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BARC



Important

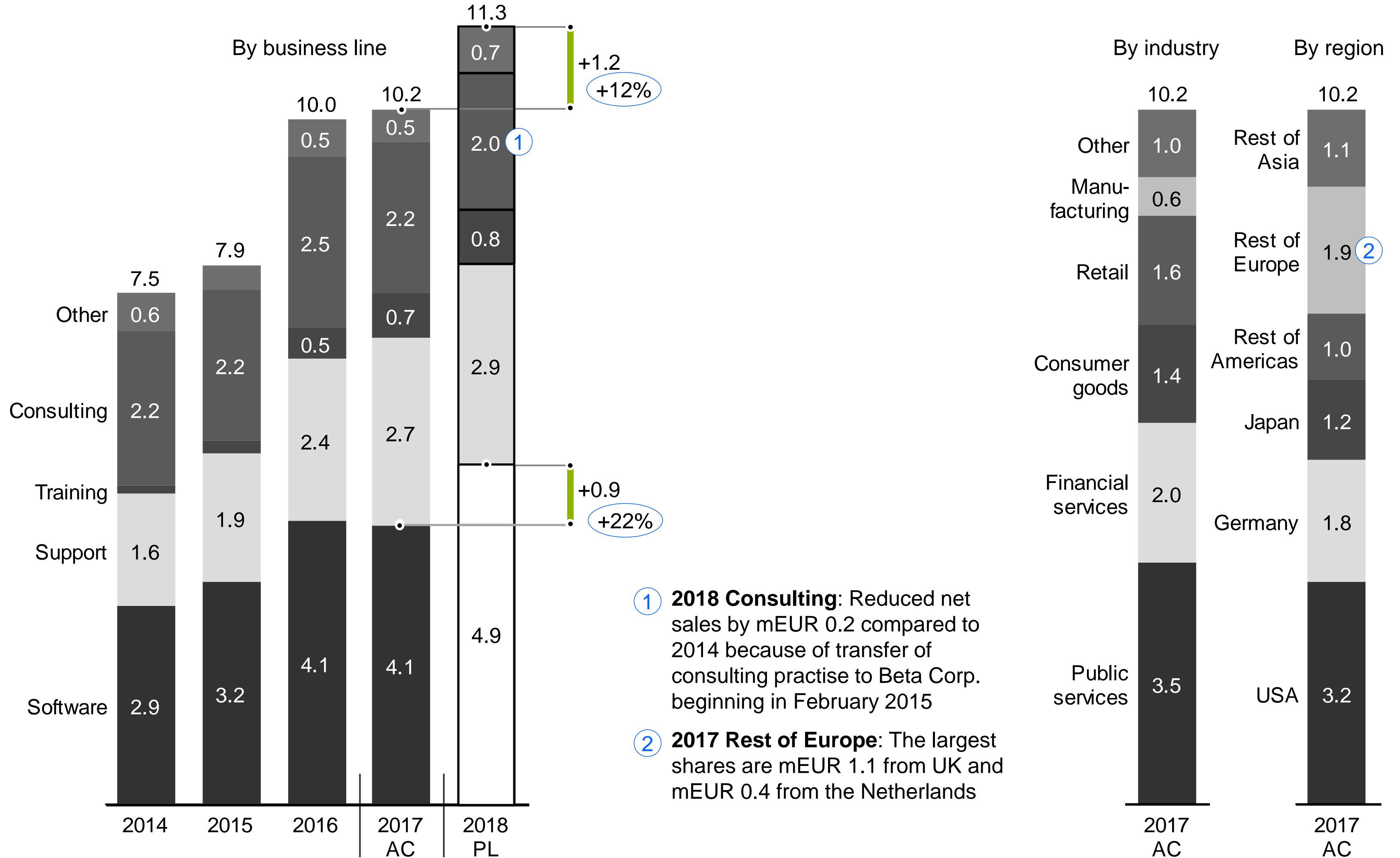
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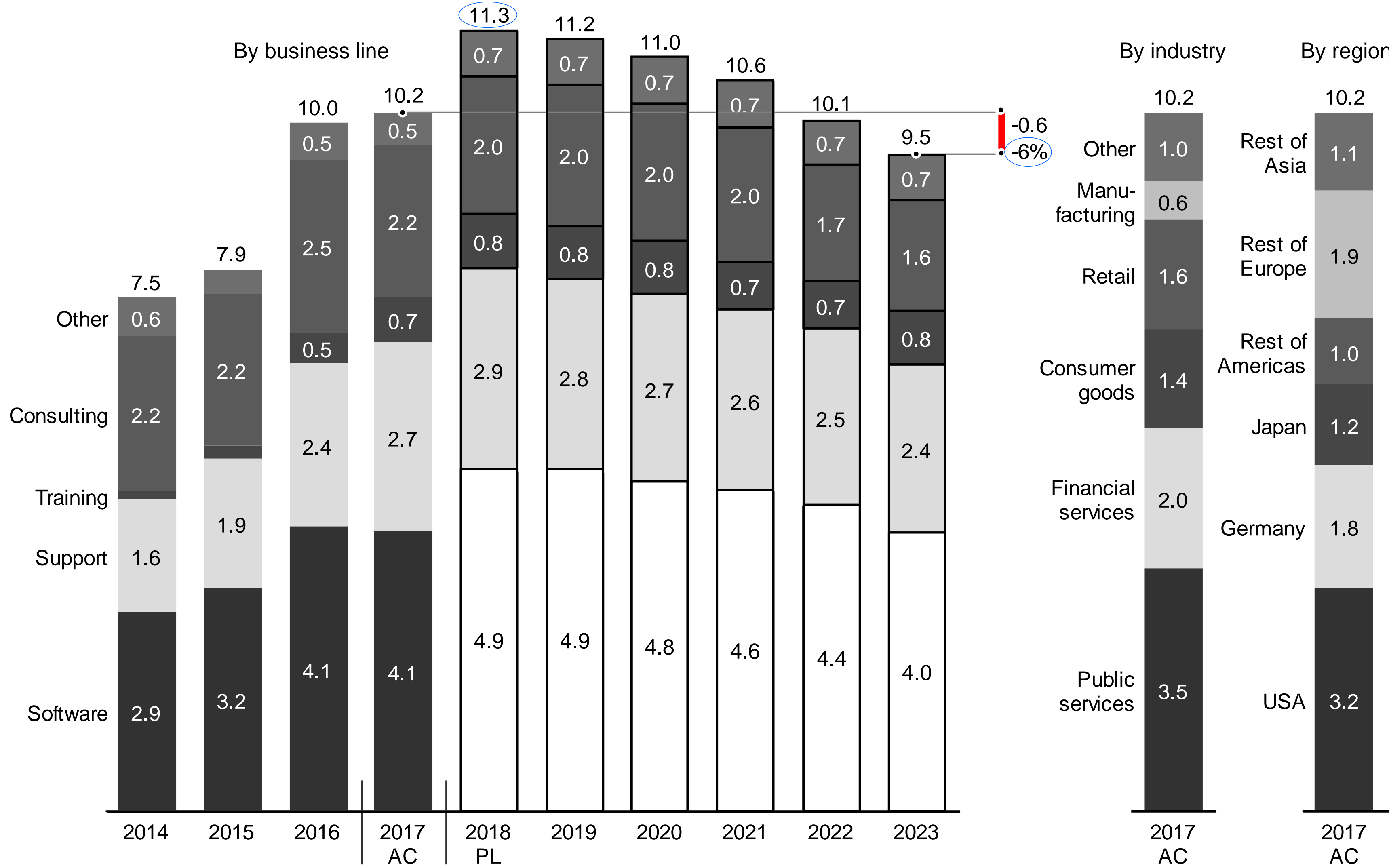
Planned net sales in 2018 will increase by mEUR 1.2 (+12%)
mainly due to software growth of mEUR 0.9 (+22%)

