all for one Group

QUARTERLY STATEMENT AS AT 31 DECEMBER 2022

# Growing in a challenging market environment // Significant increase in cloud transformations and SAP S/4HANA migration projects // Further progress with the Group's own transformation // Management board confirms guidance for 2022/23

| REVENUE in EUR millions | |
|---|---|
| 10/2022 – 12/2022 | 10/2021 – 12/2021 |
| 120.4 | 119.2 |
| +1% | |

| RECURRING REVENUE in EUR millions | |
|---|---|
| 10/2022 – 12/2022 | 10/2021 – 12/2021 |
| 63.4 | 59.6 |
| +6% | |

| EBIT BEFORE M&A EFFECTS (NON-IFRS) in EUR millions | |
|---|---|
| 10/2022 – 12/2022 | 10/2021 – 12/2021 |
| 6.3 | 9.9 |
| -37% | |

| EBIT in EUR millions | |
|---|---|
| 10/2022 – 12/2022 | 10/2021 – 12/2021 |
| 7.7 | 7.6 |
| +2% | |

- Sales: EUR 120.4 million (up 1% year on year); adjusted for non-recurring licence revenues plus 7%; recurring revenues increase by 6%
- CONVERSION/4 business almost doubled
- Licence sales short of strong prior-year figure
- EBIT before M&A effects (non-IFRS) minus 37% to EUR 6.3 million; EBIT margin before M&A effects (non-IFRS): 5.2%
- EBIT: EUR 7.7 million (up 2% year on year); EBIT margin unchanged at 6.4%
- Acquisition of outstanding 49% stake in Polish subsidiary brought forward
- Share buyback programme launched
- brand eins award for Best IT Service Provider 2023
- IT security enhanced through cooperation agreements – Platinum Partner Award from Xiting and close collaboration with AvePoint
- Confirmation of outlook for 2022/23

## INTEGRATION OF COMPANIES PROGRESSING ON SCHEDULE

In the first three months of financial year 2022/23, All for One Group built up and expanded both its implementation strength and the broad range of its digitalisation products and services through innovative solutions and partnerships. Around 2,800 employees are going to continue supporting the transformation to SAP S/4HANA and customer migrations to the cloud. The integration of the new companies and the establishment of the Regional Delivery Centers in Egypt, Poland and Turkey is progressing on schedule. With a clear focus on consolidation, integration and margin improvement. In this respect, the customer experience activities of B4B Solutions and POET have been brought together under the roof of All for One Customer Experience. The remaining part of B4B Solutions that specialises in cloud services is now called All for One PublicCloudERP. By the same token, the Swiss companies ASC and Process Partner now offer their expanded portfolio of products and services jointly as All for One Switzerland.

## MAJORITY STAKE IN AN ALL FOR ONE POLAND INCREASED TO 100%

All for One Group SE acquired the outstanding 49% of the shares in All for One Poland Sp. z o.o., Suchy Las/Poland, (»All for One Poland«) from SNP Schneider-Neureither & Partner SE, Heidelberg, ahead of schedule in December 2022. The acquisition of all shares had already been recognised in the consolidated financial statements of All for One Group SE at the time of initial acquisition (1 October 2021) to reflect the existence of reciprocal put and call options with mandatory exercise at the close of the financial year on 30 September 2024, at the latest. Derecognition of the previously recognised purchase price obligations resulted in income less transaction costs of EUR 3.2 million, which was recognised through profit.

The complete takeover will boost the Group's power to implement SAP S/4HANA transformations and deliver international projects and, as such , will drive the continued growth of the Group.

## UNIQUE AND INNOVATIVE SOLUTIONS FOR SMES

Continued demand for digitalisation services, the trend towards cloud transformation and a stronger focus on product business will drive the future growth of the Group.

