


<div>  Mensch und Maschine at a glance </div>						
All amounts in million EUR (unless stated otherwise)	2014	2015	2016	2017	2018	2019
Revenue Germany International	140.0 66.9 47.8% 73.1 52.2%	160.4 +14.5% 74.7 46.6% 85.7 53.4%	167.1 +4.2% 74.9 44.8% 92.2 55.2%	160.85 -3.7% 75.85 47.2% 85.00 52.8%	185.40 +15% 83.32 44.9% 102.05 55.1%	245.0 +32% 112.5 45.9% 132.5 54.1%
Gross profit M+M Software VAR Business	74.7 36.6 49.0% 38.1 51.0%	84.5 +13% 39.6 46.8% 44.9 53.2%	91.4 +8.2% 44.7 48.9% 46.7 51.1%	94.82 +3.7% 48.94 51.6% 45.88 48.4%	103.91 +9.6% 54.36 52.3% 49.55 47.7%	127.5 +23% 69.6 54.6% 57.9 45.4%
Operating profit EBITDA EBITDA return from revenue	10.9 7.8%	12.8 +18% 8.0%	15.8 +23% 9.4%	18.04 +14.5% 11.2%	22.75 +26% 12.3%	36.3* +60%* 14.8%
Operating profit EBIT EBIT return from revenue	6.8 4.9%	8.5 +25% 5.3%	12.5 +47% 7.5%	15.2 +22% 9.5%	19.66 +29% 10.6%	27.0 +37% 11.0%
Net profit Net return from revenue per share in EUR	3.7 2.7% 0.24	3.9 +4.0% 2.4% 0.24	6.6 +70% 3.9% 0.40	8.55 +30% 5.3% 0.525	11.69 +37% 6.3% 0.715	16.3 +39% 6.7% 0.97
Operating cash flows per share in EUR	6.3 0.40	14.7 +134% 0.91	14.6 -0.1% 0.90	15.22 +4.0% 0.935	15.23 +0.2% 0.93	24.4* +60%* 1.45
Dividend in EUR	0.20	0.25 +25%	0.35 +40%	0.50 +43%	0.65 +30%	0.83 +28%
Total assets	104.2	102.5 -2%	100.5 -2%	101.79 +1%	106.11 +4%	159.4* +50%*
Shareholders' equity Equity ratio	39.2 37.7%	39.6 +1% 38.6%	40.6 +2% 40.4%	43.92 +8% 43.1%	51.28 +17% 48.3%	73.1 +43% 45.9%
Number of shares in million	15.439	16.127 +4.5%	16.306 +1.1%	16.281 -0.2%	16.351 +0.4%	16.820 +2.9%
Headcount (full time equivalent)	718	731 +2%	759 +4%	784 +3%	821 +5%	946 +15%

* PY comparison 2019/18 distorted by first time application of IFRS16