

Trifork Group  
**Quarterly key figures**  
Q1/2020 - Q4/2021

(in EUR k)	Q1/2020	Q2/2020	Q3/2020	Q4/2020	FY2020	Q1/2021	Q2/2021	Q3/2021	Q4/2021	FY2021	Q1/2022
<b>Trifork Group Income Statement</b>											
Revenue from contracts with customers	28'529	25'780	26'190	34'859	115'358	39'415	39'934	36'915	42'261	158'525	45'830
- thereof organic	28'013	25'311	23'144	27'505	103'973	31'768	32'165	32'617	41'430	137'980	44'927
- thereof deconsolidated in the following 12 months	-	-	-	-	-	1'286	1'242	1'009	868	4'405	-
- thereof from acquisitions	516	469	3'046	7'350	11'381	7'647	7'769	4'298	831	20'545	903
Special items	-124	-71	-109	-651	-955	-1'792	-86	-	22'131	20'253	-
Adjusted EBITDA	4'089	3'680	4'440	5'721	17'930	7'115	6'832	6'144	7'032	27'123	7'742
Adjusted EBITA	2'636	2'195	2'882	3'497	11'210	5'290	4'933	4'153	5'099	19'475	5'777
Adjusted EBIT	1'928	1'531	2'063	2'376	7'898	4'325	3'940	3'139	3'950	15'354	4'740
EBITDA	3'965	3'609	4'331	5'070	16'975	5'323	6'746	6'144	29'163	47'376	7'742
EBITA	2'512	2'124	2'773	2'846	10'255	3'498	4'847	4'153	27'230	39'728	5'777
EBIT	1'804	1'460	1'954	1'190	6'408	2'533	3'854	3'139	26'081	35'607	4'740
Net financial result	121	459	-504	40'558	40'634	1'130	550	-708	77	1'049	1'116
EBT	1'925	1'919	1'450	41'748	47'042	3'663	4'404	2'431	26'158	36'656	5'856
Net income	1'440	1'447	989	40'782	44'658	2'651	3'715	1'788	24'542	32'696	4'770
<b>Trifork Segment</b>											
Revenue from contracts with customers	28'529	25'780	26'190	34'859	115'358	39'415	39'934	36'915	42'261	158'525	45'830
- Inspire	708	607	280	351	1'945	314	406	599	1'071	2'390	412
- Build	21'715	18'464	19'408	27'117	86'705	30'583	30'617	29'796	31'984	122'980	34'889
- Run	6'052	6'603	6'353	7'414	26'422	8'480	8'807	6'448	8'915	32'650	10'365
Adjusted EBITDA	4'220	3'825	4'584	7'539	20'168	7'667	7'337	6'246	7'376	28'626	8'061
- Inspire	-516	-380	-253	-373	-1'522	-370	-163	-20	-88	-640	-182
- Build	4'750	3'621	4'368	4'174	16'913	8'022	5'516	6'234	6'274	26'046	8'164
- Run	949	1'359	1'445	2'113	5'866	1'391	2'070	1'458	2'520	7'438	1'258
Adjusted EBITA	2'767	2'340	3'026	5'315	13'448	5'842	5'438	4'255	5'443	20'978	6'096
Adjusted EBIT	2'059	1'676	2'207	4'194	10'136	4'877	4'445	3'241	4'294	16'857	5'059
<b>Trifork Labs Segment</b>											
Net financial result	33	912	-26	40'477	41'396	1'766	363	164	2'513	4'806	1'486
EBT	-98	767	-170	38'659	39'158	1'214	-142	62	2'169	3'303	1'167

