

Interim Statement Q3 | 2017



Key Figures at a glance

€ million	9M 2017	9M 2016	3rd quarter 2017	3rd quarter 2016
Backlog (as of Sep. 30)	62.2	36.2	62.2	36.2
Revenue	81.0	57.5	33.0	19.6
- Professional Services	67.2	48.0	25.9	15.9
- Software Licenses	10.7	7.9	5.9	3.3
- Maintenance	3.2	1.6	1.1	0.4
Recurring revenues *	10.4	3.8	6.0	0.9
EBIT	-2.6	5.2	-0.7	1.8
- Margin (%)	-3.2	9.0	-2.2	9.1
Consolidated net income	-3.1	3.2	-1.0	1.0
Earnings per share (€)				
- Undiluted	-0.59	0.77	-0.18	0.21
- Diluted	-0.59	0.77	-0.18	0.21
Number of shares (as of Sep. 30; million)	5.474	4.977		
Equity	60.4	49.7		
- Ratio (%)	40.8	62.5		
Number of employees (as of Sep. 30)	1,319	675		
Personnel costs	49.0	33.4	18.8	11.4

* "Recurring revenue" refers to revenue that will in all probability recur in the future. This line item covers contracts that have, at the very least, a period of a year with a possibility for renewal.

Business Performance of SNP Schneider-Neureither & Partner AG for the Period From January 1 to September 30, 2017

Group Structure

The scope of consolidation of financial statements includes, aside from Heidelberg-based SNP Schneider-Neureither & Partner AG (in short "SNP AG"), the following subsidiaries, in which SNP Schneider-Neureither & Partner AG as the parent holds the majority of the voting rights directly or indirectly as of September 30, 2017:

Company name	Company headquarters	Share ownership in %
SNP Transformations Deutschland GmbH (previously SNP Consulting GmbH)	Thale, Germany	100
SNP Business Landscape Management GmbH	Heidelberg, Germany	100
SNP Applications DACH GmbH	Heidelberg, Germany	100
SNP Applications Singapore Private Limited	Singapore	80
SNP Applications EMEA GmbH	Heidelberg, Germany	100
SNP Applications Americas, Inc. ¹	Irving, TX, USA	100
SNP GmbH	Heidelberg, Germany	100
SNP Austria GmbH	Pasching, Austria	100
SNP (Schweiz) AG	Steinhausen, Switzerland	100
SNP Resources AG	Steinhausen, Switzerland	100
Schneider-Neureither & Partner Iberica, S.L.	Madrid, Spain	100
SNP Transformations, Inc. (previously SNP America Inc.) ²	Jersey City, New Jersey, USA	100
SNP Schneider-Neureither & Partner ZA (Pty) Limited	Johannesburg, South Africa	100
Hartung Consult GmbH	Berlin, Germany	100
Hartung Informational System Co., Ltd.	Shanghai, China	100
SNP Transformations SEA Pte. Ltd. (previously Astrums Consulting (S) Pte. Ltd.) ³	Singapore	81
SNP Transformations Malaysia Sdn. Bhd. (previously Astrums Consulting Sdn. Bhd.) ³	Kuala Lumpur, Malaysia	81
Harlex Management Ltd.	London, U.K.	100
Harlex Consulting Ltd.	London, U.K.	100
RSP Reinhard Salaske & Partner Unternehmensberatung GmbH ⁴	Wiehl, Germany	100
Business Consulting Center Sp. z o.o. ⁵	Suchy Las, Poland	100
BCC IP Sp. z o.o. ⁵	Suchy Las, Poland	100
BCC Business Consulting Center GmbH ⁵	Berlin, Germany	100
BCC Business Consulting Center UK Ltd. ⁵	London, U.K.	100
BCC Business Consulting Center Netherlands B.V. ⁵	Amsterdam, The Netherlands	100
Innoplexia GmbH ⁶	Heidelberg, Germany	80
ADP Consultores S.R.L. ⁷	Buenos Aires, Argentina	100
ADP Consultores Limitada ⁷	Santiago de Chile, Chile	100
ADP Consultores S.A.S. ⁸	Bogotá, Colombia	100

¹ SNP Applications Americas Inc. was founded in February 2017.

