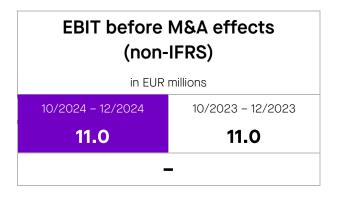
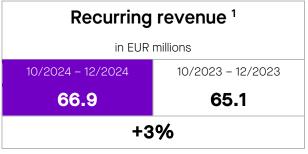


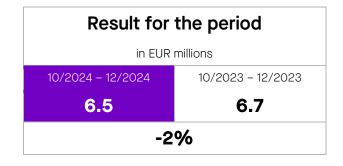
Quarterly Statement as of 31 December 2024

Positive performance in Q1 2024/25 // Numerous new customers in target segment // Strong growth with high-margin migration projects in CORE segment // Forecast confirmed









1) Prior-year figure adjusted

- Sales increase slightly to EUR 134.2 million (Oct 2023 Dec 2023: EUR 133.8 million); adjusted for impact of transition to cloud model up approx. 6%
- Further dynamic growth in high-margin cloud commissions offsets declining resell licences; cloud services up 6%
- Share of recurring revenues at 50% (Oct 2023 Dec 2023: 49%) ²
- EBIT before M&A effects (non-IFRS) stable at EUR 11.0 million (Oct 2023 Dec 2023: EUR 11.0 million)
- EBIT margin before M&A effects (non-IFRS) at a strong 8.2% (Oct 2023 Dec 2023: 8.2%); adjusted for one-time impact of severance payments in Q1, the margin was 8.9%
- Successful growth trajectory with upper midmarket customers: numerous new customers and a strong pipeline for SAP conversions
- 2024/25 forecast confirmed

²⁾ Prior-year figure adjusted due to reallocation of revenue types

Tailwind from »RISE & GROW with SAP« – Growth in the cloud

Digital transformation remains a key focus for organisations, leading to increased investment in IT modernisation and new technologies. According to a survey by Lünendonk, the top issues on the CIO agenda include cloud transformation, process automation, data analytics, artificial intelligence, regulatory requirements and cybersecurity – areas in which All for One is strong! Despite political and economic challenges, digitalisation spending is expected to continue to rise. The industry association Bitkom and research institutes forecast revenue growth of between 4.3% and 12.6% by 2025, with above-average growth in cloud business and IT outsourcing in particular.

However, against the backdrop of an uncertain geopolitical situation and the current economic challenges in Central Europe with weak or declining growth, there are still some delays in project starts. Nevertheless, the robust and strong order situation makes us very confident. For All for One, the market's focus on the urgently needed SAP ERP transformations to SAP S/4HANA – ideally directly into the cloud – is relevant here.

As an SAP-award-winning leading industry and cloud specialist in Central Europe, All for One remains well placed to benefit from this trend. The company's regular recognition at the SAP Quality Awards for outstanding projects in its core industries also confirms its focus and expertise in the upper midmarket and cloud business.

Due to an increasingly emerging »Land and Expand« strategy, customers continue to focus on the necessary SAP ERP transformations (»Land«). Investments in end-to-end LOB solutions are being made downstream (»Expand«). More and more customers are opting for an integrated solution approach based on SAP, which will create great potential for specialist solutions in the coming years. As a system integrator with a wide range of services and integration expertise, All for One can benefit from this. More and more customers are choosing »RISE with SAP« for a smooth and attractive transition to the cloud. Demand is also growing for the more standardised »GROW with SAP« offering for the midmarket. This enables SMEs to adopt a cloud-based ERP solution with high speed, predictable costs and continuous innovation. For example, a subsidiary of the All for One Group recently successfully migrated to the public cloud version.

In contrast to previous on-premise licence projects, where recurring maintenance revenues were invoiced from the conclusion of the contract, there are time shifts here due to the model. SAP's one-off proceeds from »RISE« are due at closing; However, implementation, con-

sulting services and recurring revenues do not start until a few months after the contract has been signed – with a corresponding impact on sales revenues.

Transformation programme on track

All for One continues to work on its internal processes, organisation and market presence. The transformation programme aims to increase efficiency, reduce costs and develop the company into an international, cloud- and Alcentric consulting and services company.

