

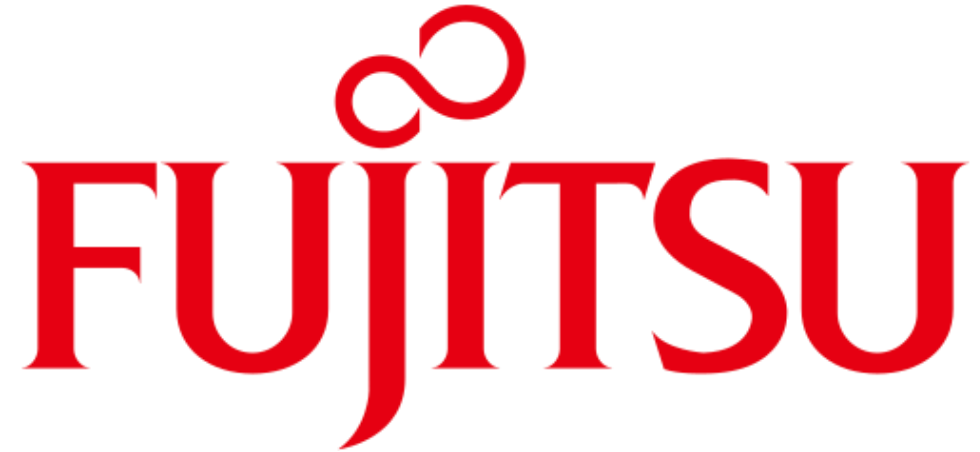
Earningscall FY 2022

April 2023



2022

Further profitable growth under
challenging conditions

The Fujitsu logo, consisting of a red infinity symbol above the word 'FUJITSU' in a red, serif font.

From now on accompanied by a new
strategic majority investor

152.1

million euros sales
(+16.2 %)

25.4

million euros adjusted EBITDA (+9.0 %)

18.7

million euros adjusted EBIT (+35.0 %)

12.3

percent adjusted EBIT margin on sales (previous year
adj. 10.6 %)

