

**Quarterly overview 2019-2020**

| (IFRS, in thousands of EUR,<br>unless stated otherwise)          | 2020           |                | 2019           |                |                |                |
|--|----------------|----------------|----------------|----------------|----------------|----------------|
|  | Q1             | Q2             | Q1             | Q2             | Q3             | Q4             |
| <b>INCOME STATEMENT</b>  |                |                |                |                |                |                |
| <b>Revenues</b>  | <b>132.686</b> | <b>145.024</b> | <b>128.160</b> | <b>133.216</b> | <b>144.310</b> | <b>151.135</b> |
| Pro forma cost of goods sold                                     | -90.411        | -94.820        | -83.028        | -86.703        | -95.224        | -96.502        |
| <b>Pro forma gross profit</b>                                    | <b>42.275</b>  | <b>50.204</b>  | <b>45.132</b>  | <b>46.513</b>  | <b>49.086</b>  | <b>54.633</b>  |
| Pro forma selling and marketing expenses                         | -16.597        | -14.124        | -16.589        | -17.407        | -15.442        | -18.880        |
| Pro forma general and administrative expenses                    | -8.459         | -8.370         | -8.617         | -8.661         | -8.521         | -8.052         |
| Pro forma research and development expenses                      | -29.897        | -28.833        | -29.886        | -29.011        | -28.384        | -27.776        |
| Income from capitalization of development expenses               | 11.019         | 10.804         | 11.472         | 11.085         | 10.170         | 9.716          |
| Other operating income and expenses, net                         | -12            | 426            | 1.236          | 1.818          | 484            | 692            |
| <b>Pro forma operating income (loss)</b>                         | <b>-1.671</b>  | <b>10.107</b>  | <b>2.748</b>   | <b>4.337</b>   | <b>7.393</b>   | <b>10.333</b>  |
| Amortization of intangible assets and goodwill from acquisitions | -1.248         | -1.139         | -1.415         | -1.409         | -1.417         | -1.422         |
| Stock compensation expenses                                      | -368           | -309           | -465           | -431           | -292           | -302           |
| Restructuring expense  | -751           | -1             | -              | -              | -2.484         | -3.171         |
| <b>Operating income (loss)</b>                                   | <b>-4.038</b>  | <b>8.658</b>   | <b>868</b>     | <b>2.497</b>   | <b>3.200</b>   | <b>5.438</b>   |
| Interest income and expenses, net                                | -549           | -581           | -415           | -671           | -645           | -573           |
| Other financial gains and losses, net                            | -1.258         | 697            | 784            | -44            | 782            | -2.292         |
| <b>Income (loss) before tax</b>                                  | <b>-5.845</b>  | <b>8.774</b>   | <b>1.237</b>   | <b>1.782</b>   | <b>3.337</b>   | <b>2.573</b>   |
| Income tax benefit (expense), net                                | -1.390         | -1.145         | -201           | -485           | -1.147         | -51            |
| <b>Net income (loss)</b>   | <b>-7.235</b>  | <b>7.629</b>   | <b>1.036</b>   | <b>1.297</b>   | <b>2.190</b>   | <b>2.522</b>   |
| Earnings per share   |                |                |                |                |                |                |
| in EUR   |                |                |                |                |                |                |
| basic  | -0,14          | 0,15           | 0,02           | 0,03           | 0,04           | 0,05           |
| diluted  | -0,14          | 0,15           | 0,02           | 0,03           | 0,04           | 0,05           |
| <b>BALANCE SHEET</b>   |                |                |                |                |                |                |
| (as of period end)   |                |                |                |                |                |                |
| Cash and cash equivalents  | 52.753         | 67.586         | 49.323         | 48.275         | 38.396         | 54.263         |
| Inventories  | 91.500         | 92.684         | 84.577         | 88.136         | 98.029         | 105.355        |
| Goodwill   | 72.649         | 71.309         | 71.667         | 70.820         | 73.073         | 72.023         |
| Capitalized development projects                                 | 97.629         | 98.981         | 92.188         | 94.702         | 96.030         | 96.169         |
| Other intangible assets  | 26.330         | 24.871         | 30.066         | 27.572         | 26.863         | 24.568         |