The introduction of a matrix organisation combines a regional focus (Germany, Austria, Switzerland, Poland) with consulting areas such as ERP in the cloud, Al and business analytics. This enables integrated end-to-end solutions with a single point of contact per customer, supported by specialists. At the same time, the integration of the Regional Delivery Centers improves agility, margins and access to specialists.

All subsidiaries now operate under the »All for One« brand, reinforcing their positioning as a single company. Strategically, All for One is focusing more on the needs of the life science, pharmaceutical and consumer goods industries. The matrix organisation also provides a flexible basis for expansion and the integration of new companies.

Share buyback programme

On 21 November 2024, All for One Group SE resolved to implement another share buyback programme. Under the new programme, up to a total of 100,000 treasury shares may be repurchased via the stock exchange in the period from 25 November 2024 to 3 March 2025 for a total purchase price (excl. transaction-related costs) of up to EUR 7 million. 14,141 shares with a volume of EUR 0.8 million have been repurchased as of 31 December 2024.

Results of operations

Sales development

in KEUR	10/2024 - 12/2024	10/2023 - 12/2023
Cloud services (1)	36,811	34,588
Software & support	44,028	46,017
Licences & commissions	13,904	15,518
Support (2)	30,124	30,499
Consulting ¹	53,408	53,148
Total	134,247	133,753
Recurring revenue (1)+(2) 1	66,935	65,087

¹⁾ From the financial year 2024/25, consulting revenues include the previously separately disclosed revenue type »CONVERSION/4«. Prior-year figures have been adjusted accordingly.

In the first three months of 2024/25, Group sales revenue of EUR 134.2 million was only slightly higher than the EUR 133.8 million from the prior-year quarter. Due to the ongoing transition from the previous resell model, where the customer buys software licences and receives a corresponding maintenance contract, to a higher-margin cloud-based billing and commission model, sales were significantly impacted in the past quarter. Adjusted for this effect, organic growth in the first quarter would have been around 6%. While the successful first quarter of the previous year was strongly influenced by licence sales, revenues are currently being driven by the high demand for migration projects with "RISE with SAP« and "GROW with SAP«. This is primarily due to the large-scale migration of SAP S/4HANA to the cloud announced for 2027.

With the report for the 1st quarter 2024/25 of All for One Group SE, the previously separate reporting of »CONVER-SION/4« revenues is no longer included. This category exclusively covered transformation projects where the technical transformation, using the Bluefield approach, was semi-automated with the Crystalbridge technology from the SNP partner. Meanwhile, both SAP and other providers now offer various tools (software) for the migration (conversion) from SAP ECC to SAP S/4HANA, which All for One Group also offers to its existing and new customers. In addition, there are customers who implement SAP S/4HANA using the Greenfield approach, i.e., with entirely new or revised processes. It no longer makes sense to separate the two approaches, which is why »CONVERSION/4« has been integrated into the consulting revenue type.

Recurring revenues, which are easier to budget, increased by 3%. The continuing trend towards the cloud is particularly evident in the cloud services revenues (plus 6% to EUR 36.8 million), whereas support revenues fell slightly to EUR 30.1 million (minus 1%). Together, these recurring revenues of EUR 66.9 million account for 50% (Oct 2023 – Dec 2023: 49%) of total sales (Prioryear figure adjusted due to reallocation of revenue types).

At EUR 13.9 million (minus 10%), »licences and commissions« in the 3-month period 2024/25 are below the prior-year quarter, with the continued dynamic growth in high-margin cloud commissions offsetting the decline in resell licences. All for One is benefiting from the high demand for migrations to SAP cloud solutions from the upper midmarket, both from new and existing customers. Despite weaker capacity utilisation in the LOB segment, consulting revenues increased to EUR 53.4 million (Oct 2023 – Dec 2023: EUR 53.1 million).