All for One Group has launched a new SAP S/4HANA cloud model for its SAP customers. It is designed specifically for smaller and medium-sized companies. The new cloud model offers customers an individualised SAP S/4HANA solution »as a service«. The monthly subscription package bundles not just the provision of the software but also a comprehensive service and integration package, and support. The new cloud model is a perfect fit for the CONVERSION/4 transformation subscription model. The solutions are enhanced by the innovative FlowOne platform that assures the flow of information between SAP and Microsoft systems. Which means users have mobile access at Microsoft 365 safety level, the integration of Teams, SharePoint & Co. in SAP and supplementary innovation services that extend right up to tying in machinery via IoT connectors. Initial agreements have already been executed with customers, which confirms that this solution meets market needs.

## DEMAND FOR DIGITALISATION SERVICES REMAINS GOOD AND ORDERS STABLE DESPITE UNCERTAINTIES

The war in Ukraine, the pandemic, the flu epidemic and the uncertainty surrounding supply chains and inflation continue to dictate economic conditions. Nevertheless, the digital association Bitkom is expecting IT services in Germany to grow by 4.7% over the current year, driven particularly by topics such as artificial intelligence, collaborative applications and IT security. This prediction is reflected by a robust order book that enables us to look ahead with confidence to sales trends over the coming quarters. If the overall economic situation were to deteriorate significantly, however, the consequences for our customers and thus for the business activities of the Group could be negative.

## COOPERATION AGREEMENTS STRENGTHEN CYBERSECURITY

Cybersecurity encompasses the holistic protection of business-critical data and information and is already an established area of business at All for One Group. Trust, control, rules, data protection and legal compliance together with dedicated authorisation management are indispensable for defending against cyber attacks. A solution offered jointly with strategic partner AvePoint provides customers with security in the cloud encompassing a »no worries whatsoever package« for Microsoft 365 and cloud collaboration solutions. Together with its partner Xiting, All for One Group helps its customers to manage SAP ERP users, functions and authorisations more securely, quickly and economically. Since migration to SAP S/4HANA requires adjustment of the functions and authorisation structure, the solution is also incorporated into the CONVERSION/4 transformation subscription model.

## SHARE BUYBACK PROGRAMME LAUNCHED

On 12 October 2022, All for One Group SE resolved to implement a share buyback programme via the stock exchange valid for the period from 13 October 2022 to 12 October 2023 to repurchase as many as 100,000 treasury shares, representing a volume of EUR 5.5 million (excl. transaction-related costs). Under this programme, a total of 9,578 shares with a value of EUR 0.4 million were repurchased up to 31 December 2022. The acquisition cost of the repurchased treasury shares reduces the stated equity capital.

## CUSTOMERS AND PARTNERS VALUE INNOVATIVE STRENGTH, QUALITY AND EXPERTISE

Around 3,000 customers value the broad portfolio of products and services, the high quality and acknowledged expertise of All for One Group. For the fourth consecutive time, the Group has been awarded the accolade of »Best IT Provider 2023« in eight categories in a survey conducted by brand eins among around 5,000 experts and IT specialists in user companies.

In addition, technology partners also perceive All for One Group as being particularly innovative, with outstanding performance capabilities. Accordingly, the Group won the SAP Quality Award for planning and efficiently delivering a CRM project and was among the finalists for the SAP CX Partner Excellence Award for partners who performed particularly well in this field.

## EARNINGS SITUATION

**Sales development**

| in KEUR | 10/2022 – 12/2022 | 10/2021 – 12/2021 |
|---|---|---|
| **Cloud services and support (1)** | **29,852** | **27,947** |
| **Software licences and support (2)** | **38,042** | **43,777** |
| Software licences | 8,587 | 14,251 |
| Software support (3) | 29,455 | 29,526 |
| **Consulting and services** | **48,464** | **45,291** |
| **CONVERSION/4 (4)** | **4,075** | **2,146** |
| **Total** | **120,433** | **119,161** |
| | | |
| **Cloud and software revenue (1)+(2)** | **67,894** | **71,724** |
| **Recurring revenue (1)+(3)+(4)** | **63,382** | **59,619** |

The trend surrounding digitalisation, cloud transformation and the need for customers to migrate to SAP S/4HANA is persisting, despite the 1st quarter 2022/23 getting off to a slightly weaker start. In the CORE segment (ERP and collaboration solutions) especially, capacity utilisation was less than planned due to a high level of sick leave and postponements in Value Life Cycle Services. The order situation remains stable and gradual recovery is already visible. CONVERSION/4 sales almost doubled to EUR 4.1 million and are significantly higher than the comparable prior-year level (Oct – Dec 2021: EUR 2.1 million). The LOB segment (lines of business solutions) got off to a positive start to the new year.

