all for one Group

Quarterly Statement as at 30 June 2019

Strong Cloud Performance, Economic Slowdown

	10/2018 – 06/2019	10/2017 – 06/2018	Change
Recurring Revenues in EUR millions	129.0	115.1	+12%
EBIT (adjusted) in EUR millions	13.5	13.9	-3%
Sales in EUR millions	266.9	248.4	+7%
EBIT in EUR millions	10.5	13.9	-24%

- » Cloud services & support revenues increase by 18%
- » Recurring revenues account for an increased share of 48% (Oct 2017 – Jun 2018: 46%)
- » One-off costs for the strategy offensive 2022 and first-time application of IFRS 15 adversely affect EBIT to the tune of EUR 3.0 million in total
- » Earnings after tax of EUR 10.0 (up 12% year on year) include non-recurring income of EUR 3.2 million from previously disputed tax loss carryforwards
- » TOP-CONSULTANT 2019 and Microsoft »Runner Up Award«
- » Guidance 2018/19: Sales confirmed, EBIT range adjusted
- » Margin increase from 2020 and sales and EBIT targets for 2022/23 confirmed

Strategy Offensive 2022 – Expansion of our expertise in future areas of excellence

Our strategy offensive, which we launched in mid-November 2018, is continuing to make good progress. Increasing the ability of our customers to compete is right at the top of our agenda. We are already helping more than 2,500 midmarket customers to transform into smart, networked and automated businesses. In the midmarket, we rank among the best, as demonstrated by Allfoye, our management consultancy, which has just been awarded the accolade of TOP-CONSULTANT 2019. From our top spot in the SAP market, we are also driving the further expansion of our »New Work & Collaboration« future area of excellence. In recognition of our achievements, Microsoft has presented us for the first time with a »Runner Up Award« as »Country Partner of the Year Germany«. We are engaging in other selected future areas of excellence to enable us to provide the most comprehensive and integrated support possible to our customers, as well as investing in carefully targeted acquisitions.

Strategic acquisitions

In addition to SAP S/4HANA as the digital core of any future corporate IT, focus is increasingly shifting to integrated IoT scenarios and applications for machine learning and AI as a means of preserving competitive strength. Sensors and sensor data providing the base data for automation and self-learning machines play a key role in this respect. To further strengthen our »Industrial IoT-Expertise«, we acquired all the shares in CDE – Communications Data Engineering GmbH (»CDE«), Hagenberg/Austria, at the end of June 2019. The company is an acknowledged engineering specialist in the fields of embedded systems, app & web and analytics. With a team of more than 20 engineers and developers, CDE generated annual revenues of nearly EUR 1.8 million last year. With the added expertise from CDE, we plan to focus on moving our customers forward in the world of industrial IoT, as well. CDE marks our second strategic acquisition following TalentChamp (SAP HR Cloud, January 2019, for details of preliminary initial consolidation see half-year financial report as at 31 March 2019).

Revenue trend still shaped by continuing strong growth in recurring cloud revenues

in KEUR	10/2018 – 06/2019	10/2017 – 06/2018
Cloud services and support (1)	**51,499**	**43,611**
Software licenses and support (2)	**107,514**	**104,388**
Software licenses	30,022	32,884
Software support (3)	77,492	71,504
Consulting and services	**107,901**	**100,360**
Sales revenues	**266,914**	**248,359**
Cloud and software revenues (1) + (2)	159,013	147,999
Recurring revenues (1) + (3)	128,991	115,115

As cloud transformation progresses, non-recurring revenues from the sale of software licenses decreased, as expected, in the 9-month period by 9% from the previous year's record level to EUR 30.0 million. In return, we were able to significantly increase our recurring cloud services and support revenues for seven quarters in succession. Between Oct 2018 – Jun 2019, they rose by 18% to EUR 51.5 million. Compared to the prior-year 9-month period, recurring revenues increased by 12% to EUR 129.0 million and include both the aforementioned cloud services and support sales, and software support revenues (up 8% to EUR 77.5 million). As such, the share of total sales attributable to recurring revenues increased to 48% (Oct 2017 – Jun 2018: 46%). Transformation projects require comprehensive strategic, management, process and technology consulting. Accordingly, revenue generated with consulting and services rose by 8% to EUR 107.9 million. Total revenue growth for the 9-month period was solid, with an increase of 7% overall to EUR 266.9 million.

