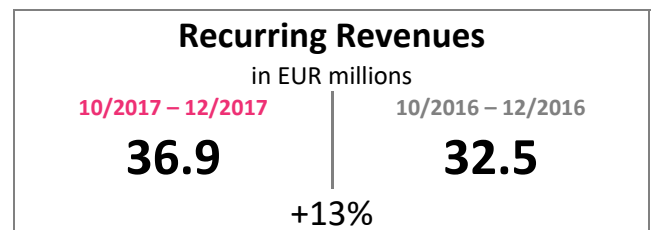
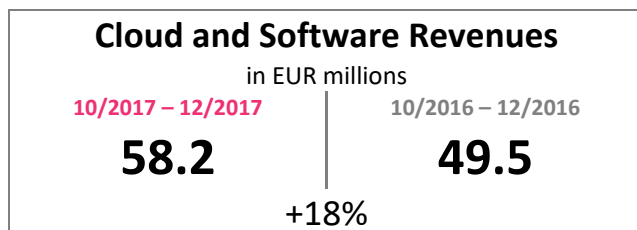
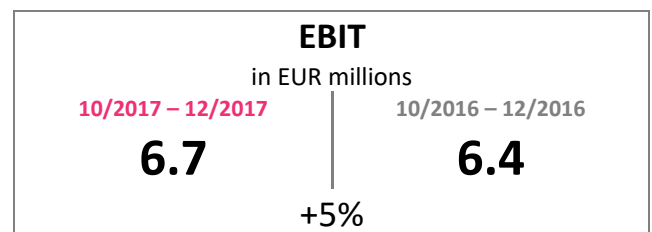
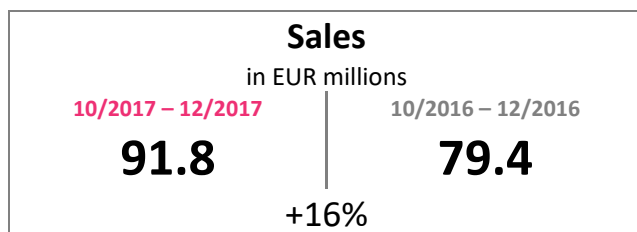


**360° PARTNER FOR  
DIGITALISATION IN THE MIDMARKET**



**All for One Steeb AG forging ahead with its growth strategy in 1st quarter**

**Cloud and software revenues are driving growth / Recognised by SAP as most successful cloud partner / Major investments to enhance tomorrow's innovative strength, competitiveness and market position**

We closed the 1st quarter of our financial year 2017/18 (Oct – Dec 2017) with significant gains: revenues plus 16%, EBIT plus 5%. Our ongoing strong business performance is increasingly being driven by the kinds of innovations we use to support our customers in improving their own competitiveness: SAP S/4HANA as the digital core, along with new and emerging solutions for specialised departments, collaborations and the Internet of Things (SAP Leonardo). We orchestrate the entire interaction within hybrid cloud scenarios. Here SAP sees us clearly at the forefront with what are more than 250 SAP HANA instances in managed cloud operation. Integrating the Azure cloud computing platform is just one of the things we're working on very closely with Microsoft. What's more, SAP recently recognised our B4B Solutions subsidiary as the most successful cloud partner (2018 SAP MEE Award for Partner Excellence for Cloud ERP). We have expanded and newly grouped the presentation of our different types of revenue in order to better illustrate the high level of dynamics driving our unique and integrated business model. We also recalculated the prior-year figures accordingly. Here we give special attention to how both **cloud and software revenues** and **recurring revenues** performed (see the table Group Sales by Type on page 3).

**A focus on cloud and software revenues along with recurring revenues**

The newly grouped cloud and software revenues item (plus 18% to EUR 58.2 million, ratio: 63% of sales) and the recurring revenues item (plus 13% to EUR 36.9 million, ratio: 40% of sales) underscore the tremendous momentum with which we are expanding our business. Cloud and software revenues include the revenues generated from cloud services and support (plus 25% to EUR 13.4 million), software licenses (plus 26% to EUR 21.4 million) and software support (plus 7% to EUR 23.4 million). The recurring revenues item includes the aforementioned cloud services and support revenues, as well as the revenues from software support (maintenance). In the case of revenues from consulting and services, we posted an increase of 13% to EUR 33.6 million. Our consulting resources are experiencing a high rate of utilisation.