Alpha Software GmbH
Net sales in mEUR
2014..2018



Without new products our net sales will drop continuously until 2023 (-6% compared to 2017) after a peak in 2018 (mEUR 11.3) Chart templ. 01B

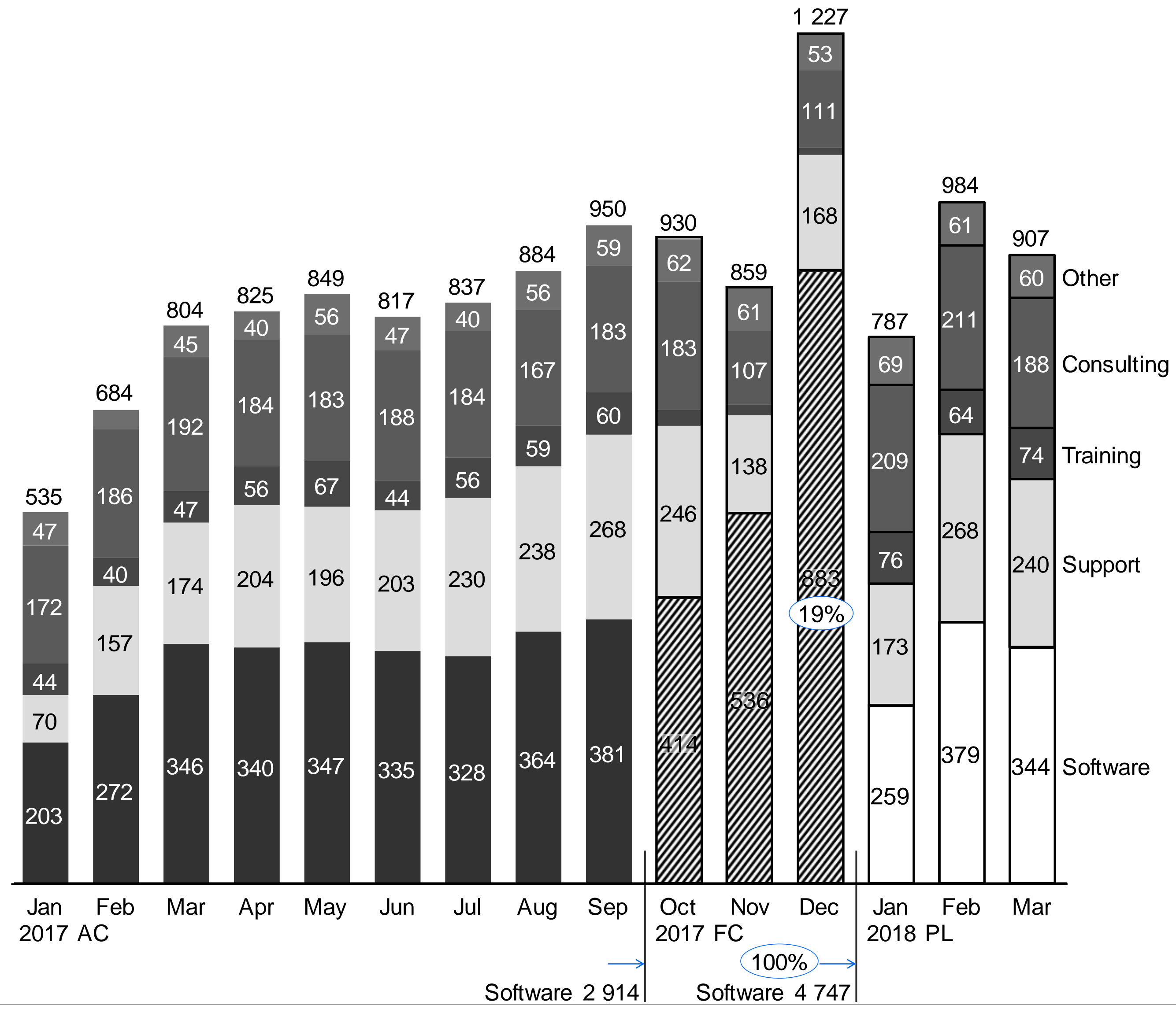