Earnings performance – adjusted to enable comparability with the previous year

in KEUR	10/2018 – 06/2019	10/2017 – 06/2018
EBITDA	**19,243**	**21,772**
IFRS 15 (KEUR 398) / One-off costs for strategy offensive (KEUR 2,562)	2,960	0
Adjusted EBITDA	**22,203**	**21,772**
Adjusted EBITDA margin	8.3%	8.8%
EBIT	**10,543**	**13,932**
IFRS 15 (KEUR 398) / One-off costs for strategy offensive (KEUR 2,562)	2,960	0
Adjusted EBIT	**13,503**	**13,932**
Adjusted EBIT margin	5.1%	5.6%

In the course of the current reporting period, implementation of the strategy offensive 2022 has incurred one-off costs (personnel expenses, other operating expenses) of EUR 2.6 million in total. Charges from the first-time application of the new IFRS 15 standard amounted to EUR 0.4 million. After adjustment for purposes of comparability with the corresponding prior-year 9-month period, adjusted EBITDA was EUR 22.2 million (Oct 2017 – Jun 2018: EUR 21.8 million), while adjusted EBIT totalled EUR 13.5 million (Oct 2017 – Jun 2018: EUR 13.9 million). The adjusted EBIT margin fell slightly from 5.6% to 5.1%.

Although cost of materials – including purchased services – increased to EUR 94.2 million (up 5%), the increase was still smaller than the growth in revenues (plus 7%). The cost of materials ratio therefore declined to 35% (Oct 2017 – Jun 2018: 36%). To further strengthen customer loyalty and ensure our ability to deliver additional transformation projects even when our own resources are stretched, we also draw on external resources from our network of business partners – for which we have to sacrifice margin. Personnel expenses increased at a much higher rate than sales – to EUR 115.5 million (up 10%) – following an increase in the headcount and in connection with one-off costs of the strategy offensive. The ratio of personnel expenses to sales increased to 43% (Oct 2017 – Jun 2018: 42%). Moreover, other operating expenses also increased at a much higher rate than sales – to EUR 40.0 million (up 16%) – due to the strategy offensive. Depreciation and amortisation (EUR 8.7 million, up 11%) includes an unchanged amount of EUR 3.5 million of scheduled amortisation of intangible assets.

The financial result was minus EUR 0.3 million (Oct 2017 – Jun 2018: minus EUR 0.7 million). Disregarding the adjustments to EBITDA and EBIT for the purpose of comparability with prior-year figures (EUR 3.0 million in total), EBT therefore totalled EUR 10.2 million (Oct 2017 – Jun 2018: EUR 13.2 million) and earnings after tax EUR 10.0 million (Oct 2017 – Jun 2018: EUR 9.0 million). Earnings per share rose by 10% to EUR 2.02. This increase in earnings is due to tax and interest income totalling EUR 3.2 million from previously disputed loss carryforwards (Section 8c German corporate income tax law), which were recognised in the consolidated income statement in March 2019. During the period under review, the average number of shares in free float was unchanged at 4,982,000.

Segments: EBIT and adjusted EBIT

	CORE		LOB	
in KEUR	10/2018 – 06/2019	10/2017 – 06/2018	10/2018 – 06/2019	10/2017 – 06/2018
Income statement				
Sales to external customers	222,753	207,169	44,161	41,190
Intersegment sales	3,043	2,775	7,644	7,003
Sales revenues	**225,796**	**209,944**	**51,805**	**48,193**
EBIT	**11,330**	**14,723**	**-794**	**-807**
Adjusted EBIT	**13,818**	**14,723**	**-322**	**-807**

Business development in the CORE segment (ERP and collaboration solutions for companies' core business processes) also remains characterised by extensive capital expenditure on SAP S/4HANA (expertise, building experience, business process library) and platform business (SAP Leonardo, Microsoft Azure, AWS). Adjusted EBIT amounted to EUR 13.8 million (Oct 2017 – Jun 2018: EUR 14.7 million), while segment sales increased by 8% to EUR 225.8 million. In our LOB (»Lines of Business«) segment, capital expenditure continues to focus on expanding the teams (sales, marketing, consulting), and, accordingly, investing in recruiting and training. Segment sales increased by 7% to EUR 51.8 million while adjusted EBIT was minus EUR 0.3 million (Oct 2017 – Jun 2018: minus EUR 0.8 million).