² In January 2017, SNP Labs Inc. was merged with SNP America Inc. Furthermore, SNP America Inc. was renamed SNP Transformations Inc.

³ In March 2017, Astrums Consulting (S) Pte. Ltd. was renamed SNP Transformations SEA Pte.; Astrums Consulting SDN. Bhd. was similarly renamed SNP Transformations Malaysia Sdn. Bhd. In March 2017; in June, SNP increased its shares in SNP Transformations SEA Pte. Ltd., headquartered in Singapore, to 81% of the shares in the company.

⁴ In April 2017, RSP GmbH was retroactively as of January 1, 2017 merged with SNP Transformations Deutschland GmbH.

⁵ With economic effect on May 1, 2017, 100% of the shares in the Polish BCC Group were acquired.

⁶ With economic effect on May 1, 2017, 60% of the shares in Innoplexia GmbH were acquired. As a result, SNP now holds 80% of the shares in the company. In April 2016, SNP invested in Innoplexia GmbH by purchasing 20% of its shares.

⁷ With economic effect on August 1, 2017, 60% of the shares of ADP Consultores S.R.L. were acquired, as well as 60% of the shares in ADP Consultores Limitada. In addition, both companies agreed to acquire the respective remaining 40% of the shares at a fixed agreed price in three stages by August 1, 2020. From an economic viewpoint, the shares in both companies were attributable to SNP AG as of August 1, 2017.

⁸ ADP Consultores S.A.S. is a 100% subsidiary of ADP Consultores Limitada.

Significant Events in the Third Quarter of 2017

Capital Increase

On July 5, 2017, SNP AG announced a cash capital increase, as a result of which the company's share capital increased by € 497,677.00, divided into 497,677 no-par-value shares, to a total of € 5,474,463.00, divided into 5,474,463 shares. The new shares were placed at € 37.65 each with selected institutional investors under exclusion of subscription rights in an accelerated book-building process. These investors are entitled to dividends in the 2017 fiscal year, beginning on January 1, 2017. The overall interest of investors significantly exceeded the placement volume, so it was not possible to meet all the subscription requests for shares. Through the successful cash capital increase, the company generated gross issuing proceeds of € 18.74 million. The capital increase was entered in the German commercial register on July 7, 2017. The new shares were issued on July 10, 2017. The capital increase is therefore first recorded in the nine-month financial statements as of September 30, 2017.

Acquisition of the ADEPCON Group

With economic effect on August 1, 2017, SNP acquired 60% of the shares in the South American ADEPCON Group. The remaining 40% of the shares will be purchased over the next three years. The ADEPCON Group consists of three local subsidiaries, namely, ADP Consultores S.R.L. in Buenos Aires, Argentina, ADP Consultores Limitada in Santiago de Chile, Chile, and the subsidiary ADP Consultores S.A.S. in Bogotá, Colombia.

Strategic Partnership Between NTT DATA Global Solutions and SNP

In September, a strategic alliance was formed with the Japanese company NTT DATA Global Solutions. NTT DATA is a leading provider of business and IT solutions and a global innovation partner for its customers. The Japanese group, headquartered in Tokyo, is represented

in more than 40 countries worldwide. The objective of the partnership is to jointly offer software-centric and highly automated transformation services for companies and organizations in the Asia-Pacific region.

Financial Position and Financial Performance

Revenue Situation

After strong growth in the 2016 fiscal year, the SNP Group started the 2017 fiscal year with renewed revenue growth. In the first quarter of 2017, it was possible to increase Group revenue by 16.9% from the first quarter of the previous year to € 21.6 million. In the second quarter of 2017, it succeeded in increasing revenue by 36.0% from the previous year's figure to € 26.4 million. In the third quarter of 2017, it was possible to expand revenue by 68.2% to € 33.0 million. At the end of the first nine months of the fiscal year, the company reported Group revenue of € 81.0 million, corresponding to a year-over-year increase of 40.8%. As a result, the Group revenue generated after nine months of the current fiscal year is already nearly at the level of total revenue achieved in the previous year.