**EBITDA plus 9% to EUR 9.2 million / EBIT margin of 7.3% (Oct – Dec 2016: 8.0%) / Earnings per share: EUR 0.91 (Oct – Dec 2016: EUR 0.88)**

We will continue making calculated investments to lay the groundwork for the future. We are also enlarging our proprietary SAP S/4HANA enterprise process library to speed up the pace of innovation. Likewise, we're investing heavily in expanding our business by the addition of cloud solutions for specialised departments and operations, such as human resources, sales and marketing (lines of business portfolio, or LOB segment) and with digitalisation consulting. Major investments in technology also allow us to strengthen our capabilities as a multi-cloud service provider, while connecting our own cloud with highly scalable cloud resources from such hyperscalers as Amazon Web Services (AWS) and Microsoft (Azure, Office 365). These investments coincide with increased expenditures for marketing, training and knowledge management, not to mention the costs of growing our workforce. Despite major investments, we are keeping a close watch on profitability.

The cost of materials (including purchased services) rose to EUR 37.8 million (plus 19%) for a disproportionately larger increase than that of sales. The revenue mix is what determines this trend, which in turn is attributable primarily to greater purchases of licenses and software maintenance as a result of the major increases in sales from software licenses and support. Furthermore, we made greater use of consulting resources from our partner network to carry out customer projects. The cost of materials ratio was thus 41% (Oct – Dec 2016: 40%). Personnel expenses increased at disproportionately smaller rate than sales and rose to EUR 34.3 million (plus 15%). The ratio of personnel expenses to sales was therefore 37% (Oct – Dec 2016: 38%). As the business greatly expanded, other operating expenses grew disproportionately to sales and increased to EUR 11.7 million (plus 19%), whereby the ratio of these expenses to total sales was 13% (Oct – Dec 2016: 12%). Depreciation increased EUR 0.4 million to 2.6 million (plus 21%) and includes a total of EUR 1.2 million (Oct – Dec 2016: EUR 1.1 million) in regular amortisation of intangible assets. The EBITDA of EUR 9.2 million (Oct – Dec 2016: EUR 8.5 million) reflects an EBITDA margin of 10.1% (Oct – Dec 2016: 10.7%).

The Group EBIT was EUR 6.7 million and was 5% higher than that of the corresponding prior-year period. The EBIT margin declined from 8.0% (Oct – Dec 2016) to 7.3%. This slight decrease in the margin is mostly the result of the previously mentioned increase in expenditures for investments in future growth fields. As a result, earnings after tax increased 4% to EUR 4.6 million. There was an unchanged average number of 4,982,000 shares outstanding during the quarter under review. Earnings per share were EUR 0.91 (Oct – Dec 2016: EUR 0.88). In spite of what were significantly increased investments and expenditures, we still managed to further improve not only the EBIT, but the earnings after tax and the earnings per share as well during the current reporting period.

**CORE segment: Revenues plus 14%, EBIT plus 13% / LOB segment with a high pace of growth**

Sales revenues (plus 14% to EUR 79.7 million) and the EBIT (plus 13% to EUR 7.4 million) within the CORE segment (ERP and collaboration solution packages for corporate core business processes) have already grown at an almost proportional rate. Our LOB segment (lines of business portfolio) is still being established and encompasses our business with the kind of IT solutions for such specialised departments as sales, marketing and human resources, which are being consumed more and more from the cloud. The LOB segment posted a major gain in sales revenues of 26% to EUR 15.3 million. The EBIT for the LOB segment was minus EUR 0.7 million (Oct – Dec 2016: minus EUR 0.1 million) and includes a one-time special item in the amount of minus EUR 0.5 million for adjustment measures.