Balance sheet total up 3% to EUR 189.1 million; equity ratio increases by 1 percentage point to 43%

Asset performance was predominantly influenced by the provisional initial consolidation of TalentChamp GmbH (January 2019), the acquisition of CDE (end of June 2019) and significantly higher capital expenditures on technology to expand our data centers to cope with our growth. Overall, goodwill increased by EUR 7.2 million to 30.8 million, while tangible fixed assets rose by EUR 5.7 million to 22.9 million. We were able to reduce accounts receivable by EUR 2.8 million to 44.4 million through strict management of outstanding claims. The decrease in cash and cash equivalents by EUR 11.4 million to 24.9 million results in part from acquisitions (EUR 7.6 million), major investments in our data centers and also in our new headquarters (EUR 10.2 million in total). Added to which, the annual general meeting on 13 March 2019 approved payment of a dividend of EUR 6.0 million. Following the EUR 5.2 million increase in equity to EUR 82.2 million, the equity ratio is now 43% (30 Sep 2018: 42%). Apart from adjustments to the due dates of other liabilities, the changes in liabilities as at 30 June 2019 compared to the balance sheet figures of 30 September 2018 are only minor. Net debt was EUR 5.4 million (30 Sep 2018: net liquidity of EUR 7.0 million).

Cash flow: Higher income tax payments, acquisitions, and increased investments in technology

The decline in operative cash flow to EUR 14.6 million (Oct 2017 – Jun 2018: EUR 19.1 million) was primarily caused by the lower earnings and by higher income tax payments, which accounted for cash inflows of EUR 0.5 million in the prior year compared to cash outflows of EUR 6.6 million in the period under review. Cash flow from investing activities of minus EUR 17.6 million (Oct 2017 – Jun 2018: minus EUR 2.5 million) reflects both higher capital expenditure on technologies to expand our cloud services, and cash used to finance the acquisition of TalentChamp and CDE. Cash flow from financing activities was minus EUR 8.6 million (Oct 2017 – Jun 2018: minus EUR 8.4 million). As a result, cash funds totalled EUR 24.8 million (30 Jun 2018: EUR 37.8 million).

Human capital – Expansion requires major investment

	10/2018 – 06/2019	10/2017 – 06/2018
Employees		
Number of employees (period end)	1,821	1,631
Number of full-time equivalents (ø)	1,587	1,420
Non-financial performance indicators		
Employee retention	91.6%	92.4%
Health index	97.4%	97.3%

Our expenditures on human capital, especially in SAP S/4HANA training are still very high. Despite weakening slightly to 91.6% (down 0.8 percentage points), our employee retention is still much better than the average for our industry. Our health index increased slightly by 0.1 percentage points to 97.4%. The increase in the average number of full-time employees (plus 12% to 1,587) was disproportionately high compared to the sales trend (plus 7%) and was mainly due to expanding our expertise in future areas of growth such as customer experience, new work, cybersecurity & compliance, IoT or machine learning.

Opportunities and risk management

As we progress with the implementation of our strategy offensive 2022 that we started back in mid-November 2018, our opportunities and risks are subject to continuous monitoring and particular focus. Currently, focus is on the risks associated with social, political, macroeconomic and regulatory trends. As part of our ongoing risk management process, we recently (half-year financial report as at 31 March 2019) confirmed our assessment of their likelihood of occurrence as »probable«, and their impact as »serious« (for details, please refer to our Annual Report 2017/18, Section 3, Opportunities and risk report, starting on page 37). The signs warning of an economic downswing in Germany have increased considerably so far in the fourth quarter of our financial year 2018/19 (Jul – Sep 2019). At the end of July 2019, the foremost indicator of German economic trends – the Ifo Index – fell to its lowest level since April 2013.

