

Mensch und Maschine at a glance														
All amounts in million EUR (unless stated otherwise)	2014		2015		2016		2017		2018		2019		2020	
Revenue	140.0		160.4	+14.5%	167.1	+4.2%	160.9	-3.7%	185.40	+15%	245.94	+33%	243.98	-0.8%
Germany	66.9	47.8%	74.7	46.6%	74.9	44.8%	75.9	47.2%	83.32	44.9%	112.98	45.9%	113.08	46.3%
International	73.1	52.2%	85.7	53.4%	92.2	55.2%	85.0	52.8%	102.05	55.1%	132.96	54.1%	130.90	53.7%
Gross profit	74.7		84.5	+13%	91.4	+8.2%	94.8	+3.7%	103.91	+9.6%	127.89	+23%	127.96	+0.1%
M+M Software	36.6	49.0%	39.6	46.8%	44.7	48.9%	48.9	51.6%	54.36	52.3%	69.70	54.5%	68.85	53.8%
VAR Business	38.1	51.0%	44.9	53.2%	46.7	51.1%	45.9	48.4%	49.55	47.7%	58.19	45.5%	59.11	46.2%
Operating profit EBITDA	10.9		12.8	+18%	15.8	+23%	18.0	+14.5%	22.75	+26%	36.55	+61%*	40.33	+10%
EBITDA return from revenue	7.8%		8.0%		9.4%		11.2%		12.3%		14.9%		16.5%	
Operating profit EBIT	6.8		8.5	+25%	12.5	+47%	15.2	+22%	19.66	+29%	27.19	+38%	31.03	+14%
EBIT return from revenue	4.9%		5.3%		7.5%		9.5%		10.6%		11.1%		12.7%	
Net profit after minority shares	3.7		3.9	+4.0%	6.6	+70%	8.5	+30%	11.69	+37%	16.67	+43%	18.71	+12%
Net return from revenue	2.7%		2.4%		3.9%		5.3%		6.3%		6.8%		7.7%	
per share in EUR	0.24		0.24		0.40		0.525		0.715		0.99		1.115	
Operating cash flows	6.3		14.7	+134%	14.6	-0.1%	15.2	+4.0%	15.23	+0.2%	26.35	+73%*	33.73	+28%
per share in EUR	0.40		0.91		0.90		0.935		0.93		1.57		2.01	
Dividend in EUR	0.20		0.25	+25%	0.35	+40%	0.50	+43%	0.65	+30%	0.85	+31%	1.00	+18%
Total assets	104.2		102.5	-2%	100.5	-2%	101.8	+1%	106.11	+4%	159.49	+50%*	154.73	-3%
Shareholders' equity	39.2		39.6	+1%	40.6	+2%	43.9	+8%	51.28	+17%	73.52	+43%	80.16	+9%
Equity ratio	37.7%		38.6%		40.4%		43.1%		48.3%		46.1%		51.8%	
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%	16.783	-0.2%
Headcount (full time equivalent)	718		731	+2%	759	+4%	784	+3%	821	+5%	946	+15%	948	+0.2%

* Comparison 2019/18 distorted by first time application of IFRS16