Organic and Inorganic Allocation of Revenue

The initial consolidations of Harlex Consulting (as of October 1, 2016), Innoplexia GmbH (as of May 1, 2017), the BCC Group (as of May 1, 2017) and the ADEPCON Group (as of August 1, 2017) had a material impact on revenue growth in the 2017 nine-month financial statements.

At the end of the first nine months of 2017, the acquired companies accounted for € 20.6 million of the total increase in revenue of € 23.5 million. Adjusted for this acquisition effect, organic revenue growth was € 2.9 million, or approximately 5%.

Revenue in the third quarter of 2017 amounted to € 33.0 million (previous year: € 19.6 million), 68.2% above the level of the same quarter of the previous year. The inorganic revenue increase in this period

amounted to € 13.0 million. Adjusted for acquisition effects, organic revenue increased by € 0.4 million, or approximately 2%, over the third quarter of the previous year.

Revenue Distribution by Business Segment

Professional Services Business Segment

On the segment side, the Professional Services business segment, which primarily includes consulting services, contributed € 67.2 million (previous year: € 48.0 million) to revenue in the first nine months of the current fiscal year. This amounts to a year-over-year increase of 39.9%. Adjusted for acquisitions, the remaining organic revenue growth was € 3.8 million, or approximately 8%.

In the third quarter of 2017, the Professional Services business segment contributed € 25.9 million (previous year: € 16.0 million) to revenue. This amounts to an increase of 62.6% over the same period in the previous year. Adjusted for acquisitions, the remaining organic revenue growth was € 1.5 million, or approximately 10%.

Software Business Segment

The Software business segment (including maintenance) generated revenue of € 13.9 million (previous year: € 9.5 million) in the first nine months of the fiscal year. This corresponds to an increase of € 4.3 million, or 45.7%, from the comparable nine-month period of the previous year. The strong growth was primarily driven by the additional software licensing business of the acquired companies, including maintenance of € 5.3 million (thereof software revenue from third-party products in an amount of € 4.6 million, previous year: € 0.0 million). Revenue from in-house products totaled € 9.3 million (previous year: € 9.5 million) in the first nine months of the year. After adjusting for acquisitions, there remains a revenue decline of € 1.0 million, or approximately -10%.

Over the nine-month period, licensing fees within the business segment increased by 35.6% over the previous year to € 10.7 million (previous year: € 7.9 million). Of these, € 3.7 million are attributable to third-party products. The maintenance fees of € 3.2 million were € 1.5 million, or 95.2%, above the level of the previous year. Of this amount, € 1.0 million were attributed to maintenance fees for in-house and third-party products by the BCC Group, which was acquired in May.

The SNP Transformation Backbone with SAP LT remained the largest revenue driver for in-house products in the first six months of the fiscal year. Including maintenance, the product contributed € 5.0 million (previous year: € 6.9 million) to business segment revenue. This corresponds to a share of total software revenue of approximately 36% (last year: 73%). The share also amounts to approximately 54% of total software revenue from in-house products.

The standard software SNP Data Provisioning and Masking generated revenue of € 1.7 million (previous year: € 1.4 million) during the reporting period. Its percentage share of total software revenue declined to 12% (previous year: 15%). The share amounts to 18% of total software revenue from in-house products.

The SNP Interface Scanner replaced Dragoman as the third strongest product. The software solution, which has extended the SNP Group's range of services since the middle of last year, analyzes interfaces between SAP systems and ensures a transparent visualization of SAP landscapes. The product contributed € 1.1 million (previous year: € 0.0 million) to segment revenue in the reporting period. This corresponds to approximately 8% (previous year: 0%) of the total software revenue. The share amounts to 12% of total software revenue from in-house products.

in € million	9 M 2017	9 M 2016	Q3 2017	Q3 2016
Order entry	95.0	72.3	37.4	26.2
Order backlog	62.2	36.2	62.2	36.2
Revenue	81.0	57.5	33.0	19.6
EBITDA	-0.4	6.3	0.1	2.2
EBIT	-2.6	5.2	-0.7	1.8

In the third quarter of 2017, the Software business segment contributed € 7.1 million (previous year: € 3.7 million) to revenue. This corresponds to an increase of 92.6% compared with the third quarter of 2016. Within the business segment, revenue of € 5.9 million was related to licensing fees; of this amount, € 3.5 million was attributable to third-party products. After adjusting for acquisitions, there remains a revenue decline of € 1.2 million or approximately -32%.

