



## 2019/2020 Half-Year Report

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# **Group Key Figures**

Amounts in thousands of CHF	July – December 2019	July – December 2018
Net sales from goods and services	48 611	51 021
CHF sales growth	-5%	29%
Local currency sales growth	-2%	28%
EBITDA	437	3 257
in % of net sales from goods and services	1%	6%
Free cash flow	4 913	-2 053
Adjusted earnings per share	-0.71	0.78
Headcount	692	688
	31 December 2019	On 30 June 2019
Balance sheet total	122 201	104 825
Equity ratio	45%	57%

#### Non-GAAP Financial Measures

CREALOGIX supplements its SWISS GAAP FER results with the following non-GAAP financial measures:

Local Currency Sales Growth	July –	July –	Growth
	December	December	
	2019	2018	
Net sales from goods and services	48 611	51 021	-5%
FX impact current period	1 138	_	
Local currency sales from goods and services	49 749	51 021	-2%

CREALOGIX defines Local Currency Sales Growth as sales growth excluding the effect of currency exchange rate fluctuations that result from translating activity outside of Switzerland into Swiss Francs. CREALOGIX believes local currency information provides a helpful assessment of business performance and an useful measure of results between periods.

Adjusted Earnings per share	July – December	July – December
	2019	2018
Consolidated profit attributable to Shareholders of CREALOGIX Holding AG	-3 450	-1 491
Goodwill amortisation, net of tax	2 464	2 567
Adjusted consolidated profit	-986	1 076
Weighted average number of shares outstanding	1 382 617	1 375 675
Adjusted Earnings per share	-0.71	0.78

CREALOGIX defines Adjusted Earnings per Share as diluted earnings per share excluding goodwill amortisation, net of tax.

CREALOGIX believes that Adjusted Earnings per Share is an important information because it excludes a charge that is not directly related to current ongoing operations and is not included in the expenses of other international accounting standards. It therefore helps to compare ongoing operating performance.

Free Cash Flow	July – December 2019	July – December 2018
Cash flow from operating activities	5 369	-476
Disposal/(Purchase) of tangible and intangible assets	-456	-1 577
At end of period	4 913	-2 053

CREALOGIX defines Free Cash Flow as cash flow from operating activities including purchase and disposal of tangible and intangible assets and before acquisition cost payments. CREALOGIX believes that Free Cash Flow is an important information because it represents the cash CREALOGIX is generating after required investment in its asset base are done and therefor can be distributed to security holders.

# Shareholders' Letter



Oliver Weber, President & Chief Executive Officer and Bruno Richle, Chairman of the Board of Directors

#### Dear shareholders

Digitisation is primarily a customer experience matter rather than a core banking system one. This plays to CREALOGIX's advantage and has been reflected in a series of successful go-lives and customer deals in all markets over the past six months.

In digital banking for businesses, Swiss SME bank Valiant is making its corporate clients' workloads easier with a multibanking module from CREALOGIX. The launch of our Digital Engagement Platform at the renowned British investment consultancy Killik & Co. reflects how good business relationships can be sustained beyond Brexit. Moreover, two Tier 1 customers were acquired: next to one of the leading banks in Southeast Asia, the Raiffeisenverband Südtirol chose CREALOGIX's products. Shortly after the opening of the CREALOGIX branch in Riyadh, a comprehensive digitisation project was won and launched for a major Saudi Arabian customer. In addition to further significant contracts and projects, the issuing of a new oversubscribed convertible bond for the amount of CHF 25 million is one of the gratifying events of the first half of the 2019/2020 financial year; it provides the necessary financial scope to support the transformation of CREALOGIX, which continues to gain momentum.



## Half-year results

The transformation and further expansion of the company in order to meet the challenges of the future is reflected in the figures: in the first half of the financial year, revenues decreased by 5% from CHF 51.0 million to CHF 48.6 million. In local currencies, the Group generated revenues of CHF 49.7 million, a decrease of 2%. In addition to the foreign exchange effect, the accelerated consolidation and standardisation of CREALOGIX's product portfolio influenced the half-year results. Demand for our SaaS offering is increasing steadily; the share of revenue from this business grew by 6% from CHF 7.6 million to CHF 8.0 million, corresponding to growth of 10% in local currencies. The effect of switching to a SaaS model impacted EBITDA, which was CHF 0.4 million in the first half of 2019/20 (same period of the previous year: CHF 3.3 million). Had we sold traditional licence fees during this period instead of closing SaaS deals, revenue and EBITDA would have been CHF 4.8 million higher. Overall, the share of recurring revenues continued to grow and contributed 47% to total revenues (previous year: 44%). Due to the higher financial liabilities associated with the convertible bond that was issued successfully, the equity ratio declined to 45% (30 June 2019: 57%). With the help of free cash flow of CHF 4.9 million, net debt was converted into net assets in the first half of the financial year. The Group's liquidity is healthy at CHF 34.0 million.