Outlook

We are growing considerably, and the share of recurring revenues has reached record heights. New customer business is growing satisfactorily while existing customers – especially the manufacturers of capital goods for the automotive sector – are adopting a more cautious approach and increasingly deferring projects and new capital expenditures. As a result, we are adjusting our EBIT guidance for 2018/19. Instead of initial expectations of EUR 21 million to 22 million, we are now forecasting between EUR 18 million and 21 million, in each case before one-off costs relating to the strategy offensive, which is still estimated to cost a million euros figure in the middle single digits, and before the additional charge arising from the first-time application of IFRS 15. In light of the acquisitions carried out in the current financial year, we are confirming our 2018/19 sales guidance of between EUR 345 million and 355 million. We are continuing our efforts to implement our strategy offensive 2022 as scheduled and with focus on expanding future areas of excellence such as new work, industrial IoT or cybersecurity & compliance. The EBIT margin is expected to gradually increase from 2020 onwards, while sales of between EUR 550 million and 600 million in 2022/23 are still being targeted, together with an EBIT margin in excess of 7%.

Consolidated Income Statement of All for One Group AG

from 1 October 2018 to 30 June 2019

in KEUR	10/2018 – 06/2019	10/2017 – 06/2018	04/2019 – 06/2019	04/2018 – 06/2018
Profit and Loss Account				
Sales revenues	**266,914**	**248,359**	**86,075**	**78,291**
Other operating income [1]	2,156	3,259	811	1,256
Cost of materials and purchased services	-94,237	-90,169	-30,253	-27,058
Personnel expenses	-115,536	-105,175	-39,118	-35,384
Depreciation and amortisation	-8,700	-7,840	-3,062	-2,548
Other operating expenses [1]	-39,913	-34,404	-13,793	-11,643
Impairment of financial assets [1]	-141	-98	-109	-57
EBIT	**10,543**	**13,932**	**551**	**2,857**
Financial income	463	208	58	62
Financial expenses	-807	-943	-278	-276
Financial result	**-344**	**-735**	**-220**	**-214**
Earnings before tax (EBT)	**10,199**	**13,197**	**331**	**2,643**
Income tax	-183	-4,225	-289	-914
Earnings after tax	**10,016**	**8,972**	**42**	**1,729**
attributable to owners of the parent	10,045	9,173	43	1,805
attributable to non-controlling interests	-29	-201	-1	-76
Other comprehensive income				
Unrealised profits (+) / losses (-) from currency translation	44	-141	-20	-49
Items that may be reclassified to profit or loss in subsequent periods	**44**	**-141**	**-20**	**-49**
Other comprehensive income	**44**	**-141**	**-20**	**-49**
Total comprehensive income	**10,060**	**8,831**	**22**	**1,680**
attributable to owners of the parent	10,089	9,032	23	1,756
attributable to non-controlling interests	-29	-201	-1	-76
Undiluted and diluted earnings per share				
Earnings per share in EUR	2.02	1.84	0.01	0.36
Average number of shares outstanding (undiluted and diluted)	4,982,000	4,982,000	4,982,000	4,982,000

1) Change in disclosure: »Impairment of financial assets«, prior-year figures adjusted

Consolidated Balance Sheet of All for One Group AG

as at 30 June 2019

Assets **in KEUR**	**30.06.2019**	**30.09.2018**
Non-current assets		
Goodwill	30,804	23,642
Other intangible assets	37,389	38,605
Tangible fixed assets	22,989	17,279
Financial assets	7,303	6,569
Other assets	2,207	1,036
Deferred tax assets	1,712	1,413
	102,404	**88,544**
Current assets		
Inventories	501	690
Trade accounts receivable and other receivables	44,409	47,257
Current tax assets	6,107	2,678
Other financial assets	4,447	3,766
Other assets	6,361	3,909
Cash and cash equivalents	24,890	36,331
	86,715	**94,631**
Total assets	**189,119**	**183,175**