Earnings performance

in KEUR	10/2024 - 12/2024	10/2023 - 12/2023
Sales revenue	134,247	133,753
Cost of materials and purchased services	-46,168	-49,755
Personnel expenses	-60,075	-58,000
Depreciation, amortisation and impairment on intangible, fixed and right-of-use assets	-6,566	-6,839
Impairment losses on financial assets	-571	-59
Other operating expenses/income	-11,152	-9,552
EBIT	9,715	9,548
Financial result	-301	-263
EBT	9,414	9,285
Income tax	-2,872	-2,629
Result for the period	6,542	6,656

The cost of materials and purchased services fell by 7% to EUR 46.2 million due to lower licences. The cost of materials ratio was 34% compared to 37% in the previous year.

Personnel expenses increased overall by 4% to EUR 60.1 million, while the ratio of personnel expenses to sales increased from 43% to 45% due to the one-time impact of severance payments. The rise in other operating expenses and income to EUR 11.2 million (plus 17%) was mainly attributable to increased expenses for customer events and IT.

Reconciliation to EBIT before M&A effects (non-IFRS)

in KEUR	10/2024 - 12/2024	10/2023 - 12/2023
Earnings before interest and taxes (EBIT)	9,715	9,548
+ impairment of goodwill	0	0
+ acquisition-related depreciation, amortisation and impairment on other intangible assets	1,263	1,468
+/- other acquisition-related expenses (and income)	1	0
EBIT before M&A effects (non-IFRS)	10,979	11,016

In the first three months of 2024/25, EBIT before M&A effects (non-IFRS) remained stable at EUR 11.0 million (Oct 2023 – Dec 2023: EUR 11.0 million). This includes the one-time impact of severance payments EUR 1.0 million as a result of the new corporate organisation implemented in October. Despite this burden, the EBIT margin before M&A effects (non-IFRS) achieved the same level

of 8.2% as in the prior-year period (Oct 2023 – Dec 2023: 8.2%). Adjusted for the one-time impact of severance payments, the margin was 8.9%. In the same period, EBIT increased by 2% and totalled EUR 9.7 million. At 7.2%, the EBIT margin is slightly above the prior year level (Oct 2023 – Dec 2023: 7.1%).

At minus EUR 0.3 million, the financial result for the 3-month period 2024/25 was in line with the prior year (Oct 2023 – Dec 2023: minus EUR 0.3 million). EBT totalled EUR 9.4 million (plus 1%). Income taxes were slightly higher than the previous year at EUR 2.9 million (Oct 2023 – Dec 2023: EUR 2.6 million), resulting in a 2% decline in the result for the period to EUR 6.5 million. Earnings per share remained unchanged at EUR 1.33.

Sales revenue and earnings performance by segment

	CORE		LOB	
in KEUR	10/2024 - 12/2024	10/2023 - 12/2023	10/2024 - 12/2024	10/2023 - 12/2023
Statement of pr	ofit and los	8		
External sales revenue	118,892	117,835	15,355	15,918
Intersegment revenue	1,771	1,691	3,039	2,582
Sales revenue	120,663	119,526	18,394	18,500
Segment EBIT (EBIT before M&A effects (non-IFRS))	10,249	9,511	731	1,504
Segment EBIT margin before M&A effects (non-IFRS) (in %)	8.5	8.0	4.0	8.1

The unbroken demand for consulting and services relating to migrations is evident in the development of the CORE segment: the demand for migrations to SAP S/4HANA with »RISE & GROW« from the upper midmarket continues to rise and is leading to a steady increase in capacity utilisation. All for One is benefiting from its strength in cloud transformation, its extensive track record of successful projects and its position as the leading SAP cloud partner in Central Europe. The increase in recurring cloud revenues and commissions offsets the anticipated decline in licence revenues and maintenance solutions from expiring on-premise contracts. With sales in the CORE segment (ERP and collaboration solutions) the 3-month period 2024/25 of EUR 120.7 million (plus 1%) and EBIT before M&A effects (non-IFRS) of EUR 10.2 million (plus 8%), the segment is ahead of plan and accounts for 89% of total Group sales. The EBIT margin before M&A effects (non-IFRS) was 8.5%.

