

## GK Software SE – Summary

- GK Software SE is a leading software partner for the retail sector in Europe and provides ground-breaking technologies with end-to-end solutions for stores and enterprise headquarters
- Revenues for modular software solutions (licenses), programming and maintenance form the core of the company's business model
- Founded in 1990 at the headquarters in Schöneck by Rainer Gläß (CEO) and Stephan Kronmüller (Deputy CTO)
- Eleven other locations in Germany (Berlin, Cologne, St. Ingbert, Barsbüttel, Bielefeld), Czech Republic (Plzen), Switzerland (Dübendorf), Russia, South Africa, Ukraine and the USA
- GK Software SE serves well-known retail companies, including Loblaw, Bentley Leathers (Canada), Coop (Switzerland), EDEKA, Fressnapf, Galeria Kaufhof, JYSK Nordic (Denmark), Lidl, Migros (Switzerland), MPPreis (Austria), Netto Marken-Discount, Parfümerie Douglas, Tchibo, Telekom-Shops, Valora (Switzerland), WMF and X5 (Russia)
- Global presence with GK Software's products used in more than 41,700 retail stores with around 248,000 installations in more than 500 countries

## Management Board



**Rainer Gläß**  
Chief Executive Officer  
Chairman of the Board



**André Hergert**  
Chief Financial Officer  
Management Board  
Member

## Summary of key data

|   | 31.12.16 | 31.12.15 | 31.12.14 |
|---|----------|----------|----------|
| Sales (EUR K)                                     | 77,333   | 62,602   | 44,634   |
| Total operating revenue (EUR K)                   | 79,483   | 64,853   | 47,334   |
| EBIT (EUR K)                                      | 3,942    | (1,276)  | (3,015)  |
| EBIT margin (in terms of total operating revenue) | 5.1%     | (2.0)%   | (6.4)%   |
| EBT (EUR K)                                       | 3,452    | (1,383)  | (2,987)  |
| Net income for the period (EUR K)                 | 2,826    | (1,500)  | (1,870)  |
| Equity ratio                                      | 44.2%    | 42.7%    | 68.4%    |
| Number of employees                               | 911      | 739      | 618      |
| Net debt (EUR K)                                  | 8,746    | 7,346    | (9,041)  |

## End-to-End range of products

- GK/Retail Business Suite—modular end-to-end solution: GK/Retail Store Operations and GK/Retail StoreWeaver Enterprise Edition for the retail sector to centrally manage large store structures and implementing all processes necessary for operation in the stores
- Advantage of the solutions: 100% Java, release and SOA (Service Oriented Architecture)
- Further sales potential in Germany and abroad by the partnership with SAP possible



GK Software provides the retail sector with the best possible corporate organization and substantial potential for reducing costs and customer loyalty

## Global Growth Market

- IT structures in the retail sector allow a company's competitive position to be strengthened through rationalization and customer loyalty activities
- Worldwide IT spending in the retail sector amounted to approx. 177 billion USD in 2015
- In the German chain-store retail market, GK Software has a market share of more than 30%
- Current topics Omni-Channel-Retailing and Cloud-Computing cause a strong willingness to invest in GK Software's target market
- International Sales through SAP increase growth opportunities in the biggest retail market North America
- GK Software products can be used around the globe and this opens up opportunities for further growth (even in so-called fiscal countries)

## Investment Highlights

- Technologically leading European provider of standardized, flexible software solutions for the retail sector
- Customer base with well-known companies as a launch pad to tap into other customer groups and retail sectors
- USP from technology and innovation leadership
- Scalable business model opens up significant growth potential in Germany and abroad
- Growth in market environment from an increase in the need for IT investments by the retail sector in Germany and abroad