**Total assets increased 10% to EUR 184.8 million / Equity ratio of 40% (30 Sep 2017: 41%)**

The increase in assets was driven mainly by the rise in tangible fixed assets of EUR 3.4 million to 15.1 million (data center technology investments). Both the trade accounts receivable (plus EUR 14.5 million to 57.4 million) and the trade accounts payable (plus EUR 10.4 million to 25.3 million) increased as a consequence of the high level of software license revenues. On the equity and liabilities side, our earnings performance led to an increase of EUR 4.5 million in total equity to EUR 74.0 million. The increase in non-current financial liabilities of EUR 3.0 million to 23.7 million is mostly attributable to a larger volume of finance lease agreements. Current financial liabilities (31 Dec 2017: EUR 7.3 million) include a tranche of promissory notes in the nominal amount of EUR 5.0 million, which will be rescheduled into a long-term tranche as at 30 April 2018. The net liquidity of EUR 2.5 million (30 Sep 2017) turned into a net debt of minus EUR 1.7 million (31 Dec 2017).

**Operating cash flow increases by EUR 1.4 million to 0.8 million / Prior-year cash flow heavily burdened by acquisitions**

The increase in cash flow from operating activities to EUR 0.8 million (Oct – Dec 2017: minus EUR 0.6 million) is due primarily to the amount of income tax paid decreasing by EUR 2.2 million to 0.6 million. The cash flow from investing activities was minus EUR 0.7 million. The corresponding prior-year figure (minus EUR 3.6 million) was greatly affected by the purchase of consolidated companies (minus EUR 2.4 million). The cash flow from financing activities was minus EUR 0.5 million (Oct – Dec 2016: minus EUR 8.2 million). Due to the enlargement of the shareholdings in OSC AG, a cash outflow in the amount of EUR 7.9 million was incurred in the prior year, which so far this current year has not been offset by any transaction. Thus the cash funds at the end of the period totalled EUR 29.3 million (30 Sep 2017: EUR 29.8 million).

**The workforce grew 14% to 1,539 employees / Personnel development is the key to continuing our growth strategy**

The increase in full-time positions, a gain of 13% to 1,374, was disproportionately small in relation to how sales performed. The labour market remains extremely tight and requires substantial investments in training, personnel sourcing and development.

**Outlook for 2017/18 unchanged / No reportable events after 31 Dec 2017**

We remain committed to our 6 Nov 2017 forecast for the financial year 2017/18, which calls for revenues to range from EUR 315 million to 325 million and an EBIT of between EUR 20.5 million and 22.0 million.

## Group Sales by Type of All for One Steeb AG

from 1 October to 31 December 2017

in KEUR	10/2017 – 12/2017	10/2016 – 12/2016	Difference	
<b>Cloud services and support (1)</b>	<b>13,420</b>	<b>10,727</b>	<b>2,693</b>	<b>25%</b>
<b>Software licenses and support (2)</b>	<b>44,793</b>	<b>38,763</b>	<b>6,030</b>	<b>16%</b>
Software licenses	21,361	16,961	4,400	26%
Software support (3)	23,432	21,802	1,630	7%
<b>Consulting and services</b>	<b>33,630</b>	<b>29,870</b>	<b>3,760</b>	<b>13%</b>
<b>Sales revenues</b>	<b>91,843</b>	<b>79,360</b>	<b>12,483</b>	<b>16%</b>
Cloud and software revenues (1) + (2)	58,213	49,490	8,723	18%
Recurring revenues (1) + (3)	36,852	32,529	4,323	13%