| Total intangible assets  | 196.608        | 195.161        | 193.921        | 193.094        | 195.966        | 192.760        |
| Other assets   | 173.911        | 172.563        | 188.573        | 189.540        | 197.414        | 183.984        |
| Total assets   | 514.772        | 527.994        | 516.394        | 519.045        | 529.805        | 536.362        |
| Liabilities to banks   | 87.912         | 81.843         | 86.208         | 80.143         | 77.049         | 80.979         |
| Lease liabilities according to IFRS 16                           | 32.545         | 30.671         | 36.817         | 36.249         | 36.220         | 34.430         |
| Total financial debt <sup>2)</sup>                               | 120.457        | 112.514        | 123.025        | 116.392        | 113.269        | 115.409        |
| Leverage per last twelve months <sup>5)6)</sup>                  | 1,4            | 1,1            | 1,3            | 1,2            | 1,2            | 1,2            |
| Total stockholders' equity                                       | 249.133        | 253.221        | 248.674        | 247.861        | 254.977        | 255.792        |
| Equity ratio in %  | 48,4%          | 48,0%          | 48,2%          | 47,8%          | 48,1%          | 47,7%          |
| <b>CASH FLOW STATEMENT</b>                                       |                |                |                |                |                |                |
| Cash flow from operating activities                              | 11.320         | 37.796         | 6.332          | 21.998         | 9.015          | 29.546         |
| Cash flow from investing activities                              | -17.499        | -14.442        | -15.103        | -15.050        | -14.958        | -15.192        |
| <b>FINANCIAL RATIOS</b>  |                |                |                |                |                |                |
| (as of period end)   |                |                |                |                |                |                |
| Net debt <sup>2)</sup>   | 67.705         | 44.928         | 73.702         | 68.117         | 74.873         | 61.146         |
| Net working capital <sup>3)</sup>                                | 134.219        | 127.917        | 132.043        | 127.612        | 137.789        | 128.150        |
| Capital employed <sup>4)</sup>                                   | 377.313        | 375.360        | 357.306        | 360.534        | 363.772        | 366.462        |
| ROCE in % <sup>4)</sup>  | -4,3%          | 2,5%           | 1,0%           | 1,9%           | 2,4%           | 3,3%           |
| Days sales outstanding <sup>6)</sup>                             | 64,1           | 61,8           | 69,4           | 69,9           | 69,2           | 65,8           |
| Inventory terms last twelve months <sup>6)</sup>                 | 4,0            | 4,0            | 4,1            | 4,0            | 4,0            | 4,0            |
| Days payables outstanding <sup>6)</sup>                          | 58,8           | 58,5           | 57,2           | 60,8           | 61,6           | 63,3           |
| <b>EMPLOYEES</b>   |                |                |                |                |                |                |
| (as of period end)   |                |                |                |                |                |                |
|  | 1.892          | 1.879          | 1.885          | 1.917          | 1.935          | 1.903          |

1) Pro forma operating income is calculated prior to non-cash charges related to the stock compensation programs and amortization and impairment of goodwill and acquisition-related intangible assets. Additionally, non-recurring expenses related to restructuring measures are not included.

2) Net debt is calculated by subtracting cash and cash equivalents from total financial debt comprising of current and non-current liabilities to banks and current and non-current lease liabilities.

3) Working capital is defined as trade accounts receivable plus inventories minus trade accounts payable.

4) The return on capital employed (ROCE) is the operating result for the current period divided by the capital employed. The capital employed is the difference between the average balance sheet total and the average current liabilities of the period, calculated as the arithmetic average of the quarterly balance sheet date values.

5) The leverage shows the liabilities to banks in relation to the EBITDA of the last 12 months. EBITDA is calculated as if the accounting approach had been unchanged, i.e. without taking IFRS 16 into account. The leverage is thus determined explicitly without taking into account the accounting effects in accordance with IFRS 16.

6) 12-months rolling.