Group sales revenues totalled EUR 120.4 million, slightly up on the prior-year figure of EUR 119.2 million (plus 1%). Adjusted for the decline in non-recurring licence revenues, sales grew by plus 7%. Recurring revenues increased by 6%. Cloud services and support performed well (plus 7% to EUR 29.9 million) while software support stagnated at EUR 29.5 million. Together, these recurring revenues of EUR 63.4 million (plus 6%) account for 53% (Oct – Dec 2021: 50%)of total sales.

There is no stopping the trend towards the cloud, so licence revenues are expected to decline in the future while cloud revenues will increase. In the 3-month period 2022/23, licence revenues decreased, as expected, to EUR 8.6 million, a decline of 40% compared to the unusually strong prior-year quarter (where business was catching up after the effects of the pandemic in 2020). Consulting and services revenues increased by 7% compared to the prior-year level (Oct – Dec 2021: EUR 45.3 million).

**Earnings performance**

| in KEUR | 10/2022 – 12/2022 | 10/2021 – 12/2021 |
|---|---|---|
| **Sales revenue** | **120,433** | **119,161** |
| Cost of materials and purchased services | -44,228 | -48,446 |
| Personnel expenses | -55,464 | -48,896 |
| Depreciation, amortisation and impairment on intangible, fixed and right-of-use assets | -7,133 | -7,155 |
| Impairment losses on financial assets | -81 | -40 |
| Other operating expenses/income | -5,824 | -7,051 |
| **EBIT** | **7,702** | **7,572** |
| Financial result | -575 | -274 |
| **EBT** | **7,127** | **7,299** |
| Income tax | -1,101 | -2,063 |
| **Result for the period** | **6,026** | **5,235** |

The decline in licence sales is also reflected in a lower cost of materials and purchased services, which decreased by minus 9% to EUR 44.2 million. However, as a result of the increased use of external consulting resources (»freelancers«) from our partner network and higher prices for electricity in our computer centres, the reduction in the cost of materials is lower than expected. The cost of materials ratio is 37% compared to 41% in the prior year.

Personnel expenses increased overall by 13% to EUR 55.5 million. The ratio of personnel expenses to sales increased – due partly to the growth in the headcount (plus 12% to an average of 2,494 FTEs) and one-off payments to staff to compensate for inflation – from 41% to 46% whereas personnel expenses per full-time equivalent were unchanged at KEUR 22. The change in other operating expenses and income to EUR 5.8 million (minus 17%) was partly attributable to the increase in other operating expenses due to higher costs caused by inflation, and partly to other acquisition-related income from the premature increase of the stake in All for One Poland.

EBITDA (earnings before interest, taxes, depreciation and amortisation) totalled EUR 14.8 million (Oct – Dec 2021: EUR 14.7 million), up 1%. The EBITDA margin was 12.3% (Oct – Dec 2021: 12.4%). EBIT increased by 2% to EUR 7.7 million. The EBIT margin of 6.4% was at the prior-year level.

The financial result for the 3-month period 2022/23 of minus EUR 0.6 million was less than the prior-year level (Oct – Dec 2021: minus EUR 0.3 million). EBT totalled EUR 7.1 million (minus 2%). Income taxes amounted to EUR 1.1 million (Oct – Dec 2021: EUR 2.1 million), equivalent to a significantly lower income tax rate of 15% (prior year: 28%) due to tax differences relating to the acquisition of the shares in All for One Poland. The result for the period increased by 15% to EUR 6.0 million and earnings per share by 15% to EUR 1.20.

