / expenses:** Change mainly attributable to higher OPEX expenses YoY partly offset by favorable FX effect of € 0.8m compared to the previous year
- Significantly improved **earnings per share** (undiluted) to € 0.33 (2023: € 0.19)

# Revenue by Segments



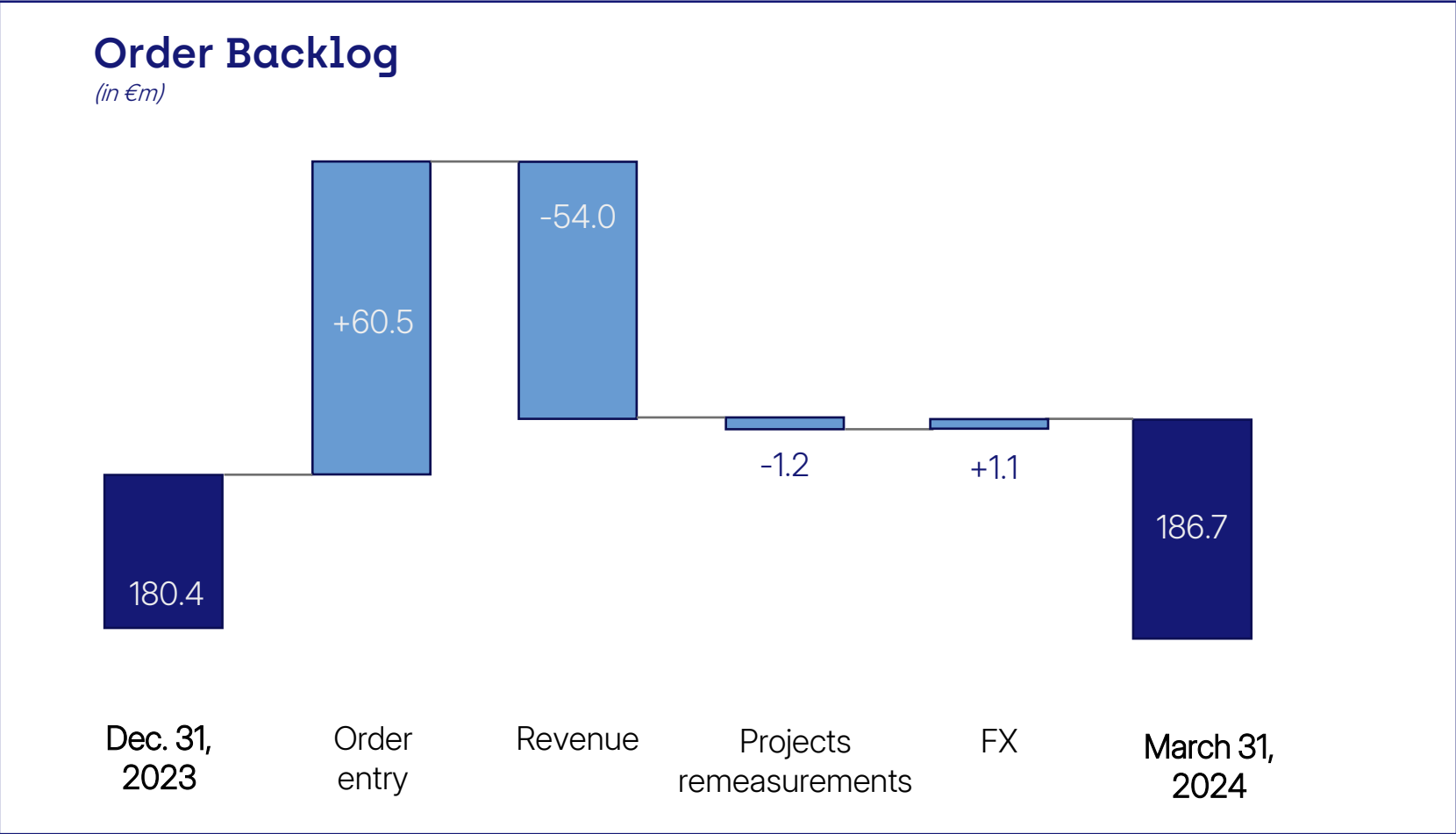
- Significant increase in **Service business segment** due to very good order situation
- Moderate growth in **Software business segment**, taking into account two large-scale projects totaling € 3.7m in Q1 2023
- **Book-to-bill: 1.12**

