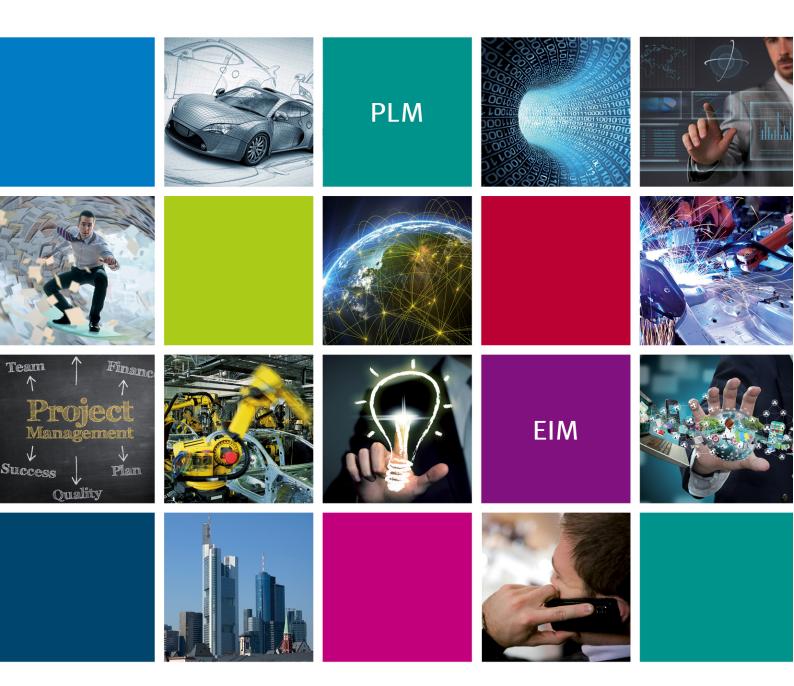
# 9 Months Report 2015





CENIT Aktiengesellschaft, Stuttgart AT A GLANCE							
At a glance – January 1 until Septem	ber, 30, 2015						
in EUR k	September 30, 2015	September 30, 2014					
	· · ·						
Sales	89,424	91,364					
Gross profits	56,762	55,520					
EBITDA	9,203	8,524					
Operating returns (EBIT)	7,633	6,719					
EBT	7,661	6,838					
Netincome of the group	5,490	4,748					
Earnings per share (basic) in EUR	0.66	0.57					
Earnings per share (diluted) in EUR	0.66	0.57					
Number of employees at end of period	632	657					
	002	007					
EBIT-Margin	8.5%	7.4%					
Profit-Margin	6.1%	5.2%					
in EUR k	September 30, 2015	December 31, 2014					
Equity in ratio	56.7%	58.8%					
Equity	37,778	39,352					
Liabilities	28,864	27,533					
Balance sheet total	66,642	66,885					

# DEVELOPMENT OF RESULTS

After nine months EBIT has increased significantly compared to last year (+13.6%) as well as the sales of own software, which could be increased by around +20% to EUR k 11,027. However, total sales declined slightly by 2.1%.

#### OVERVIEW OF 9 MONTHS FIGURES

During the first 9 months, CENIT group generated sales of EUR k 89,424 (prior year: EUR k 91,364/-2.1%). EBITDA amounted to EUR k 9,203 (prior year: EUR k 8,524/8.0%) at EBIT of EUR k 7,633 (prior year: EUR k 6,719/13.6%). Results per share were EUR 0.66 (prior year: EUR 0.57).

# BREAKDOWN OF EARNINGS

In the PLM segment, CENIT achieved earnings of EUR k 71,962 (prior year: EUR k 71,603/0.5%). The EIM segment attained a sales total of EUR k 17,462 against EUR k 19,761 during the same period of 2014 (-11.6%). Sales of third-party software totaled EUR k 39,695 (prior year: EUR k 41,360/-4.0%), while sales of CENIT's proprietary software increased from EUR k 9,220 to EUR k 11,027/19.6%. Sales in the service and consulting segment amounted to EUR k 38,505 (prior year: EUR k 40,422/-4.7%). Other sales totaled EUR k 197 (prior year: EUR k 362/-45.6%).

#### COST DEVELOPMENT

Other operating expenses totaled EUR k 10,959 (prior year: EUR k 10,543).

