

(in EURk)	Q1/2020	Q2/2020	Q3/2020	Q4/2020	FY2020	Q1/2021	Q2/2021	Q3/2021	Q4/2021	FY2021	Q1/2022	Q2/2022	Q3/2022	Q4/2022	FY2022	Q1/2023	Q2/2023	Q3/2023	Q4/2023	FY2023
<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	45,886	43,411	49,809	184,936	49,707	55,223	47,991	54,979	207,900
- thereof organic	28,013	25,311	23,144	27,505	103,973	31,768	32,165	32,617	41,430	137,980	44,927	45,569	43,207	49,698	183,401	48,799	53,343	46,735	53,294	202,171
- 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	317	204	111	1,535	908	1,880	1,256	1,685	5,729
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	6,067	7,479	9,155	30,443	8,130	7,264	6,486	11,292	33,172
Adjusted EBITA	2,636	2,195	2,882	3,497	11,210	5,290	4,933	4,153	5,099	19,475	5,777	4,031	5,462	7,077	22,347	5,953	5,013	4,071	8,487	23,524
Adjusted EBIT	1,928	1,531	2,063	2,376	7,898	4,325	3,940	3,139	3,950	15,354	4,740	2,998	4,471	6,132	18,341	5,018	4,101	3,144	7,439	19,702
EBITDA	3,965	3,609	4,331	5,070	16,975	5,323	6,746	6,144	29,163	47,376	7,742	6,067	7,479	9,155	30,443	8,130	7,264	6,486	11,292	33,172
EBITA	2,512	2,124	2,773	2,846	10,255	3,498	4,847	4,153	27,230	39,728	5,777	4,031	5,462	7,077	22,347	5,953	5,013	4,071	8,487	23,524
EBIT	1,804	1,460	1,954	1,190	6,408	2,533	3,854	3,139	26,081	35,607	4,740	2,998	4,471	6,132	18,341	5,018	4,101	3,144	7,439	19,702
Net financial result	121	459	-504	40,558	40,634	1,130	550	-708	77	1,049	1,116	35	563	2,191	3,905	-978	-4,182	-476	7,730	2,094
EBT	1,925	1,919	1,450	41,748	47,042	3,663	4,404	2,431	26,158	36,656	5,856	3,033	5,034	8,323	22,246	4,040	-81	2,668	15,165	21,796
Net income	1,440	1,447	989	40,782	44,658	2,651	3,715	1,788	24,542	32,696	4,770	2,381	4,095	6,854	18,100	2,900	-1,092	1,606	13,974	17,388
<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	45,886	43,411	49,809	184,936	49,707	55,223	47,991	54,979	207,900
- Inspire	708	607	280	351	1,945	314	406	599	1,071	2,390	412	2,226	576	2,522	5,736	547	2,189	709	2,820	6,265
- Build	21,715	18,464	19,408	27,117	86,705	30,583	30,617	29,796	31,984	122,980	34,889	33,715	33,914	37,231	139,749	38,117	37,215	35,537	38,690	149,559
- Run	6,052	6,603	6,353	7,414	26,422	8,480	8,807	6,448	8,915	32,650	10,365	9,847	8,784	9,820	38,816	10,953	15,772	11,406	13,134	51,265
Adjusted EBITDA	4,220	3,825	4,584	7,539	20,168	7,667	7,337	6,246	7,376	28,626	8,061	6,354	7,784	9,725	31,924	8,572	7,754	6,954	11,756	35,036
- Inspire	-516	-380	-253	-373	-1,522	-370	-163	-20	-88	-640	-182	50	-299	394	-37	-689	-803	-884	-337	-2,713
- Build	4,750	3,621	4,368	4,174	16,913	8,022	5,516	6,234	6,274	26,046	8,164	5,705	7,782	7,622	29,273	8,037	6,355	6,581	7,072	28,045
