

INVESTOR FACT SHEET

As of February 2024



OVERVIEW

Intershop (founded in Germany 1992; Prime Standard: ISHA) enables the world's leading manufacturers and wholesalers to digitalize, transform, and boost their businesses. Our e-commerce platform and cloud-based technology give B2B companies the power to establish and expand their digital presence, improve customer experience, and increase online revenue. With 30 years' experience and a global presence, we help our 300+ clients turn products into profits, customers into business partners, and transactions into lasting relationships.

COMPANY DATA

- **Headquarters**

Intershop Communications AG
Steinweg 10
07743 Jena
Germany

Telephone: +49 (36 41) 50-0
E-Mail: info@intershop.de
Web: www.intershop.com

- **Founded**

1992 in Jena

- **Management Board**

Markus Klahn (CEO)
Petra Stappenbeck (CFO)
Markus Dränert (COO)

- **Offices**

Jena, Stuttgart, Frankfurt/Main, Ilmenau,
Paris, San Francisco, Melbourne

- **Supervisory Board**

Frank Fischer (Chairman)
Ulrich Prädel (Vice Chairman)
Univ.-Prof. Dr. Louis Velthuis
Oliver Bendig

- **Employees**

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PRODUCT INFORMATION

- **Sector**

E-Commerce software and services

- **Business activities**

Development, distribution and operation of standardized e-commerce software in the cloud that enables companies to digitalize their sales and service processes.

- **E-Commerce software**

Intershop is a provider of powerful e-commerce software for the upper midsize and large enterprises. The cloud-based Intershop Commerce Platform enables manufacturers and wholesalers to establish and expand their digital presence, improve customer experience, and increase online revenue.

The Intershop Commerce Platform is a complete package comprising Commerce Management, Order Management (OMS), Product Information Management (PIM), Experience Management (EX), Customer Engagement Center and BI Data Hub – with all facets for a personalized shopping experience. The Intershop Commerce Platform is a multi-client solution with which digital sales concepts can be individually implemented for different business models (B2B, B2B2X, B2C), sales channels and touchpoints.

Benefits:

- Development and expansion of digital sales
- Omni-channel commerce, for example via online store, retail store, app, sales representatives
- Relief of traditional and cost-intensive sales channels through digital customer portals with convenient self-services
- Development of new market segments through the fast and cost-effective establishment of new online sales channels
- Strengthening global e-commerce through efficient, centralized management of multiple country stores via a central commerce platform
- Building successful sales partnerships through the automation of business relationships
- Reduction of costs by optimizing internal procurement processes

The Company supports its customers in the use of its software by offering a comprehensive range of services.

- **E-Commerce services**

- Intershop supports customers - from consulting and planning to implementation and operation - in the implementation of digital commerce projects.
- Intershop offers customers worldwide 24/7 support.
- Intershop offers its customers and partners a wide range of training courses on Intershop's e-commerce solutions.

KEY FINANCIALS

- **Fiscal year:**
December 31
- **Accounting standard:**
IFRS
- **Financial information**

in EURO million	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Revenues	53.6	46.2	42.7	34.2	35.8	31.2	31.6	33.6	36.0	36.8	38.0
Gross profit	18.8	16.7	19.1	15.7	17.6	11.9	11.1	15.7	17.4	15.7	15.8
Operating profit	(3.2)	(6.3)	0.2	(2.4)	0.4	(5.9)	(6,5)	1.0	1.3	(2.9)	(2.5)
Net loss/profit	(3.3)	(6.6)	0.0	(3.0)	(0.7)	(6.7)	(6.8)	0.8	0.8	(3.6)	(3.1)
Free Liquidity	7.4	6.4	15.2	10.9	8.9	7.2	7.7	11.6	12.2	10.5	10.0
Total Liquidity	7.4	6.7	16.8	10.9	8.9	7.2	8.4	12.2	12.5	10.7	10.3
Shareholders' equity	24.2	17.6	19.1	16.1	15.3	13.6	15.7	16.5	17.4	13.9	11.4
Total assets	33.7	25.3	33.0	27.1	25.0	22.7	27.6	29.4	39.6	41.3	38.0
Employees	535	415	380	355	338	339	314	299	288	297	299