# Q1 2024 – Order Entry & Order Backlog



- **Order entry** volume increased year-over-year in 2024 to a new record level of € 60.5m
- In addition to stable growth in the **CEU** region, the increase is primarily due to the disproportionately high growth in **NEMEA**
- **S/4HANA and RISE with SAP projects** represent ≈56% of the entire Order entry volume (Q1 2023: ≈51%)

# Q1 2024 – Reconciliation Order Backlog



- Increase in **Order Backlog** by 4% compared to year 2023
- **Projects remeasurements** in Q1 2024 by € -1.2m
- **Order Backlog** includes €7.3m from EXA



# Balance Sheet Structure

Assets (in €m)	March 31, 2024	Dec. 31, 2023
Cash & cash equivalents	48.1	40.3
Other financial assets	0.2	5.0
Receivables & contract assets	94.2	88.9
Other currents assets	6.9	4.6
<b>Total current assets</b>	<b>149.4</b>	<b>138.8</b>
<b>Total non-currents assets</b>	<b>118.8</b>	<b>123.0</b>
<b>Total assets</b>	<b>268.2</b>	<b>261.8</b>
<b>Equity &amp; Liabilities (in €m)</b>		
<b>Total current liabilities</b>	<b>65.0</b>	<b>69.6</b>
<b>Total non-current liabilities</b>	<b>88.0</b>	<b>83.6</b>
<b>Equity</b>	<b>115.2</b>	<b>108.6</b>
<b>Total Equity &amp; Liabilities</b>	<b>268.2</b>	<b>261.8</b>

- Increased **Cash & cash equivalents** due to positive operating cash flow
- Increase in **Current trade receivables & Contract assets** due to reclassifications of around € 7m from non-current trade receivables
- **Liabilities**: Decreased current liabilities due to repayment of a short-term promissory note loan (€ 9.0m) which leads to lower financial liabilities of € 7.4m
- Improved **Equity ratio** of 43.0% (+1.5pp)

# Q1 2024 – Cash flow Statement

(in €m)	Q1 2024	Q1 2023	$\Delta$ (abs.)
Net income	2.4	1.3	+1.2
Depreciation	2.5	2.6	-0.1
Change in W/C	4.8	-5.4	+10.1
Change in other items	0.6	0.4	+0.1
<b>Operating Cash flow</b>	<b>10.3</b>	<b>-1.0</b>	<b>+11.3</b>
Investing Cash flow	4.6	-0.3	+4.8
Repayment of lease liabilities	-1.4	-1.2	-0.1
<b>Free Cash flow</b>	<b>13.5</b>	<b>-2.5</b>	<b>+16.0</b>
W/C ratio (LTM)	19.3%	23.9%	