Alpha Software GmbH
Net sales in mEUR
 2014..2023



Software net sales of December forecast

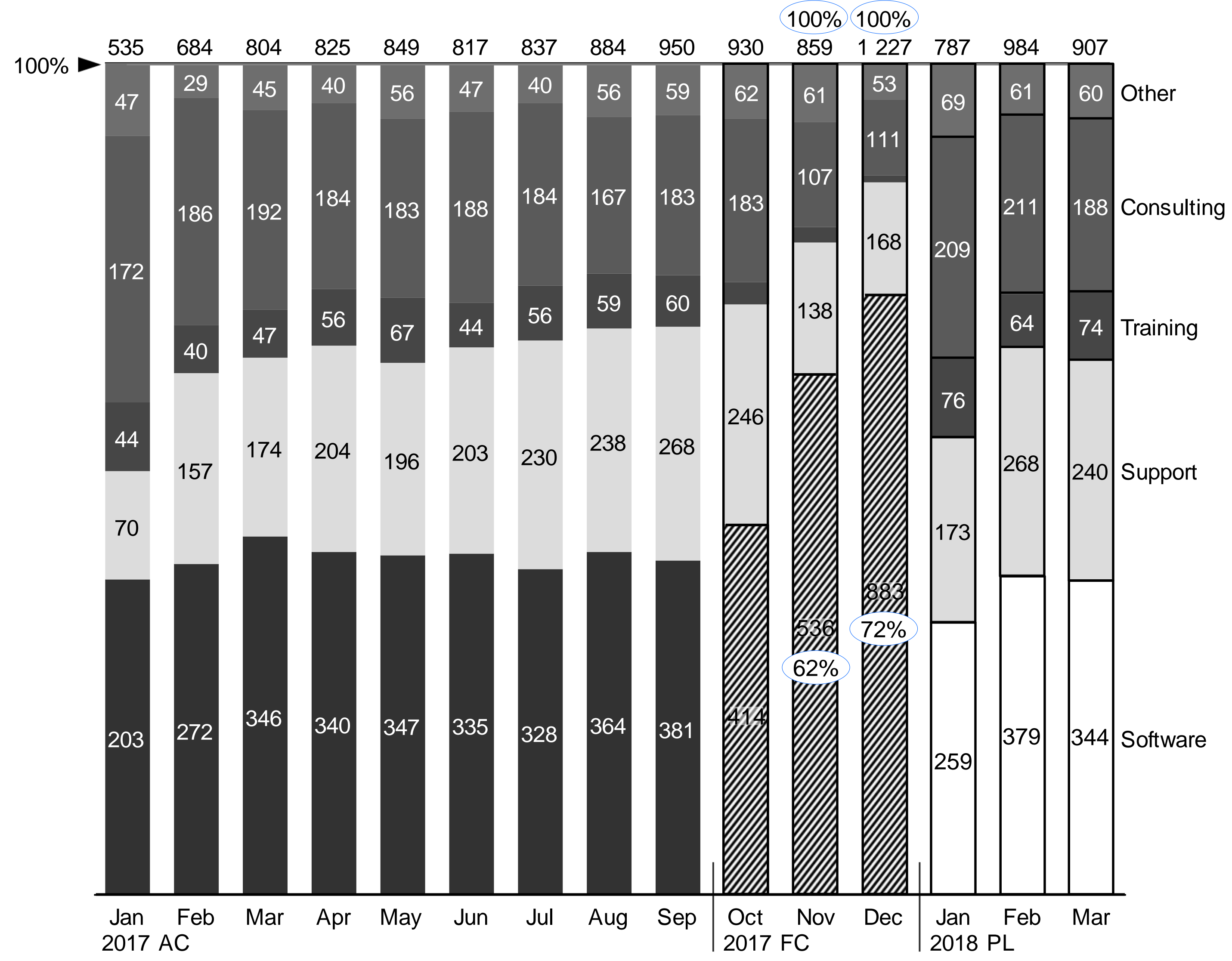
are estimated to be 19% of total software net sales in 2017 (kEUR 4 747)

