

## The P&I Group in figures:

Key figures acc. to IFRS	30.09.2011 '000 euro	changes	30.09.2010 '000 euro	changes	30.09.2009 '000 euro
Group sales	34,568	3.6 %	33,360	10.5 %	30,194
EBITDA	8,822	6.9 %	8,251	-0.9 %	8,324
EBITDA-margin	25.5 %	./.	24.7 %	./.	27.6 %
EBIT	7,840	9.9 %	7,135	0.6 %	7,094
EBIT-margin	22.7 %	./.	21.4 %	./.	23.5 %
EBT	8,264	11.6 %	7,407	1.6 %	7,292
DVFA/SG earnings	5,794	11.8 %	5,182	1.0 %	5,131
Return on Sales (RoS)	16.8 %	./.	15.5 %	./.	17.0 %
EPS (DVFA/SG)	0.77 €	11.8 %	0.69 €	1.0 %	0.68 €
BQU (Ø)*	331	-1.2 %	335	0.7 %	333

\* Number of Employees in average period

## Sales according to activities

	01.04.-30.09.11		01.04.-30.09.10		01.04.-30.09.09	
	'000 euros	share	'000 euros	share	'000 euros	share
Licences	9,224	27 %	8,700	26 %	8,265	27 %
Maintenance	14,308	41 %	12,889	39 %	11,872	40 %
Consulting	9,969	29 %	10,742	32 %	9,328	30 %
Other *	1,067	3 %	1,029	3 %	728	2 %
<b>Total</b>	<b>34,568</b>	<b>100 %</b>	<b>33,360</b>	<b>100 %</b>	<b>30,194</b>	<b>100 %</b>

\* comprises Third Party and ASP (Application Service Providing)

## Sales according to categories

	01.04.-30.09.11		01.04.-30.09.10		01.04.-30.09.09	
	'000 euros	share	'000 euros	share	'000 euros	share
Germany	27,854	81 %	26,007	78 %	23,915	79 %
Austria	3,162	9 %	3,547	11 %	3,284	11 %
International	3,552	10 %	3,806	11 %	2,995	10 %
<b>Total</b>	<b>34,568</b>	<b>100 %</b>	<b>33,360</b>	<b>100 %</b>	<b>30,194</b>	<b>100 %</b>

## Financial Calendar

February 16, 2012	Publication of the 9-month Report 2011/2012
June 14, 2012	Publication of the Annual Report 2011/2012
August 16, 2012	Publication of the Quarterly-Report 2012/2013

September 4, 2012

Shareholders' meeting 2012