SHARE AND CAPITAL INFORMATION

- **IPO on Neuer Markt, Frankfurt, Germany**
 - IPO volume: 1,800,000 shares (1,000,000 capital increase)
 - First day of trading: July 16, 1998
 - Offering price: 51.13 €
 - First quote: 132.93 €
 - Syndicate: Bank J. Vontobel & Co AG, Commerzbank AG, Hambrecht & Quist Euromarkets S.A., Sal. Oppenheim jr. & Cie KgaA
- **ADR Listing on Nasdaq, New York / USA**
 - IPO volume: 3,350,000 American Depositary Receipt (ADR) or 3,350,000 ordinary shares (ORD), respectively)
 - First day of trading: September 29, 2000; last day of trading: February 17, 2004
 - Offering price: \$32.09 per ADR (equals €73 per ordinary share)
 - Ratio of 1 ADR : 1 ORD, i.e., one ADR represent one bearer ordinary share
 - First quote: \$32.125
 - Syndicate: Credit Suisse First Boston, Chase H&Q, U.S. Bancorp Piper Jaffray
 - Nasdaq market segment: Nasdaq National Market
 - ADR ratio change from 1 ADR : 5 ORD to 1 ADR : 1 ORD on February 6, 2003
 - Delisting From Nasdaq and Termination of ADR Facility on February 17, 2004

- **Shareholder structure**

- 46.69% Free Float
- 34.72% Shareholder Value Management AG/ Shareholder Value Beteiligungen AG/
Reiner Sachs/Value Focus Beteiligungs GmbH
- 18.59% Frankfurter Investmentgesellschaft mit variablem Kapital (SICAV)

- **Number of shares**

Outstanding: 14,582,291

- **Share type**

Common bearer shares of no par value (with a calculated value of 1 €)

- **Stock split**

- August 23, 1999 3-for-1 stock split
- August 16, 2000 5-for-1 stock split
- January 17, 2003 1-for-5 reverse stock split
- July 08, 2005 1-for-3 reverse stock split
- February 14, 2020 1-for-3 reverse stock split

- **Latest Corporate Actions**

- September 24, 2015 Cash capital increase,
excluding shareholders' subscription rights
- May 15, 2018 Cash capital increase,
excluding shareholders' subscription rights
- February 14, 2019 Cash capital increase, public rights issue
- July 05, 2019 Cash capital increase,
excluding shareholders' subscription rights

- **Stock exchanges**

Germany: Frankfurt/Main (Prime Standard), XETRA, Berlin, Bremen, Düsseldorf, Hamburg, Hanover,
Munich, Stuttgart

- **Indices**

CDAX, PRIMEALL, TECHALLSHARE

- **Security identification number (WKN)**

A25421

- **ISIN Code**

DE000A254211

- **SE-Code**

(Frankfurter-WP) ISHA

- **Market segment**

Prime Standard

- **Capital**

Common stock	€ 14,582,291
Authorized capital I	€ 7,200,000
Conditional capital I	€ 1,048,873
Conditional capital II	€ 6,242,000

WARRANT BOND

- **Type of bond**
Warrant bond
- **WKN / ISIN-Code**
A254UA / DE000A254UA1
- **Nominal value**
€ 3,108,000.00
- **Term**
July 24, 2020 to July 23, 2025
- **Option rights**
Intershop Communications AG common bearer shares with a proportion of the share capital attributable to each share of EUR 1.00 per share
- **Listing**
Open Market segment of the Frankfurt Stock Exchange
- **Denomination**
3.108 warrant bond
- **Interest rate**
3% per year
- **Option exercises**
January 2023 for the subscription of 388,127 shares of Intershop Communications AG with simultaneous reduction of 850 partial warrant bonds with a nominal amount of €850,000

FURTHER INFORMATION

- Visit us www.intershop.com to learn more about Intershop Communications AG, e. g.:
 - For specific information on **investor relations and financial information**, please use the following link: <https://www.intershop.com/investor-relations>
 - For the latest **corporate news**, please visit us at: <https://www.intershop.com/press-releases>
 - For information on our **customers**, please refer to this site: <https://www.intershop.com/customers>
- **Financial Calendar**
 - February 14, 2024 Release of (preliminary) Q4 und FY financials 2023
 - March, 2024 Release of the Annual Report 2023
 - April 24, 2024 Release of Q1 financials 2024
 - May 16, 2024 Ordinary Annual Stockholders' Meeting 2024
 - July 24, 2024 Release of Q2 and 6-month financials 2024
 - October 23, 2024 Release of Q3 and 9-month financials 2024
- **Intershop Investor Relations**

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Intershop is
built to boost
your business.