



## GK Software SE – Summary

- GK Software SE is a leading software partner for the retail sector in Europe and provides groundbreaking 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 55,000 retail stores with around 297,000 installations in more than 50 countries

## Management Board



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



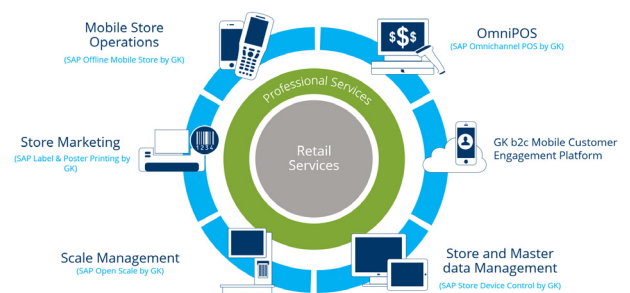
**André Hergert**  
Chief Financial Officer  
Management Board  
Member

## Summary of key data

	31.12.18	31.12.17	31.12.16
Sales (EUR K)	106,151	90,452	77,333
Total operating revenue (EUR K)	109,768	95,649	79,483
EBIT (EUR K)	1,595	4,993	3,942
EBIT margin (on sales)	1.5%	5.5%	5.1%
EBITDA (EUR K)	6,833	8,773	7,804
Net income for the period (EUR K)	932	3,884	2,826
Equity ratio	36.2%	36.3%	44.2%
Number of employees	1,205	1,011	911

## 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

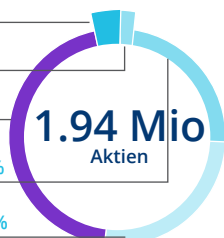
- Technologically leading European provider of standardized, flexible software solutions for the retail sector
- Customer base with well-known companies as a launch pad to tap into other customer groups and retail sectors
- USP from technology and innovation leadership
- Scalable business model opens 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 – 3.49%

Stephan Kronmüller – 1.38%

Freefloat – 47.19%

Gläß Vermögensverwaltungs  
GmbH & Co KG – 22.39%Kronmüller Vermögens-  
verwaltungs GmbH & Co KG – 25.10%

## Amounts overstepping the 3% threshold value

Valid on	Shareholder	Share in %
22.09.2016	Wilhelm K.T. Zours, Heidelberg (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

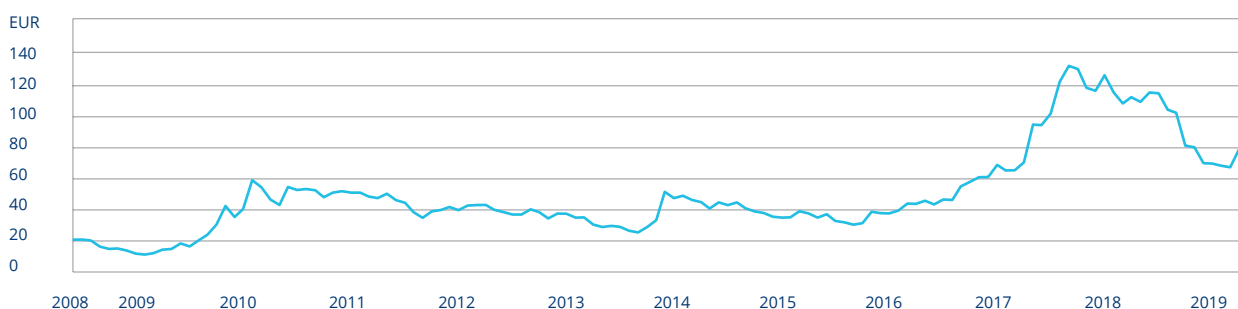
## Financial Calendar

Six-month report 2019	29 August 2019
Analysts' Conference 2019	November 2019
Nine-month statement 2019	26 November 2019
Annual report 2019	29 April 2020
Three-month statement 2020	28 May 2020
Annual Shareholders Meeting 2020	18 June 2020

## 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 Bank AG
Number of shares	1,931,300
Share capital	EUR 1,931,300
Free float	46.49%
Initial Price (XETRA) 19 June 2008	EUR 21.40
Highest Price 2018	EUR 132,50 (15 January 2018)
Lowest Price 2018	EUR 66,60 (17 December 2018)

## 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).