



# 9 MONTHS REPORT 2018

**30**  
YEARS  
1988-2018  
**cenit**



<b>CENIT Aktiengesellschaft, Stuttgart</b>		
<b>At a glance – January 1 until September, 30, 2018</b>		
in EUR k	September 30, 2018	September 30, 2017
Sales	123,306	102,219
Gross profits	63,655	57,360
EBITDA	6,927	8,634
Operating returns (EBIT)	4,731	6,926
EBT	4,719	6,907
Netincome of the group	3,403	4,723
Earnings per share (basic) in EUR	0.41	0.56
Earnings per share (diluted) in EUR	0.41	0.56
Number of employees at end of period	739	746
EBIT-Margin	3.8%	6.8%
Profit-Margin	2.8%	4.6%
in EUR k	September 30, 2018	December 31, 2017
Equity in ratio	47.2%	46.8%
Equity	35,862	40,855
Liabilities	40,174	46,409
Balance sheet total	76,036	87,264

## **SALES DEVELOPMENT VERSUS 9 MONTHS 2017**

In the first nine months, CENIT AG increased its sales by approximately 21 percent. The company recorded significant growth in its sales of third-party software (+43.1%), while the sales of own software declined by -8.3%.

## **OVERVIEW OF SALES FIGURES AND RESULTS**

During the first 9 months, CENIT group generated sales of EUR k 123,306 (prior year: EUR k 102,219/20.6%). EBITDA amounted to EUR k 6,927 (prior year: EUR k 8,634/-19.8%) and EBIT reached EUR k 4,731 (prior year: EUR k 6,926/-31.7%). Earnings per share were EUR 0.41 (prior year: EUR 0.56).

## **BREAKDOWN OF SALES**

In its PLM segment, CENIT achieved in the first 9 months sales of EUR k 112,363 (prior year: EUR k 90,318/24.4%). The EIM segment contributed sales of EUR k 10,943 against EUR k 11,901 during the same period of 2017 (-8.0%). Sales of third-party software totaled EUR k 75,620 (prior year: EUR k 52,853/43.1%), while sales of CENIT's proprietary software decreased from EUR k 11,409 to EUR k 10,461/-8.3%. Sales in the service and consulting segment amounted to EUR k 36,852 (prior year: EUR k 37,746/-2.4%). Other sales totaled EUR k 373 (prior year: EUR k 211/76.8%).

## **COST DEVELOPMENT**

Other operating expenses totaled EUR k 12,903 (prior year: EUR k 11,006).

## **INVESTMENTS**

Investment expenditures in the first nine months 2018 amounted to EUR k 1,255 (prior year: EUR k 1,109).

## **CHANGES IN MANAGING AND SUPERVISORY BOARDS**

None in the 3<sup>rd</sup> quarter. At the Annual General Meeting on May 18, 2018, Prof. Dr. Oliver Riedel was elected as Chairman of the Supervisory Board and Stephan Gier as a member of the Supervisory Board. Ricardo Malta was elected as the new employee representative to the Supervisory Board.

## **EVENTS OF SPECIAL SIGNIFICANCE WHICH MAY AFFECT BUSINESS RESULTS**

None.

## **INTERIM DIVIDEND**

No interim dividend has been distributed.

### **DIVIDENDS PAID OR PROPOSED FOR PAYMENT**

At the General Meeting of Shareholders on 18 May 2018, the Managing Board and the Supervisory Board of CENIT proposed the payment of a dividend of EUR 1.00 for the 2017 business year. EUR k 8,368 were paid out to the CENIT AG shareholders.

### **ORDERS DEVELOPMENT**

During the first nine months, the group-wide order intake totaled EUR k 125,130 (prior year: EUR k 98,708). Order Backlog as at 30 September 2018 amounted to EUR k 47,285 (prior year: EUR k 58,152).

### **ORDERS OF SPECIAL SIGNIFICANCE**

None.