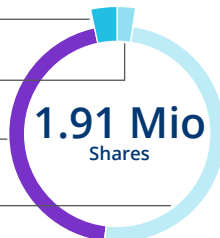
## Shareholder Structure

Rainer Gläß – 2,50%

Stephan Kronmüller – 2,30%

Freefloat – 46,25%

GK Software Holding GmbH – 48,96%



### Amounts overstepping the 3% threshold value

| Valid on                | Shareholder  | Share in % |
|-------------------------|--|------------|
| 22.09.2016              | Wilhelm K.T. Zours, Heidelberg<br>(of which, among others, 3.18% is Deutsche Balaton Aktiengesellschaft, Heidelberg) | 6.55       |
| 17.03.2016 <sup>1</sup> | Scherzer & Co. AG, Köln  | 6.36       |
| 27.12.2013 <sup>2</sup> | SAP AG, Walldorf   | 5.29       |

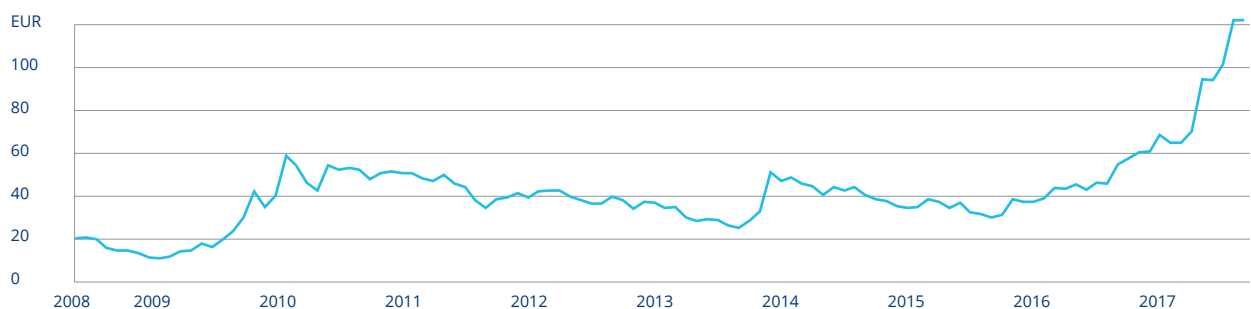
## Financial Calendar

|                                 |                  |
|---------------------------------|------------------|
| Annual report 2017              | 26 April 2018    |
| Three-month statement 2018      | 30 May 2018      |
| Annual shareholder meeting 2018 | 21 June 2018     |
| Six-month report 2018           | 30 August 2018   |
| Analysts' Conference 2018       | 26 November 2018 |
| Nine-month statement 2018       | 26 November 2018 |

## Key Facts

|                                       |  |
|---------------------------------------|--|
| German securities code number (WKN)   | 757142   |
| ISIN                                  | DE0007571424   |
| Stock exchange symbol                 | GKS  |
| IPO                                   | 19 June 2008   |
| Type of shares                        | Ordinary stock in the name of the holder without any nominal value (individual share certificates) |
| Stock exchanges                       | Frankfurt and XETRA  |
| Segment                               | Regulated Market (Prime Standard)  |
| Designated Sponsor                    | ICF Kursmakler AG  |
| Number of shares                      | 1,913,375  |
| Share capital                         | EUR 1,913,375  |
| Free float                            | 46,25%   |
| Initial Price (XETRA)<br>19 June 2008 | EUR 21.40  |
| Highest Price 2017                    | EUR 132,00 (27 September 2017)   |
| Lowest Price 2017                     | EUR 61,00 (27 March 2017)  |

## Share Price



## Contact Investor Relations

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1 - Initial notifications of 5.23 percent on March 2012.  
Information on the current portfolio by the shareholder on 17 March 2016.

2 - SAP AG, Walldorf announced on 17 December 2013 that it owned a share of 58.3 percent of voting rights on the basis of (financial/other) instruments (with a pre-emptive right until 31 December 2020); (this represents 55.2 percent after the increase in capital on 17 December 2013).