Pipeline and organization in

APAC

established

Leading

Position

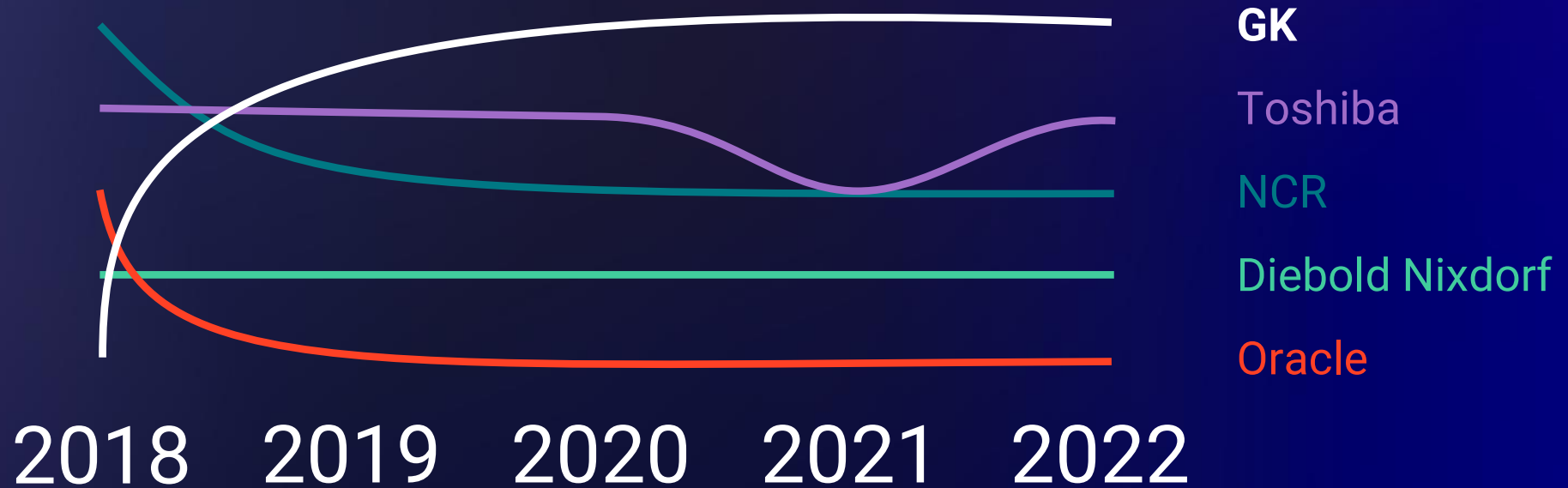
reconfirmed

Retailer

reserved

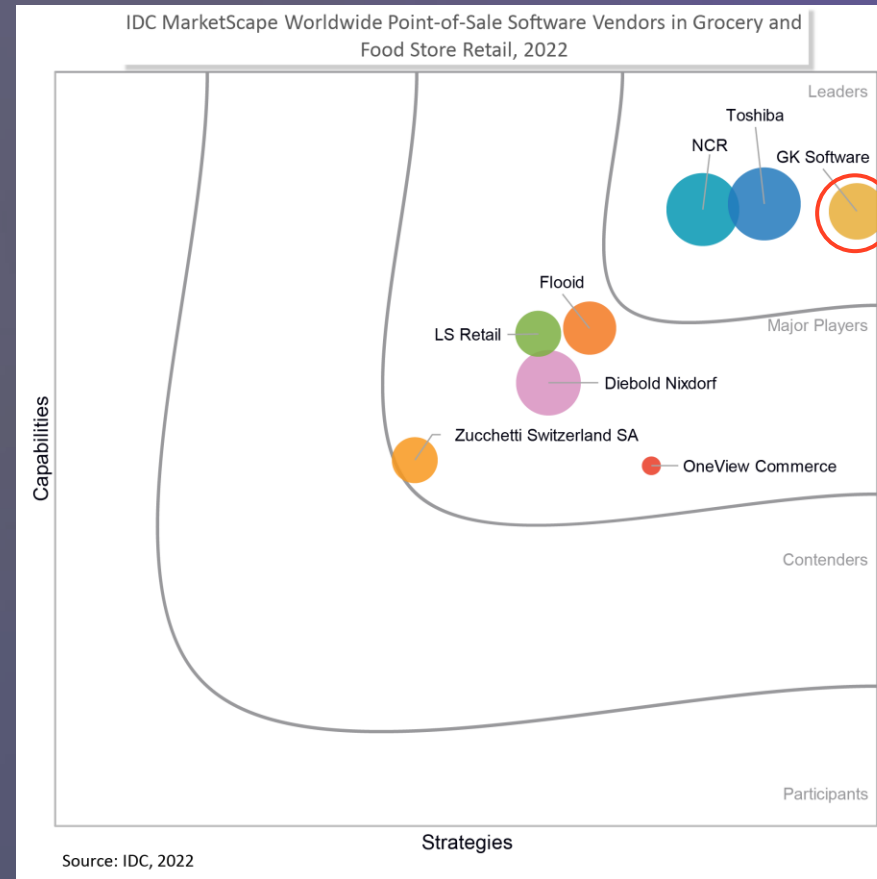
due to challenging global situation

Market and competition GK = The world's No. 1 for retail software*



*Source: RBR Global POS Software | New POS installations in a 12-month period between July and June | Retailers with more than 1,000 installations | All retail segments excluding gas stations and restaurants

Market and competition GK = The leading software provider in food retailing*



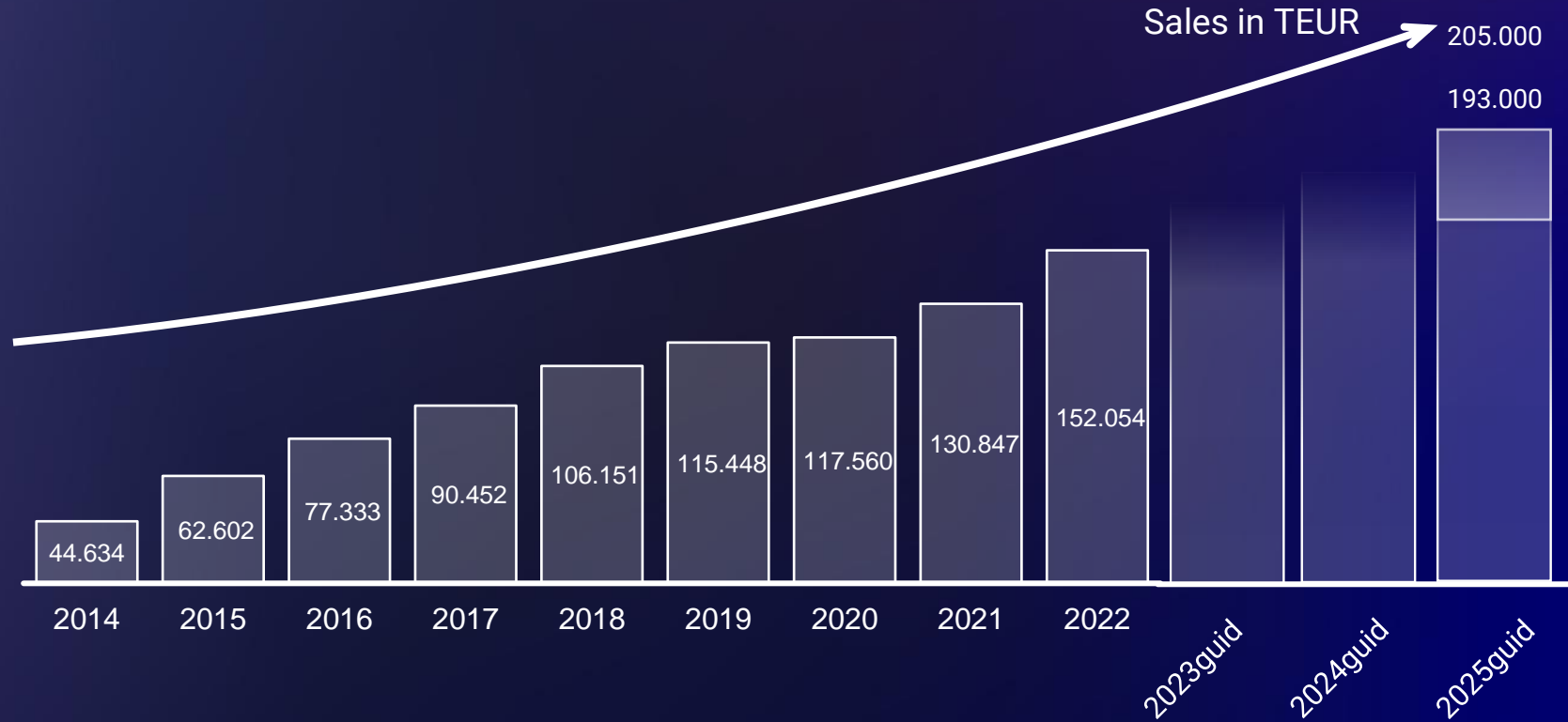
*Source: IDC MarketScape Worldwide Point-of-Sale Software Vendors in Grocery and Food Store Retail 2022 Vendor Assessment," document number US46743220, By Margot Juros and Dorothy Creamer, May 2022, IDC # US46743220 The IDC MarketScape vendor analysis model was developed to provide an overview of the competitiveness of ICT vendors in a given market. The research methodology uses a rigorous evaluation methodology based on both qualitative and quantitative criteria, resulting in a single graphical representation of each vendor's position within a given market. The capabilities score measures the vendor's product, time-to-market, and near-term business execution. The strategy score measures the alignment of vendor strategies with customer requirements over a 3-5 year timeframe. Vendor market share is represented by the size of the circles.