Alpha Software GmbH
Net sales in kEUR
 Jan 2017-Jan..Mar 2018



Net sales forecast 2017 shows high shares of software sales in November (62%) and December (72%)

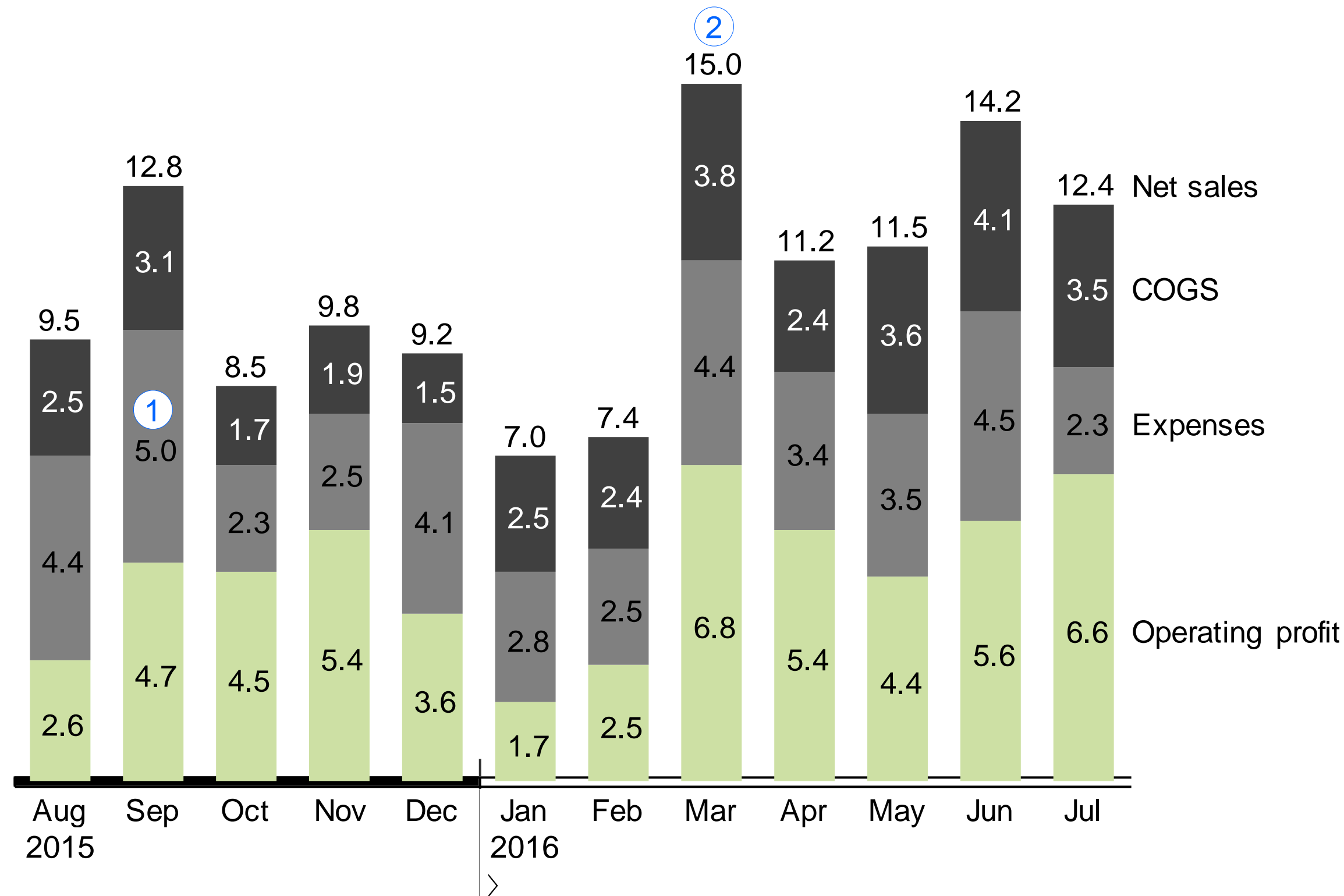
Alpha Software GmbH
Net sales in kEUR (shares)
 Jan 2017-Jan..Mar 2018