### **ASSETS AND LIABILITIES**

On 30 September 2018, the balance-sheet total amounts to EUR k 76,036. Bank deposits and liquid assets as of the balance sheet date are totaling EUR k 18,278 (31 Dec. 2017: EUR k 23,692). Bank borrowings amount to EUR K 3 (31 Dec. 2017: EUR k 3,152) and are entirely of short-term nature. Trade receivables are totaling EUR k 22,239. Equity amounts to approx. EUR k 35,862 (31 Dec. 2017: EUR k 40,855) resulting in an equity ratio of 47.2% (31 Dec. 2017: 46.8%)

### **OPERATIVE CASHFLOW**

During the first nine months, CENIT generated an operative cashflow of EUR k 9,565 (prior year: EUR k 6,501).

### **EMPLOYEES**

On 30 September 2018, CENIT employed 739 staff group-wide (prior year: 746).

### **SUPPLEMENTARY, OPPORTUNITIES AND FORECAST REPORTS**

For the current year, CENIT expects total sales in the range of EUR 175 to 180 million. Based on the course of business year to date, CENIT expects an operative result (EBIT) of around EUR 10 million.

<b>CENIT Aktiengesellschaft, Stuttgart</b>		
<b>CONSOLIDATED BALANCE SHEET (in accordance with IFRSs) (unaudited)</b>		
in EUR k	September 30, 2018	December 31, 2017
<b>ASSETS</b>		
<b>NON-CURRENT ASSETS</b>		
Intangible assets	13,865	14,839
Property, plant and equipment	2,720	2,711
Investment in Joint Venture	60	60
Other financial assets	2,000	0
Deferred tax assets	869	894
<b>NON-CURRENT ASSETS</b>	<b>19,514</b>	<b>18,504</b>
<b>CURRENT ASSETS</b>		
Inventories	88	87
Trade receivables	22,239	28,551
Receivables from Joint Venture	3,451	2,975
Current income tax assets	3,305	1,729
Other receivables	934	2,384
Cash and cash equivalents	18,278	23,692
Prepaid expenses	8,227	9,342
<b>CURRENT ASSETS</b>	<b>56,522</b>	<b>68,760</b>
<b>TOTAL ASSETS</b>	<b>76,036</b>	<b>87,264</b>

<b>CENIT Aktiengesellschaft, Stuttgart</b>		
<b>CONSOLIDATED BALANCE SHEET (in accordance with IFRSs) (unaudited)</b>		
in EUR k	September 30, 2018	December 31, 2017
<b>EQUITY AND LIABILITIES</b>		
<b>EQUITY</b>		
Issued capital	8,368	8,368
Capital reserve	1,058	1,058
Currency translation reserve	919	801
Statutory earnings reserve	418	418
Other earnings reserves	13,242	13,242
Profit carried forward	7,361	6,926
Net profit	3,236	8,803
<b>Equity attributable to shareholders of CENIT AG</b>	<b>34,602</b>	<b>39,616</b>
Non-controlling interests	1,260	1,239
<b>TOTAL EQUITY</b>	<b>35,862</b>	<b>40,855</b>
<b>NON-CURRENT LIABILITIES</b>		
Other liabilities	3,570	3,842
Deferred tax liabilities	547	588
<b>NON-CURRENT LIABILITIES</b>	<b>4,117</b>	<b>4,430</b>
<b>CURRENT LIABILITIES</b>		
Bank liabilities	3	3,152
Trade liabilities	5,010	7,922
Liabilities due to Joint Venture	11	35
Other liabilities	13,015	17,059
Current income tax liabilities	285	460
Other provisions	110	192
Deferred income	17,623	13,159
<b>CURRENT LIABILITIES</b>	<b>36,057</b>	<b>41,979</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>76,036</b>	<b>87,264</b>