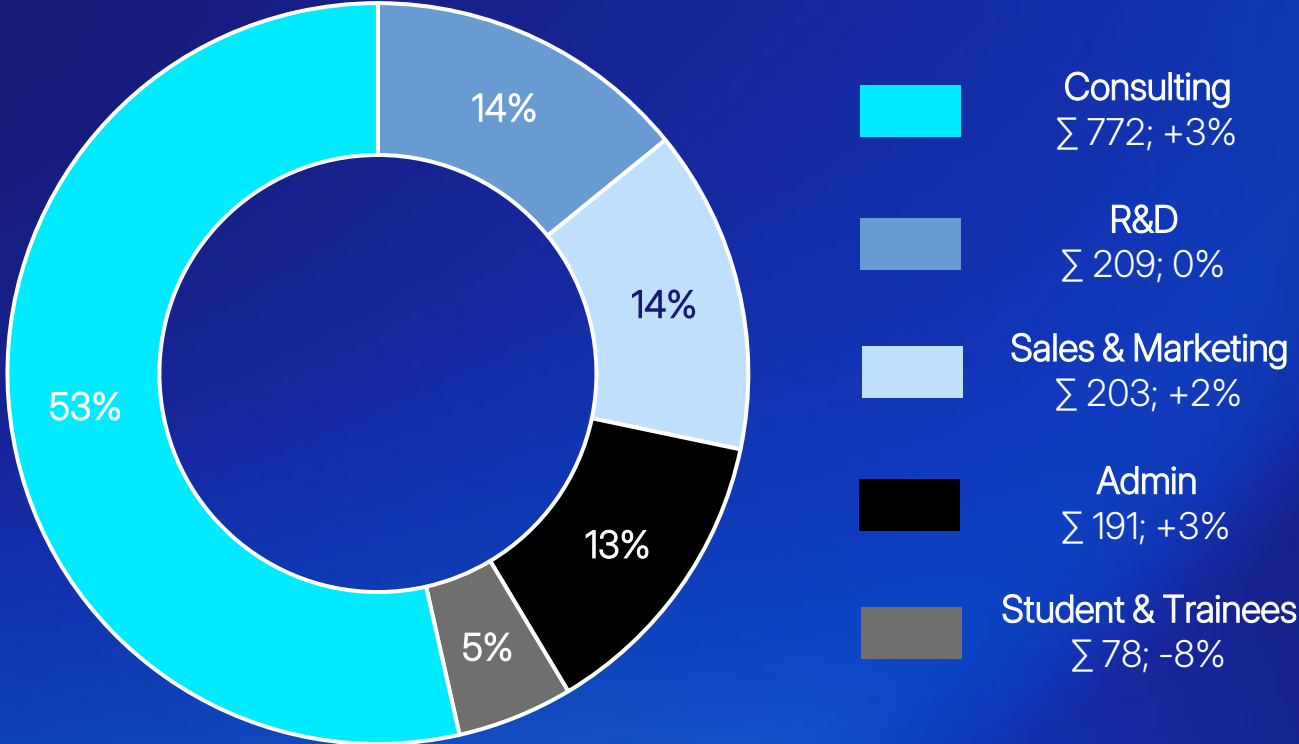
- **Net income** almost doubled and significant improvement in working capital lead to positive **Operating cash flow**.
- Positive **Cash flow from investing activities** includes settlement of the purchase price receivable from the sale of SNP Poland (€ 4.9m).
- Significant improved **Free cash flow**.

# Headcount

### Headcount evolution



### Percentage headcount split by function per March 31, 2024



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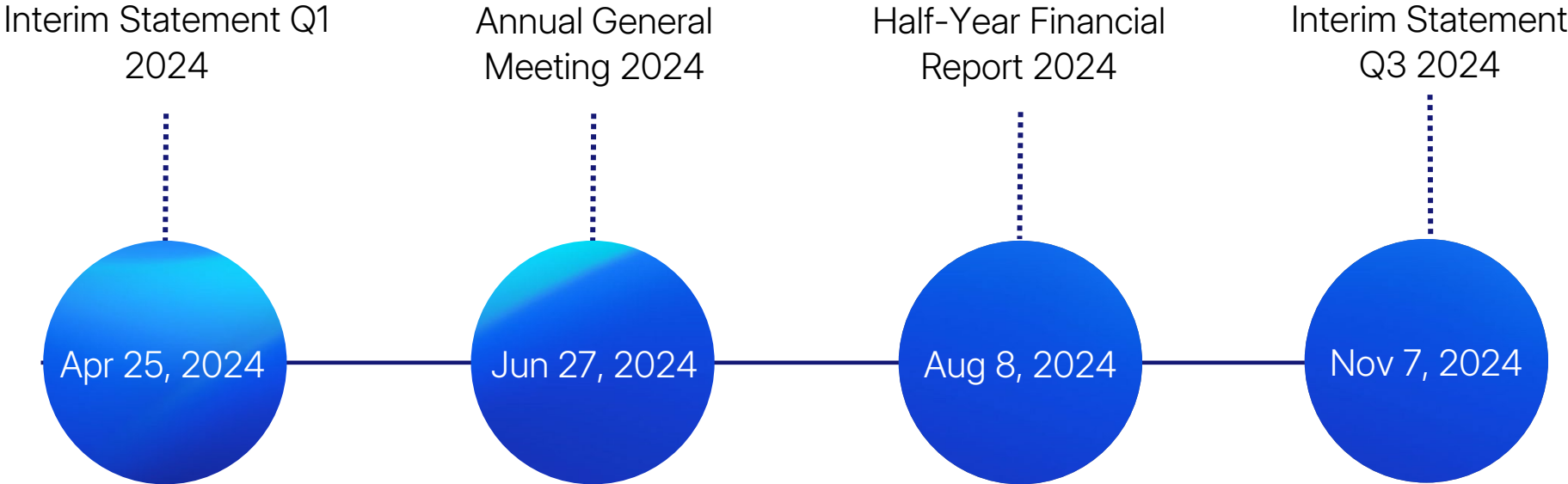
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**We are happy to take your questions!**