We plan a slow start in 2016 due not only to lower demand but also due to expected delivery problems in North America

Alpha ConTools GmbH
Net sales, Operating profit in mEUR
 2015 Aug..Dec AC; 2016 Jan..Jul PL

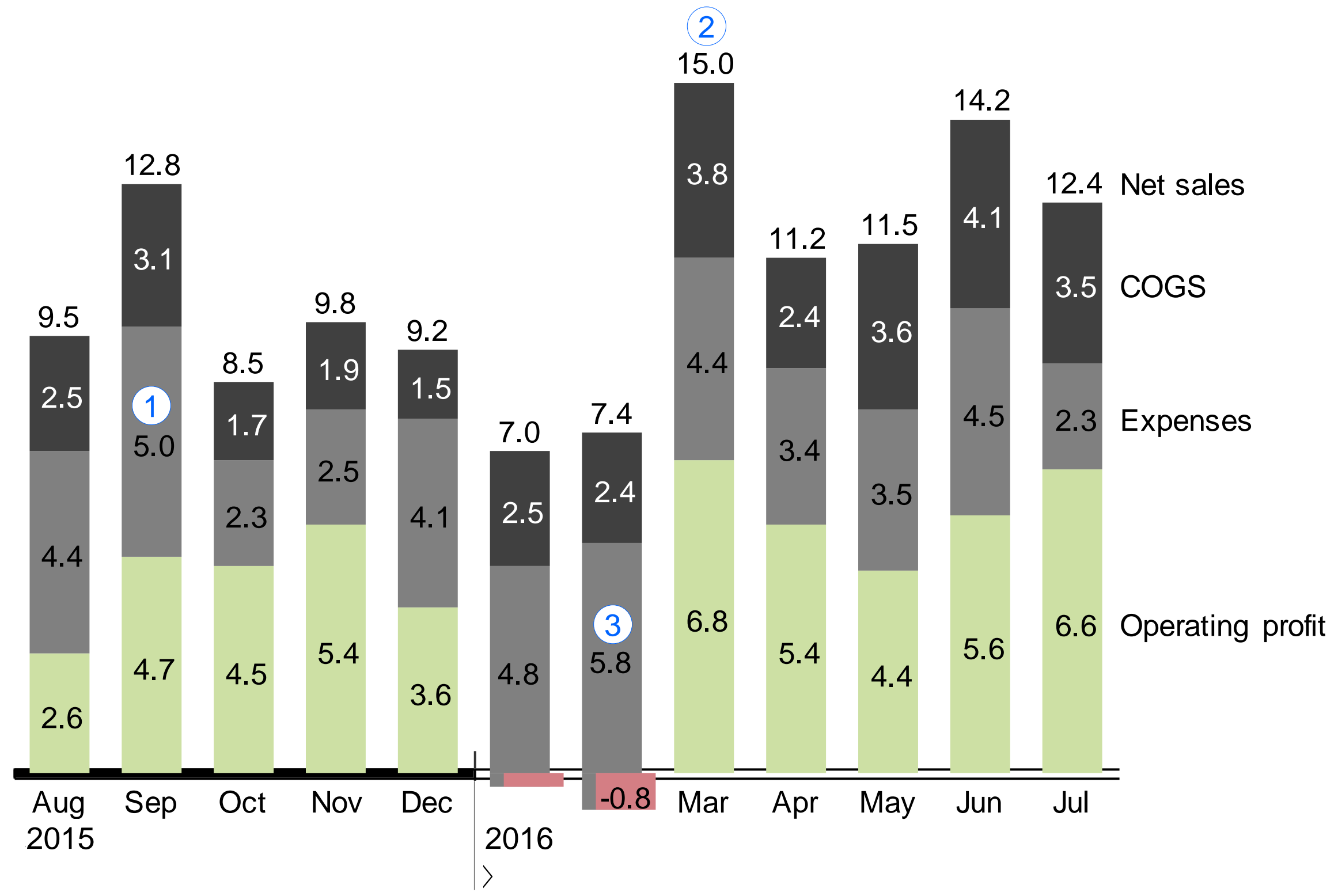


- ① **Expenses Sep 2015** of mEUR 5.0 were mEUR 0.8 higher than expected mainly because of higher repair cost (+ mEUR 0.6) in plant A
- ② **Sales Mar 2016** of mEUR 15.0 will be higher than originally planned because delayed deliveries from Jan and Feb