Trifork Group  
**Quarterly key figures**  
Q1/2020 - Q4/2021

<i>(in EUR k)</i>	Q1/2020	Q2/2020	Q3/2020	Q4/2020	FY2020	Q1/2021	Q2/2021	Q3/2021	Q4/2021	FY2021	Q1/2022
<b>Trifork Group Financial Position</b>											
Investments in Trifork Labs	34'606	34'984	35'168	75'861	75'861	20'478	22'565	24'282	47'259	47'259	56'849
Intangible assets	36'426	35'782	74'472	72'990	72'990	72'164	76'106	75'304	76'288	76'288	75'407
Total assets	126'767	129'658	181'294	229'109	229'109	209'628	220'006	216'579	245'664	245'664	246'756
Equity attributable to the shareholders of Trifork Holding AG	57'707	57'969	46'296	80'494	80'494	81'233	85'152	87'313	109'798	109'798	115'911
Net liquidity/(debt)	-15'505	-9'433	-39'391	-37'393	-37'393	14'310	24'434	22'312	17'100	17'100	8'831
<b>Trifork Group Cash flow</b>											
Cash flow from operating activities	3'663	9'485	46	4'592	17'787	-1'760	10'116	485	-1'066	7'775	4'629
Cash flow from investing activities	-3'834	-605	-26'327	-748	-31'516	57'078	-2'368	-1'027	-4'028	49'655	-9'586
Cash flow from financing activities	-169	-3'559	29'476	129	25'877	-23'860	-3'083	-4'789	-674	-32'406	-1'618
Free cash flow	1'618	9'303	-309	3'761	14'373	-2'336	9'381	-356	-4'616	2'073	3'366
Net change in cash and cash equivalents	-445	5'253	3'188	4'009	12'005	31'544	4'809	-4'965	-4'717	26'671	-6'582
<b>Share data</b> <i>(in EUR)</i>											
Basic earnings / share (EPS basic)	0.06	0.06	0.03	2.17	2.33	0.10	0.14	0.05	1.21	1.52	0.21
Diluted earnings / share (EPS diluted)	0.06	0.06	0.03	2.17	2.33	0.10	0.14	0.05	1.21	1.52	0.21
Dividend / share	-	-	-	-	0.58	-	-	-	-	0.38	-
Dividend yield	-	-	-	-	25.0%	-	-	-	-	25.0%	-
<b>Employees</b>											
Average number of employees (FTE)	648	644	661	779	682	822	855	902	936	880	927

Trifork Group  
**Quarterly key figures**  
 Q1/2020 - Q4/2021

(in EUR k)	Q1/2020	Q2/2020	Q3/2020	Q4/2020	FY2020	Q1/2021	Q2/2021	Q3/2021	Q4/2021	FY2021	Q1/2022
<b>Financial margins and ratios</b>											
<i>Trifork Group</i>											
Adjusted EBITDA-margin	14.3%	14.3%	17.0%	16.4%	15.5%	18.1%	17.1%	16.6%	16.6%	17.1%	16.9%
Adjusted EBITA-margin	9.2%	8.5%	11.0%	10.0%	9.7%	13.4%	12.4%	11.3%	12.1%	12.3%	12.6%
Adjusted EBIT-margin	6.8%	5.9%	7.9%	6.8%	6.8%	11.0%	9.9%	8.5%	9.3%	9.7%	10.3%
EBITDA-margin	13.9%	14.0%	16.5%	14.5%	14.7%	13.5%	16.9%	16.6%	69.0%	29.9%	16.9%
EBITA-margin	8.8%	8.2%	10.6%	8.2%	8.9%	8.9%	12.1%	11.3%	64.4%	25.1%	12.6%
EBIT-margin	6.3%	5.7%	7.5%	3.4%	5.6%	6.4%	9.7%	8.5%	61.7%	22.5%	10.3%
Equity ratio	45.5%	44.7%	25.5%	35.1%	35.1%	38.8%	38.7%	40.3%	44.7%	44.7%	47.0%
Return on equity (LTM)	-	-	-	-	63.4%	-	-	-	-	30.8%	0.32
<i>Trifork Segment</i>											
Organic revenue growth	-	-	-	-	2.6%	11.4%	24.8%	24.5%	18.9%	19.6%	17.8%
- Inspire	-	-	-	-	-75.8%	-55.6%	-33.1%	113.9%	205.1%	22.9%	31.2%
- Build	-	-	-	-	6.0%	7.2%	23.7%	31.4%	14.9%	18.2%	15.9%
- Run	-	-	-	-	20.8%	44.8%	33.4%	1.5%	20.2%	23.5%	22.4%
Adjusted EBITDA-margin	14.8%	14.8%	17.5%	21.6%	17.5%	19.5%	18.4%	16.9%	17.5%	18.1%	17.6%
- Inspire	-72.9%	-62.6%	-90.4%	-106.3%	-78.3%	-117.8%	-40.1%	-3.3%	-8.2%	-26.8%	-44.2%
- Build	21.9%	19.6%	22.5%	15.0%	19.4%	26.2%	17.9%	20.9%	19.6%	21.2%	23.4%
- Run	15.7%	20.6%	22.7%	28.5%	22.2%	16.4%	23.5%	22.6%	28.3%	22.8%	12.1%
Adjusted EBITA-margin	9.7%	9.1%	11.6%	15.2%	11.7%	14.8%	13.6%	11.5%	12.9%	13.2%	13.3%
Adjusted EBIT-margin	7.2%	6.5%	8.4%	12.0%	8.8%	12.4%	11.1%	8.8%	10.2%	10.6%	11.0%
EBITDA-margin	14.4%	14.6%	17.1%	16.7%	16.7%	14.9%	18.2%	16.9%	69.8%	30.8%	17.6%