### Outlook

CREALOGIX continues to pursue its transformation to become the leading global SaaS digital banking software provider. Gaining access to new markets such as Asia, the Middle East and North America promotes the Group's strategy. Especially in Asia, we see growth potential by serving the increased demand for digital banking solutions for the growing affluent middle-class sector. We are implementing our digital products at banks in Asia so that they can respond to the growing demand for wealth management services. Based on this good starting position, we are making far-reaching and sustainable investments in strengthening the organization in the Asian market.

As a provider of pioneering software for digital banking, our passion is to develop new products. These enable our customers, i.e. the banks, to acquire new customers or grow business with existing customers. In order to meet customer needs even more effectively, CREALOGIX will introduce a number of new developments in the near future. These include the "Conversational Engagement App". This cloud-based product gives banks the means to interact and communicate securely with their customer base. For instance, banks can submit investment advice suggestions to their clients via chat or video. An enhanced multibanking solution will pave the way for open banking in Switzerland and also set the course in the German market. The new one-stop service includes modules such as Personal and Business Finance Manager, enabling corporate and individual customers alike to centrally monitor and manage their liquidity across different banking relationships via an attractive front-end. The investments we have made in changing the business model will generate economies of scale and efficiency gains over the coming reporting periods. The commitment to this strategic realignment is reflected by confirming the goals we communicated in September 2019: Revenues for the full year 2019/20 will grow further. However, the effects of COVID-19 on bank's investment activities and the resulting change in the overall economic situation are difficult to predict at present. Therefore, we expect that this could have a negative impact on our ability to achieve the short-term goals over the next 6-12 months. Yet, we are not assuming there to be an impact in the medium term. CREALOGIX expects the transformation to yield positive results in the mid-term in the form of solid cash flows and double-digit EBITDA margins.

### A word of thanks

Today's expectations revolve around delighting customers. We thank all our employees for driving our transformation and developing great experiences in digital banking for end customers. With our product innovations, financial institutions around the world are building high levels of trust and loyalty. In this context, we would like to thank our customers. We continue to develop with them and, above all, for them. We would also like to thank you, our shareholders, for your continued confidence in our company.

Bruno Richle

I. Polle

Chairman of the Board of Directors

Oliver Weber

Chief Executive Officer

## Consolidated income statement

Amounts in thousands of CHF	Notes	July – December 2019	In %	July – December 2018	In %
Net sales from goods and services	4	48 611	100.0	51 021	100.0
Other operating income		818	1.7	258	0.5
Goods and services purchased		-11 204	-23.0	-13 454	-26.4
Change in inventory of finished and unfinished goods as well as unbilled goods and services		156	0.3	1 374	2.7
Personnel expenses		-32 597	-67.1	-29 589	-58.0
Marketing expenses		-571	-1.2	-981	-1.9
Rent, maintenance and repairs		-1 539	-3.2	-1 726	-3.4
Other operating expense		-3 237	-6.7	-3 646	-7.1
EBITDA *)		437	0.9	3 257	6.4
Depreciation on tangible fixed assets		-685	-1.4	-676	-1.3
Amortisation on Goodwill		-2 464	-5.1	-2 567	-5.0
Amortisation on other intangible assets		-590	-1.2	-542	-1.1
Operating result		-3 302	-6.8	-528	-1.0
Financial income		132	0.3	76	0.1
Financial expense		-370	-0.8	-387	-0.8
Financial result		-238	-0.5	-311	-0.6
Profit and loss from associates		0	0.0	-274	-0.5
Ordinary earnings before tax		-3 540	-7.3	-1 113	-2.2
Income tax		109	0.2	-276	-0.5
Consolidated profit/-loss		-3 431	-7.1	-1 389	-2.7
Attributable to:					
Shareholders of CREALOGIX Holding AG		-3 450	-7.1	-1 491	-2.9
Minority interest		19	0.0	102	0.2
Earnings per share attributable to shareholders in CHF:	3				
Undiluted		-2.50		-1.08	
Diluted		-2.50		-1.08	

 $<sup>^{\</sup>circ}$  Operating result excluding depreciation on tangible fixed assets, amortisation on goodwill and amortization on other intangible assets

The condensed notes to the consolidated financial statements on pages 10 to 14 are an integral part of these consolidated financial statements for the first half of 2019/2020.