# INVESTMENTS

Investments expenditures in the first 9 months 2015 amounted to EUR k 1,378 (prior year: EUR k 1,449).

# CHANGES IN MANAGING AND SUPERVISORY BODIES

None in the third quarter.

# EVENTS OF SPECIAL SIGNIFICANCE WHICH MAY AFECT THE RESULT OF BUSINESS ACTIVITY

There were no reportable transactions.

#### INTERIM DIVIDEND

No interim dividend has been disbursed.

# DIVIDENDS PAID OR PROPOSED FOR PAYMENT

At the General Meeting of Shareholders on 13 May 2015, the Managing Board and the Supervisory Board of CENIT proposed the payment of a dividend of EUR 0.90 for the 2014 business year per share. The General Meeting approved this proposal. A total amount of approx. EUR k 7,531 was paid out to the CENIT AG shareholders.

# ORDERS SITUATION

The group-wide order intake totaled EUR k 87,774 (prior year: EUR k 90,261/-2.8%). Orders in hand as at 30 September 2015 amounted to EUR k 33,193 (prior year: EUR k 34,458/-3.7%).

# ORDERS OF SPECIAL SIGNIFICANCE

None.

### LIQUID ASSETS AND SECURITIES

On the balance-sheet date, bank deposits totaled EUR k 33,260 (31 Dec. 2014: EUR k 33,250). The enterprise is free of debt.

# ASSET, FINANCIAL AND EARNINGS SITUATION

The balance-sheet total is EUR k 66,642. Trade receivables totaled EUR k 17,522. On the balance-sheet date, equity capital amounted to approx. EUR k 37,778 (31 Dec. 2014: EUR k 39,352) at an equity ratio of 56.7% (31 Dec. 2014: 58.8%). Operative cash flow totaled EUR k 8,594 (prior year: EUR k 4,598).

#### **EMPLOYEES**

On 30 September 2015, CENIT employed 632 staff group-wide (prior year: 657).

### SUPPLEMENTARY, OPPORTUNITIES AND FORECAST REPORTS

For the current year, the CENIT Group targets consistent sales. On the whole, CENIT is anticipating a rise of 8-10% in earnings (EBIT).

in EUR k	September 30, 2015	December 31, 2014
ASSETS		
NON-CURRENT ASSETS		
Intangible assets	3,625	3,910
Property, plant and equipment	2,644	2,488
Investment in associates	54	54
Income tax receivable	176	169
Other longterm receivables	0	83
Deferred tax assets	310	248
NON-CURRENT ASSETS	6,809	6,952
CURRENT ASSETS		
Inventories	35	7
Trade reœivables	17,522	17,377
Receivables from associates	2,778	3,265
Current income tax assets	1,545	978
Other receivables	119	181
Cash and cash equivalents	33,260	33,250
Prepaid expenses	4,574	4,875
CURRENT ASSETS	59,833	59,933
TOTAL ASSETS	66,642	66,885

in EUR k	September 30, 2015	December 31, 2014
	September 30, 2013	December 31, 2012
EQUITY AND LIABILITIES		
EQUITY Issued capital	8,368	8,368
Capital reserve	1,058	1,058
Currency translation reserve	1,038	549
Statutory earnings reserve	418	418
Other earnings reserves	14,648	14,648
Unappropriated retained earnings	12,270	14,311
TOTAL EQUITY		
TOTAL EQUITY	37,778	39,352
NON-CURRENT LIABILITIES		
Other liabilities	2,238	2,236
Deferred tax liabilities	891	653
NON-CURRENT LIABILITIES	3,129	2,889
CURRENT LIABILITIES		
Trade liabilities	2,476	4,168
Liabilities due to associates	26	51
Other liabilities	12,506	12,571
Current income tax liabilities	379	537
Other provisions	406	820
Deferred income	9,942	6,497
CURRENT LIABILITIES	25,735	24,644
	20,700	24,04

