

ITELLIGENCE KEY FIGURES

MEUR	IFRS 2018	IFRS 2017	IFRS 2016	IFRS 2015
Total revenues	926.6	872.2	777.9	696.2
Revenues by area				
Consulting	389.1	358.2	331.4	310.1
Licenses	81.6	87.9	79.0	69.4
Cloud Subscription	19.7	14.1	6.5	2.7
Managed Services	431.6	408.5	360.2	310.6
Other	4.6	3.5	0.8	3.4
Revenues by segment				
DACH (Germany/Austria/Switzerland)	444.1	417.9	364.6	321.2
Western Europe	131.7	115.6	108.2	103.5
North and Eastern Europe (NEE)	184.6	172.3	152.7	125.9
America	141.9	145.2	135.7	130.8
Asia	17.4	14.3	12.5	10.7
Other	6.9	6.9	4.2	4.1
EBIT in MEUR				
EBIT margin	2.2%	3.9%	4.5%	5.2%
EBITA in MEUR				
EBITA margin	3.3%	5.1%	5.4%	6.2%
EBITDA in MEUR				
EBITDA margin	5.9%	7.7%	8.2%	9.0%
Earnings IFRS				
Earnings per share	0.35	0.56	0.56	0.63
Cashflow per share	1.11	-0.22	0.11	0.50
Return to sales	1.4%	2.2%	2.3%	3.0%
Cashflow in MEUR				
Balance sheet total in MEUR	671.6	578.0	544.7	459.3
Equity in MEUR				
Equity ratio	28.6%	30.2%	30.4%	33.7%
ROE (Return on equity)	6.6%	10.7%	11.0%	13.6%
ROA (Return on assets)	2.3%	4.5%	4.4%	5.8%
ROCE (Return on assets employed)	3.2%	6.1%	6.2%	8.6%
Investments in MEUR				
Investments in MEUR	57.5	60.7	45.5	37.9
Employees as of December 31				
Average	7,533	6,450	5,276	4,422
– Germany	3,152	2,795	2,653	2,040
– Abroad	4,752	4,188	3,024	2,662