<b>CENIT Aktiengesellschaft, Stuttgart</b>			
<b>CONSOLIDATED INCOME STATEMENT (in accordance with IFRSs) (unaudited)</b>			
in EUR k		1 <sup>st</sup> Jan – 30 <sup>th</sup> September 2018	1 <sup>st</sup> Jan – 30 <sup>th</sup> September 2017
<b>1. REVENUE</b>		<b>123,306</b>	<b>102,219</b>
2. Increase/decrease in work of process		16	0
<b>Total operating performance</b>		<b>123,322</b>	<b>102,219</b>
3. Other operating income		1,178	855
<b>Operating performance</b>		<b>124,500</b>	<b>103,074</b>
4. Cost of materials	60,845		45,714
5. Personnel expenses	43,825		37,720
6. Amortization and depreciation of intangible assets and property, plant and equipment	2,196		1,708
7. Other operating expenses	12,903		11,006
		119,769	96,148
<b>OPERATING RESULT</b>		<b>4,731</b>	<b>6,926</b>
8. Other interest and similar income	0		1
9. Other interest and similar expenses	12		20
		-12	-19
<b>RESULT FROM ORDINARY ACTIVITIES</b>		<b>4,719</b>	<b>6,907</b>
10. Income taxes		1,316	2,184
<b>NET INCOME OF THE GROUP FOR THE YEAR</b>		<b>3,403</b>	<b>4,723</b>
thereof attributable to the shareholders of CENIT AG		3,235	4,604
thereof attributable to non-controlling interests		168	119
Earnings per share in EUR			
basic		0.41	0.56
diluted		0.41	0.56

<b>CENIT Aktiengesellschaft, Stuttgart</b>			
<b>CONSOLIDATED INCOME STATEMENT (in accordance with IFRSs) (unaudited)</b>			
in EUR k		3rd Quarter 2018	3rd Quarter 2017
<b>1. REVENUE</b>		<b>41,193</b>	<b>42,939</b>
2. Increase/decrease in work of process		16	0
<b>Total operating performance</b>		<b>41,209</b>	<b>42,939</b>
3. Other operating income		435	524
<b>Operating performance</b>		<b>41,644</b>	<b>43,465</b>
4. Cost of materials	20,647		21,945
5. Personnel expenses	14,105		13,840
6. Amortization and depreciation of intangible assets and property, plant and equipment	730		712
7. Other operating expenses	4,012		4,229
		39,494	40,726
<b>OPERATING RESULT</b>		<b>2,150</b>	<b>2,738</b>
8. Other interest and similar income	0		1
9. Other interest and similar expenses	4		15
		-4	-14
<b>RESULT FROM ORDINARY ACTIVITIES</b>		<b>2,146</b>	<b>2,724</b>
10. Income taxes		536	422
<b>NET INCOME OF THE GROUP FOR THE YEAR</b>		<b>1,610</b>	<b>2,302</b>
thereof attributable to the shareholders of CENIT AG		1,563	2,236
thereof attributable to non-controlling interests		47	66
Earnings per share in EUR			
basic		0.19	0.28
diluted		0.19	0.28