Market and competition GK = The leading software provider for major apparel and softline retailers*



*Source: "IDC MarketScape Worldwide Point-of-Sale Software for Large Apparel and Softlines Retail 2023 Vendor Assessment," document number US48621522, By Margot Juros, March 2023, IDC # US48621522 About the graph - The IDC MarketScape analysis model was developed to provide an overview of the competitiveness of ICT vendors in a given market. The research methodology uses a rigorous evaluation method based on both qualitative and quantitative criteria, resulting in a single graphical representation of each vendor's position within a given market. The capabilities score measures the vendor's product, time-to-market, and near-term business execution. The strategy score measures the alignment of vendor strategies with customer requirements over a 3-5 year timeframe. Vendor market share is represented by the size of the circles.

GK - A long-term growth story



~432 Mio. €

Market Cap.

x9

Stock price since IPO

Successful transition to
the cloud with
profitable growth
continues

33+

Years of experience in the
retail industry

1.150+

Employees in 14 locations in 9 countries

75+

Shared projects with **SAP** around the globe

500+

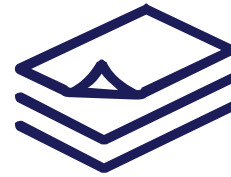
Customers with more than
500 Billion € in sales per year altogether.



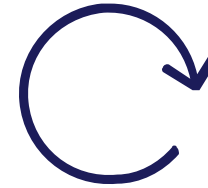
30,000 POS installations
in over 60 countries



Retail and payment
solutions in over 100,000
stores worldwide



More than 20 billion
transactions per year with GK



> 100 million self-
service transactions
(incl. self-scanning)



> 20 million contacts
on mobile devices

Solutions Portfolio Store

GK MOBILE CLOUD

A Mobiler Consumer Assistant

GK CLOUD4RETAIL

1 Mobile Merchandise Management

2 GK OMNIPOS

3 GK OMNISCALE

4 Dynamic Pricing

5 Label & Poster Print

6 Backoffice & Infrastructure

GK AIR (Artificial Intelligence for Retail)

Industry-specific extensions

GK HOSPITALITY

GK DRIVE



Technology partner of the world's leading retailers



SHOPRITE

RaceTrac
WHATEVER GETS YOU GOING®

Jack Wolfskin

Systeme U

Walmart



Massdiscounters

HyVee
EMPLOYEE OWNED

Smart&Final



adidas
GROUP

PVH

LloydsPharmacy

K Software cooperates with strong partners (*)



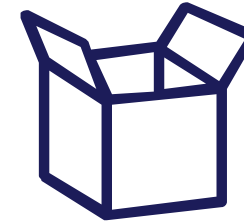
Hyperscaler



Implementation /
Project partner



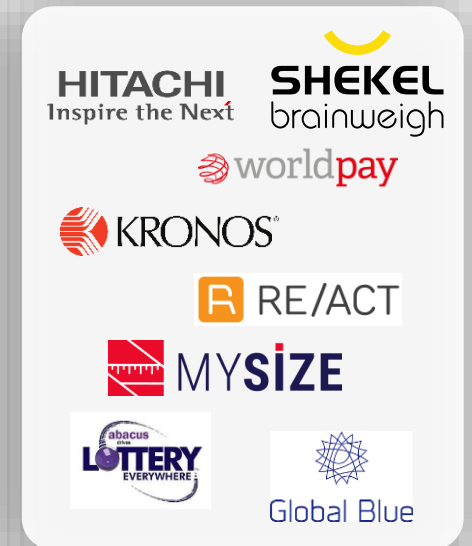
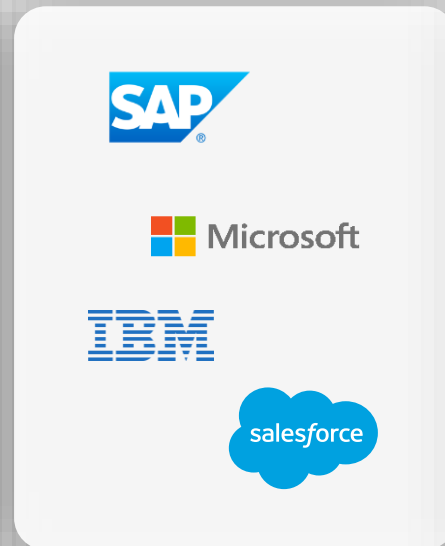
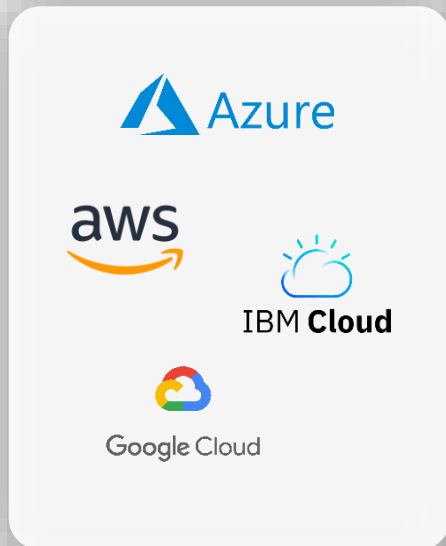
Reseller



Partner for
hardware and
technology



Innovation partner



(*) Partner selection

Thought Leader & Retail innovator

Since 2018....