Order Backlog and Order Entry

Order entry as of September 30, 2017, totaled € 95.0 million, approximately a 31% increase year-over-year (previous year: € 72.3 million). The order backlog as of September 30, 2017, was € 62.2 million; this corresponds to a year-over-year increase of approximately 72% (previous year: € 36.2 million). This significant increase is primarily attributable to the sharp increase in incoming orders and confirms the sustainability of the SNP business model.

Earnings Position

Since the beginning of the fourth quarter of 2016, there has been a focus on strategically developing the entire Group with the aim of securing sustainable growth. Measures aimed at securing growth negatively impacted on the half-year's net income in the mid-single-digit million range. These measures included the following:

- The adjustment of the Group structure in the U.S. and Germany
- The development of another training academy in Germany
- The planned legal conversion of SNP AG into a European stock corporation (SE)
- Investment expenses and start-up losses resulting from the intensified international sales strategy, with a twin emphasis on the U.S. and SNP Applications
- The advancing integration of corporate acquisitions in the past two years and the resulting integration expenses
- Expenses related to the issuance of the promissory note loan
- Legal and consulting expenses related to the inorganic growth strategy of the SNP Group

- Expenses related to the recruitment of experienced employees at the senior level
- Increased research and development expenses to further the degree of automation, including the use of artificial intelligence in transformation projects
- Additional extraordinary restructuring expenses
- Exchange rate losses primarily due to the unfavorable performance of the U.S. dollar

Operating performance in the first nine months of 2017 was primarily affected by extraordinary one-time expenses and investments in growth of approximately € 4 million. Adjusted for these expenses, the EBITDA and EBIT margins were approximately 4% and 1%, respectively. Extraordinary one-time special expenses, investments in growth and lower than expected revenue from software licensing weighed on performance.

Unadjusted, the SNP Group is recording negative earnings before interest, taxes, depreciation and amortization (EBITDA) of € -0.5 million in the first nine months of the fiscal year (previous year: € 6.3 million); operating earnings (EBIT) amounted to € -2.6 million in the same period (previous year: € 5.2 million). These figures coincide with an EBITDA margin of -0.6% (previous year: 10.9%) and an EBIT margin of -3.2% (previous year: 9.0%).

EBITDA amounted to € 0.1 million in the third quarter (previous year € 2.2 million); EBIT was € -0.7 million (previous year: € 1.8 million). These figures coincide with an EBITDA margin of 0.3% (previous year: 11.1%) and an EBIT margin of -2.2% (previous year: 9.1%). Besides one-time expenses of approximately € 1 million in the third quarter, earnings were diminished by lower than expected revenue from software licensing, which led to a decline in software revenue from high-margin in-house products.

Overall in the nine-month period, strategic investments in growth and restructuring are leading to higher personnel costs as well as to an increase in other operating expenses. Personnel costs increased in the first nine months of the year by € 15.6 million to € 49.0 million. Of this amount, € 8.0 million is attributable to the companies that underwent initial consolidation. Other operating expenses increased by € 7.9 million to € 20.3

million, of which approximately € 2.4 million are related to acquisitions. Other operating income increased by € 0.2 million to € 0.7 million in the reporting period.

Since the other financial expenses of € 1.0 million were only offset by immaterial financial income, there were net finance costs of € -1.0 million (previous year: € -0.6 million), which constitutes earnings before taxes of € -3.6 million (previous year: € 3.2 million). With income tax income of € 0.5 million (previous year, expenses: € 1.4 million), the company recorded a net loss of € -3.1 million in the first nine months of the 2017 fiscal year after net income of € 3.2 million in the previous year's period. This corresponds to a net margin of -3.8% (previous year: 5.6%). Accordingly, diluted and basic earnings per share amounted to € -0.59 (previous year: € 0.77).