- Run	949	1,359	1,445	2,113	5,866	1,391	2,070	1,458	2,520	7,438	1,258	1,596	1,665	1,969	6,488	2,306	3,426	2,641	4,094	12,467
Adjusted EBITA	2,767	2,340	3,026	5,315	13,448	5,842	5,438	4,255	5,443	20,978	6,096	4,318	5,767	7,647	23,828	6,395	5,503	4,539	8,951	25,388
Adjusted EBIT	2,059	1,676	2,207	4,194	10,136	4,877	4,445	3,241	4,294	16,857	5,059	3,285	4,776	6,702	19,822	5,460	4,591	3,612	7,903	21,566
<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	743	1,296	2,313	5,838	-427	-3,131	429	9,860	6,731
EBT	-98	767	-170	38,659	39,158	1,214	-142	62	2,169	3,303	1,167	456	991	1,743	4,357	-869	-3,621	-39	9,396	4,867
<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	56,726	56,778	60,312	60,312	59,344	55,906	56,483	69,673	69,673
Intangible assets	36,426	35,782	74,472	72,990	72,990	72,164	76,106	75,304	76,288	76,288	75,407	74,706	75,148	73,838	73,838	76,660	76,721	76,164	84,231	84,231
Total assets	126,767	129,658	181,294	229,109	229,109	209,628	220,006	216,579	245,664	245,664	246,756	235,522	240,549	249,274	249,274	252,822	265,612	271,627	304,263	304,263
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	109,169	114,779	114,629	114,629	113,922	103,798	105,245	120,788	120,788
NCI & redemption amount of put-options	6,747	6,485	20,676	26,942	26,942	26,839	33,659	33,723	37,101	37,101	35,348	34,807	28,991	33,958	33,958	37,744	42,063	25,342	24,198	24,198
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	3,390	1,676	3,670	3,670	3,051	-5,939	-15,865	-28,290	-28,290
<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	4,728	5,951	6,786	22,094	4,604	4,109	11,623	6,595	26,931
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	3,101	-889	-1,829	-9,203	-2,554	-1,833	-1,496	-14,602	-20,485
Cash flow from financing activities	-169	-3,559	29,476	129	25,877	-23,860	-3,083	-4,789	-674	-32,406	-1,618	-21,266	-2,374	-1,604	-26,862	-5,020	-5,662	-1,361	7,302	-4,741
Free cash flow	1,618	9,303	-309	3,761	14,373	-2,336	9,381	-356	-4,616	2,073	3,366	3,058	3,604	6,068	16,096	3,404	2,777	10,297	1,671	18,149
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	-13,248	2,948	2,906	-13,976	-3,035	-3,151	8,805	-477	2,142

(in EURk)	Q1/2020	Q2/2020	Q3/2020	Q4/2020	FY2020	Q1/2021	Q2/2021	Q3/2021	Q4/2021	FY2021	Q1/2022	Q2/2022	Q3/2022	Q4/2022	FY2022	Q1/2023	Q2/2023	Q3/2023	Q4/2023	FY2023
<b>Share data (in EUR)</b>																				
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	0.08	0.18	0.31	0.77	0.10	-0.10	0.05	0.70	0.75
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	0.08	0.18	0.31	0.77	0.10	-0.10	0.05	0.69	0.74