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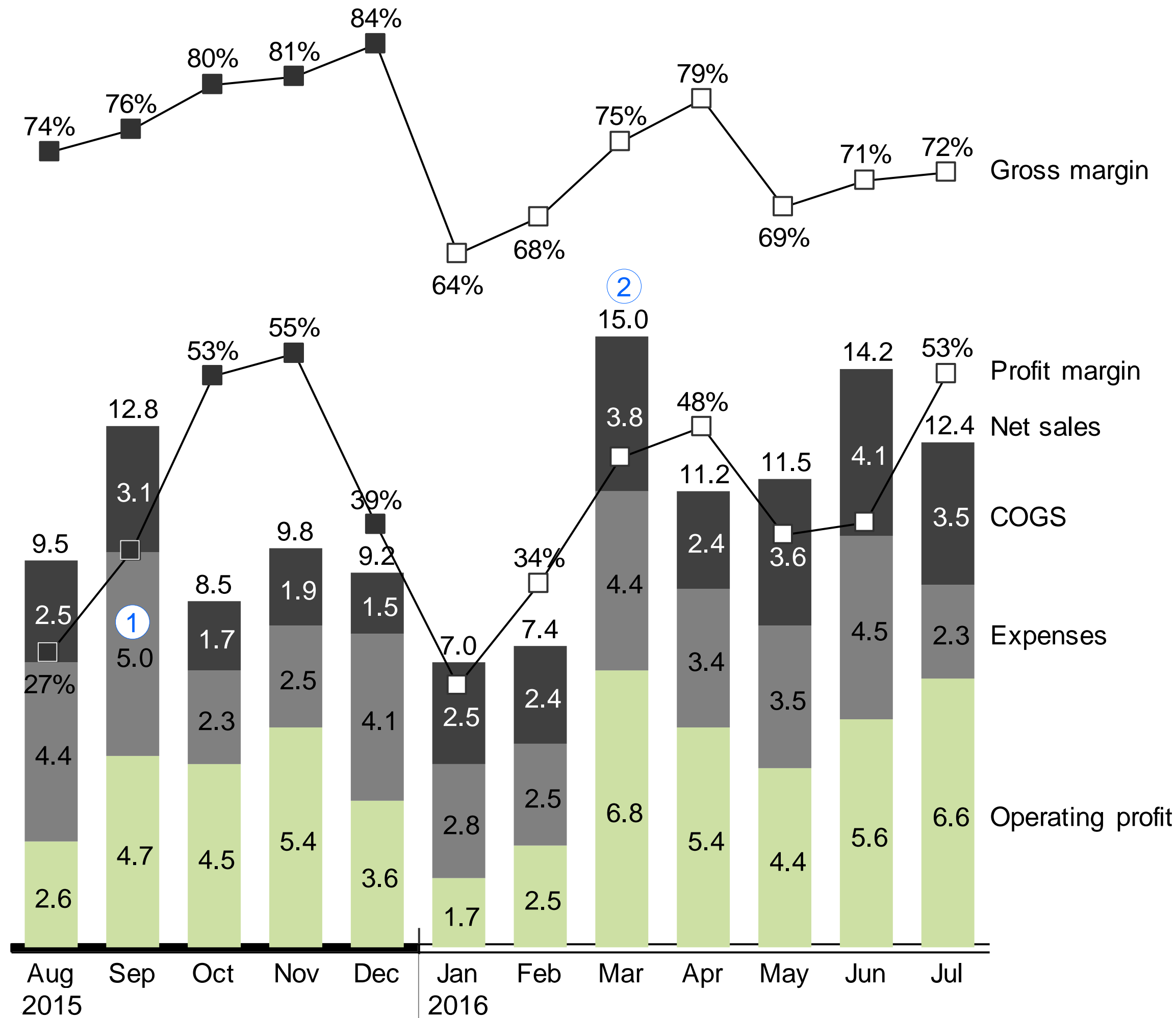


