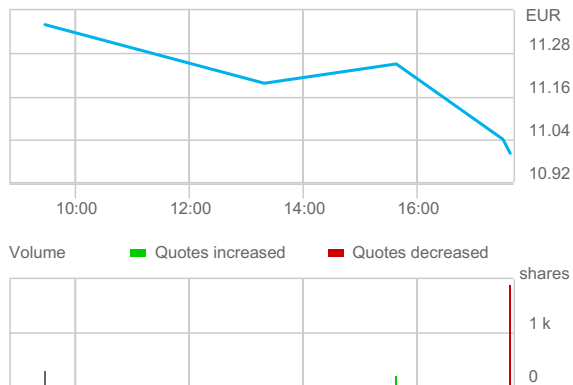


# FACT SHEET

## COMPANY PROFILE

Headquartered in Munich, NFO AG is the only pan-European cloud PBX provider – counting more than 15,000 companies across 13 European countries as customers. NFO, the cloud telephone system, offers over 150 functions as well as a seamless integration of premium solutions. With our intuitive communications solutions, we enable European companies to improve their work a little, every single day. NFO is the new freedom of business communication. <http://www.nfon.com>

## SHARE CHART



## SHAREHOLDER STRUCTURE

|                           |        |
|---------------------------|--------|
| Milestone Venture Capital | 30.10% |
| Earlybird                 | 17.82% |
| MainFirst                 | 7.74%  |
| MIG                       | 5.76%  |
| Universal-Investment      | 4.78%  |
| FIL Limited               | 3.91%  |
| High-Tech Gründerfonds    | 3.41%  |
| KBC Asset Management      | 3.04%  |
| Others                    | 23.44% |

## MANAGEMENT BOARD



**Hans Szymanski**  
Chief Executive Officer



**César Flores Rodríguez**  
Chief Sales Office



**Jan-Peter Koopmann**  
Chief Technology Officer

## SUPERVISORY BOARD

- > Rainer Christian Koppitz
- > Dr. Rupert Doehner
- > Angélique Werner
- > Ralf Größhaber

## STOCK FUNDAMENTALS

|                 |                                 |
|-----------------|---------------------------------|
| ISIN            | DE000A0N4N52                    |
| WKN             | A0N4N5                          |
| Share type      | Ordinary                        |
| Bloomberg Code  | NFN@GY                          |
| Reuters Code    | NFN.DE                          |
| Ticker          | NFN                             |
| Branch          | Telecommunication               |
| Segment         | Prime Standard                  |
| No. of shares   | 13,806,816                      |
| Market Cap      | EUR 151.87 mn                   |
| 52 week high    | 15.50 EUR                       |
| 52 week low     | 10.74 EUR                       |
| Stock exchanges | Frankfurt Stock Exchange/ Xetra |

## FINANCIAL CALENDAR

**November, 2018** The NFO AG will present during the German Equity Forum Frankfurt and will offer 1-on-1 meetings.

# FACT SHEET

## ANNUAL FIGURES

|  | 2017    | 2016    | 2015    |
|--|---------|---------|---------|
| Revenue (in Mio. €)                            | 35.654  | 30.388  | 20.951  |
| Recurring Revenue (in Mio. €)                  | 27.765  | 21.605  | 15.189  |
| Recurring Revenue in % of Revenue <sup>1</sup> | 77.87   | 74.79   | 72.5    |
| Seats  | 253,360 | 191,977 | 134,450 |
| adj. EBITDA (in Mio. €) <sup>2</sup>           | 0.173   | (0.405) | (5.527) |
| adj. EBITDA-Marge in % of revenue              | 0.5     | (1.3)   | (26.4)  |

<sup>1</sup>For the calculation of our recurring revenue share in 2016 we adjust revenue for the extraordinary effect of nonrecurring service revenue of EUR 1,500 thousand generated in connection with setting up a wholesale partnership.

<sup>2</sup>This adjustment includes expenses for the introduction of a transfer pricing model, additions to provisions related to potential value added tax repayments, social security contributions and payroll taxes, as well as fees for professional advisors related to those topics.

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