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# Consolidated balance sheet

Amounts in thousands of CHF	Notes	31 December 2019	In %	30 June 2019	In %
ASSETS					
Current assets					
Cash and cash equivalents		34 026		12 844	
Receivables from goods and services		22 469		20 200	
Other short-term receivables		324		3 064	
Prepayments and accrued income		2 559		2 764	
Work in progress/inventories		4 998		3 580	
Total current assets		64 376	52.7	42 452	40.5
Non-current assets					
Financial assets		1 560		1 557	
Tangible fixed assets		2 040		2 351	
Intangible assets		49 103		53 354	
Deferred tax assets		5 122		5 111	
Total non-current assets		57 825	47.3	62 373	59.5
Total ASSETS		122 201	100.0	104 825	100.0
LIABILITIES AND EQUITY					
Current liabilities					
Payables from goods and services		3 981		3 745	
Other short-term liabilities		2 868		2 610	
Short-term financial liabilities		5 000		13 441	
Accrued liabilities and deferred income		26 114		20 534	
Short-term provisions		1 402		1 200	
Income tax liabilities		1 409		1 482	
Total current liabilities		40 774	33.4	43 012	41.0
Non-current liabilities		10771	33.1	.3 0.2	
Long-term financial liabilities		25 211		1 459	
Deferred conditional purchase price obligations		574		565	
Deferred tax liabilities		130		540	
Total non-current liabilities		25 915	21.2	2 564	2.4
Total LIABILITIES		66 689	54.6	45 576	43.5
Shareholders' equity					
Share capital	6	11 183		11 182	
Treasury shares		-577		-1 998	
Capital reserves		57 772		57 672	
Translation differences		-4 378		-2 570	
Retained earnings		-5 541		-2 091	
Total equity before minorities		58 459		62 195	
Minority interests		-2 947		-2 946	
Total SHAREHOLDERS' EQUITY		55 512	45.4	59 249	56.5
Total LIABILITIES AND EQUITY		122 201	100.0	104 825	100.0

The condensed notes to the consolidated financial statements on pages 10 to 14 are an integral part of these consolidated financial statements for the first half of 2019/2020.

# Statement of changes in equity

Amounts in thousands of CHF	Share capital	Treasury shares	Capital reserve	Translation differences	Retained earnings	Total equity before minority interests	Minority interests	Total equity
30 June 2018	11 102	-2 369	57 308	-156	4 306	70 191	862	71 053
Increase from convertible bond	65		773	0		838		838
Dividend payments to shareholders of CREALOGIX Holding AG	0	0	-342	0	0	-342	0	-342
Distribution minority interest	0	0	0	0	0	0	-763	-763
Currency translation of foreign entities	0	0	0	-2 956	0	-2 956	28	-2 928
Consolidated profit/-loss	0	0	0	0	-1 491	-1 491	102	-1 389
Share-based compensation	0	0	253	0	0	253	0	253
Change in treasury shares	0	172	332	0	0	504	0	504
31 December 2018	11 167	-2 197	58 324	-3 112	2 815	66 997	229	67 226
Change in scope of consolidation	0	0	0	0	0	0	-3 242	-3 242
Increase from convertible bond	15	0	188	0	0	203	0	203
Distribution minority interest	0	0	0	0	0	0	96	96
Currency translation of foreign entities	0	0	0	542	0	542	0	542
Consolidated profit/-loss	0	0	0	0	-4 906	-4 906	-29	-4 935
Share-based compensation	0	0	88	0	0	88	0	88
Change in treasury shares	0	199	-928	0	0	-729	0	-729
30 June 2019	11 182	-1 998	57 672	-2 570	-2 091	62 195	-2 946	59 249
Increase from convertible bond	1	0	602	0	0	603	0	603
Currency translation of foreign entities	0	0	0	-1 808	0	-1 808	-20	-1 828
Consolidated profit/-loss	0	0	0	0	-3 450	-3 450	19	-3 431
Share-based compensation	0	0	-140	0	0	-140	0	-140
Change in treasury shares	0	1 421	-362	0	0	1 059	0	1 059
On 31 December 2019	11 183	-577	57 772	-4 378	-5 541	58 459	-2 947	55 512

The condensed notes to the consolidated financial statements on pages 10 to 14 are an integral part of these consolidated financial statements for the first half of 2019/2020.

