

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 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 59,800 retail stores with around 325,000 installations in more than 60 countries

Management Board



Rainer Gläß
Chief Executive Officer
Chairman of the Board



André Hergert
Chief Financial Officer
Management Board
Member

Summary of key data

	31.12.19	31.12.18	31.12.17
Sales (EUR K)	115,448	106,151	90,452
Total operating revenue (EUR K)	119,285	109,768	95,649
EBIT (EUR K)	3,430	1,595	4,993
EBIT margin (on sales)	3.0%	1.5%	5.5%
EBITDA (EUR K)	12,256	6,833	8,773
Net income for the period (EUR K)	(3,139)	932	3,884
Equity ratio	37.1%	36.2%	36.3%
Number of employees	1,247	1,205	1,011

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

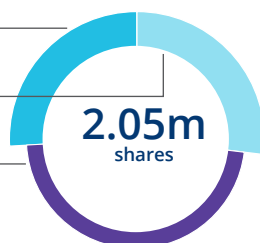
- Technologically leading European provider of standardized, flexible software solutions for the retail sector
- Customer base with well-known companies as a launch pad to tap into other customer groups and retail sectors
- USP from technology and innovation leadership
- Scalable business model opens 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 – 29.24%

Stephan Kronmüller – 22.95%

Freefloat – 47.81%



Amounts overstepping the 3% threshold value

Valid on	Shareholder	Share in %
01.02.2021	Wilhelm K.T. Zours, Heidelberg (of which, among others, 3.31% is Deutsche Balaton Aktiengesellschaft, Heidelberg)	6.22
12.01.2021	Scherzer & Co. AG, Köln	4.96

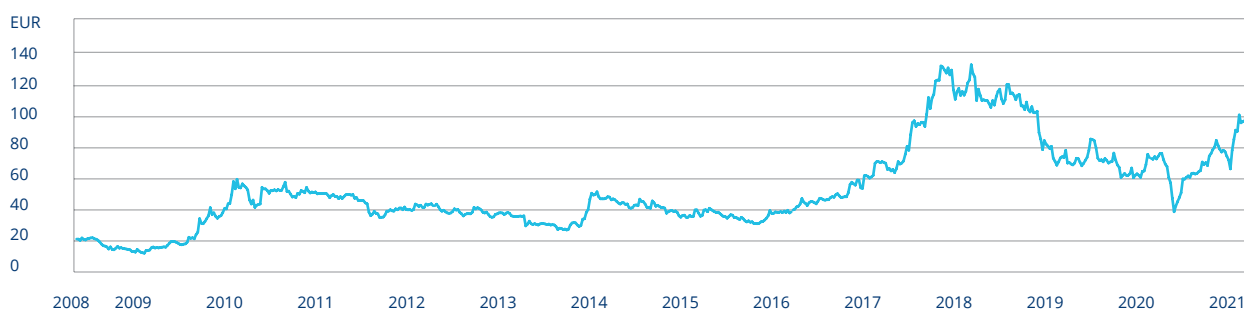
Financial Calendar

Annual Report 2020	28 April 2021
Three-month statement 2021	27 May 2021
Annual Shareholders Meeting 2021	17 June 2021
Interim Report 2021	26 August 2021
Nine-month statement 2021	25 November 2021

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	2,051,100
Share capital	EUR 2,051,100
Free float	47.81%
Initial Price (XETRA) 19 June 2008	EUR 21.40
Highest Price 2020	EUR 100.50 (4 December 2020)
Lowest Price 2020	EUR 35.00 (19 March 2020)

Share Price



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