Dividend / share	-	-	-	-	0.58	-	-	-	-	0.38	-	-	-	-	0.14	-	-	-	-	0.10
Pay-out ratio	-	-	-	-	25.0%	-	-	-	-	25.0%	-	-	-	-	18.0%	-	-	-	-	13.5%
<b>Employees</b>																				
Average number of employees (FTE)	648	644	661	779	682	822	855	902	936	880	927	958	985	1,013	970	1,052	1,086	1,115	1,149	1,104
<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%	13.2%	17.2%	18.4%	16.5%	16.4%	13.2%	13.5%	20.5%	16.0%
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%	8.8%	12.6%	14.2%	12.1%	12.0%	9.1%	8.5%	15.4%	11.3%
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%	6.5%	10.3%	12.3%	9.9%	10.1%	7.4%	6.6%	13.5%	9.5%
EBITDA-margin	13.9%	14.0%	16.5%	14.5%	14.7%	13.5%	16.9%	16.6%	69.0%	29.9%	16.9%	13.2%	17.2%	18.4%	16.5%	16.4%	13.2%	13.5%	20.5%	16.0%
EBITA-margin	8.8%	8.2%	10.6%	8.2%	8.9%	8.9%	12.1%	11.3%	64.4%	25.1%	12.6%	8.8%	12.6%	14.2%	12.1%	12.0%	9.1%	8.5%	15.4%	11.3%
EBIT-margin	6.3%	5.7%	7.5%	3.4%	5.6%	6.4%	9.7%	8.5%	61.7%	22.5%	10.3%	6.5%	10.3%	12.3%	9.9%	10.1%	7.4%	6.6%	13.5%	9.5%
Equity ratio	45.5%	44.7%	25.5%	35.1%	35.1%	38.8%	38.7%	40.3%	44.7%	44.7%	47.0%	46.4%	47.7%	46.0%	46.0%	45.1%	39.1%	38.7%	39.7%	39.7%
Return on equity (LTM)	-	-	-	-	63.4%	-	-	-	-	30.8%	32.1%	31.3%	32.6%	13.6%	13.6%	12.2%	9.2%	6.6%	12.4%	12.4%
<i>Trifork Segment</i>																				
Organic revenue growth	-	-	-	-	2.6%	11.4%	24.8%	24.5%	18.9%	19.6%	17.8%	17.8%	20.3%	20.1%	19.0%	6.5%	16.3%	7.7%	7.0%	9.3%
- Inspire	-	-	-	-	-75.8%	-55.6%	-33.1%	113.9%	205.1%	22.9%	31.2%	448.3%	-3.8%	135.5%	140.0%	32.8%	-1.7%	23.1%	11.8%	9.2%
- Build	-	-	-	-	6.0%	7.2%	23.7%	31.4%	14.9%	18.2%	15.9%	13.7%	17.1%	19.3%	16.5%	9.3%	10.4%	4.8%	2.0%	6.5%
- Run	-	-	-	-	20.8%	44.8%	33.4%	1.5%	20.2%	23.5%	22.4%	11.8%	36.2%	10.2%	18.9%	-3.1%	41.1%	15.6%	23.9%	19.2%
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%	13.8%	17.9%	19.5%	17.3%	17.2%	14.0%	14.5%	21.4%	16.9%
- Inspire	-72.9%	-62.6%	-90.4%	-106.3%	-78.3%	-117.8%	-40.1%	-3.3%	-8.2%	-26.8%	-44.2%	2.2%	-51.9%	15.6%	-0.6%	-126.0%	-36.7%	-124.7%	-12.0%	-43.3%
- Build	21.9%	19.6%	22.5%	15.0%	19.4%	26.2%	17.9%	20.9%	19.6%	21.2%	23.4%	16.9%	22.9%	20.5%	20.9%	21.1%	17.1%	18.5%	18.3%	18.8%
- Run	15.7%	20.6%	22.7%	28.5%	22.2%	16.4%	23.5%	22.6%	28.3%	22.8%	12.1%	16.2%	19.0%	20.1%	16.7%	21.1%	21.7%	23.2%	31.2%	24.3%
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%	9.4%	13.3%	15.4%	12.9%	12.9%	10.0%	9.5%	16.3%	12.2%
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%	7.2%	11.0%	13.5%	10.7%	11.0%	8.3%	7.5%	14.4%	10.4%
EBITDA-margin	14.4%	14.6%	17.1%	16.7%	16.7%	14.9%	18.2%	16.9%	69.8%	30.8%	17.6%	13.8%	17.9%	19.5%	17.3%	17.2%	14.0%	14.5%	21.4%	16.9%