The LOB segment (Lines of Business), which accounts for 11% of sales, offers additional growth and margin potential through recurring cloud subscriptions and the Group's own add-on solutions. As expected, there is currently a lack of positive impetus from the economy. As many customers are at present focusing on investments related to the necessary ERP migration and core software functions, expansion investments are being postponed. Nevertheless, All for One continues to view the LOB segment as a key component of its core business (land and expand strategy) and expects an upturn as the economy improves. However, as a sustained recovery in demand in this area is not yet in sight, the Company has taken proactive measures to increase efficiency in order to ensure the profitability of the LOB segment in the coming quarters. LOB segment sales decreased by 1% to EUR 18.4 million. EBIT before M&A effects (non-IFRS) was EUR 0.7 million. The segment's EBIT margin before M&A effects (non-IFRS) of 4.0% (Oct 2023 - Dec 2023: 8.1%) is lower than the prior-year level.

Assets and financial position

Assets position

The balance sheet total as of 31 December 2024 fell by 2% to EUR 334.8 million (30 Sep 2024: EUR 343.1 million). Accordingly, **assets** declined in value by EUR 8.3 million. In particular, cash and cash equivalents fell by EUR 13.6 million to EUR 49.0 million. This was due to bonus and severance payments as well as the payment of trade payables. Trade receivables increased by a total of EUR 1.3 million to EUR 70.0 million.

Liabilities amounted to EUR 218.8 million at 31 December 2024 (30 Sep 2024: EUR 233.0 million), a decrease of 6%. Trade payables fell by EUR 8.5 million to EUR 27.2 million and liabilities to employees (prior-year bonuses and severance payments from restructuring) by EUR 10.1 million to EUR 18.1 million. Other liabilities increased by 45% to EUR 16.4 million due to higher tax liabilities (EUR 4.9 million).

Equity increased by 5% to EUR 116.0 million, while the equity ratio rose to 35% (30 Sep 2024: 32%). Net debt amounts to EUR 67.8 million (30 Sep 2024: EUR 55.7 million).

Financial position

Cash flow from operating activities amounted to EUR 7.3 million (Oct 2023 – Dec 2023: EUR 0.8 million). Compared to the prior-year period, All for One Group recorded significantly higher cash outflows for trade payables (minus EUR 8.8 million).

Cash flow from investing activities totalled minus EUR 0.6 million (Oct 2023 – Dec 2023: minus EUR 0.7 million). Investments remained at a low level in the first quarter.

Cash flow from financing activities amounted to minus EUR 5.4 million (Oct 2023 – Dec 2023: minus EUR 5.0 million). The repayment of lease liabilities (EUR 3.8 million) and purchase of treasury shares (EUR 1.2 million) had a significant impact.

Cash funds totalled EUR 48.6 million as of 31 December 2024 (31 Dec 2023: EUR 57.3 million).

Employees

	10/2024 - 12/2024	10/2023 - 12/2023
Employees		
Number of employees (period end)	2,777	2,807
Number of full-time equivalents (∅)	2,506	2,521
Non-financial performance indicator	s	
Employee retention (in %)	91.4	90.2
Health index (in %)	96.6	95.4

The IT sector continues to suffer from a shortage of specialists. For the Group, sustained business success is closely linked to highly qualified employees, which is why it is continuing to invest more in recruiting, developing and retaining staff. The Regional Delivery Centers in

Poland, Türkiye and Egypt provide key support for upholding and further enhancing the quality and speed of customer support. At 91.4%, employee retention is above the prior-year level and All for One Group believes it to be in line with the industry average. At 96.6%, the health index is well above the previous year.

Outlook

The management board is holding firm to its guidance for financial year 2024/25. Based on current knowledge and against the backdrop of a continued robust and strong order situation, the extensive project pipeline and a growing customer base, the management board continues to expect revenue growth to between EUR 525 million and EUR 540 million in 2024/25 (2023/24: EUR 511.4 million). EBIT before M&A effects (non-IFRS) is expected to be between EUR 36.5 million and EUR 40.5 million (2023/24: EUR 34.0 million). The effects of the transformation from the on-premise business (resell model) with the sale of licences to the commission-based cloud model have already been taken into account in the forecasts.

Against a backdrop of stagnating core markets and global uncertainty, it remains difficult to provide a concrete medium-term outlook. All for One Group plans to deliver robust mid-single digit organic revenue growth over the next few years, complemented by inorganic growth. EBIT before M&A effects (non-IFRS) is expected to sustainably exceed the 8% threshold in the financial year 2025/26.