Net Assets

Compared to December 31, 2016, total assets increased by € 59.3 million to € 147.8 million, primarily as a result of the issuance of additional equity and borrowed capital.

Current assets rose by € 14.4 million to € 73.8 million. Within current assets, trade receivables increased by € 10.8 million, while other assets increased by € 1.9 million. Both changes were primarily driven by acquisitions. Cash and cash equivalents increased by € 1.4 million compared with December 31, 2016, to € 33.3 million.

Noncurrent assets increased during the reporting period from € 29.1 million, as of December 31, 2016, to € 74.0 million as of September 30, 2017. The increase was primarily due to the increase in goodwill as a result of the acquisitions of ADEPCON Group and the BCC Group, as well as the acquisition of a majority stake in Innoplexia GmbH. Compared with December 31, 2016, goodwill increased by € 38.7 million to € 60.2 million.

In addition, intangible assets (€ +3.9 million) and property, plant and equipment (€ +1.7 million) rose due to

acquisitions and in anticipation of further replacements of capital assets and new investments. Deferred tax assets amounted to € 1.7 million, € 0.7 million above the figure as of December 31, 2016.

Financial Position

Current liabilities increased during the reporting period from € 34.4 million as of December 31, 2016, to € 39.7 million as of September 30, 2017. While liabilities from the bond declined by € 10.7 million due to early termination and repayment in March 2017 and liabilities to banks declined by € 0.9 million, trade payables increased by € 5.7 million to € 8.8 million largely as a result of acquisitions. Other liabilities increased by € 11.3 million to € 29.5 million, primarily through the entering of purchase price liabilities related to acquisitions on the liabilities side of the statement of financial position, as well as through additional liabilities from companies initially consolidated in 2017.

By contrast, noncurrent liabilities increased in the first nine months of 2017 by € 42.1 million and amounted to € 47.7 million as of September 30, 2017 (as of December 31, 2016: € 5.6 million). The increase is primarily attributable to an increase of € 39.2 million in noncurrent liabilities to banks to € 39.7 million, as a result of the issuance of a promissory note loan, and to the increase of € 2.9 million in other noncurrent liabilities to € 6.5 million, as a result of purchase price liabilities related to the acquisition of the ADEPCON Group, combined with a simultaneous decline in purchase price liabilities related to the acquisition of RSP GmbH.

The equity of the company increased to € 60.4 million as of September 30, 2017 (as of December 31, 2016: € 48.6 million). Through the issuance of 497,677 million no-par-value shares in July 2017, issued capital increased to € 5.5 million. The capital reserves increased accordingly from € 36.3 million to € 54.3 million. Retained earnings declined by € 5.4 million to € 1.6 million as a result of the net loss for the period, the distribution for the 2016 fiscal year and the effect arising from the purchase of minority shares in SNP Transformations

SEA Pte. Ltd. Due to the increase in equity, combined with the corresponding increase in total equity and liabilities to € 147.8 million as of September 30, 2017 (December 31, 2016: € 88.5 million), the equity ratio declined from 54.9% to 40.8%.

The operating cash flow, at € -10.9 million (previous year: € -0.5 million) for the first nine months of 2017, came in at a negative amount, which can essentially be traced back to the net loss for the period as well as the increase in receivables of € 4.6 million combined with a simultaneous reduction in other liabilities of € 3.7 million (including the utilization of personnel provisions and the payment of purchase price installments in connection with M&A transactions).

The cash flow from investing activities also came in negative, at € -31.7 million (previous year: € -4.5 million), which was attributable not only to payments for investments in property, plant and equipment of € 1.9 million and for intangible assets of € 2.1 million but also primarily to the cash outflow related to the acquisition of majority stakes in the ADEPCON Group and the BCC Group, to the acquisition of an additional 60% of shares in Innoplexia GmbH and to the increased investment in SNP Transformations SEA Pte. Ltd. (in total: € 27.8 million).