## Group Income Statement and Other Comprehensive Income of All for One Steeb AG

from 1 October to 31 December 2017

in KEUR	10/2017 – 12/2017	10/2016 – 12/2016
<b>Profit and Loss Account</b>		
<b>Sales revenues</b>	<b>91,843</b>	<b>79,360</b>
Other operating income	1,168	571
Cost of materials and purchased services	-37,775	-31,701
Personnel expenses	-34,292	-29,886
Depreciation and amortisation	-2,566	-2,124
Other operating expenses	-11,695	-9,864
<b>EBIT</b>	<b>6,683</b>	<b>6,356</b>
Financial income	74	71
Financial expense	-252	-220
<b>Financial result</b>	<b>-178</b>	<b>-149</b>
<b>Earnings before tax (EBT)</b>	<b>6,505</b>	<b>6,207</b>
Income tax	-1,945	-1,822
<b>Earnings after tax</b>	<b>4,560</b>	<b>4,385</b>
attributable to equity holders of the parent	4,552	4,384
attributable to non-controlling interests	8	1
<b>Other comprehensive income</b>		
Unrealised profits (+) / losses (-) from currency translation	-55	-54
<b>Items that are or may be reclassified to profit or loss</b>	<b>-55</b>	<b>-54</b>
<b>Other comprehensive income</b>	<b>-55</b>	<b>-54</b>
<b>Total comprehensive income</b>	<b>4,505</b>	<b>4,331</b>
attributable to equity holders of the parent	4,497	4,330
attributable to non-controlling interests	8	1
<b>Undiluted and diluted earnings per share</b>		
Earnings per share in EUR	0.91	0.88
Average number of shares outstanding (undiluted and diluted)	4,982,000	4,982,000

## Group Balance Sheet of All for One Steeb AG

As at 31 December 2017

<b>Assets in KEUR</b>	<b>31.12.2017</b>	<b>30.09.2017</b>
<b>Non-current assets</b>		
Goodwill	24,531	24,531
Other intangible assets	40,594	41,618
Tangible fixed assets	15,144	11,749
Financial assets	6,808	6,034
Other assets	1,144	1,115
Deferred tax assets	678	681
	<b>88,899</b>	<b>85,728</b>
<b>Current assets</b>		
Inventories	503	1,160
Trade accounts receivable	57,424	42,876
Current income tax assets	1,087	2,304
Financial assets	3,598	3,418
Other assets	4,012	3,485
Cash and cash equivalents	29,262	29,755
	<b>95,886</b>	<b>82,998</b>
<b>Total assets</b>	<b>184,785</b>	<b>168,726</b>
<b>Equity and Liabilities in KEUR</b>	<b>31.12.2017</b>	<b>30.09.2017</b>
<b>Equity</b>		
Issued share capital	14,946	14,946
Capital reserve	11,228	11,228
Other reserves	495	550
Retained earnings	47,191	42,639
<b>Share of equity attributable to equity holders of the parent</b>	<b>73,860</b>	<b>69,363</b>
<b>Non-controlling interests</b>	<b>143</b>	<b>147</b>
<b>Total equity</b>	<b>74,003</b>	<b>69,510</b>
<b>Non-current liabilities</b>		
Provisions	362	361
Post-employment benefit liabilities	2,464	2,468
Financial liabilities	23,671	20,681
Deferred tax liabilities	14,558	14,516
Other liabilities	2,049	2,026
	<b>43,104</b>	<b>40,052</b>
<b>Current liabilities</b>		
Provisions	1,093	649
Current income tax liabilities	1,700	1,441
Financial liabilities	7,279	6,528
Trade accounts payable	25,308	14,907
Other liabilities	32,298	35,639
	<b>67,678</b>	<b>59,164</b>
<b>Total liabilities</b>	<b>110,782</b>	<b>99,216</b>
<b>Total equity and liabilities</b>	<b>184,785</b>	<b>168,726</b>