<b>CENIT Aktiengesellschaft, Stuttgart</b>		
<b>CONSOLIDATED STATEMENT OF CASH FLOWS (in accordance with IFRS) (unaudited)</b>		
in EUR k	1 <sup>st</sup> Jan – 30 <sup>th</sup> September 2018	1 <sup>st</sup> Jan – 30 <sup>th</sup> September 2017
<b>Cash flow from operating activities</b>		
Earnings before tax and net interest	4,731	6,926
Adjustments for:		
Amortization/depreciation of intangible assets and property, plant and equipment	2,196	1,708
Gains (-) and losses (+) on disposals of non-current assets	32	14
Increase/decrease in other non-current assets and liabilities and provisions	-321	-257
Interest paid	-12	-20
Interest received	0	1
Income tax paid	-3,083	3,484
<b>Net operating income before changes in net working capital</b>	<b>3,543</b>	<b>4,888</b>
Increase/decrease in trade receivables and other current non-cash assets	8,662	1,501
Increase/decrease in inventories	0	394
Increase/decrease in current liabilities and provisions	-2,640	-282
<b>Net cash flows from operating activities</b>	<b>9,565</b>	<b>6,501</b>
<b>Cash flow from investing activities</b>		
Purchase of property, plant and equipment and intangible assets	-1,255	-1,098
Purchase of non-current financial assets	-2,000	0
Purchase of shares in fully consolidated entities (net cash outflow)	-200	-6,197
Income from the sale of property, plant and equipment	0	0
<b>Net cash paid for investing activities</b>	<b>-3,455</b>	<b>-7,295</b>
<b>Cash flow from financing activities</b>		
Dividends paid to shareholders	-8,368	-8,368
Dividends paid to non-controlling interests	-147	-147
<b>Net cash paid for financing activities</b>	<b>-8,515</b>	<b>-8,515</b>
<b>Net increase/decrease in cash and cash equivalents</b>	<b>-2,405</b>	<b>-9,309</b>
Change in cash and cash equivalents due to foreign exchange differences	140	-661
Cash and cash equivalents at the beginning of the reporting period	20,540	33,606
<b>Cash and cash equivalents at the end of the reporting period</b>	<b>18,275</b>	<b>23,636</b>

**CENIT Aktiengesellschaft, Stuttgart****CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (in accordance with IFRS)  
(unaudited)**

In EUR k		1 <sup>st</sup> Jan – 30 <sup>th</sup> September 2018	1 <sup>st</sup> Jan – 30 <sup>th</sup> September 2017
<b>Net income for the year</b>		<b>3,403</b>	<b>4,723</b>
Other comprehensive income			
Items that will be reclassified to the income statement in the future under certain circumstances			
Currency translation reserve of foreign subsidiaries	118		-425
Items that will not be reclassified to the income statement in the future			
Actuarial gains/losses from defined benefit obligations and similar obligations	0		0
Deferred taxes recognised on other comprehensive income	0		0
<b>Other comprehensive income after tax</b>		<b>118</b>	<b>-425</b>
<b>Total comprehensive income</b>		<b>3,522</b>	<b>4,298</b>
Thereof attributable to the shareholders of CENIT AG		3,354	4,179
thereof attributable to non-controlling interests		168	119

**CENIT Aktiengesellschaft, Stuttgart****STATEMENT OF CHANGES IN EQUITY (in accordance with IFRS) (unaudited)**

in EUR k	Attributable to shareholders of CENIT AG						Non-controlling interests	Total	
	Subscribed capital	Capital reserves	Currency translation reserve	Revenue reserves		Retained earnings			Net income
				Legal reserve	Other reserves				
<b>As of 1<sup>st</sup> January 2017</b>	<b>8,368</b>	<b>1,058</b>	<b>1,279</b>	<b>418</b>	<b>13,099</b>	<b>7,213</b>	<b>8,080</b>	<b>1,063</b>	<b>40,578</b>
Net income prior year						8,080	-8,080		
Total comprehensive income			-478		153		8,803	185	8,663
Acquisition of a subsidiary								128	128
Withdrawals from / addition to the revenue reserves					-10			10	0
Dividend distribution						-8.368		-147	-8,515
<b>As of 31<sup>st</sup> December 2017</b>	<b>8,368</b>	<b>1,058</b>	<b>801</b>	<b>418</b>	<b>13,242</b>	<b>6,926</b>	<b>8,803</b>	<b>1,239</b>	<b>40,855</b>
Total comprehensive income						8,803	-8,803		0
Acquisition of a subsidiaries			118				3,236	168	3,522
Dividend distribution						-8.368		-147	-8,515
<b>As of 30 September 2018</b>	<b>8,368</b>	<b>1,058</b>	<b>919</b>	<b>418</b>	<b>13,242</b>	<b>7,361</b>	<b>3,236</b>	<b>1,260</b>	<b>35,862</b>