The positive cash flow from financing activities of € 44.4 million (previous year: € 27.3 million) resulted from both the assumption of promissory note loans (€ 39.6 million) and the issuance of a capital increase (€ 18.3 million). This was offset by the redemption of the bond and the repayment of loans in the amount of € 11.6 million, and dividend payments of € 1.9 million. Overall cash flow during the reporting period came to € 1.4 million (previous year: € 22.2 million). Taking into account the changes presented here, the level of cash and cash equivalents rose to € 33.3 million as of September 30, 2017. As of December 31, 2016, cash and cash equivalents amounted to € 31.9 million. Overall, SNP AG remains very solidly positioned financially.

Employees

As of September 30, 2017, the number of employees of the SNP Group increased to 1,319; as of December 31, 2016, they totaled 712 employees.

The employees included two members of the Executive Board (as of December 31, 2016: three), 24 managing directors (as of December 31, 2016: 17) and 99 students and trainees (as of December 31, 2016: 60). The average number of employees during the reporting period was 930.

Forecast Report

On October 24, 2017, SNP published a company press release wherein it announced adjusted forecasts for the development of the Group's revenue and financial performance for the 2017 fiscal year.

As a result of the high numbers of orders and projects, the Executive Board is therefore raising its forecast for Group revenue to approximately € 120 million for the current fiscal year (previous revenue forecast: approximately € 110 million).

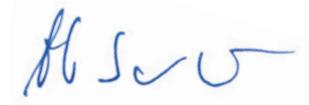
In addition, the Executive Board is forecasting a generally balanced operating result for the 2017 fiscal year (previous earnings forecast: EBIT margin of 7% to 12% for the 2017 fiscal year). This is due to the earnings performance in the first nine months of the 2017 fiscal year that was heavily impacted by one-time extraordinary expenses and investments in growth, as well as lower than expected revenue from software licensing.

There are already signs of significantly increasing demand for the coming years for the SNP Group's services and software solutions. The company is therefore currently making investments in order to prepare for the foreseeable worldwide boom resulting from digital transformation, and thereby to be counted among the notable winners from this development.

An unchanged goal of the SNP Group is to establish the global standard for software-based data transformation. The Executive Board is therefore pursuing the principle goal of consistent revenue growth for the Group as a whole.

Heidelberg, October 26, 2017

The Executive Board



Dr. Andreas Schneider-Neureither



Henry Göttler

Consolidated Balance Sheet

as at 30 September 2017

ASSETS			
€ k	09/30/2017	12/31/2016	09/30/2016
Current assets			
Cash and cash equivalents	33,348	31,914	36,007
Trade receivables	37,159	26,325	21,469
Current tax assets	557	363	116
Other current assets	2,767	876	1,131
	73,831	59,478	58,723
Non-current assets			
Goodwill	60,239	21,563	14,809
Intangible assets	6,520	2,616	1,851
Property, plant and equipment	4,838	3,161	2,710
Participations accounted for in accordance with the equity method	21	422	416
Other non-current assets	679	291	299
Non-current tax assets	0	0	5
Deferred taxes	1,659	1,001	728
	73,956	29,054	20,818
	147,787	88,532	79,541
EQUITY AND LIABILITIES			
€ k	09/30/2017	12/31/2016	09/30/2016
Current liabilities			
Corporate bond	0	10,699	346
Liabilities due to banks	1,164	2,100	2,100
Trade payables	8,826	3,083	1,760
Provisions	98	98	120
Tax liabilities	179	235	247
Other current liabilities	29,478	18,167	11,122
	39,745	34,382	15,695
Non-current liabilities			
Corporate bond	0	0	9,832
Liabilities due to banks	39,664	434	951
Provisions for pensions	1,549	1,519	1,386
Deferred taxes	7	59	8
Other non-current liabilities	6,471	3,564	1,922
	47,691	5,576	14,099
Equity			
Subscribed capital	5,475	4,977	4,977
Capital reserves	54,260	36,331	36,331
Retained earnings	1,563	6,913	7,385
Other reserves	-911	-296	-134
Treasury shares	-415	-415	-415
	59,972	47,510	48,144
Equity attributable to shareholders			
Non-controlling interests	379	1,064	1,603
	60,351	48,574	49,747
	147,787	88,532	79,541

