Continuation of positive trends in Q2

Intershop's Q2 2026 revenues fell 3% y/y to EUR 7.9m, as the intended maintenance decline (-36%) offset 5% cloud/subscription growth. Cost cuts lifted gross margin to 48.4% (+887bp) and delivered a balanced EBIT versus a EUR 1.0m loss a year earlier. Cloud momentum improved, with incoming orders up 52% y/y and net new ARR turning slightly positive in Q2. The May Spring release advanced the agentic B2B commerce strategy with expanded Copilots and credit-based AI pricing. H1 operating cash flow rose to EUR 4.3m and cash reached EUR 11.1m. Management confirmed FY 2026 guidance of a slight revenue decline and balanced EBIT. Out last PT was EUR 2.20, recommendation "buy".

			Actual		Pareto		Pareto (pre Q2)	
Intershop		**Q2 2025**	**Q2 2026**	**yoy (%)**	**Q2 2026**	**Delta (%)**	**2026e**	**2027e**
Revenues	**EURm**	**8.1**	**7.9**	**-3**	**8.1**	**-3**	**32.6**	**33.5**
of which: Licenses	"	*0.0*	*0.1*	900	*0.0*	*nm*	*1.0*	*1.0*
of which: Maintenance	"	*1.6*	*1.0*	(36)	*1.5*	*-33*	*6.1*	*6.0*
of which: Cloud / Subscription	"	*4.9*	*5.2*	5	*5.0*	*4*	*20.5*	*22.5*
of which: Services	"	*1.6*	*1.6*	3	*1.6*	*0*	*5.0*	*4.0*
Gross profit	"	**3.2**	**3.8**	**19**	**3.9**	**-3**	**15.1**	**16.2**
margin	%	39.5%	48.4%	887 BP	48.1%	26 BP	46.3%	48.3%
EBIT	**EURm**	**(1.0)**	**0.0**	**nm**	**0.1**	**-60**	**(0.1)**	**1.0**
margin	%	-12.0%	0.5%		1.2%	-73 BP	(0.2)%	3.1%
Other cloud-related KPI								
Incoming cloud orders	EURm	2.8	4.2	52	5.0	-16	21.7	25.0
ARR from cloud	"	20.1	19.8	(1)	19.6	1	20.1	22.1
New ARR	"	0.7	0.8	9	0.5	52	2.9	3.0
Net new ARR	"	0.3	0.1	(68)	0.0	nm	0.0	2.0
Implied churn	"	0.4	0.7	60	0.5	34	2.9	1.0

Source: Pareto, Company data

Developments in the quarter

- Q2 2026 revenues fell 3% y/y to EUR 7.9m, driven by the continued decline in maintenance (-36% to EUR 1.0m) and largely offset by cloud/subscription growth of 5% to EUR 5.2m; gross margin expanded strongly to 48.4% (+887bp y/y), lifting gross profit 19% y/y to EUR 3.8m.
- The cost-cutting measures delivered a balanced EBIT of EUR 0.0m (+0.5% margin) versus a EUR -1.0m loss in Q2 2025, confirming the operational turnaround.
- The May Spring 2026 release advanced Intershop's agentic B2B commerce strategy: the Copilot for Buyers gained broader after-sales coverage and a Visual Product Finder, while the Copilot for Merchants left beta with additional AI agents and proactive workflows. A new unified credit-based pricing model gives customers flexible, on-demand access to all AI features.
- Cloud momentum improved: Q2 incoming cloud orders rose 52% y/y to EUR 4.2m, cloud margin gained two percentage points to 66% (H1), and net new ARR turned slightly positive at EUR 0.2m in Q2 after the carryover-driven EUR -0.6m in Q1, with four new customers signed in the quarter.

Services, cash flow and outlook

- The complex Services major project, accepted in February, is no longer weighing on results, and the segment stabilized with an improved margin and a positive earnings contribution.
- A legal dispute (contracting party from a 2021 cloud implementation) was settled out of court and the lawsuit withdrawn, though a French implementation partner has since filed a high six-figure claim that Intershop disputes and will contest.
- H1 operating cash flow improved sharply to EUR 4.3m (H1 2025: EUR 1.9m), mainly on higher contract liabilities from cloud/maintenance prepayments and lower trade receivables.
- Cash and cash equivalents rose to EUR 11.1m at end-H1, up EUR 2.3m from EUR 8.8m at year-end 2025.
- Management confirmed the FY 2026 guidance: incoming cloud orders and net new ARR at prior-year level, a slightly smaller percentage revenue decline than in 2025, and a balanced EBIT supported by the improved cost base.
- There will be a CC today at 13:30 CEST.

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.

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