



## **KPS OFF TO A SOLID START IN THE NEW FINANCIAL YEAR 2020/2021**

- » KPS continues with robust EBITDA in Q1 2020/2021
- » Group sales amounted to 36.3 million euros
- » EBITDA amounting to 5.3 million euros achieved

**Unterföhring/Munich, 12 February 2021 – KPS AG (WKN: A1A6V4 / ISIN: DE000A1A6V48), Europe’s leading consulting firm for digital transformation and process optimisation in retail, generated sales in the amount of 36.3 million euros in the first quarter of the business year 2020/2021.**

In line with expectations, sales lagged 19% behind the sales for the comparable year-earlier period (44.7 million euros) owing to the sustained impacts arising from the COVID-19 pandemic. It should be noted here that the first quarter in the previous year (1 October to 31 December 2019) was still not influenced by the COVID-19 pandemic. Key drivers for the sales development continued to be the impacts of the COVID-19 pandemic on the business situation of a number of customers. Individual customers continued to ask for project breaks and project postponements. The demand for e-commerce services from KPS continued to be at a high level. The demand for ERP projects continued to remain restrained.

In the currently challenging environment, KPS once again succeeded in generating a comparatively robust EBITDA in the amount of 5.3 million euros in the first quarter of 2020/2021. This corresponds to a fall compared with the year-earlier period of 11.0 %. Once more, this demonstrated that the business model of KPS has effective stabilisers anchored in place, such as flexible cost structures and the capability to respond quickly to changed market conditions. The EBITDA margin improved from 13.2% in the first quarter of 2019/2020 to 14.6% in the reporting period under review.

EBIT amounted to 3.3 million euros (Q1 2019/2020: 4.0 million euros) and the EBIT margin remained virtually unchanged at 9.1% (Q1 2019/2020: 9.2%) compared with the year-earlier period. Earnings after income taxes were 2.1 million euros (Q1 2019/2020: 2.8 million euros).

Based on the data available and the current information, KPS confirms the expectation for the current business year and estimates that it will be able to achieve sales at the level of the business year 2019/2020 in the business year 2020/21. Furthermore, the Executive Board assumes that EBITDA will be able to undergo a moderate increase compared with the previous year.

# PRESS RELEASE

12 February 2021

KPS AG  
The Executive Board

## About KPS

KPS is Europe's leading transformation consultancy for companies who want to radically focus on the customer and realign their business processes and technologies accordingly. KPS delivers everything from a single source: strategy consulting, industry-specific process chains as well as the implementation of the latest technologies. KPS is one of the few consulting partners who advise their clients end-to-end and integrate ERP, B2B and B2C commerce with Marketing & Sales processes. Especially in a digital world, the capability to execute projects faster is a clear and significant competitive advantage: The KPS Rapid-Transformation® methodology accelerates projects by up to 50 %. With around 1,300 consultants in 14 countries, KPS continues to expand its market position by delivering successful digital and technological transformation projects.

**Reshape and transform rapidly. Your business in a digital world. [www.kps.com](http://www.kps.com)**

## KPS AG

Beta-Straße 10H  
85774 Unterföhring  
Telefon: +49 (0) 89 356 31-0  
Telefax: +49 (0) 89 356 31-3300  
E-Mail: [ir@kps.com](mailto:ir@kps.com)

## cometis AG

Matthias Kunz  
Unter den Eichen 7  
65195 Wiesbaden  
Phone: +49 (0) 611 20 5855-64  
e-mail: [kunz@cometis.de](mailto:kunz@cometis.de)