**Reconciliation to EBIT before M&A effects (non-IFRS)**

| in KEUR | 10/2022 – 12/2022 | 10/2021 – 12/2021 |
|---|---|---|
| **Earnings before interest and taxes (EBIT)** | **7,702** | **7,572** |
| + impairment of goodwill | 0 | 0 |
| + acquisition-related depreciation, amortisation and impairment on other intangible assets | 1,589 | 2,088 |
| +/- other acquisition-related expenses (and income) | -3,039 | 209 |
| **EBIT before M&A effects (non-IFRS)** | **6,252** | **9,869** |

Based on the growth strategy, which All for One Group continues to pursue both organically and inorganically, the result of operations (EBIT) has been adjusted for income and expenses relating to M&A transactions and reconciled to »EBIT before M&A effects (non-IFRS)« since the last financial year. EBIT before M&A effects (non-IFRS) decreased significantly by 37% to EUR 6.3 million (Oct – Dec 2021: EUR 9.9 million) as a result of the effects described above. The corresponding EBIT margin before M&A effects (non-IFRS) was 5.2% (Oct – Dec 2021: 8.3%).

**Revenue and earnings performance by segment**

| | CORE | | LOB | |
|---|---|---|---|---|
| in KEUR | 10/2022 – 12/2022 | 10/2021 – 12/2021 | 10/2022 – 12/2022 | 10/2021 – 12/2021 |
| **Statement of profit and loss** | | | | |
| External sales revenue | 104,307 | 103,063 | 16,126 | 16,098 |
| Intersegment revenue | 1,370 | 1,374 | 3,114 | 2,323 |
| **Sales revenue** | **105,677** | **104,437** | **19,240** | **18,421** |
| **Segment EBIT** | **6,432** | **6,994** | **1,270** | **576** |
| Segment EBIT margin (in %) | 6.1 | 6.7 | 6.6 | 3.1 |

Sales in the **CORE** segment (ERP and collaboration solutions) only increased by 1% to EUR 105.7 million due to weak capacity utilisation at the start of the year and a high rate of sick leave. The segment EBIT declined by 8% to EUR 6.4 million. The strong growth in CONVERSION/4 business continues to have a positive impact on the sales of this segment. The segment covers areas such as IoT & Machine Learning and New Work & Collaboration as well as Strategy & Management Consulting.

The **LOB** (lines of business solutions) segment offers additional growth and margin potential through recurring cloud subscriptions and the Group's own add-on solutions. LOB segment sales increased by 4% to EUR 19.2 million and EBIT improved by EUR 0.7 million to EUR 1.3 million. The segment's EBIT margin is therefore 6.6% (Oct – Dec 2021: 3.1%) and higher than the Group's EBIT margin. Capacity utilisation in the LOB segment ist stable and we see further growth and margin potential.

## ASSETS AND FINANCIAL SITUATION

### Assets situation

The balance sheet total as of 31 December 2022 increased by 2% to EUR 346.2 million (30 Sep 2022: EUR 339.9 million). Accordingly, **assets** increased in value by EUR 6.3 million. Cash and cash equivalents decreased by EUR 11.8 million following the acquisition of the outstanding shares in All for One Poland. Trade receivables increased (plus 10%) in the wake of higher sales towards the end of the quarter.

**Liabilities** were virtually unchanged as of 31 December 2022 at EUR 242.1 million (30. Sep 2022: EUR 241.9 million). This development is a result of an increase in trade payables (plus 78%), and countervailing decreases in liabilities to employees (minus 38%) and other liabilities (minus 19%). Reclassifications of other liabilities from non-current to current took place. The latter include purchase price obligations relating to (variable) purchase price components for the shares in All for One Poland, blue-zone and POET among others.

**Equity** increased by EUR 6.2 million to EUR 104.1 million, while the equity ratio increased slightly to 30% (30 Sep 2022: 29%) due to the extension of the balance sheet. Net debt now amounts to EUR 58.7 million (30 Sep 2022: EUR 43.4 million).