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Alpha ConTools GmbH

Net sales, Operating profit in mEUR, Gross and Profit margin in %

2015 Aug..Dec AC; 2016 Jan..Jul PL



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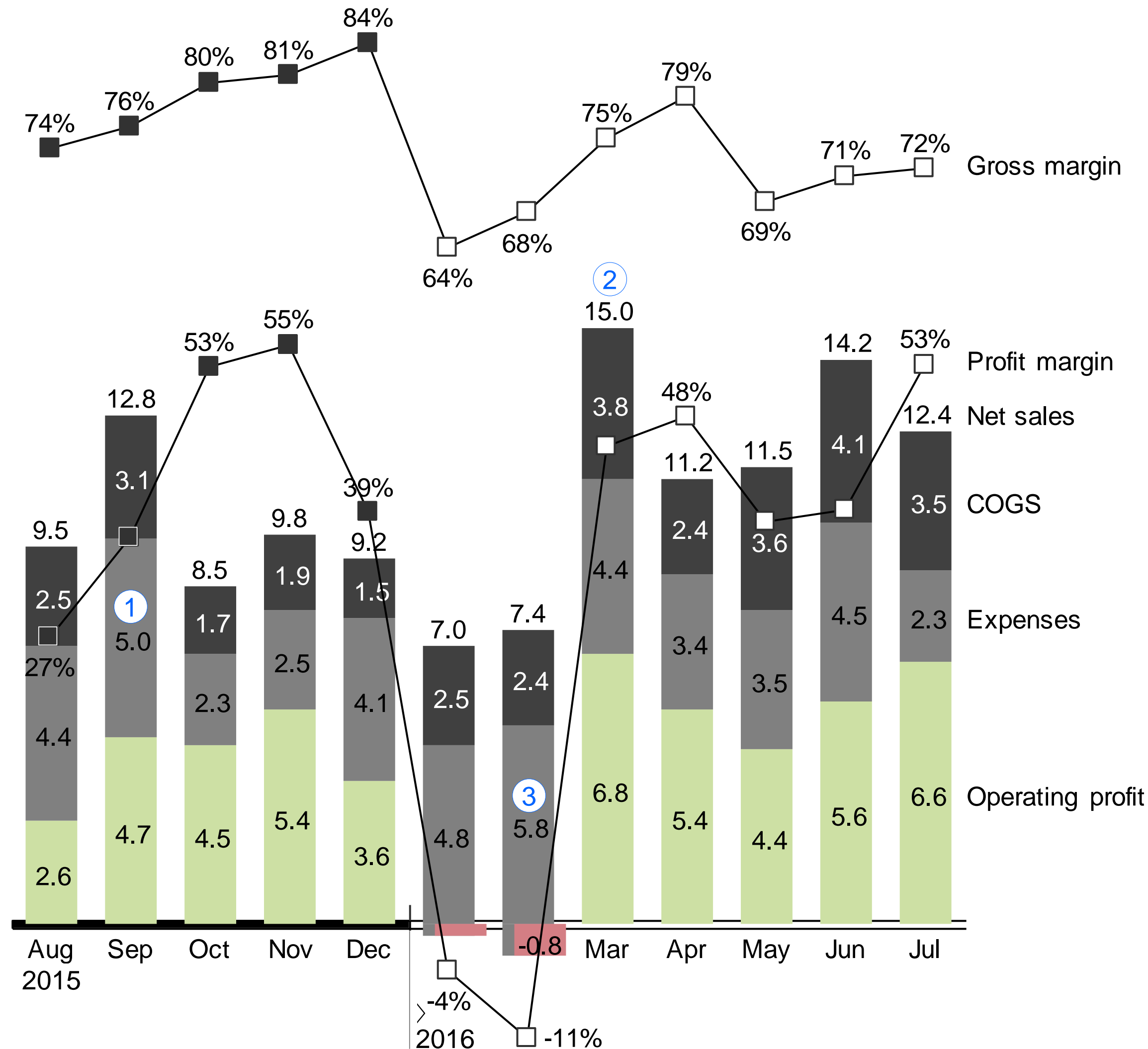


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Alpha ConTools GmbH

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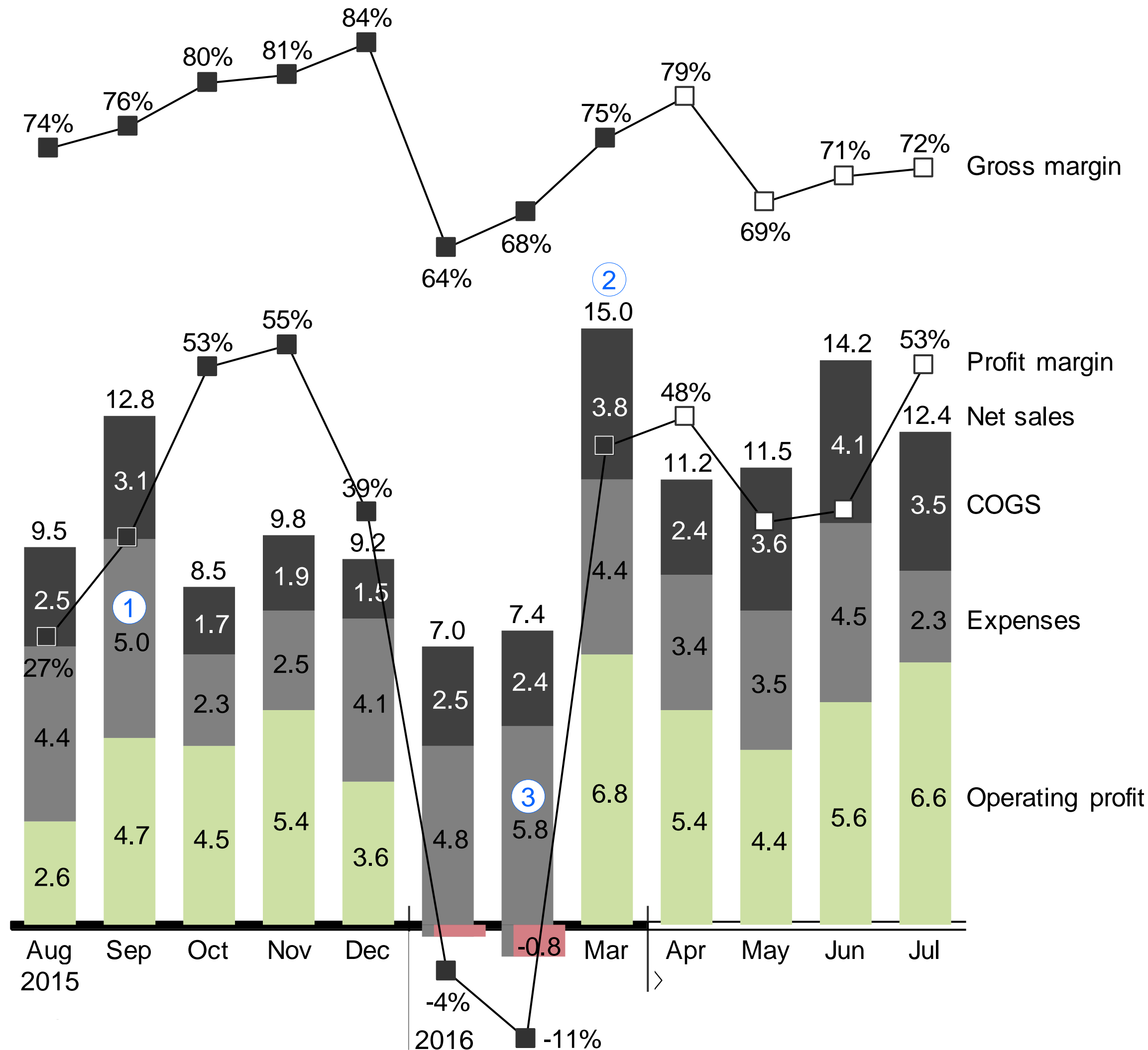