Consolidated Income Statement

for the period from 1 January to 30 September 2017

€ k	Jan. – Sept. 2017	Jan. – Sept. 2016	3rd quarter 2017	3rd quarter 2016
Revenue	81,039	57,541	33,011	19,627
Professional Services	67,176	48,027	25,936	15,953
Licenses	10,710	7,899	5,935	3,258
Maintenance	3,153	1,615	1,140	416
Other operating income	701	498	171	150
Cost of material	-12,541	-5,930	-7,037	-1,965
Personnel costs	-49,015	-33,385	-18,849	-11,399
Other operating expenses	-20,310	-12,369	-7,156	-4,209
Other taxes	-337	-70	-32	-21
EBITDA	-463	6,285	108	2,183
Depreciation and impairments on intangible assets and property, plant and equipment	-2,127	-1,094	-843	-399
EBIT	-2,590	5,191	-735	1,784
Income from participations accounted for in accordance with the equity method	-1	0	0	0
Other financial income	26	64	19	64
Other financial expenses	-1,002	-665	-237	-205
Net financial income	-977	-601	-218	-141
EBT	-3,567	4,590	-953	1,643
Income taxes	452	-1,361	-23	-613
Consolidated net income	-3,115	3,229	-976	1,030
Of which:				
Profit attributable to non-controlling shareholders	-117	78	-12	43
Profit attributable to shareholders of SNP Schneider-Neureither & Partner AG	-2,998	3,151	-964	987
Earnings per share	€	€	€	€
- Undiluted	-0.59	0.77	-0.18	0.21
- Diluted	-0.59	0.77	-0.18	0.21
Weighted average number of shares	in Tausend	in Tausend	in Tausend	in Tausend
- Undiluted	5,102	4,079	5,397	4,804
- Diluted	5,102	4,079	5,397	4,804

Consolidated Statement of Comprehensive Income

for the period from 1 January to 30 September 2017

€ k	Jan. – Sept. 2017	Jan. – Sept. 2016	3rd quarter 2017	3rd quarter 2016
Net income for the period	-3,115	3,229	-976	1,029
Items that may be reclassified subsequently to profit or loss				
Currency translation differences	-615	-148	-573	-118
Deffered taxes on differences from currency conversion	0	0	0	0
	-615	-148	-573	-118
Items that will not be reclassified to profit or loss				
Remeasurements of defined benefit pension plans	0	0	0	0
Deffered taxes on remeasurements of defined benefit pension plans	0	0	0	0
	0	0	0	0
Income and expenses directly recognised in equity	-615	-148	-573	-118
Total comprehensive income	-3,730	3,081	-1,549	911
Profit attributable to non-controlling interests	-117	78	-12	43
Profit attributable to shareholders of SNP Schneider-Neureither & Partner AG in total comprehensive income	-3,613	3,003	-1,537	868

Consolidated Cash Flow Statement

for the period from 1 January to 30 September 2017

€ k	Jan. – Sept. 2017	Jan. – Sept. 2016
Profit/Loss after tax	-3,115	3,229
Depreciation	2,127	1,094
Change in provisions for pensions	30	54
Other non-cash income/expenses	-1,648	733
Change in trade receivables, other current assets, other non-current assets	-4,595	-4,616
Changes in trade payables, other provisions, tax liabilities, other current liabilities	-3,669	-975
Cash flow from operating activities (1)	-10,870	-481
Payments for investments in property, plant and equipment	-1,870	-1,306
Payments for investments in intangible assets	-2,128	-721
Payments for investments in at-equity participations	0	-403
Payments for the acquisition of business operations	-27,770	-2,105
Proceeds from disposal of tangible fixed assets	91	55
Cash flow used in investing activities (2)	-31,677	-4,480
Dividend payments	-1,932	-1,264
Dividend payments to non-controlling shareholders	0	0
Payments for purchase of shares in non-controlling shareholders	18,293	30,129
Proceeds from the issue of corporate bonds	0	0
Proceeds from loans	39,606	0
Payments on loans received	-11,575	-1,575
Cash flow used in financing activities (3)	44,392	27,290
Effects of exchange rate changes on cash and bank balances (4)	-411	-91
Cash change in cash and cash equivalents (1) + (2) + (3) + (4)	1,434	22,238
Cash and cash equivalents at the beginning of the fiscal year	31,914	13,769
Cash and cash equivalents at 30 June	33,348	36,007
Composition of cash and cash equivalents:		
Cash and cash equivalents	33,348	36,007
Cash and cash equivalents at 30 September	33,348	36,007

