# Cloud business in line with expectations, guides for a balanced EBIT in FY 2026

**Intershop has released preliminary FY 2025 numbers this morning. Revenues were in line with expectations, while gross margin and EBIT came in slightly below expectations, pointing to a weak Q4 performance. As flagged previously, ARR from cloud remained at last year's level, driven by expiring customer contracts during the financial year. In addition, currency effects had a slightly negative impact on ARR. For 2026, Intershop guides cautiously, expecting flat cloud order entry and flat net new ARR. Full-year revenues are expected to be slightly down yoy. On the positive side, Intershop targets a balanced EBIT for the current financial year. Our last price target was EUR 1.80; the recommendation was "buy".**

| | | | Actual | | Pareto | |
|---|---|---|---|---|---|---|
| **Intershop** | | **2024** | **2025** | **yoy (%)** | **2025** | **Delta (%)** |
| **Revenues** | **EURm** | **38.8** | **33.3** | **-14** | **33.4** | **0** |
| *of which: Licenses & Mainten.* | " | *9.4* | *6.4* | (32) | *6.6* | *-3* |
| *of which: Cloud / Subscription* | " | *20.5* | *20.5* | 0 | *20.5* | *0* |
| *of which: Services* | " | *8.9* | *6.3* | (29) | *6.3* | *0* |
| **Gross profit** | " | **17.7** | **14.7** | **-17** | **15.4** | **-4** |
| margin | % | 45.6% | 44.1% | -144 BP | 46.0% | -186 BP |
| **EBIT** | **EURm** | **0.1** | **(2.8)** | **nm** | **(2.1)** | **31** |
| margin | % | 0.2% | (8.4)% | | (6.4)% | -201 BP |
| **Other cloud-related KPI** | | | | | | |
| Incoming cloud orders | EURm | 20.0 | 21.7 | 9 | 21.6 | 0 |
| ARR from cloud | " | 20.1 | 20.1 | 0 | 20.7 | -3 |
| Net new ARR | " | 2.7 | 0.0 | nm | 0.6 | -100 |

*Source: Pareto, Company data*

**More details from the press release:**

- Service revenues were down as expected, reflecting the partner-first strategy. A complex major project that had been dragging down segment profitability was successfully accepted in February 2026, marking an important operational milestone for Intershop.
- Cash stood at EUR 8.8m at the balance sheet date, compared with EUR 8.2m after nine months. In our view, the increase is mainly attributable to the capital increase at the end of Q3.
- Following significant cost-cutting measures, the number of employees declined to 224 from 261 worldwide.
- CEO Markus Dränert's contract was extended until March 2029.
- A management call is scheduled for today at 14:00 CET.

Knud Hinkel
+49 69 58997 419, knud.hinkel@paretosec.com

*Pareto Securities AS has been paid by the issuer to produce this research report. This material is considered by Pareto Securities to qualify as an acceptable minor non-monetary benefit according to the EU MIFID 2 directive.*

For disclosures on relevant definitions, methods, risks, potential conflicts of interests etc. and disclaimers please see www.paretosec.com. Investment Recommendations should be reviewed in conjunction with the information therein. When distributed in the US: This document is intended for institutional investors and is not subject to all of the independence and disclosure standards applicable to equity/debt research reports prepared for retail investors. This material is considered by Pareto Securities to qualify as an acceptable minor non-monetary benefit according to Directive 2014/65/EU Article 24 (7)(8) and Commission Delegated Directive 2017/593.