



SoftwareONE

EMPOWERING COMPANIES TO TRANSFORM

Historical quarterly figures

May 2022

HISTORICAL QUARTERLY GROSS PROFIT AND EBITDA

CHFm (unless otherwise stated)	Q1 2020	Q2 2020	Q3 2020	Q4 2020	FY2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021	FY2021
Gross profit Software & Cloud	116.9	157.7	109.7	135.1	519.5	123.5	144.2	112.3	153.7	533.6
Gross profit Solutions & Services	47.5	48.6	48.9	65.0	210.1	67.5	79.3	81.3	93.5	321.4
Total gross profit	164.4	206.4	158.6	200.2	729.6	190.9	223.4	193.6	247.2	855.1
Total adjusted operating costs	(132.9)	(117.9)	(126.8)	(129.0)	(506.5)	(149.6)	(155.6)	(158.4)	(172.0)	(635.7)
Adjusted EBITDA	31.5	88.5	31.8	71.2	223.1	41.3	67.8	35.1	75.2	219.4
<i>Adjusted EBITDA margin (%)</i>	<i>19.2%</i>	<i>42.9%</i>	<i>20.1%</i>	<i>35.6%</i>	<i>30.6%</i>	<i>21.6%</i>	<i>30.4%</i>	<i>18.2%</i>	<i>30.4%</i>	<i>25.7%</i>

- SoftwareONE's business exhibits strong seasonality driven by promotional activity in conjunction with Microsoft's financial year-end in June and corporate spending patterns in December
 - Q2 and Q4 are therefore typically the strongest quarters of the year, while Q1 and Q3 tend to generate lower levels of gross profit, Adjusted EBITDA and margin

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