Consolidated Statement of Changes in Equity

for the period from 1 January 2016 to 30 September 2017

€ k	Subscribed capital	Capital reserve	Retained earnings
As of 01/01/2016	3,738	7,189	5,498
Dividend payment			-1,264
Capital increase	1,239	29,142	
Change in companies consolidated			
Total comprehensive income			3,151
As of 09/30/2016	4,977	36,331	7,385
Total comprehensive income			913
Minority acquisition			-1,385
As of 12/31/2016	4,977	36,331	6,913
Dividend payment			-1,932
Capital increase	498	17,929	
Change in companies consolidated			
Total comprehensive income			-2,998
Minority acquisition			-420
As of 09/30/2017	5,475	54,260	1,563

Other components of equity						
Currency conversion	Revaluation of performance-oriented obligations	Other components of equity Total	Treasury shares	Shareholders of SNP AG attributable capital	Non-controlling shares	Total equity
270	-256	14	-415	16,024	0	16,024
				-1,264		-1,264
				30,381		30,381
				0	1,525	1,525
-148		-148		3,003	78	3,081
122	-256	-134	-415	48,144	1,603	49,747
8	-170	-162		751	36	787
				-1,385	-575	-1,960
130	-426	-296	-415	47,510	1,064	48,574
				-1,932		-1,932
				18,427		18,427
				0	42	42
-615	0	-615		-3,613	-117	-3,730
0				-420	-610	-1,030
-485	-426	-911	-415	59,972	379	60,351

Segment Reporting

for the period from 1 Januar to 30 September 2017

€ k	Professional Services	Software	Total
Segment result			
Jan. – Sept. 2017	-806	1,216	410
Margin	-1.2%	8.8%	0.5%
Jan. – Sept. 2016	5,263	2,035	7,298
Margin	10.6%	21.4%	12.4%
External revenue			
Jan. – Sept. 2017	67,176	13,862	81,038
Jan. – Sept. 2016	48,027	9,514	57,541
Depreciation included in the segment result			
Jan. – Sept. 2017	1,693	434	2,127
Jan. – Sept. 2016	616	478	1,094
Segment assets			
September 30, 2017	138,245	7,326	145,571
September 30, 2016	73,188	5,509	78,697
Segment investments			
September 30, 2017	45,651	1,637	47,288
September 30, 2016	6,604	686	7,290

€ k	Jan. – Sept. 2017	Jan. – Sept. 2016
Reconciliation		
Net earnings		
Total reportable segments	410	7,298
Non-segment-related expenses	-3,210	-2,368
Non-segment-related amounts:		
- Other operating income	547	332
- Other taxes	-337	-71
EBIT	-2,590	5,191
Assets		
Total reportable segments	145,571	78,697
Assets not allocated to the segments	2,216	844
Group assets	147,787	79,541
Assets not allocated to the segments		
- Deferred tax assets	1,659	728
- Income tax claims	557	116
Total	2,216	844

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Financial Calendar

October 27, 2017	Publication of the Interim Statement for Q3
November 27/28, 2017	German Equity Forum 2017
January 31, 2018	Publication of the Preliminary Figures 2017
March 28, 2018	Publication of the Annual Report 2017
April 27, 2018	Publication of the Interim Statement for Q1
May 30, 2018	Annual General Meeting 2018
August 2, 2018	Publication of the Half-Year Financial Report 2018
October 31, 2018	Publication of the Interim Statement for Q3

All dates are provisional only.

The current financial calendar can be consulted at: www.snp-ag.com/eng/Investor-Relations/Financial-calendar.

Contact

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This Interim Report is also available in German.

The legally binding document is the original German version, which shall prevail in any case of doubt.



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