CENIT Aktiengesellschaft, Stuttgart CONSOLIDATED INCOME STATEMEN	T (in accor	dance with IFRSs	) (unaudited)	
in EUR k		1 <sup>st</sup> Jan – 30 <sup>th</sup> Sept. 2015	1 <sup>st</sup> Jan - 30 <sup>th</sup> Sept. 2014	
1. REVENUE		89,424	91,364	
2. Increase/decrease in work of process		0	0	
Total operating performance		89,424	91,364	
3. Other operating income		1,523	545	
Operating performance		90,947	91,909	
4. Cost of materials	34,185		36,389	
5. Personnel expenses	36,600		36,453	
<ol> <li>Amortization and depreciation of intangible assets and property, plant and equipment</li> </ol>	1,570		1,805	
7. Other operating expenses	10,959		10,543	
		83,314	85,190	
OPERATING RESULT		7,633	6,719	
8. Other interest and similar income	37		131	
9. Other interest and similar expenses	9		12	
		28	119	
RESULT FROM ORDINARY ACTIVITIES		7,661	6,838	
10. Income taxes		2,171	2,090	
NET INCOME OF THE GROUP FOR THE YEAR		5,490	4,748	
thereof attributable to the shareholders of CENIT AG		5,490	4,748	
Earnings per share in EUR				
Basic		0.66	0.57	
diluted		0.66	0.57	

CENIT Aktiengesellschaft, Stuttgart CONSOLIDATED INCOME STATEMEN	T (in accor	dance with IFRSs	) (unaudited)
in EUR k		3rd Quarter 2015	3rd Quarter 2014
1. REVENUE		30,241	31,664
2. Increase/decrease in work of process		0	0
Total operating performance		30,241	31,664
3. Other operating income		239	119
Operating performance		30,480	31,784
4. Cost of materials	11,871		13,223
5. Personnel expenses	11,822		11,864
<ol> <li>Amortization and depreciation of intangible assets and property, plant and equipment</li> </ol>	530		589
7. Other operating expenses	3,489		3,653
		27,712	29,329
OPERATING RESULT		2,768	2,455
8. Other interest and similar income	6		43
9. Other interest and similar expenses	3		4
		3	39
RESULT FROM ORDINARY ACTIVITIES		2,771	2,494
10. Income taxes		863	791
NET INCOME OF THE GROUP FOR THE YEAR		1,908	1,702
thereof attributable to the shareholders of CENIT AG		1,908	1,702
Earnings per share in EUR			
Basic		0.23	0.20
diluted		0.23	0.20

in EUR k	Sept. 30, 2015	Sept. 30, 2014
Cash flow from operating activities		
Earnings before tax and net interest	7,633	6,71
Adjustments for:		
Amortization/depreciation of intangible assets and property, plant and equipment	1,570	1,80
Gains (-) and losses (+) on disposals of non-current assets	-5	
Result from associates	0	(
Other non-cash income and expenses	0	-12
Increase/decrease in other non-current assets and liabilities and provisions	-103	-93
Interest paid	-9	-12
Interest received	37	13
Income tax paid	-2,727	-2,32
Net operating income before changes in net working capital	6,396	6,09
Increase/decrease in trade receivables and other current non-cash assets	1,450	-4,56
Increase/decrease in inventories	-23	-70
Increase/decrease in current liabilities and provisions	771	3,13
Net cash flows from operating activities	8,594	4,598
Cash flow from investing activities		
Purchase of property, plant and equipment and intangible assets	-1,378	-1,44
Purchase of shares in fully consolidated entities (net cash outflow)	0	-68
Income from the sale of property, plant and equipment	23	(
Net cash paid for investing activities	-1,355	-2,12
Cash flow from financing activities		
Dividends paid to shareholders	-7,531	-2,92
Net cash paid for financing activities	-7,531	-2,92
Net increase/decrease in cash and cash equivalents	-292	-45
Change in cash and cash equivalents due to foreign exchange differences	302	30
Cash and cash equivalents at the beginning of the reporting period	33,250	26,63
Cash and cash equivalents at the end of the reporting period	33,260	26,47

CENIT Aktiengesellschaft, Stuttgart CONSOLIDATED STATEMENT OF COMPREHENSIVE INCO (unaudited)	OME (in a	ccordance with	IFRS)
In EUR k		1. Jan. 2015 - 30. Sep. 2015	1. Jan. 2014 - 30. Sep. 2014
Net income for the year		5,490	4,748
Other comprehensive income			
Items that will be reclassified to the income statement in the future under certain circumstances			
Currency translation reserve of foreign subsidiaries	467		312
Items that will not be reclassified to the income statement in the future			
Actuarial gains/losses from defined benefit obligations and similar obligations	0		0
Deferred taxes recognised on other comprehensive income	0		0
Other comprehensive income after tax		467	312
Total comprehensive income		5,957	5,060
Thereof attributable to the shareholders of CENIT AG		5,957	5,060

