

## Mensch und Maschine at a glance

All amounts in million EUR (unless stated otherwise)	2012	2013	2014	2015	2016	2017
<b>Revenue</b>	<b>118.8</b>	<b>125.8</b> +5.9%	<b>140.0</b> +11%	<b>160.4</b> +14.5%	<b>167.07</b> +4.2%	<b>160.85</b> -3.7%
Germany	60.6 51.0%	60.6 48.2%	66.9 47.8%	74.7 46.6%	74.87 44.8%	75.85 47.2%
International	58.2 49.0%	65.2 51.8%	73.1 52.2%	85.7 53.4%	92.20 55.2%	85.00 52.8%
<b>Gross margin</b>	<b>63.0</b>	<b>67.5</b> +7.1%	<b>74.7</b> +11%	<b>84.5</b> +13%	<b>91.43</b> +8.2%	<b>94.82</b> +3.7%
M+M-Software	30.6 48.6%	32.5 48.2%	36.6 49.0%	39.6 46.8%	44.73 48.9%	48.94 51.6%
VAR Business	32.3 51.4%	34.9 51.8%	38.1 51.0%	44.9 53.2%	46.70 51.1%	45.88 48.4%
<b>Operating result EBITDA</b>	<b>10.0*</b>	<b>7.8*</b> -22%	<b>10.9*</b> +39%	<b>12.8</b> +18%	<b>15.76</b> +23%	<b>18.04</b> +14.5%
EBITDA return from revenue	8.4%	6.2%	7.8%	8.0%	9.4%	11.2%
<b>Net result</b>	<b>3.6</b>	<b>2.6</b> -28%	<b>3.7</b> +42%	<b>3.9</b> +4.0%	<b>6.59</b> +70%	<b>8.55</b> +30%
Net return from revenue	3.0%	2.1%	2.7%	2.4%	3.9%	5.3%
per share in EUR	<b>0.24</b>	<b>0.17</b>	<b>0.24</b>	<b>0.24</b>	<b>0.40</b>	<b>0.525</b>
<b>Operating cash flows</b>	<b>-5.7</b>	<b>3.8</b>	<b>6.3</b> +66%	<b>14.7</b> +134%	<b>14.64</b> -0.1%	<b>15.22</b> +4.0%
per share in EUR	<b>-0.38</b>	<b>0.25</b>	<b>0.40</b>	<b>0.91</b>	<b>0.90</b>	<b>0.935</b>
<b>Dividend in EUR</b>	<b>0.20</b>	<b>0.20</b>	<b>0.20</b>	<b>0.25</b> +25%	<b>0.35</b> +40%	<b>0.50</b> +43%
<b>Total assets</b>	<b>94.6</b>	<b>102.7</b> +9%	<b>104.2</b> +1%	<b>102.5</b> -2%	<b>100.52</b> -2%	<b>101.79</b> +1%
<b>Shareholders' equity</b>	<b>35.9</b>	<b>36.3</b> +1%	<b>39.2</b> +8%	<b>39.6</b> +1%	<b>40.57</b> +2%	<b>43.92</b> +8%
Equity ratio	37.9%	35.4%	37.7%	38.6%	40.4%	43.1%
<b>Number of shares in million</b>	<b>14,972</b>	<b>15,346</b> +2.5%	<b>15,439</b> +0.6%	<b>16,127</b> +4.5%	<b>16,306</b> +1.1%	<b>16,281</b> -0.2%
<b>Number of employees</b>	<b>659</b>	<b>705</b> +7%	<b>718</b> +2%	<b>731</b> +2%	<b>759</b> +4%	<b>784</b> +3%

\* EBITDA purely operating, excluding contribution from Distribution sale:

2012 EUR 0.97 mln  
2013 EUR 3.81 mln  
2014 EUR 7.87 mln