# Financial Calendar 2024



# Thank you

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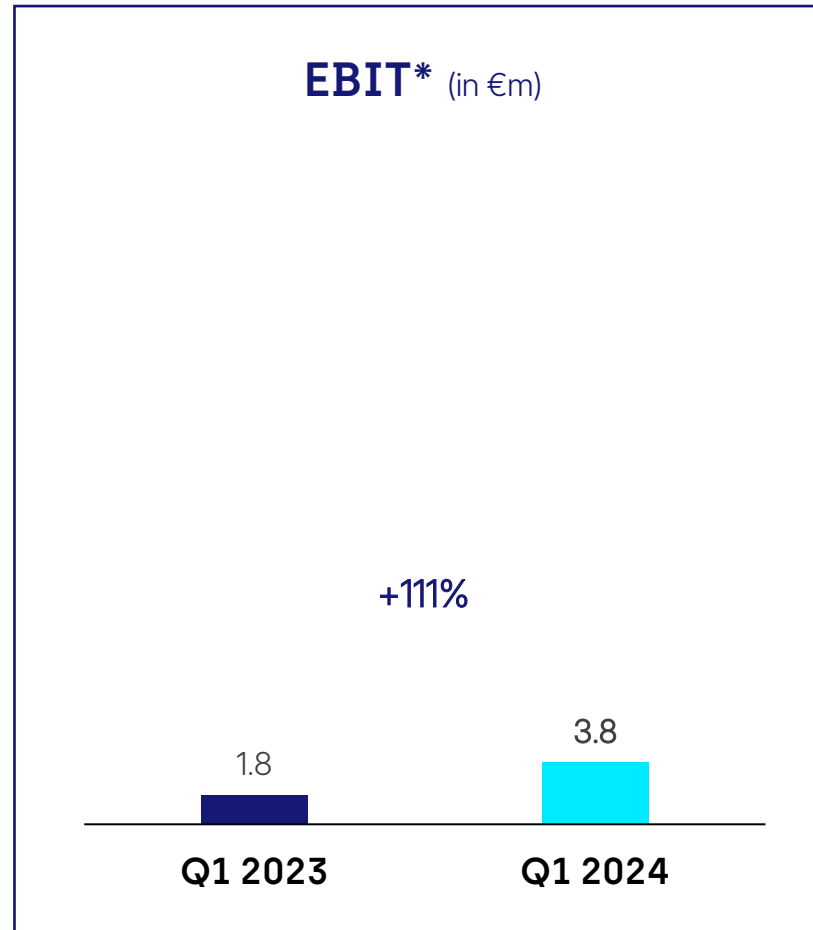
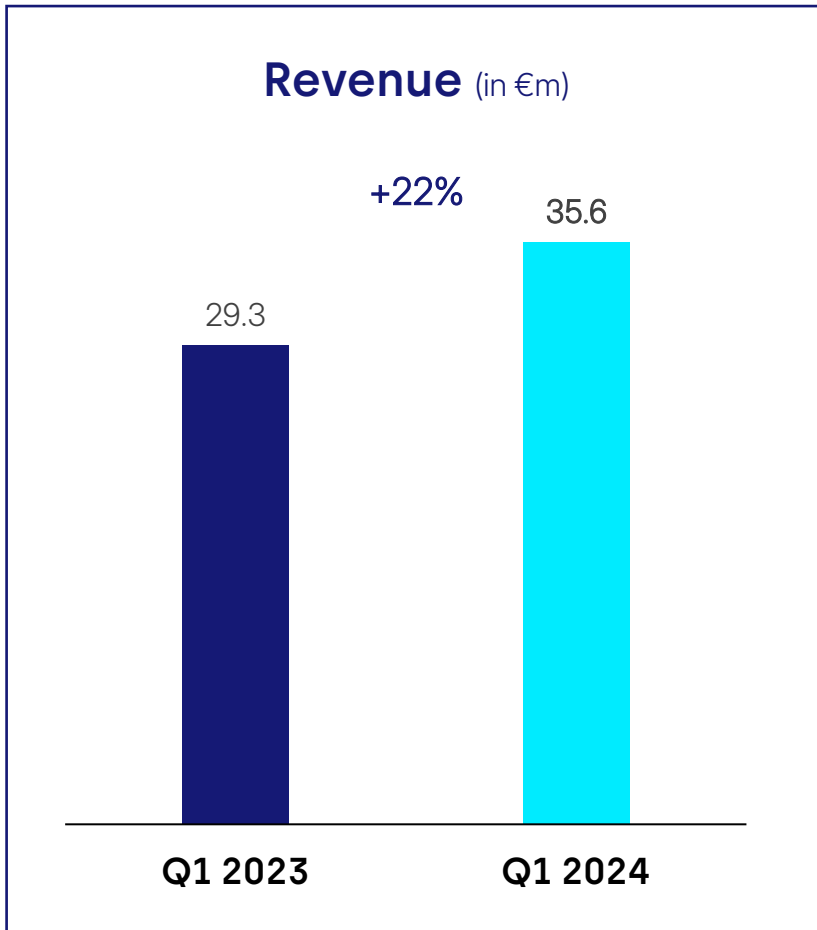
Investor.relations@snpgroup.com