Fuel



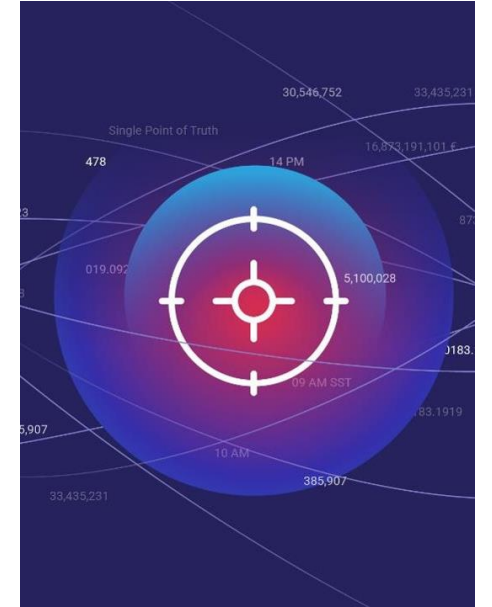
Hospitality



Scan & GO, ScanLess, AppLess

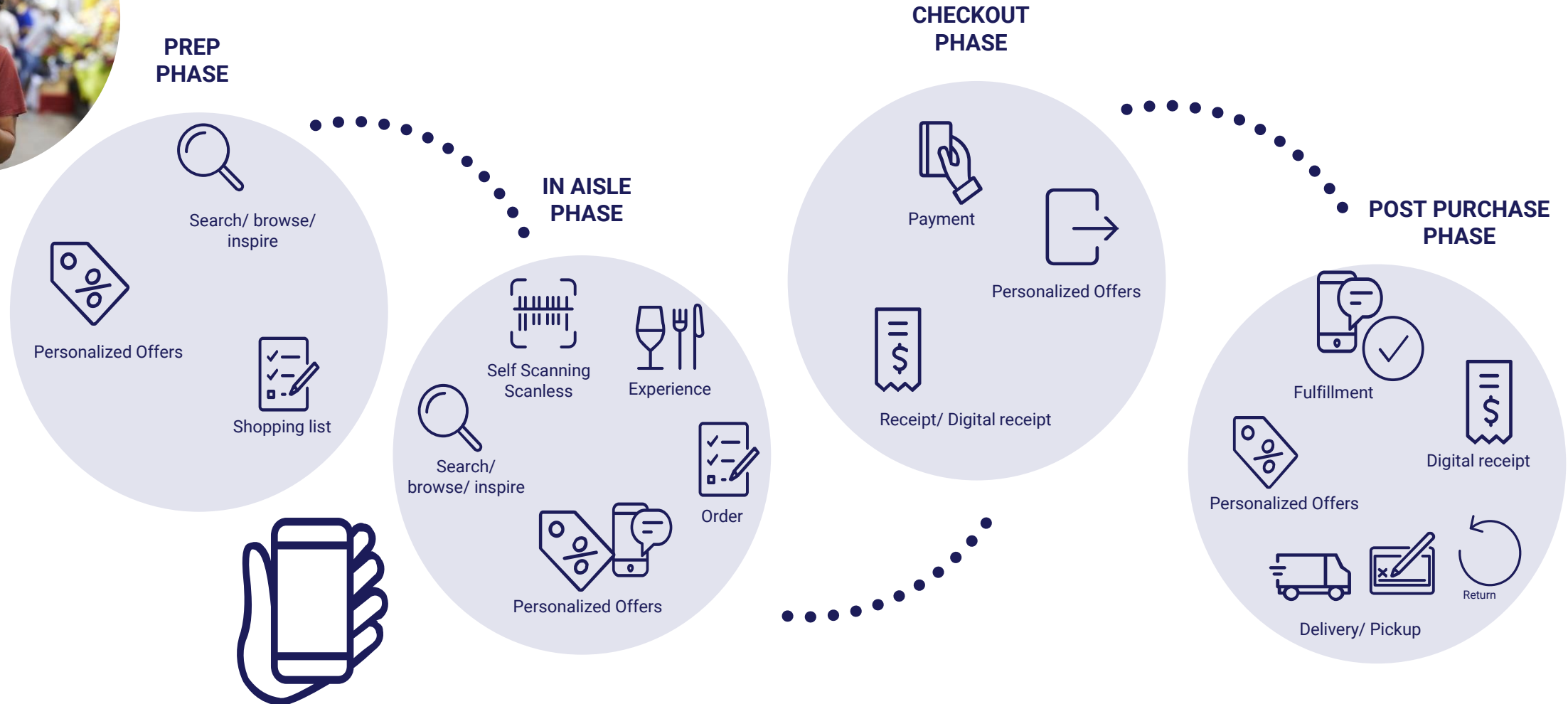


Deutsche Fiskal



GK SPOT

It is not about POS anymore





The Retail Innovators

Project successes in 2022 - the number of hits remains high



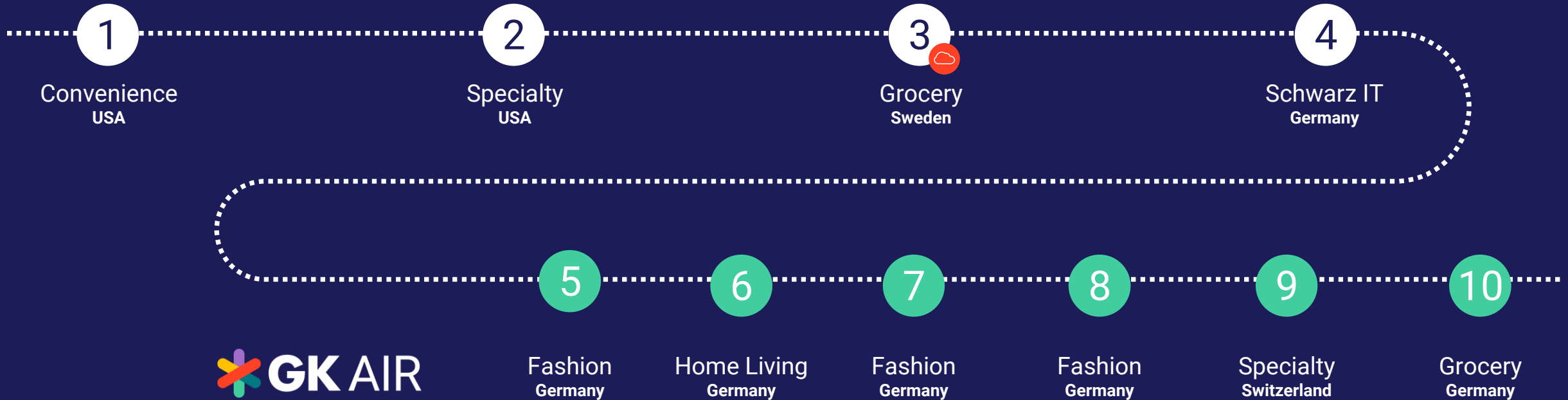
12 Pilot installations

21 Rolloutstarts

23 Rollouts



3 + 6 new customer wins 2022 - 1 existing customer change to CLOUD4RETAIL

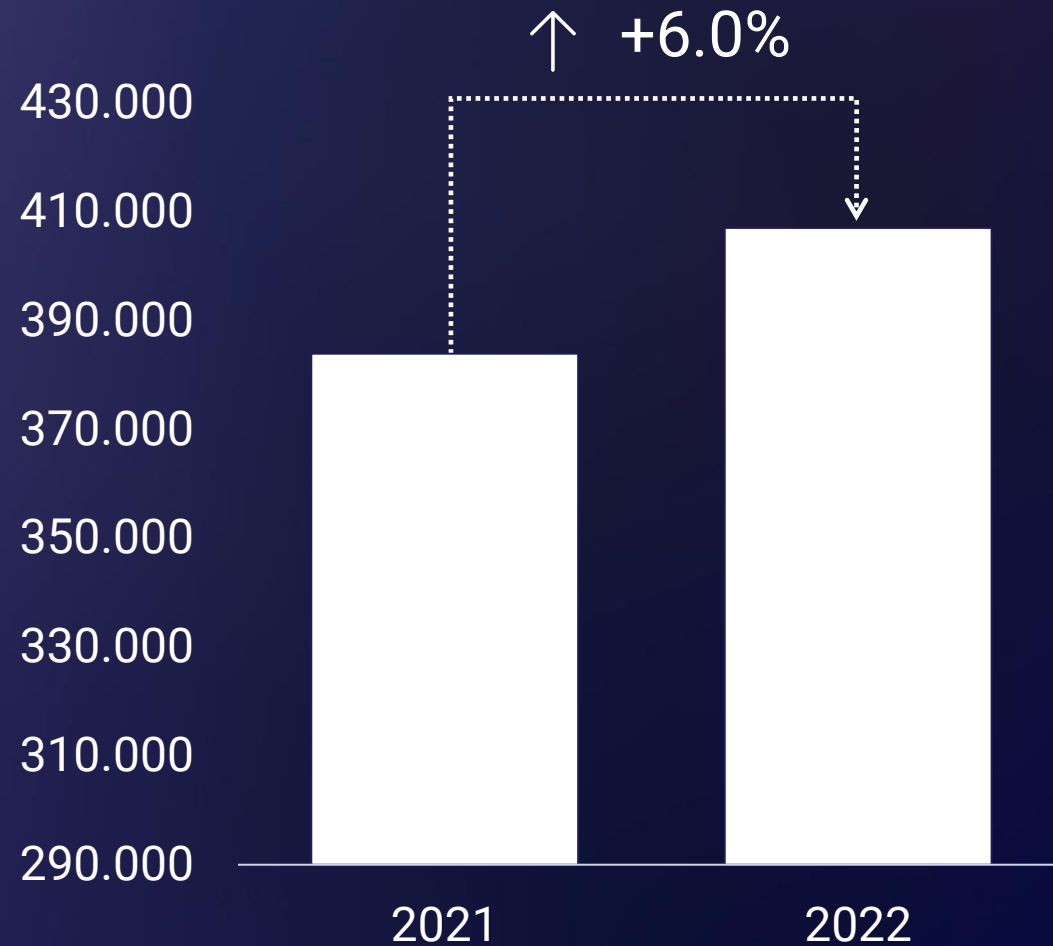


↑ **+81,000** devices

New installation volume GK
CLOUD4RETAIL

↑ **+18,000 Stores**

Strong expansion of the installed base (CLOUD4RETAIL)



407,157
Installations

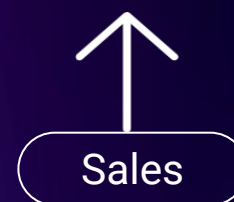
64,927
Stores

GK Software SE – KPIs (Group, IFRS)

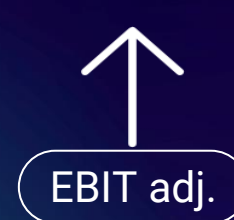


		31.12.2022	31.12.2021
Sales	EUR k	152,054	130,847
EBITDA adj.	EUR k	25,437	23,332
EBITDA-Margin adj. (on sales)	%	16.7	17.8
EBIT adj.	EUR k	18,691	13,878
EBIT-Margin adj. (on sales)	%	12.3	10.6

The results for 2021 have been adjusted for the non-recurring effect of the sale of AWEK microdata (+3.5 million euros) and those for 2022 for non-recurring effects from transaction costs and impairment of a property (-1.9 million euros).