**Financial situation**

**Cash flow from operating activities** totalled EUR 5.4 million (Oct – Dec 2021: EUR 1.0 million). The increase is mainly due to a significant increase in trade payables of EUR 12.0 million in the 3-month period 2022/23. Trade receivables increased by EUR 5.6 million, due partly to higher sales towards the end of the quarter.

**Cash flow from investing activities** totalled minus EUR 11.6 million (Oct – Dec 2021: minus EUR 13.9 million). The cash outflows were almost exclusively due to the payment of purchase prices to acquire the outstanding stake in All for One Poland.

**Cash flow from financing activities** amounted to minus EUR 5.5 million (Oct – Dec 2021: minus EUR 4.2 million). This was primarily attributable to the repayment of lease liabilities (EUR 3.9 million) and to payments relating to the share buyback programme comprising the purchase of treasury shares (EUR 0.4 million) and down payments on future purchases (EUR 0.6 million).

Cash funds totalled EUR 65.5 million as of 31 December 2022 (31 Dec 2021: EUR 58.0 million).

## EMPLOYEES

| | 10/2022 – 12/2022 | 10/2021 – 12/2021 |
|---|---|---|
| **Employees** | | |
| Number of employees (period end) | 2,787 | 2,504 |
| Number of full-time equivalents (Æ) | 2,494 | 2,234 |
| **Non-financial performance indicators** | | |
| Employee retention (in %) | 90.7 | 93.6 |
| Health index (in %) | 96.0 | 96.7 |

The IT sector continues to labour under a shortage of specialists. Which is why – in light of our growth targets – we are pleased to have been able to significantly expand our employee base through our acquisitions. For us, sustained business success is closely linked to highly qualified and motivated employees, which is why we are continuing to invest in recruiting, developing and retaining staff, and again hired numerous new employees in the financial year under review.

Employee retention at 90.7%, is down year on year, due to competition and acquisition-related influences, although we still believe it to be better than the industry average. The impacts of the wave of illnesses, including flu and Covid-19, are reflected in a significantly higher rate of sick leave and thus a reduced health index of 96.0% compared to 96.7% in the prior year.

## OUTLOOK

The management board is holding firm to its guidance for financial year 2022/23, and expects sales to be in a range of between EUR 470 million and EUR 500 million (2021/22: EUR 452.7 million). In derivation, the management board predicts EBIT before M&A effects (non-IFRS) to be between EUR 27.5 million and EUR 30.5 million (2021/22: EUR 27.3 million).

Renewed economic setbacks caused by pandemic waves, inflation, supply chain problems among customers, etc., cannot, however, be entirely ruled out and pose the greatest risk to achieving this guidance.

In light of the global uncertainty prevailing in the markets, it is again difficult at present to offer a medium-term outlook. All for One Group is budgeting for robust organic sales growth over the coming years in the mid-single-digit percentage range (depending on future inflation levels, among other things) that will be supplemented by inorganic growth in areas of the portfolio offering future promise. The Group expects EBIT before M&A effects (non-IFRS) to range between 7% and 8% of sales revenues between now and financial year 2025/26.

# CONSOLIDATED STATEMENT OF PROFIT AND LOSS
## OF ALL FOR ONE GROUP

### FROM 1 OCTOBER 2022 TO 31 DECEMBER 2022

| in KEUR | 10/2022 – 12/2022 | 10/2021 – 12/2021 |
|---|---|---|
| Sales revenue | 120,433 | 119,161 |
| Other operating income | 4,971 | 1,191 |
| Cost of materials and purchased services | -44,228 | -48,446 |
| Personnel expenses | -55,464 | -48,896 |
| Depreciation, amortisation and impairment on intangible, fixed and right-of-use assets | -7,133 | -7,155 |
| Impairment losses on financial assets | -81 | -40 |
| Other operating expenses | -10,795 | -8,242 |
| **EBIT** | **7,702** | **7,572** |
| | | |
| Financial income | 50 | 1 |
| Financial expense | -625 | -275 |
| **Financial result** | **-575** | **-274** |
| | | |
| **EBT** | **7,127** | **7,299** |
| | | |
| Income tax | -1,101 | -2,063 |
| **Result for the period** | **6,026** | **5,235** |
| attributable to owners of the parent | 5,965 | 5,201 |
| attributable to non-controlling interests | 61 | 34 |
| | | |
| **Earnings per share** | | |
| Undiluted and diluted earnings per share (in EUR) | 1.20 | 1.04 |