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Net sales, Operating profit in mEUR, Gross and Profit margin in %

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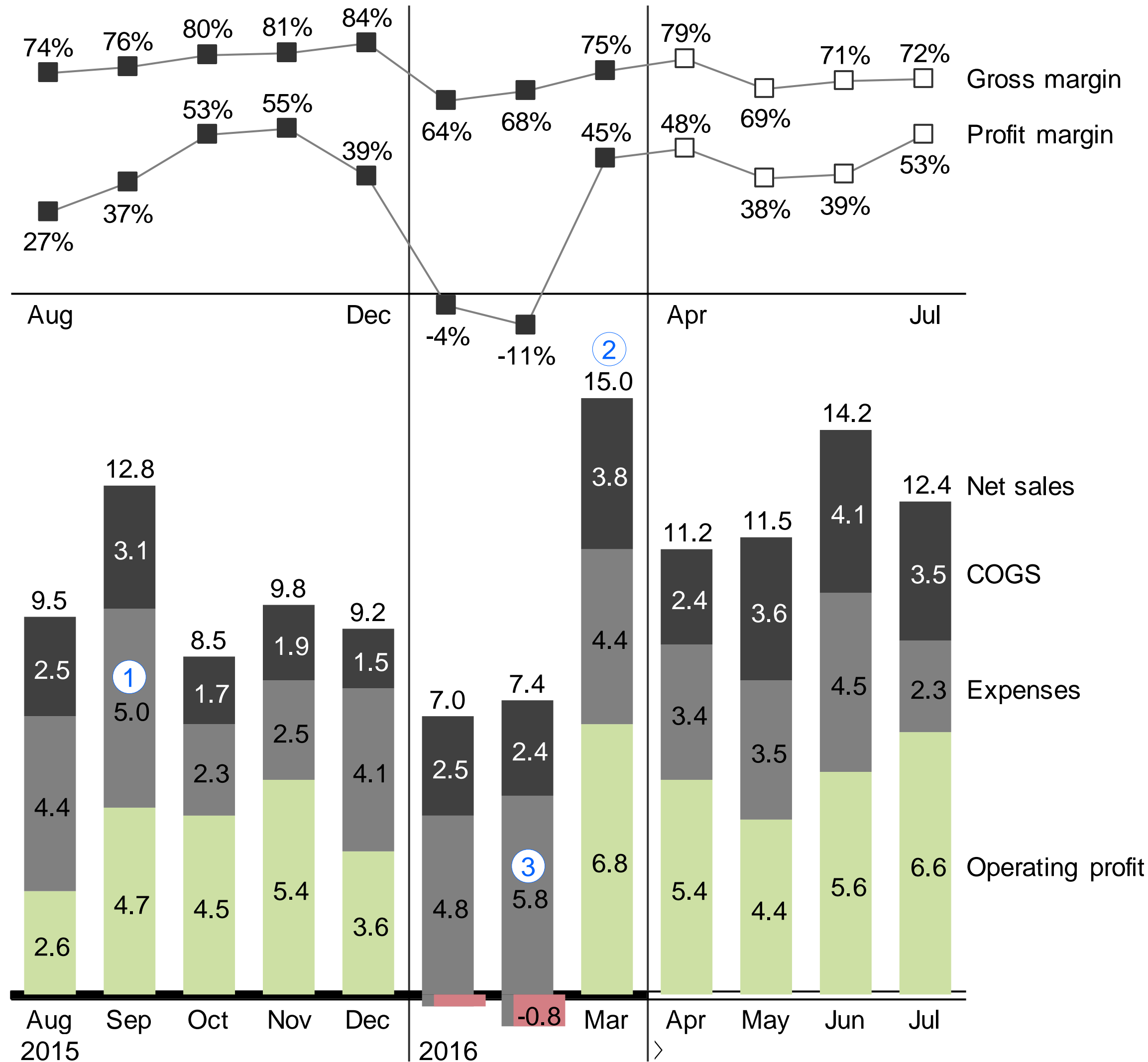


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