

# Mensch und Maschine at a glance

All amounts in million EUR (unless stated otherwise)	2014	2015	2016	2017	2018	2019
<b>Revenue</b>	<b>140.0</b>	<b>160.4</b> +14.5%	<b>167.1</b> +4.2%	<b>160.9</b> -3.7%	<b>185.40</b> +15%	<b>245.94</b> +33%
<b>Germany</b>	<b>66.9</b> 47.8%	<b>74.7</b> 46.6%	<b>74.9</b> 44.8%	<b>75.9</b> 47.2%	<b>83.32</b> 44.9%	<b>112.98</b> 45.9%
<b>International</b>	<b>73.1</b> 52.2%	<b>85.7</b> 53.4%	<b>92.2</b> 55.2%	<b>85.0</b> 52.8%	<b>102.05</b> 55.1%	<b>132.96</b> 54.1%
<b>Gross profit</b>	<b>74.7</b>	<b>84.5</b> +13%	<b>91.4</b> +8.2%	<b>94.8</b> +3.7%	<b>103.91</b> +9.6%	<b>127.89</b> +23%
<b>M+M Software</b>	<b>36.6</b> 49.0%	<b>39.6</b> 46.8%	<b>44.7</b> 48.9%	<b>48.9</b> 51.6%	<b>54.36</b> 52.3%	<b>69.70</b> 54.5%
<b>VAR Business</b>	<b>38.1</b> 51.0%	<b>44.9</b> 53.2%	<b>46.7</b> 51.1%	<b>45.9</b> 48.4%	<b>49.55</b> 47.7%	<b>58.19</b> 45.5%
<b>Operating profit EBITDA</b> EBITDA return from revenue	<b>10.9</b> 7.8%	<b>12.8</b> +18% 8.0%	<b>15.8</b> +23% 9.4%	<b>18.0</b> +14.5% 11.2%	<b>22.75</b> +26% 12.3%	<b>36.55</b> +61%* 14.9%
<b>Operating profit EBIT</b> EBIT return from revenue	<b>6.8</b> 4.9%	<b>8.5</b> +25% 5.3%	<b>12.5</b> +47% 7.5%	<b>15.2</b> +22% 9.5%	<b>19.66</b> +29% 10.6%	<b>27.19</b> +38% 11.1%
<b>Net profit</b> Net return from revenue	<b>3.7</b> 2.7%	<b>3.9</b> +4.0% 2.4%	<b>6.6</b> +70% 3.9%	<b>8.5</b> +30% 5.3%	<b>11.69</b> +37% 6.3%	<b>16.67</b> +43% 6.8%
<b>per share in EUR</b>	<b>0.24</b>	<b>0.24</b>	<b>0.40</b>	<b>0.525</b>	<b>0.715</b>	<b>0.99</b>
<b>Operating cash flows</b> per share in EUR	<b>6.3</b> <b>0.40</b>	<b>14.7</b> +134% <b>0.91</b>	<b>14.6</b> -0.1% <b>0.90</b>	<b>15.2</b> +4.0% <b>0.935</b>	<b>15.23</b> +0.2% <b>0.93</b>	<b>26.35</b> +73%* <b>1.57</b>
<b>Dividend in EUR</b>	<b>0.20</b>	<b>0.25</b> +25%	<b>0.35</b> +40%	<b>0.50</b> +43%	<b>0.65</b> +30%	<b>0.85</b> +31%
<b>Total assets</b>	<b>104.2</b>	<b>102.5</b> -2%	<b>100.5</b> -2%	<b>101.8</b> +1%	<b>106.11</b> +4%	<b>159.49</b> +50%*
<b>Shareholders' equity</b> Equity ratio	<b>39.2</b> 37.7%	<b>39.6</b> +1% 38.6%	<b>40.6</b> +2% 40.4%	<b>43.9</b> +8% 43.1%	<b>51.28</b> +17% 48.3%	<b>73.52</b> +43% 46.1%
<b>Number of shares in million</b>	<b>15.439</b>	<b>16.127</b> +4.5%	<b>16.306</b> +1.1%	<b>16.281</b> -0.2%	<b>16.351</b> +0.4%	<b>16.820</b> +2.9%
<b>Headcount</b> (full time equivalent)	<b>718</b>	<b>731</b> +2%	<b>759</b> +4%	<b>784</b> +3%	<b>821</b> +5%	<b>946</b> +15%

\* PY comparison 2019/18 distorted by first time application of IFRS16