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME
## OF ALL FOR ONE GROUP

### FROM 1 OCTOBER 2022 TO 31 DECEMBER 2022

| in KEUR | 10/2022 – 12/2022 | 10/2021 – 12/2021 |
|---|---|---|
| **Result for the period** | **6,026** | **5,235** |
| | | |
| **Items that will not be reclassified to profit or loss in subsequent periods** | | |
| Unrealised profits (+) / losses (-) from currency translation | 540 | 285 |
| | | |
| **Other comprehensive income** | **540** | **285** |
| | | |
| **Total comprehensive income** | **6,566** | **5,520** |
| attributable to owners of the parent | 6,504 | 5,486 |
| attributable to non-controlling interests | 62 | 34 |

# CONSOLIDATED BALANCE SHEET
## OF ALL FOR ONE GROUP
### AS AT 31 DECEMBER 2022

**Assets**

| in KEUR | 31.12.2022 | 30.09.2022 |
|---|---|---|
| **Current assets** | | |
| Cash and cash equivalents | 65,668 | 77,464 |
| Finance lease receivables | 4,234 | 4,102 |
| Trade receivables | 62,415 | 56,685 |
| Contract assets | 9,182 | 8,322 |
| Income tax assets | 4,523 | 1,790 |
| Other assets | 14,698 | 12,536 |
| | **160,720** | **160,899** |
| **Non-current assets** | | |
| Goodwill | 66,394 | 65,992 |
| Other intangible assets | 37,694 | 39,140 |
| Fixed assets | 18,827 | 16,022 |
| Right-of-use assets | 47,514 | 43,807 |
| Finance lease receivables | 7,109 | 6,799 |
| Deferred tax assets | 75 | 86 |
| Other assets | 7,860 | 7,120 |
| | **185,473** | **178,966** |
| **Total assets** | **346,193** | **339,865** |

**Equity and liabilities**

| in KEUR | 31.12.2022 | 30.09.2022 |
|---|---|---|
| **Current liabilities** | | |
| Other provisions | 1,649 | 1,412 |
| Liabilities to financial institutions | 60 | 58 |
| Lease liabilities | 13,581 | 13,044 |
| Trade payables | 36,346 | 20,369 |
| Contract liabilities | 12,933 | 14,738 |
| Liabilities to employees | 16,535 | 26,768 |
| Income tax liabilities | 3,610 | 3,435 |
| Other liabilities | 27,452 | 9,468 |
| | **112,166** | **89,292** |
| **Non-current liabilities** | | |
| Pension provisions | 574 | 630 |
| Other provisions | 853 | 852 |
| Liabilities to financial institutions | 77,358 | 77,357 |
| Lease liabilities | 33,372 | 30,371 |
| Deferred tax liabilities | 15,706 | 16,407 |
| Other liabilities | 2,053 | 27,009 |
| | **129,916** | **152,626** |
| **Equity** | | |
| Issued capital | 14,946 | 14,946 |
| Reserves | 89,254 | 82,750 |
| Treasury shares | -402 | 0 |
| **Share of equity attributable to owners of the parent** | **103,798** | **97,696** |
| Non-controlling interests | 313 | 251 |
| | **104,111** | **97,947** |
| **Total liabilities and equity** | **346,193** | **339,865** |