+16.2%



35.0%



25.44 mn €

2022 Group – Consolidated statement of income and accumulated earnings



Group, IFRS	31.12.2022 in EUR k	31.12.2021 in EUR k	Changes in %
Sales	152,054	130,847	16.2
Other earnings	6,166	8,742	(29.5)
Overall revenue	158,220	139,589	13.4
Materials expenditure	(13,646)	(14,168)	(3.7)
Gross profit	144,574	125,421	15.3
Personnel expenditure	(89,562)	(78,740)	13.7
Depreciation and amortisation on non-financial assets	(7,985)	(9,484)	(15.8)
Other expenditure	(30,159)	(19,739)	52.8
Operating profit (EBIT)	16,779	17,306	(3.0)
Adjusted operating profit (EBIT)	18,691	13,848	35.0
EBITDA	24,764	26,790	(7.6)
Adjusted EBITDA	25,437	23,332	9.0
Financial result	132	(852)	115.5
Earnings before income taxes (EBT)	16,911	16,454	2.8
Income taxes	(5,553)	(3,156)	76.0
Consolidated surplus for the period	11,359	13,298	(14.6)

Group – Structure of service provision

Group, IFRS	31.12.2022 in EUR k	31.12.2021 in EUR k	Changes in %
Revenue from turnover and other earnings	158,220	139,589	13.4
of which			
Sales	152,054	130,847	16.2
Changes in inventories	-	-	-
Sales and changes in inventories	152,054	130,847	16.2
Capitalized own work	0	0	-
Other earnings	6,166	8,742	(29.5)

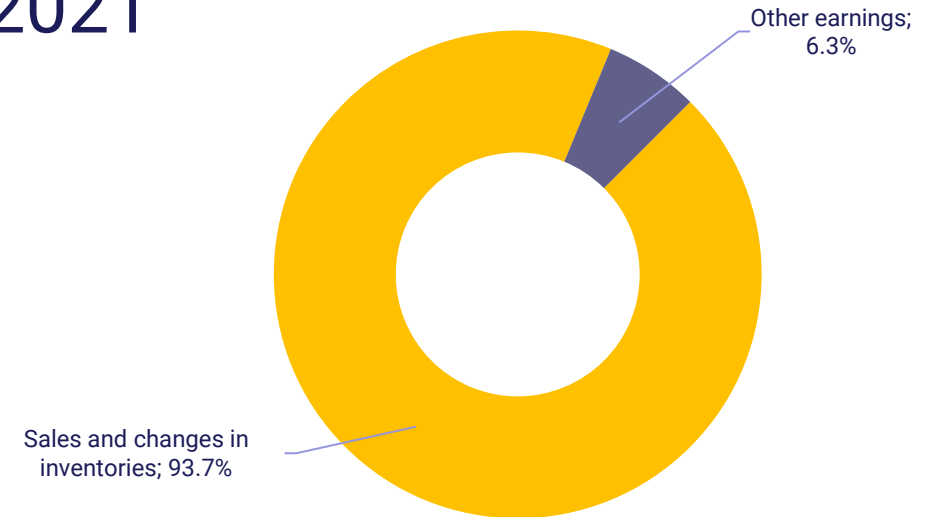
Performance structure

The main changes in the full year were the 16.2 percent increase in sales. No own work was capitalized.

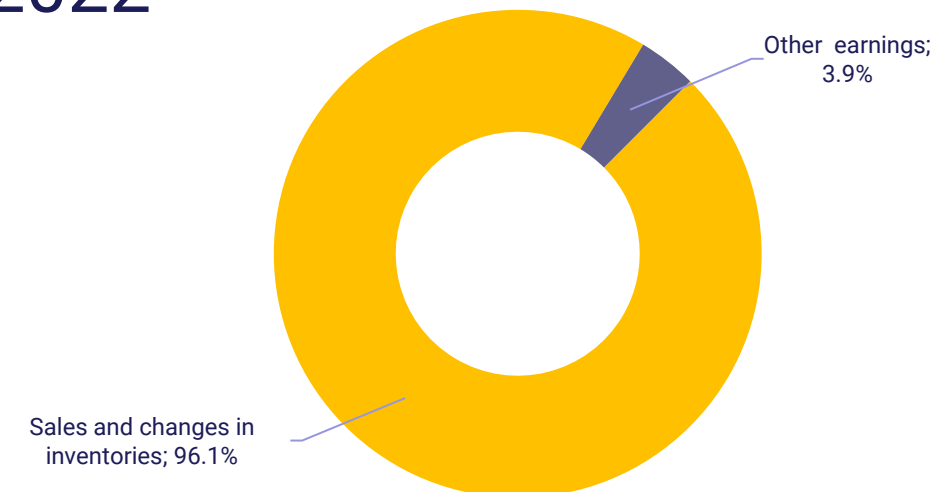
Overall, the performance mix remains robust.



2021



2022



Group - sales structure

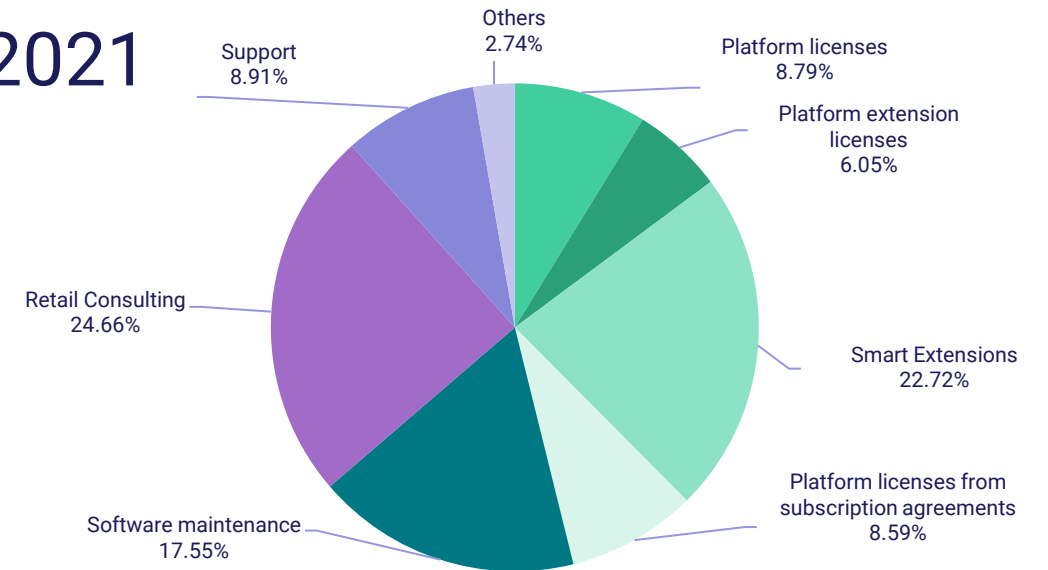


Group, IFRS	FY 2022 in EUR k	FY 2021 in EUR k	Changes in %
<i>Platform licenses</i>	12,306	11,504	7.0
<i>Platform licenses from Subscription agreements</i>	16,575	11,244	47.4
<i>Platform-extension licenses</i>	11,142	7,920	40.7
<i>Smart Extension</i>	30,655	29,743	3.1
<i>Software maintenance</i>	25,267	22,895	10.4
<i>Retail Consulting (Integration)</i>	42,658	32,288	32.1
<i>Retail Consulting (Support)</i>	10,297	11,668	(11.7)
<i>Others</i>	3,153	3,586	(12.1)
Total	152,054	130,847	16.2