Equity and Liabilities **in KEUR**	**30.06.2019**	**30.09.2018**
Equity		
Issued share capital	14,946	14,946
Capital reserve	11,228	11,228
Other reserves	309	265
Retained earnings	56,115	50,769
Share of equity attributable to owners of the parent	**82,598**	**77,208**
Non-controlling interests	**-352**	**-189**
Total equity	**82,246**	**77,019**
Non-current liabilities		
Provisions	438	357
Post-employment benefit liabilities	2,557	2,446
Financial liabilities	19,296	27,343
Deferred tax liabilities	15,268	14,516
Other liabilities	986	513
	38,545	**45,175**
Current liabilities		
Provisions	1,124	1,331
Current tax liabilities	2,380	4,326
Financial liabilities	11,024	1,967
Trade accounts payable	14,579	15,532
Other liabilities	39,221	37,825
	68,328	**60,981**
Total liabilities	**106,873**	**106,156**
Total equity and liabilities	**189,119**	**183,175**

Consolidated Cash Flow Statement of All for One Group AG

from 1 October 2018 to 30 June 2019

in KEUR	10/2018 – 06/2019	10/2017 – 06/2018
Earnings before tax (EBT)	**10,199**	**13,197**
Amortisation of intangible assets	3,539	3,547
Depreciation of tangible fixed assets	5,161	4,293
Financial result	344	735
EBITDA	**19,243**	**21,772**
Increase (+) / decrease (-) in impairments and provisions	-714	-1,004
Other non-cash expenses (+) and income (-)	258	-157
Changes in assets and liabilities:		
Increase (-) / decrease (+) in trade accounts receivable and other receivables	4,615	4,420
Increase (-) / decrease (+) in other financial assets	-1,311	-1,241
Increase (-) / decrease (+) in other assets	-223	-62
Increase (+) / decrease (-) in trade accounts payable	-266	-1,999
Increase (+) / decrease (-) in other liabilities	-449	-2,099
Income tax paid	-6,592	-510
Cash flow from operating activities	**14,561**	**19,120**
Purchase of intangible, tangible fixed and other assets	-10,221	-2,842
Sale of intangible, tangible fixed and other assets	53	187
Purchase of subsidiary, net of cash acquired	-7,564	0
Sale of subsidiary, net of cash disposed	-5	0
Interest received	177	161
Cash flow from investing activities	**-17,560**	**-2,494**
Cash flow from loans and financial liabilities	0	5,000
Repayment of loans and financial liabilities	-10	-5,010
Repayment of finance leases	-1,479	-1,480
Acquisition of non-controlling interests	-380	0
Interest paid	-727	-952
Dividend payments to shareholders and non-controlling interests	-5,995	-5,990
Cash flow from financing activities	**-8,591**	**-8,432**
Increase / decrease in cash and cash equivalents	**-11,590**	**8,194**
Effect of exchange rate fluctuations on cash funds	91	-108
Cash funds at the beginning of the period	36,331	29,755
Cash funds at the end of the period	**24,832**	**37,841**

Segment Reporting

from 1 October 2018 to 30 June 2019

in KEUR	CORE 10/2018 – 06/2019	CORE 10/2017 – 06/2018	LOB 10/2018 – 06/2019	LOB 10/2017 – 06/2018	Consolidation 10/2018 – 06/2019	Consolidation 10/2017 – 06/2018	Total 10/2018 – 06/2019	Total 10/2017 – 06/2018
Income statement								
Sales to external customers	222,753	207,169	44,161	41,190	0	0	266,914	248,359
Intersegment sales	3,043	2,775	7,644	7,003	-10,687	-9,778	0	0
Sales revenues	**225,796**	**209,944**	**51,805**	**48,193**	**-10,687**	**-9,778**	**266,914**	**248,359**
Other operating income	3,533	4,411	864	602	-2,226	-1,683	2,171	3,330
Cost of materials and purchased services	-90,511	-88,323	-12,219	-10,867	8,493	9,021	-94,237	-90,169
Personnel expenses	-86,349	-77,104	-29,187	-28,071	0	0	-115,536	-105,175
Depreciation	-5,256	-4,314	-364	-450	7	16	-5,613	-4,748
Other operating expenses	-33,850	-27,769	-10,639	-9,244	4,420	2,440	-40,069	-34,573
EBITA	**13,363**	**16,845**	**260**	**163**	**7**	**16**	**13,630**	**17,024**
Amortisation [1]	-2,033	-2,122	-1,054	-970	0	0	-3,087	-3,092
EBIT	**11,330**	**14,723**	**-794**	**-807**	**7**	**16**	**10,543**	**13,932**
Adjusted EBIT [2]	**13,818**	**14,723**	**-322**	**-807**	**7**	**16**	**13,503**	**13,932**

