

## ifa systems Achieves Satisfactory Business Performance in the First Half of the Year

- 10.7% sales increase from TEUR 3,441 to TEUR 3,810
- 21.1% increase in runtime licenses from TEUR 2,027 to TEUR 2,657, so that recurring sales exceeded 2.5 million euros for the first time
- Establishment of the new product iMS – ifa Managed Security TEUR 127

Despite the corona crisis, ifa systems AG, a listed specialist for health IT applications in ophthalmology, recorded an almost stable course of business in the first half of 2021 with sales of €3.81 million, a good 10% higher than the previous year (€3.44 million). The EBITDA margin was 17.4 percent (TEUR 723), slightly below the previous year's figure (19.5%, TEUR 737), with a slightly positive result (EBIT) of TEUR 11 (previous year: TEUR 114). Operating cash flow amounted to TEUR 569 in the first half of the year, while free cash flow amounted to TEUR 139.

"We have managed to position ourselves even more reliably thanks to rapid organizational adjustments. We can be satisfied with the result under these conditions," Jörg Polis stated, Chief Executive Officer of ifa systems AG. "The many new regulations and laws promote digitization in the healthcare sector, not only in Germany, but also in many other countries with customers of ifa."

The share of runtime licenses in sales has continued to increase, which shows ifa's resilience to difficult conditions, such as the COVID-19 pandemic. In the first half of the year, the share of runtime licenses in sales was almost 70%. New business developed at approximately the same level as in the previous year. In contrast, the share of low-margin sales, mainly from hardware and third-party software, was more than 50% lower than in the previous year.

A further €0.5 million in financial liabilities were also reduced in the first half of 2021. Cash and cash equivalents at the end of the period amounted to €1.285 million (previous year: €1.639 million).

In the course of a reduction in the size of the Executive Board, Christoph Reinartz left the Executive Board on 22/07/2021. He will continue to be responsible for the development of software in the company as Head of Product Engineering & Solutions. "Just as we have set the course for the success of tomorrow in recent years, we will continue to work closely with the entire team for the success of ifa systems AG in the future," Mr. Polis said.

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### Scheduled date

Annual General Meeting

30 April 2021

### Disclaimer

Statements in this Corporate News that relate to future developments are based on our careful assessment of future events. The actual results of the company may differ significantly from the planned results, because they depend on a variety of market and economic factors, some of which are beyond the company's control.

### Download

Detailed information can be found in the full interim report 2020. It is available in the internet at <https://www.ifasystems.de/ueber-ifa/investor-relations/finanzpublikationen/>.

### Contact person for queries:

ifa systems AG  
Maximilian Belka  
- Investor Relations -  
Augustinusstr. 11b  
50226 Frechen  
+49 2234 933 670

### The Company:

With more 30 years of experience, ifa systems AG is one of the world's leading providers of software solutions in ophthalmology. The focus of the work is on the development of an electronic patient records (EPR) tailored to ophthalmology. The EPR of ifa documents and manages all the details of the examinations and treatments, which can be used flexibly in specialist practices and eye centers as well as in specialist departments of hospitals. In addition, complementary software products for the networking capability of ophthalmologic diagnostic devices are part of the range of products. Thanks to its innovative product portfolio, ifa makes a decisive contribution to ensuring optimal treatment of patients and supports the simplification of procedures for doctors and medical staff. With the products and solutions of ifa systems AG, people in more than 20 countries worldwide work at a total of more than 15,000 workplaces and treat more than 200,000 clinical patient cases every day. According to experts, this niche market will grow to a volume of more than \$6.2 billion by 2020. Ifa systems AG is listed in the Open Market on the Frankfurt Stock Exchange with the ISIN DE 007830788. NEXUS AG holds more than 50% of the shares and is also listed (ISIN DE0005220909).

**Key figure table as of 30/06/2021**  
**ifa systems Group, according to IFRS**

	1. HY 2021	1. HY 2020
<b>Sales and Operating Result</b>	<b>TEUR</b>	<b>TEUR</b>
Revenue	3,810	3,441
Own work capitalized	228	221
Total performance	4,158	3,778
EBITDA	723	737
EBITDA margin (%) based on total performance	17.4	19.5
EBIT	11	114
EBIT margin (%) based on total performance	0.3	3.0
Consolidated surplus	-52	89
Cash flow from ongoing business activity	569	914
Free cash flow	139	598
Net income per share (undiluted/diluted) in EUR	-0.02	0.03
Number of shares ('000)	2,750	2,750
<b>Assets and Equity</b>		
Balance sheet total	16,938	17,508
Equity capital	8,904	8,923
Equity ratio (%)	52.6	51.0
Employees (half-year average)	71	57

<sup>1)</sup> Key date 31/12/2020

Minor variances may occur in this report in the computation of sums and percentages due to rounding.