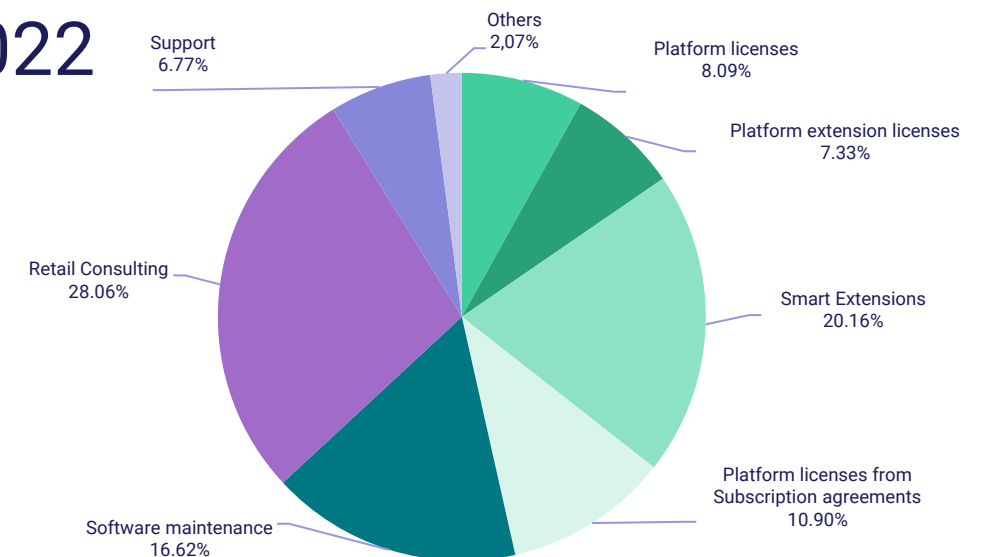
Sales structure

The majority of sales are recurring or repetitive. The share of cloud revenues has increased further.

2021



2022



Group – Turnover according to segments



Konzern, IFRS	FY 2022	FY 2021	FY 2022	FY 2021	FY 2022	FY 2021	FY 2022	FY 2021	Changes in %
	in EUR k		in EUR k		in EUR k		in EUR k		
	EMEA		Americas		Others		Group		
<i>Platform licenses</i>	7,398	9,212	4,908	2,292	—	—	12,306	11,504	7.0
<i>Platform licenses from Subscription agreements</i>	15,124	10,826	1,451	418	—	—	16,575	11,244	47.4
<i>Platform extension licenses</i>	10,857	7,546	285	374	—	—	11,142	7,920	40.7
<i>Smart Extensions</i>	18,046	18,889	12,609	10,853	—	—	30,655	29,743	3.1
<i>Software maintenance</i>	20,188	19,351	5,080	3,544	—	—	25,267	22,895	10.4
<i>Retail Consulting (Integration)</i>	36,097	27,877	6,561	4,411	—	—	42,658	32,288	32.1
<i>Retail Consulting (Support)</i>	10,188	11,526	110	142	—	—	10,297	11,668	(11.8)
<i>Others</i>	1,457	2,888	87	57	1,609	640	3,153	3,586	(12.1)
Total	119,355	108,114	31,090	22,092	1,609	640	152,054	130,847	16.7

2022 Group – Consolidated Balance sheet



Group, IFRS	31.12.2022		31.12.2021	
	in EUR k	in %	in EUR k	in %
Total non-current assets	53,182	31.9	53,176	36.9
Total Current assets	75,813	45.5	44,060	30.6
Cash and cash equivalents	37,654	22.6	46,945	32.6
Balance sheet total	166,649	100.0	144,181	100.0
Total equity	96,396	60.7	83,628	58.0
Total non-current liabilities	27,505	9.2	15,814	11.0
Total current liabilities	42,749	30.1	44,739	31.0
Balance sheet total	166,649	100.0	144,181	100.0

Compared with the end of 2020, the Group's cash and cash equivalents decreased by EUR 37.65 million year-on-year due to the repayment of the convertible bond. However, this is supplemented by short-term realizable securities amounting to EUR 24.92 million.

The Group's equity amounted to 96.40 million euros as of the reporting date, an increase of 12.77 million euros compared with the previous year. Non-current liabilities amounted to 27.50 million euros, 11.69 million euros higher than in the previous year. At the same time, current liabilities decreased significantly by 1.99 million euros to 42.75 million euros.

The Group's total assets amounted to EUR 166.65 million as of the reporting date, EUR 22.47 million higher than the figure of EUR 144.18 million reported at the last reporting date.