## Group Cash Flow Statement of All for One Steeb AG from 1 October to 31 December 2017

in KEUR	10/2017 – 12/2017	10/2016 – 12/2016
<b>Earnings before tax</b>	<b>6,505</b>	<b>6,207</b>
Amortisation of intangible assets	1,152	1,117
Depreciation of tangible fixed assets	1,411	1,007
Financial result	178	149
<b>EBITDA</b>	<b>9,246</b>	<b>8,480</b>
Increase (+) / decrease (-) in cumulative value adjustments and provisions	437	64
Other non-cash expense (+) and income (-)	-2	-66
<b>Changes in assets and liabilities:</b>		
Increase (-) / decrease (+) in trade receivables	-14,526	-11,678
Increase (-) / decrease (+) in financial assets	-955	-374
Increase (-) / decrease (+) in other assets	92	-656
Increase (+) / decrease (-) in trade payables	10,405	8,640
Increase (+) / decrease (-) in other liabilities	-3,291	-2,174
Income tax paid	-593	-2,823
<b>Cash flow from operating activities</b>	<b>813</b>	<b>-587</b>
Purchase of intangible, tangible fixed and other assets	-704	-1,331
Sale of intangible, tangible fixed and other assets	8	68
Purchase of consolidated equity interests	0	-2,430
Interest received	11	71
<b>Cash flow from investing activities</b>	<b>-685</b>	<b>-3,622</b>
Interest paid	-45	-20
Repayment of finance leases	-487	-282
Increase in shareholding in consolidated equity interests	0	-7,880
Dividend payments to shareholders, non-controlling interests and other parties	-12	0
<b>Cash flow from financing activities</b>	<b>-544</b>	<b>-8,182</b>
<b>Increase / decrease in cash and cash equivalents</b>	<b>-416</b>	<b>-12,391</b>
Effect of exchange rate fluctuations on cash funds	-77	-17
Change in cash and cash equivalents from initial consolidation of fully consolidated equity interests	0	-27
Cash funds at the beginning of the period	29,755	32,430
<b>Cash funds at the end of the period</b>	<b>29,262</b>	<b>19,995</b>

## Employees and Non-Financial Performance Indicators of All for One Steeb AG from 1 October to 31 December 2017

	10/2017 – 12/2017	10/2016 – 12/2016	Difference	
<b>Employees</b>				
Number of employees (period end)	1,539	1,355	184	14%
Number of full-time equivalents (ø)	1,374	1,211	163	13%
<b>Non-financial performance indicators</b>				
Employee retention	93.6%	94.6%		-1.0 Pp
Health index	97.3%	97.1%		+0.2 Pp

Pp: percentage points

## Group Statement of Changes in Equity of All for One Steeb AG from 1 October to 31 December 2017

in KEUR	Share of equity attributable to equity holders of the parent					Non-controlling interests	Total shareholders' equity
	Issued share capital	Capital reserve	Currency translation	Retained earnings	Total		
<b>1 October 2017</b>	<b>14,946</b>	<b>11,228</b>	<b>550</b>	<b>42,639</b>	<b>69,363</b>	<b>147</b>	<b>69,510</b>
Earnings after tax	0	0	0	4,552	4,552	8	4,560
Other comprehensive income	0	0	-55	0	-55	0	-55
<b>Total comprehensive income</b>	<b>0</b>	<b>0</b>	<b>-55</b>	<b>4,552</b>	<b>4,497</b>	<b>8</b>	<b>4,505</b>
Distribution to non-controlling interests	0	0	0	0	0	-12	-12
<b>Transactions with owners of the company</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-12</b>	<b>-12</b>
<b>31 December 2017</b>	<b>14,946</b>	<b>11,228</b>	<b>495</b>	<b>47,191</b>	<b>73,860</b>	<b>143</b>	<b>74,003</b>
<b>1 October 2016</b>	<b>14,946</b>	<b>11,228</b>	<b>604</b>	<b>33,499</b>	<b>60,277</b>	<b>115</b>	<b>60,392</b>
Earnings after tax	0	0	0	4,384	4,384	1	4,385
Other comprehensive income	0	0	-54	0	-54	0	-54
<b>Total comprehensive income</b>	<b>0</b>	<b>0</b>	<b>-54</b>	<b>4,384</b>	<b>4,330</b>	<b>1</b>	<b>4,331</b>
Distribution to non-controlling interests	0	0	0	0	0	0	0
<b>Transactions with owners of the company</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>31 December 2016</b>	<b>14,946</b>	<b>11,228</b>	<b>550</b>	<b>37,883</b>	<b>64,607</b>	<b>115</b>	<b>64,722</b>