5 // Quarterly Statement

Consolidated Statement of Profit and Loss

of All for One Group

from 1 October 2024 to 31 December 2024

in KEUR	10/2024 - 12/2024	10/2023 - 12/2023
Sales revenue	134,247	133,753
Other operating income	1,980	1,587
Cost of materials and purchased services	-46,168	-49,755
Personnel expenses	-60,075	-58,000
Depreciation, amortisation and impairment on intangible, fixed and right-of-use assets	-6,566	-6,839
Impairment losses on financial assets	-571	-59
Other operating expenses	-13,132	-11,139
EBIT	9,715	9,548
Financial income	339	372
Financial expense	-640	-635
Financial result	-301	-263
ЕВТ	9,414	9,285
Income tax	-2,872	-2,629
Result for the period	6,542	6,656
attributable to owners of the parent	6,490	6,622
attributable to non-controlling interests	52	34
Earnings per share		
Undiluted and diluted earnings per share (in EUR)	1.33	1.33

Consolidated Statement of Comprehensive Income

of All for One Group

from 1 October 2024 to 31 December 2024

in KEUR	10/2024 - 12/2024	10/2023 - 12/2023	
Result for the period	6,542	6,656	
Items that might be reclassified to profit or loss in subsequent periods			
Unrealised profits (+) / losses (-) from currency translation	130	2,727	
Other comprehensive income	130	2,727	
Total comprehensive income	6,672	9,383	
attributable to owners of the parent	6,618	9,351	
attributable to non-controlling interests	54	32	

Consolidated Balance Sheet

of All for One Group

as of 31 December 2024

Assets

in KEUR	31.12.2024	30.09.2024
Current assets		
Cash and cash equivalents	48,990	62,586
Finance lease receivables	4,992	4,805
Trade receivables	69,990	68,694
Contract assets	14,363	11,776
Income tax assets	2,333	1,942
Other assets	22,175	18,421
	162,843	168,224
Non-current assets		
Goodwill	68,763	68,713
Other intangible assets	26,249	27,445
Fixed assets	14,635	15,464
Right-of-use assets	43,758	45,153
Finance lease receivables	9,791	8,895
Deferred tax assets	774	676
Other assets	7,961	8,545
	171,931	174,891
Total assets	334,774	343,115

Equity and liabilities

in KEUR	31.12.2024	30.09.2024
Current liabilities		
Other provisions	871	1,113
Liabilities to financial institutions	7,498	3
Lease liabilities	14,786	14,379
Trade payables	27,159	35,689
Contract liabilities	13,945	14,197
Liabilities to employees	18,072	28,178
Income tax liabilities	6,749	5,683
Other liabilities	15,520	10,581
	104,600	109,823
Non-current liabilities		
Pension provisions	1,762	1,765
Other provisions	898	898
Liabilities to financial institutions	65,901	73,390
Lease liabilities	28,638	30,540
Deferred tax liabilities	16,094	15,833
Other liabilities	889	765
	114,182	123,191
Equity		
Issued capital	14,946	14,946
Reserves	105,964	99,347
Treasury shares	-5,315	-4,535
Share of equity attributable to owners of the parent	115,595	109,758
Non-controlling interests	397	343
	115,992	110,101
Total liabilities and equity	334,774	343,115