# CONSOLIDATED CASH FLOW STATEMENT
## OF ALL FOR ONE GROUP

### FROM 1 OCTOBER 2022 TO 31 DECEMBER 2022

| in KEUR | 10/2022 – 12/2022 | 10/2021 – 12/2021 |
|---|---|---|
| **Result for the period** | **6,026** | **5,235** |
| Income tax | 1,101 | 2,063 |
| Financial result | 575 | 274 |
| Depreciation, amortisation and impairment on intangible, fixed and right-of-use assets | 7,133 | 7,155 |
| Increase (+) / decrease (-) in value adjustments and provisions | 249 | 6 |
| Gains (-) / Losses (+) from the disposal of non-current assets | -416 | -18 |
| Increase (-) / decrease (+) in trade receivables | -5,618 | -12,987 |
| Increase (+) / decrease (-) in trade payables | 12,035 | 6,689 |
| Increase / decrease in other assets and liabilities | -11,228 | -6,125 |
| Income tax refunds (+) / payments (-) | -4,442 | -1,293 |
| **Cash flow from operating activities** | **5,415** | **999** |
| | | |
| Payments for purchase of intangible and fixed assets | -910 | -795 |
| Proceeds from sale of intangible assets and fixed assets | 605 | 21 |
| Purchase of subsidiary, net of cash and cash equivalents acquired | -11,279 | -13,118 |
| Interest received | 21 | 12 |
| **Cash flow from investing activities** | **-11,563** | **-13,880** |
| | | |
| Repayment of lease liabilities | -3,881 | -3,638 |
| Repayment of liabilities to financial institutions | -9 | 0 |
| Payments for share buyback programme | -1,000 | 0 |
| Interest paid | -603 | -521 |
| **Cash flow from financing activities** | **-5,493** | **-4,159** |
| | | |
| **Increase (+) / decrease (-) in cash and cash equivalents** | **-11,641** | **-17,040** |
| | | |
| Effect of exchange rate fluctuations on cash funds | -79 | 29 |
| Cash funds at start of period | 77,201 | 74,973 |
| **Cash funds at end of period** | **65,481** | **57,962** |

# ADDITIONAL INFORMATION

**General principles**
This quarterly statement has been prepared in conformity with the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) and with Section 51a of the regulations issued by the Frankfurt Stock Exchange (FWB). The quarterly statement has not been audited. Unless otherwise indicated, »All for One Group«, »company« or »Group« in this quarterly statement all refer to All for One Group SE including its subsidiaries. The quarterly statement was prepared in accordance with the accounting and measurement methods applying as at 30 September 2022. The figures include all ongoing business transactions and deferrals that we deem necessary to ensure correct presentation of the interim results. We believe that the information and explanations presented in this report present a fair and true picture of our net assets, financial position and results of operations. Our business is subject to various seasonal fluctuations, while major contract acquisitions and the execution of large contracts can significantly change sales and earnings results.

Our quarterly statement contains forecasts, estimates and expectations that involve risks and uncertainties. Actual results and developments may differ considerably from our expectations and assumptions. Such deviations may be the result of changes in the general economic situation and competitive environment, especially in our core business areas and markets, or amendments to laws, especially those governing taxation. We are under no obligation to update the statements in this quarterly statement.

**Subsequent events**
No events subject to disclosure occurred since 31 December 2022.

# IR SERVICE

Our website offers extensive investor relations services. Apart from finding company reports, analyst reports, financial presentations and information about out annual general meeting, you can also add your name to the mailing list to receive press releases and financial announcements.

**www.all-for-one.com/ir-english**

# ALL FOR ONE GROUP SE

All for One Group increases the competitiveness of companies in a digital world. The Group unites strategic and management consulting, process consulting, industry insight and technology expertise in combination with IT consulting and services under one roof. With market leading business software solutions based on SAP, Microsoft and IBM together with around 2,800 experts, All for One Group SE orchestrates all aspects of competitive strength: strategy, business model, customer & employee experience, new work, big data & analytics, but also IoT, artificial intelligence or cybersecurity & compliance and intelligent ERP as the digital core. The leading consulting and IT group supports more than 3,000 clients from Germany, Austria, Poland and Switzerland in their business transformation. All for One Group SE achieved Group sales of EUR 453 million in financial year 2021/22 and is listed in the Prime Standard on the Frankfurt Stock Exchange.

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