**CENIT Aktiengesellschaft**  
**Segment Reporting by Business Unit (in accordance with IFRSs) unaudited**

		<b>EIM</b>	<b>PLM</b>	<b>Reconciliation</b>	<b>Group</b>
in EUR k					
<b>External revenue</b>	Q1-Q3 2018	10,943	112,363	0	<b>123,306</b>
	Q1-Q3 2017	11,901	90,318	0	<b>102,219</b>
<b>EBIT</b>	Q1-Q3 2018	1,485	3,246	0	<b>4,731</b>
	Q1-Q3 2017	978	5,948	0	<b>6,926</b>
<b>Share of profit of joint ventures</b>	Q1-Q3 2018	0	0	0	<b>0</b>
	Q1-Q3 2017	0	0	0	<b>0</b>
<b>Other interest result and financial result</b>	Q1-Q3 2018	0	0	-12	<b>-12</b>
	Q1-Q3 2017	0	0	-19	<b>-19</b>
<b>Income taxes</b>	Q1-Q3 2018	0	0	1,316	<b>1,316</b>
	Q1-Q3 2017	0	0	2,184	<b>2,184</b>
<b>Net income of the Group</b>	Q1-Q3 2018	1,485	3,246	-1,328	<b>3,403</b>
	Q1-Q3 2017	978	5,948	-2,203	<b>4,723</b>
<b>Segment assets</b>	Q1-Q3 2018	4,740	48,783	22,453	<b>75,976</b>
	Q1-Q3 2017	6,479	50,844	29,333	<b>86,656</b>
<b>Investment in a joint venture</b>	Q1-Q3 2018	0	60	0	<b>60</b>
	Q1-Q3 2017	0	61	0	<b>61</b>
<b>Segment liabilities</b>	Q1-Q3 2018	5,511	33,823	840	<b>40,174</b>
	Q1-Q3 2017	5,240	42,645	1,029	<b>48,914</b>
<b>Investments in property, plant and equipment and intangible assets</b>	Q1-Q3 2018	147	1,108	0	<b>1,255</b>
	Q1-Q3 2017	104	1,005	0	<b>1,109</b>
<b>Amortization and depreciation</b>	Q1-Q3 2018	344	1,851	0	<b>2,195</b>
	Q1-Q3 2017	337	1,371	0	<b>1,708</b>

EIM = Enterprise Information Management; PLM = Product Lifecycle Management

**CENIT Aktiengesellschaft**  
**Group Segment Report by Region (in accordance with IFRSs) unaudited**

	Germany	Switzerland	North America	Romania	France	Belgium	Netherlands	Japan	Reconciliation	Consolidation	Group
Q1-Q3 2018	66.640	7.423	8.470	1.487	33.730	3.104	1.515	937	0	0	123.306
Q1-Q3 2017	65.439	8.581	10.309	1.381	13.454	1.049	474	1.531	0	0	102.219
Q1-Q3 2018	16.158	76	137	97	4.859	16	10	19	869	-2.727	19.514
Q1-Q3 2017	15.128	32	164	55	5.220	7	2	12	757	-2.733	18.644
Q1-Q3 2018	60	0	0	0	0	0	0	0	0	0	60
Q1-Q3 2017	61	0	0	0	0	0	0	0	0	0	61
Q1-Q3 2018	840	54	17	65	246	13	10	10	0	0	1.255
Q1-Q3 2017	951	27	18	36	74	0	0	2	0	0	1.109