# Consolidated cash flow statement

Amounts in thousands of CHF	Notes	July – December 2019	July – December 2018
Consolidated profit/-loss		-3 431	-1 389
Income tax		-109	276
Depreciation/amortisation		3 739	3 785
Financial result		238	311
Share of profit of associates		0	274
Change in receivables from goods and services, accruals, other receivables and other non cash flow related positions		551	1 167
Change in Work in progress/inventories		-1 455	-520
Change of payables from goods and services, accruals and other payables		6 200	-4 736
Change in provisions		200	531
Interest received		7	6
Interest paid		-293	-263
Tax received		0	204
Tax paid		-278	-122
Cash flow from operating activities		5 369	-476
Investing activities			
Purchase of tangible fixed assets		-445	-1 346
Disposal of tangible fixed assets		44	30
Purchase of intangible assets		-55	-261
Acquisition of organisations, net of cash acquired		0	-8 892
Cash flow from investing activities		-456	-10 469
Financing activities			
Inflows from a bond-issuance		24 393	0
Outflows for bond-repayments		-8 475	0
Dividend payments to shareholders of CREALOGIX Holding AG		0	-342
Dividend payments to minorities		0	-667
Dividend received from associates		0	229
Purchase of treasury shares		-921	-2 979
Sale of treasury shares		1 565	2 770
Cash flow from financing activities		16 562	-989
Effects of exchange rate changes		-293	-169
Net change in cash and cash equivalents		21 182	-12 103
Cash and cash equivalents at beginning of period		12 844	20 692
Cash and cash equivalents at end of period		34 026	8 589

The condensed notes to the consolidated financial statements on pages 10 to 14 are an integral part of these consolidated financial statements for the first half of 2019/2020

# Condensed notes to the consolidated financial statements

### 1 Basic information

CREALOGIX Holding AG (the "Company") and its subsidiaries make up the CREALOGIX Group. CREALOGIX globally markets its extensive product range for tomorrow's digital bank. The CREALOGIX Group is a stock corporation headquartered in Switzerland. The address of its registered office is Badenerstrasse 694, 8048 Zurich. The Group's registered shares (CLXN) are traded on the SIX Swiss Exchange under identification number 1111570.

The convertible bond (CLX19) issued on 6 November 2019 is traded on the SIX Swiss Exchange under Swiss security number 41904722.

These half-year financial statements were approved for issue by the Board of Directors on 2 March 2020. The consolidated financial statements are reported in Swiss francs (CHF).

The following foreign exchange rates were applied:

	Year-end rates (balance sheet)		Average rates (in	come statement)
	31 December	<b>31 December</b> 31 December		July – December
	2019	2018	2019	2018
EUR	1.08	1.12	1.10	1.14
CAD	0.75	0.73	0.75	0.75
USD	0.97	0.99	0.99	0.99
GBP	1.27	1.24	1.24	1.28
SGD	0.71	0.71	0.71	0.71

## 2 Summary of significant accounting and valuation policies

These unaudited consolidated interim financial statements for the first half of 2019/2020 for the period, ending 31 December 2019, have been prepared in accordance with Swiss GAAP FER 31 Interim Financial Reporting. The half-year report does not contain all the information and disclosures required for a full annual report.

In tables, monetary values are presented in CHF thousands if not mentioned otherwise. In some cases, the sum of the figures given in this report may not precisely equal the stated totals, and percentages may not be exact due to rounding.

CREALOGIX operates in areas which are not subject to seasonal market fluctuations.

## 3 Earnings per share

	July – December 2019	July – December 2018
Consolidated profit/-loss attributable to Shareholders of CREALOGIX Holding AG	-3 450	-1 491
Weighted average number of shares outstanding	1 382 617	1 375 675
Maximum number of new shares (convertible bonds) ")	200 000	83 386
Earnings per share – undiluted in CHF	-2.50	-1.08
Dilutive effect of conversion of convertible bonds in CHF	n/a	n/a
Earnings per share – diluted in CHF	-2.50	-1.08

<sup>&</sup>lt;sup>\*)</sup> Represents the maximum dilutive shares as per balance sheet date which might have an impact on the diluted earnings per share calculation. Since the share price traded below the conversion price of CHF 125, no conversions were made. Consequently, there is no dillution effect.