# Appendix





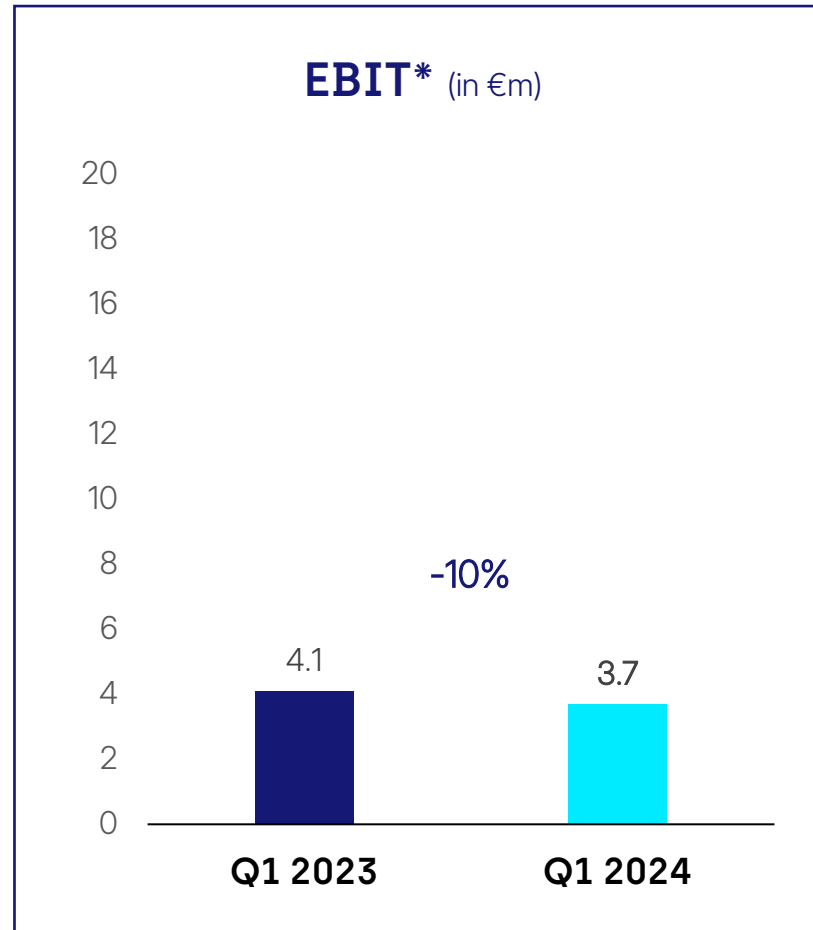
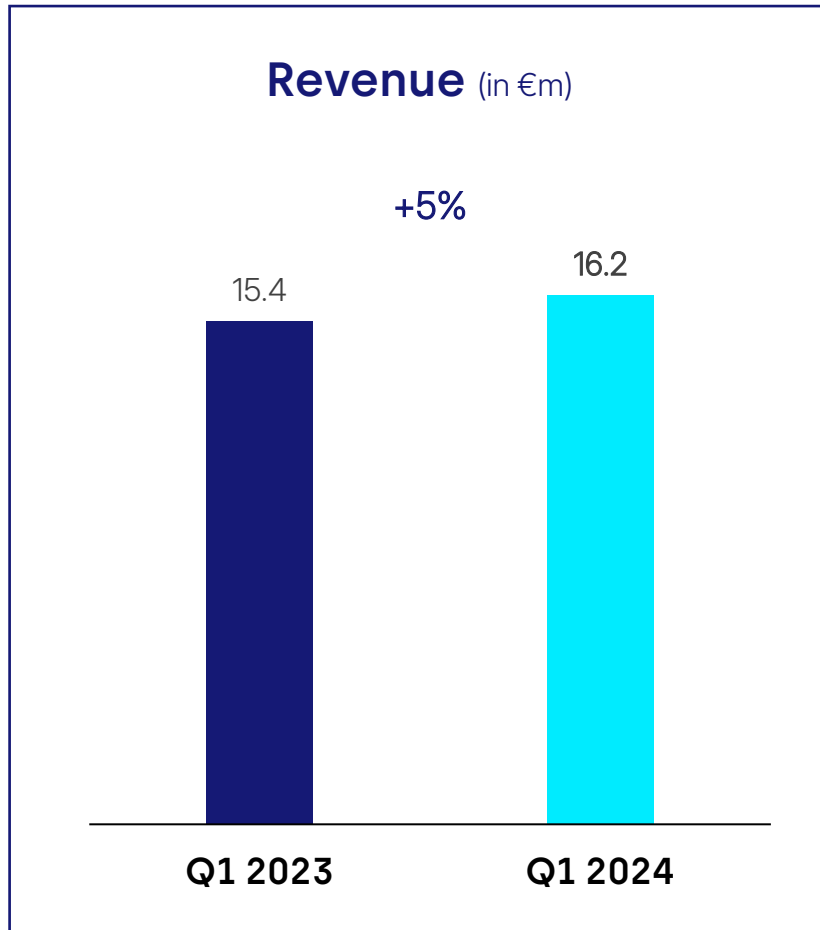
# Q1 2024 – Segment Service: Revenue & EBIT