**DIRECTORS' HOLDINGS:**

**Number of shares as at September 30th, 2018**

Total number of shares : 8,367,758

**Management Board:**

Kurt Bengel: 6,000

Matthias Schmidt: 1,670

**Supervisory Board:**

Prof. Dr. Oliver Riedel: 80

Stephan Gier: 0

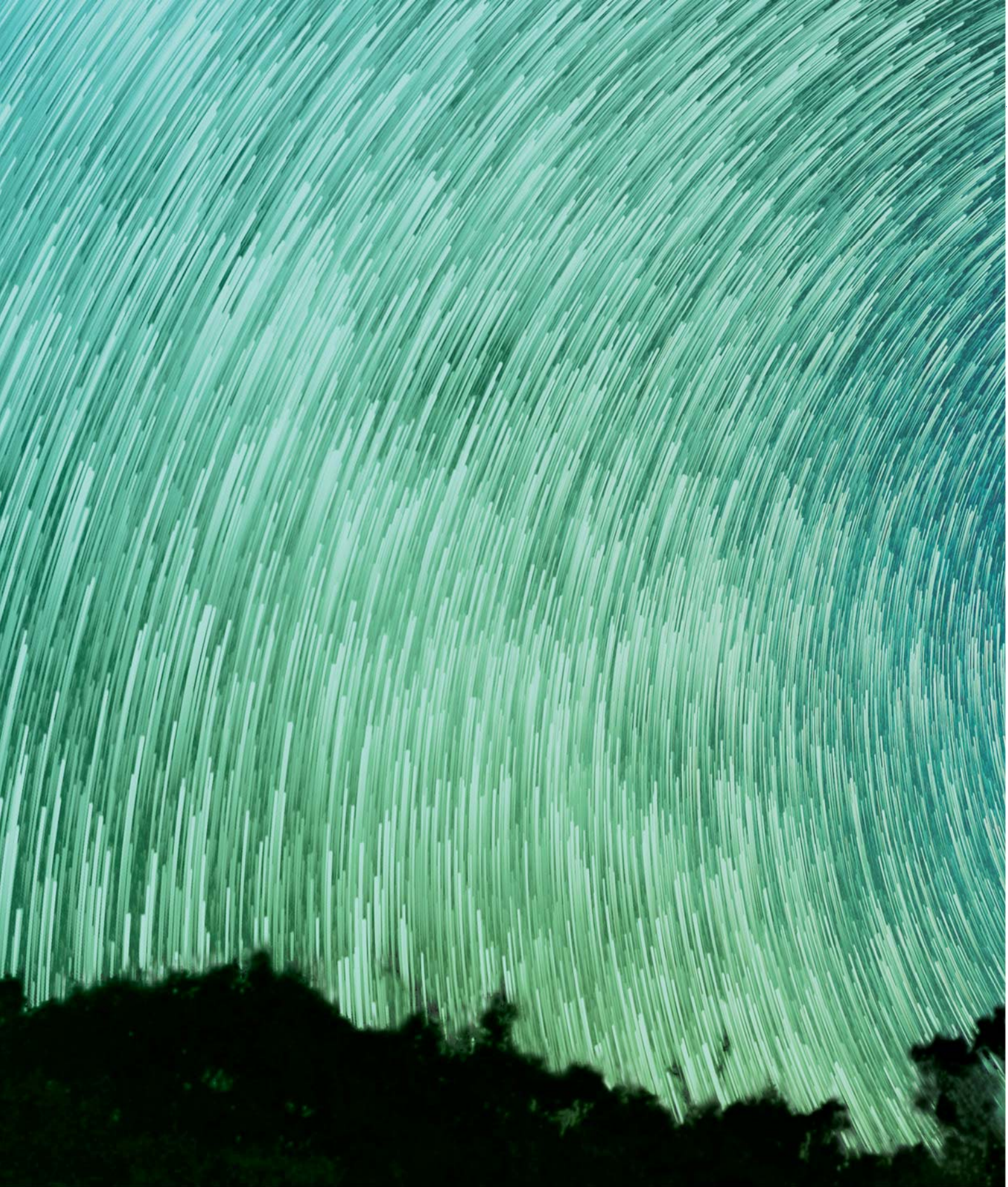
Ricardo Malta: 0

**Financial Calendar:**

26<sup>th</sup> -28<sup>th</sup> November 2018

German Equity Forum, Frankfurt





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