CENIT Aktienge STATEMENT OF				rdance w	vith IFRS) (unaudite	d)	
	Subscribed	Capital	Currency	Revenue reserves		Retained	Total
in EUR k	capital	reserves	translation reserve	Legal reserve	Other reserves	earnings	
As of 1 <sup>st</sup> January 2014	8,368	1,058	97	418	15,607	10,382	35,930
Total comprehensive income			452		-459	6,358	6,351
Allocation to							
other revenue							
reserves					-500	500	0
Dividend distribution						-2,929	-2,929
As of 31 <sup>st</sup> December 2014	8,368	1,058	549	418	14,648	14,311	39,352
Total comprehensive income			467			5,490	5,957
Dividend distribution						-7,531	-7,531
As of 30 <sup>th</sup> September 2015	8,368	1,058	1,016	418	14,648	12,270	37,778

# CENIT Aktiengesellschaft

Segment Reporting by Business Unit (in accordance with IFRSs) unaudited

				Reconciliatio	
		EIM	PLM	n	Group
in EUR k					
External revenue	Q1-Q3 2015	17,462	71,962	0	89,424
	Q1-Q3 2014	19,761	71,603	0	91,364
EBIT	Q1-Q3 2015	831	6,802	0	7,633
	Q1-Q3 2014	990	5,729	0	6,719
			· ·		
Share of profit of	Q1-Q3 2015	0	0	0	0
joint ventures	Q1-Q3 2014	0	0	0	0
Other interest result and	Q1-Q3 2015	0	0	28	28
financial result	Q1-Q3 2014	0	0	119	119
Income taxes	Q1-Q3 2015	0	0	2,171	2,171
	Q1-Q3 2014	0	0	2,090	2,090
			_		
Net income of the Group	Q1-Q3 2015	831	6,802	-2,143	5,490
	Q1-Q3 2014	990	5,729	-1,971	4,748
				,	
Segment assets	Q1-Q3 2015	8,265	23,013	35,310	66,588
	Q1-Q3 2014	10,612	25,806	30,304	66,722
Investment in a joint venture	Q1-Q3 2015	0	54	0	54
	Q1-Q3 2014	0	54	0	54
Segment liabilities	Q1-Q3 2015	8,634	18,955	1,275	28,864
	Q1-Q3 2014	8,567	17,909	2,238	28,714
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Investments in property, plant and	Q1-Q3 2015	275	1,102	0	1,378
equipment and intangible assets	Q1-Q3 2014	216	1,233	0	1,449
			,===		
Amortization and depreciation	Q1-Q3 2015	419	1,151	0	1,570
	Q1-Q3 2014	476	1,329	0	1,805

EIM = Enterprise Information Management; PLM = Product Lifecycle Management

CENIT Aktiengesellschaft Group Segment Report by Region (in accordance with IFRSs) unaudited

in EUR k		Germany	Switzerland	North America	Romania	France	Japan	Reconciliation	Consolidation	Group
External revenue	Q1-Q3 2015 Q1-Q3 2014		9,003 8,386	10,662 7,644	1,241 626	344 286	803 487	0 0		89,424 91,364
Segment assets	Q1-Q3 2015 Q1-Q3 2014				409 239	176 2,084	269 392	35,314 30,287		66,588 66,722
Investment in a joint venture	Q1-Q3 2015 Q1-Q3 2014	54 54	0	0	0	0	0	0	0	
Investments in property, plant and equipment and intangible assets	Q1-Q3 2015 Q1-Q3 2014	1,195 1,337	4 25	65 39	18 32	96 12	0 3	0	0	

# DIRECTORS' HOLDING:

# Number of shares as at September 30th, 2015

Total number of sha	ires :	8,367,758				
Management Board:		Supervisory Board:				
Kurt Bengel:	6,000	Andreas Schmidt:	116,792			
Matthias Schmidt:	1,670	Hubert Leypoldt:	1,600			
		Andreas Karrer:	1,000			

# Financial Calendar:

November 17th, 2015 Small-Cap-Forum, Stuttgart November 23rd-25th, 2015 German Equity Forum, Frankfurt

#### **CENIT AG**

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