\* The calculation of the segment results was adjusted with the consolidated financial statements as of December 31, 2023. The cost allocation using a key based on personnel figures and segment revenue was converted to a controlling-based cost allocation. Only the Service and Software business segments are affected by the change. The comparative information for the previous year has also been adjusted and presented separately. The adjustment has no effect on the total business segment results.

- Significant increase in **Service business segment** due to very good order situation.
- Increase in **EBIT** due to higher revenues and improved project profitability.

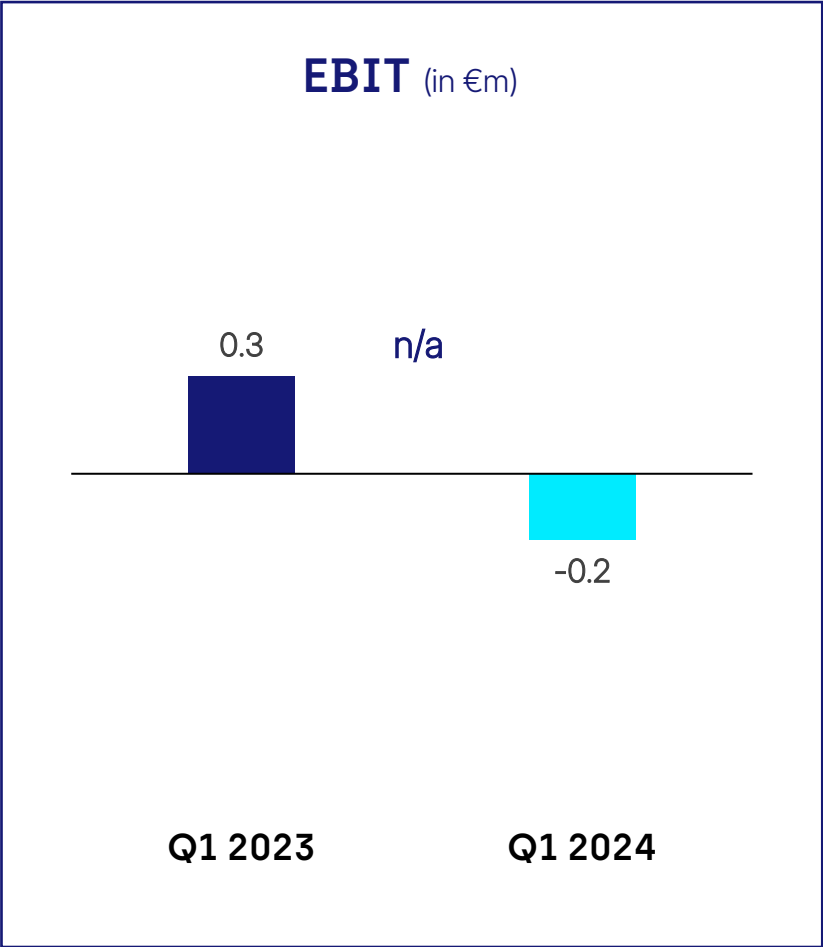
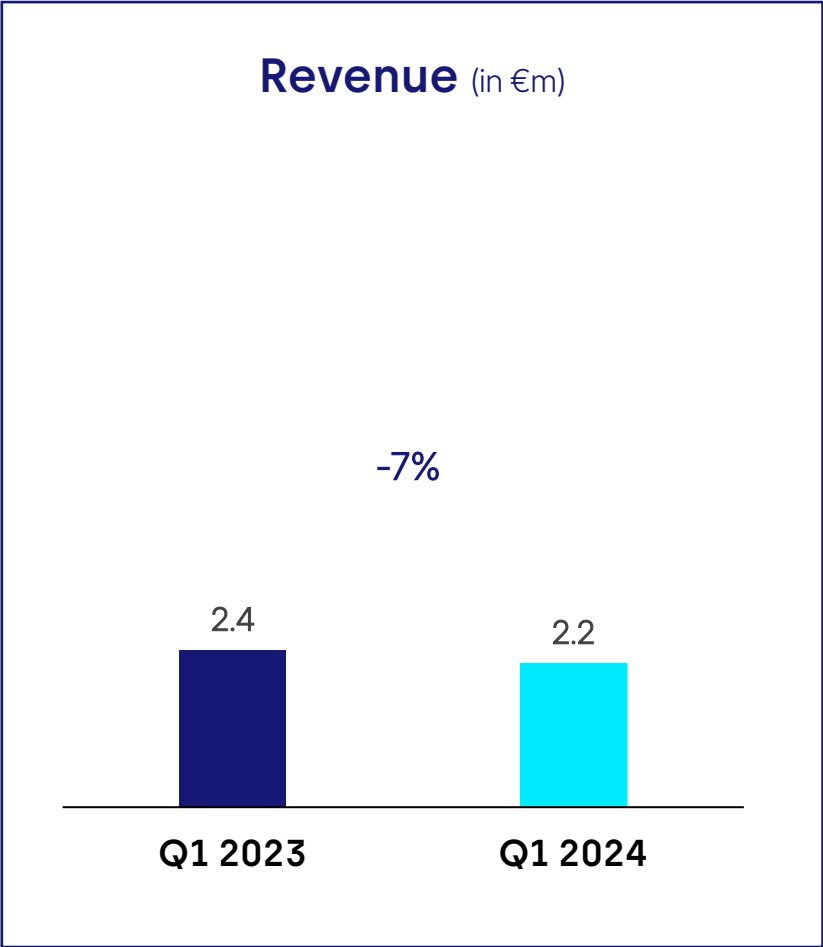
# Q1 2024 – Segment Software: Revenue & EBIT



- Moderate growth in **Software business segment**, taking into account two large-scale projects totaling € 3.7m in Q1 2023.
- Decrease in **EBIT** attributed to the strategic investments made in Research and Development (R&D) and human resources – in line with the software strategy.

\* The calculation of the segment results was adjusted with the consolidated financial statements as of December 31, 2023. The cost allocation using a key based on personnel figures and segment revenue was converted to a controlling-based cost allocation. Only the Service and Software business segments are affected by the change. The comparative information for the previous year has also been adjusted and presented separately. The adjustment has no effect on the total business segment results.

# Q1 2024 – Segment EXA: Revenue & EBIT



- Slight drop in **Revenue** mainly due to declining service sales.
- Decrease in **EBIT** due to the sales performance combined with higher operating costs.
- Strong **Order entry** in Q1 2024 will lead to an improvement in revenues and earnings.

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