Consolidated Cash Flow Statement

of All for One Group

from 1 October 2024 to 31 December 2024

in KEUR	10/2024 - 12/2024	10/2023 - 12/2023
Result for the period	6,542	6,656
Income tax	2,872	2,629
Financial result	301	263
Depreciation, amortisation and impairment on intangible, fixed and right-of-use assets	6,566	6,839
Increase (+) / decrease (-) in value adjustments and provisions	-117	-742
Gains (-) / losses (+) from the disposal of non-current assets	-3	-12
Increase (-) / decrease (+) in trade receivables	-1,431	-6,921
Increase (+) / decrease (-) in trade payables	-8,755	70
Increase / decrease in other assets and liabilities	-12,103	-7,147
Interest received	339	399
Income tax refunds (+) / payments (-)	-1,518	-1,193
Cash flow from operating activities	-7,307	841
Payments for purchase of intangible and fixed assets	-691	-300
Proceeds from sale of intangible assets and fixed assets	84	12
Purchase of subsidiary, net of cash and cash equivalents acquired	0	-438
Cash flow from investing activities	-607	-726
Repayment of lease liabilities	-3,815	-3,777
Repayment of liabilities to financial institutions	-3	-6
Payments for share buyback programme	-1,185	-600
Interest paid	-388	-626
Cash flow from financing activities	-5,391	-5,009
Increase (+) / decrease (-) in cash and cash equivalents	-13,305	-4,894
Effect of exchange rate fluctuations on cash funds	71	392
Cash funds at start of period	61,877	61,797
Cash funds at end of period	48,643	57,295

Additional Information

Basis of preparation

All for One Group SE, Filderstadt, (»All for One Group SE« or »Company«), is a European company (Societas Europaea, SE). The company is listed in the commercial register of the District Court of Stuttgart under registration number HRB 774576. Its registered office is Rita-Maiburg-Strasse 40 in 70794 Filderstadt, Germany. All for One Group SE shares are listed in the Prime Standard of the Frankfurt stock exchange (ISIN: DE0005110001). All for One Group SE and the subsidiaries it controls (»All for One Group« or »Group«) unite strategic and management consulting, process consulting, industry insight and technology expertise, and IT consulting and services under one roof. This quarterly statement of All for One Group SE has been prepared in conformity with the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) and with Section 53 of the regulations issued by the Frankfurt Stock Exchange (FWB). The quarterly statement does not comply with the requirements of IAS 34 Interim Financial Reporting and has not been audited or reviewed.

This quarterly statement was prepared in accordance with the accounting and measurement methods applying as of 30 September 2024. The figures include all ongoing business transactions and accruals that the company deems necessary to ensure correct presentation of the interim results. The company believes that the information and explanations presented in this report present a true and fair view of its net assets, financial position and results of operations. In light of the business model and the associated volatilities, the interim results of the Group are not necessarily indicative of business performance over the further course of time.

The quarterly statement contains forecasts, estimates and expectations that involve risks and uncertainties. Actual results and developments may differ considerably from expectations and assumptions made. Such deviations may be the result of changes in the general economic situation and competitive environment, especially in the core business areas and markets, or amendments to laws, especially those governing taxation.

The reporting currency and functional currency of the quarterly statement of All for One Group SE is the euro (EUR). Unless otherwise indicated, all amounts are re-

ported in thousands of euros (KEUR). For technical reasons, the information provided in these financial statements may contain rounding differences of +/- one unit (KEUR, %, etc.).

The quarterly statement for the reporting period ending 31 December 2024 was approved for publication by the management board of All for One Group SE on 10 February 2025.

Subsequent events

No events occurred after the reporting date that have a significant impact on the net assets, financial position and results of operations of the All for One Group.

IR Service

All for One Group's website offers extensive investor relations services. Apart from finding company reports, analyst reports, financial presentations and information about the annual general meeting, you can also add your name to the mailing list to receive press releases and financial announcements.

www.all-for-one.com/ir-english

All for One Group SE

All for One Group SE is a leading international IT service provider focusing on SAP. As the world's leading SAP partner for SAP transformations in the midmarket and SAP Cloud Business, the industry specialist supports its customers - including global players, hidden champions and world market leaders - in transforming their businesses. Around 3,000 experts use »RISE & GROW with SAP« as a digital platform and integrated, Al-based cloud solutions to digitalise business processes, automate workflows and rethink services. More than 4,000 midmarket customers in Germany, Austria, Poland and Switzerland rely on the combination of many years of midmarket experience, SAP expertise and industry and process know-how. All for One's core industries are mechanical and plant engineering, the automotive supply industry, life sciences, wholesale and professional services.

In financial year 2023/24, All for One Group SE generated sales of EUR 511 million. The company is headquartered in Filderstadt near Stuttgart and is listed on the Prime Standard of the Frankfurt Stock Exchange.

All for One Group SE

Nicole Besemer Senior Director Investor Relations & Treasury

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