## Segment Reporting of All for One Steeb AG from 1 October to 31 December 2017

in KEUR	CORE		LOB		Consolidation		Total	
	10/2017 – 12/2017	10/2016 – 12/2016	10/2017 – 12/2017	10/2016 – 12/2016	10/2017 – 12/2017	10/2016 – 12/2016	10/2017 – 12/2017	10/2016 – 12/2016
<b>Income statement</b>								
Sales to external customers	78,807	69,055	13,036	10,305	0	0	91,843	79,360
Intersegment sales	863	745	2,238	1,785	-3,101	-2,530	0	0
<b>Sales revenues</b>	<b>79,670</b>	<b>69,800</b>	<b>15,274</b>	<b>12,090</b>	<b>-3,101</b>	<b>-2,530</b>	<b>91,843</b>	<b>79,360</b>
Other operating income	1,331	703	303	277	-466	-409	1,168	571
Cost of materials <sup>1</sup>	-36,978	-30,982	-3,683	-2,913	2,886	2,194	-37,775	-31,701
Personnel expenses	-25,065	-23,202	-9,227	-6,684	0	0	-34,292	-29,886
Depreciation	-1,433	-1,058	-157	-91	11	0	-1,579	-1,149
Other operating expenses	-9,397	-7,984	-2,979	-2,529	681	649	-11,695	-9,864
<b>EBITA</b>	<b>8,128</b>	<b>7,277</b>	<b>-469</b>	<b>150</b>	<b>11</b>	<b>-96</b>	<b>7,670</b>	<b>7,331</b>
Amortisation <sup>2</sup>	-707	-707	-280	-268	0	0	-987	-975
<b>EBIT</b>	<b>7,421</b>	<b>6,570</b>	<b>-749</b>	<b>-118</b>	<b>11</b>	<b>-96</b>	<b>6,683</b>	<b>6,356</b>

1) Including purchased services

2) Amortisation of other intangible assets that were identified in connection with acquisitions

## Additional Information

The consolidated quarterly statement of All for One Steeb AG as at 31 December 2017 was prepared in accordance with the International Financial Reporting Standards (IFRS) as formulated by the International Accounting Standards Board (IASB) and §51a of the rules and regulations of the »Frankfurter Wertpapierbörse« (FWB, the Frankfurt Stock Exchange). The consolidated quarterly statement has not been audited.

Certain statements within this quarterly statement constitute forward-looking statements that involve forecasts, estimates or expectations and are subject to risks and uncertainties. The actual results, performance and achievements can deviate from those expressed or implied in these forward-looking statements. Changes in the general economic and competitive situation, particularly in the core business divisions and markets, and changes in legislation, particularly those related to taxes, can cause such deviations. The company assumes no obligation to update statements made in this quarterly statement report. The German-language version of this quarterly statement is definitive.

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## All for One Steeb AG

All for One Steeb AG (ISIN DE0005110001) is the number 1 in the German-speaking SAP market, a leading IT service provider and 360° partner for digitalisation in the midmarket. The full-service provider's portfolio comprises end-to-end services and solutions across the entire IT value chain, from management and technology consulting, SAP industry solutions and cloud applications up to highly scalable multi-cloud services out of German data centers, where All for One Steeb is orchestrating highly available IT operations for all business-related IT systems – including SAP as well as Microsoft. This is why market observers also rank All for One Steeb amongst the leading IT service providers for Cloud Transformation, SAP HANA and SAP S/4HANA, Business Analytics and Performance Management, Human Capital Management, Customer Engagement & Commerce, Application Management Services or Communications and Collaboration. As an SAP Platinum Partner, All for One Steeb is a reliable general contractor and serves with more than 1,500 employees over 2,000 clients in Germany, Austria and Switzerland, mainly among the manufacturing and consumer goods industry. As a founding member of United VARs, the largest global network of leading SAP partners, All for One Steeb guarantees a comprehensive consulting and service portfolio as well as the best local support in some 80 countries. In the financial year 2016/17, All for One Steeb AG achieved a turnover of EUR 300.5 million.

[www.all-for-one.com/en](http://www.all-for-one.com/en)

More infos:  
[www.all-for-one.com](http://www.all-for-one.com)

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