1) Amortisation of other intangible assets that were identified in connection with acquisitions

2) Adjustment includes IFRS 15 and one-off costs of strategy offensive

Additional Information

General principles

This quarterly statement as specified in Sections 115 and 117 Securities Trading Act [WpHG] 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«, »firm« or »Group« in this quarterly statement all refer to All for One Group AG, including its subsidiaries. The first-time application of new accounting standards was recently discussed in detail in the half-year financial report as at 31 March 2019. The quarterly statement was prepared in accordance with the accounting and measurement methods applying as at 30 September 2018. 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.

First-time application of new accounting standards IFRS 9 and IFRS 15 in the financial year 2018/19

Starting in the financial year 2018/19, All for One Group AG will be applying the mandatory new accounting standards IFRS 9 Financial Instruments and IFRS 15 Revenue from Contracts with Customers. The cumulative effects of first-time application of IFRS 9 and IFRS 15 totalling KEUR 1,542 were recognised in equity as at 1 October 2018. In compliance with the relevant transition rules, the prior-year figures have not been adjusted. Comparability with the prior-year figures is therefore only limited to a marginal extent overall.

Initial application of IFRS 9 in the financial year 2018/19 did not have any material impacts on the net assets, financial position and results of operations of All for One Group AG.

Compared to the former procedure of recognising sales revenues, first-time application of IFRS 15 in the financial year 2018/19 resulted in not inconsiderable shifts in period allocation of the sales revenues recognised in the consolidated income statement in the case of a few contracts with customers. Differences compared to the previous recognition of sales emerged primarily with regard to long-term projects comprising a package of both license sales and maintenance, and consultancy services.

All for One Group AG used the modified retrospective method to implement IFRS 15 as at 1 October 2018. In doing so, the standard was applied to new and existing contracts of All for One Group that had not yet been fulfilled at the time of initial application.

Background details regarding the specific impacts of first-time application of IFRS 15 on the consolidated financial statements of All for One Group AG from financial year 2018/19 onwards were discussed in our half-year financial report as at 31 March 2019.

Contingent liabilities

A contingent liability exists in connection with deducted loss carryforwards totalling KEUR 3,213. Due to existing taxation uncertainties, the withdrawal of the recognition of the loss carryforwards is not remote according to IAS 37 (see half-year financial report as at 31 March 2019, note 5).

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All for One Group AG

All for One Group AG (ISIN DE0005110001) enhances the competitive ability of its customers in a digital world. The Group unites strategic and management consulting, process consulting, industry insight and technology expertise, IT consulting and services under one roof. With market leading business software solutions based on SAP, Microsoft and IBM together with more than 1,800 experts, All for One Group AG orchestrates all aspects of competitive strength: intelligent Enterprise Resource Planning (ERP) as the digital core of any future-proof corporate IT, strategy, business model, customer & employee experience, new work, big data & analytics, but also IoT, artificial intelligence or cybersecurity & compliance. All for One Group AG is assisting more than 2,500 clients with their transformation and the expansion of their ability to compete. Market observers rank the leading consulting and IT Group as the number 1 in the German-speaking SAP market. As a founding member of United VARs – the most powerful global alliance of SAP Partners – All for One Group AG also provides a comprehensive portfolio of consulting and other services, together with best-in-class local support in more than 100 countries. In the financial year 2017/18, All for One Group AG generated sales of EUR 332 million and is listed in the Prime Standard on the Frankfurt Stock Exchange.

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