2022 Group – Cash-Flow Statement



Group, IFRS	31.12.2022	31.12.2021
in EUR k		
Cash flow in the narrower sense	26,863	22,556
<i>Changes in working capital</i>	(1,243)	(5,720)
<i>Cash inflows from interest and tax payments</i>	233	1,570
Operating cash flow	26,211	24,126
Cash flow from investment activities	(27,746)	2,425
Cash flow from financing activities	(7,853)	15,490
Net increase in cash and cash equivalents	(9,388)	41,134
Cash and cash equivalents at the end of the period	37,456	46,884
Interest-bearing liabilities (portfolio)	15,754	4,514
Net debt	(46,816)	(42,431)

Guidance

Targets for 2022 achieved –
New medium-term forecast until 2025



Forecast for fiscal 2023:

- Based on the assumptions and influencing factors described above, we expect the GK Software Group to achieve a further increase in revenue in the low double-digit percentage range and a further improvement in EBIT towards achieving the medium-term target for 2023 (with a target EBIT margin of 15 percent on revenue).
- In this context, we refer to pure operating profit. The corporate transaction will burden GK Software with not insignificant, one-time costs upon completion, which will significantly impact the Group's and the Company's annual results for 2023.



Medium-term forecast until the end of fiscal 2025:

- We expect further significant growth in sales by the end of the 2025 financial year, which should be in a corridor between EUR 193 million and EUR 205 million by the end of the forecast period.
- We expect this growth on the basis of the solutions and products currently offered to the market. Additional potential could arise from a geographical expansion of our sales territories.
- This forecast does not include any positive effects that could arise in the future from close cooperation with Fujitsu.
- In terms of EBIT, we are sticking to our target of at least 15 percent of sales in our medium-term forecast up to 2025. We expect EBIT to slightly exceed 15 percent by 2025.

Important factors for 2023



1

Very well filled pipeline

One major order (SaaS) already signed, still very strong US pipeline

2

Partnerships

Deepening SAP partnership (Endorsed Agreement for Cloud) - New opportunities through partnership with Fujitsu

3

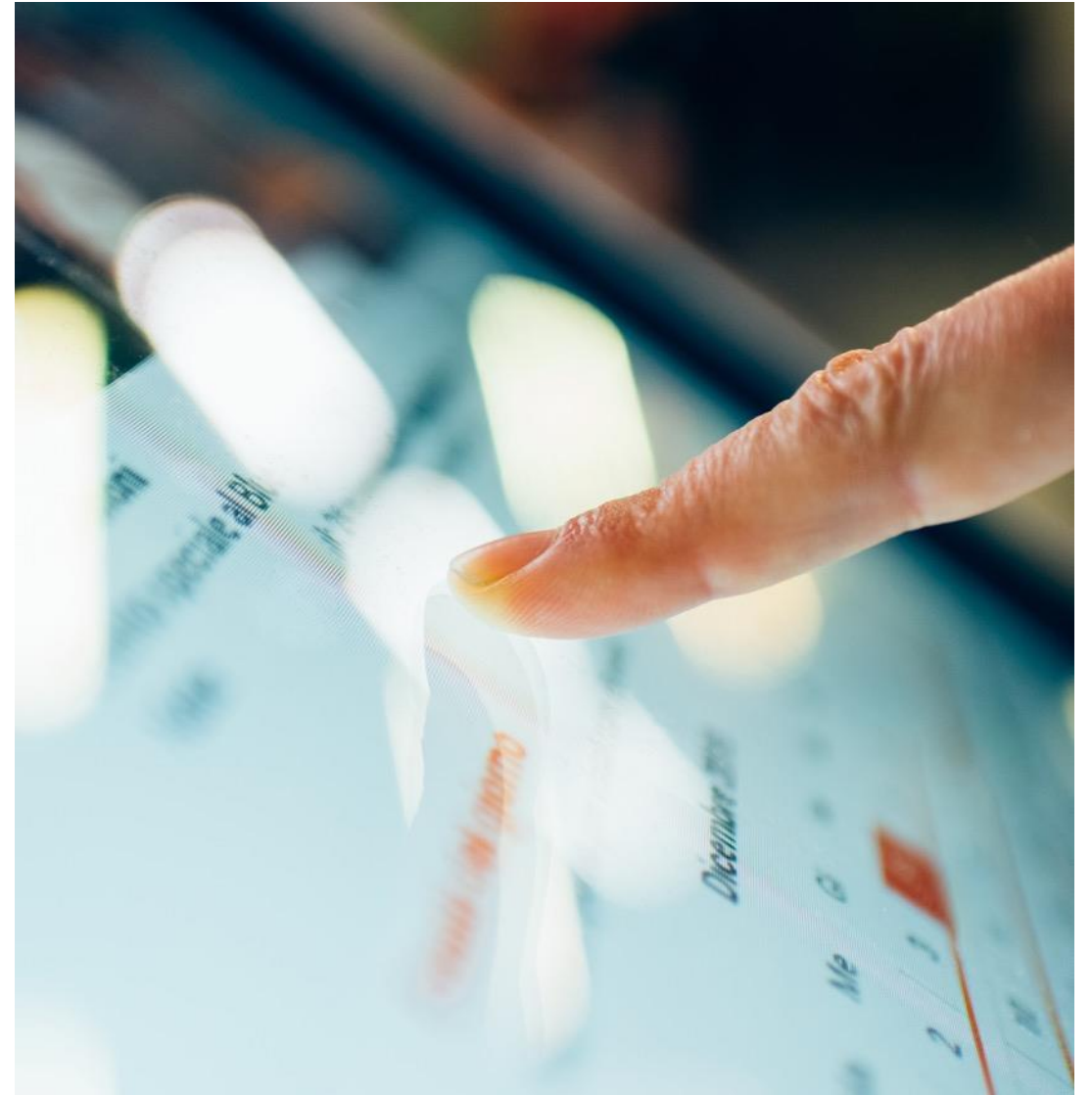
New solutions

First projects with GK GO and GK SPOT expected

4

Geographical expansion

APAC pipeline growth and first concrete situations



Thank You.

WKN	757142
ISIN	DE0007571424
Stock exchange symbol	GKS
IPO	19. June 2008
Segment	Prime Standard
Des. Sponsor	ICF Bank AG
Amount of shares	2,273,025
Share capital	2,273,025 EUR

The retail innovators