## 4 Segment information

## 4.1 Geographical segments

The Group's main activity is in three geographical segments: Switzerland, the home country of the Group; Europe; and other countries.

Net sales from goods and services	July – December 2019	July – December 2018
Switzerland	16 510	18 409
Europe	27 188	28 254
Other countries	4 913	4 358
Total Group	48 611	51 021

Net sales from goods and services are assigned to the country in which the client is domiciled.

## 4.2 Net sales from goods and services by category

Net sales from goods and services	July – December 2019	July – December 2018
Hosting and SaaS services	8 032	7 604
Maintenance	14 673	14 693
Total recurring revenue	22 705	22 297
Sales from services	20 110	20 499
Sales of goods	1 408	2 519
Licence sales	4 388	5 706
Total net sales from services, goods and licences	25 906	28 724
Total sales from goods and services	48 611	51 021

The CREALOGIX Group is a leading independent software provider in Europe, Middle East and Asia-Pacific region. CREALOGIX globally markets its extensive product range for the digital bank of tomorrow under the term Digital Banking Hub.

The Board of Directors and Executive Management manage the CREALOGIX Group based on the financial statements of the individual group companies as well as the consolidated financial statement. Due to the economic similarity of the companies, the uniform strategy and the central management of the Group by Executive Management, CREALOGIX presents a summary of its business activities as a single segment, applying Swiss GAAP FER 31.

## 5 Financial liabilities

On 6 November 2019 the convertible bond (CLX 15) expired and was replaced by a new convertible bond (CLX19) for CHF 25 million at an issue and placement price of 100 per cent with a term of 5 years. The coupon was fixed at 1.5 per cent (payable annually on 6 November) and the conversion price amounts to CHF 125.

Financial liabilities are recorded and valued at the present value.

December 2019	Present Value	Nominal Value	Due Date	Interest Rate
Short-term financial liabilities	5 000	5 000	2020	0.8%
Total	5 000	5 000		
Long-term Financial liabilities				
Convertible bond (CLX19)	23 757	25 000	2024	1.5%
Long term loans third	523			
Other financial liabilities	931			
Total	25 211	25 000		
June 2019	Present Value	Nominal Value	Due Date	Interest Rate
Convertable bond (CLX15)	8 441	8 500	2019	2.375%
Short-term financial liabilities	5 000	5 000	2020	0.8%
Total	13 441	13 500		
Long-term Financial liabilities				
Long term loans third	517			
Other financial liabilities	942			
Total	1 459			

## 6 Capital of the organisation

The total number of issued registered shares amounts to 1397 902 (June 2019: 1397 808). In the period under review further fractions of the former convertible bond were converted into 94 shares (June 2019: 10038 shares). The share capital increased by CHF 1 thousand (June 2019: CHF 80 thousand) to CHF 11183 thousand.

Since 1 March 2007, each share has had a par value of CHF 8.

In November 2019, the conditional capital of the organisation has been renewed and consists of 300 thousand registered shares with a nominal value of CHF 8 per share in connection with the issuance of convertible bonds, warrant-linked bonds or other financial market instruments. As per 31 December 2019, 300 thousand registered shares (June 2019: 142 192 shares) were outstanding.

Since 30 October 2019 the Board of Directors is authorised to increase share capital by as much as CHF 2400000 by issunig up to 300 thousand registered shares with a nominal value of CHF 8 each by 31 October 2021. As per 31 December 2019, 300000 registered shares (June 2019: 130000 shares) were outstanding.

### 7 Events after the balance sheet date

Since the balance sheet date of 31 December 2019, there were no significant events which would have a financial impact on the period under review.

# Important Group companies

### **CREALOGIX Holding AG**

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# Dates and contacts



# Important dates

15 September 2020
Presentation of 2019/2020 Annual Results

26 October 2020
Ordinary Shareholder's Meeting



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# Caution concerning forward-looking statements

This Half-Year Report contains forward-looking statements regarding CREALOGIX that are inherently susceptible to risk and uncertainty. The reader must therefore be aware that actual future results may vary from these statements. Forward-looking statements are projections of possible developments. All forward-looking statements are based on information available to CREALOGIX at the time the half-year report was prepared.

You can read the entire half-year report of the CREALOGIX Group online on:



## crealogix.com/report-en



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