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EANS-News: P&I Personal & Informatik AG

Best quarterly sales figures after record year

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• Sales increased by 12.9 per cent • EBIT margin at 24.8 per cent • Global brands supplied to renowned new customers • Market expansion in the ecclesiastical and state sectors • Numerous product innovations

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----- 3-month report

Subtitle: • Sales increased by 12.9 per cent • EBIT margin at 24.8 per cent • Global brands supplied to renowned new customers • Market expansion in the ecclesiastical and state sectors • Numerous product innovations

Wiesbaden (euro adhoc) - P&I Personal & Informatik AG, of Wiesbaden, has started their new fiscal year (April 1, 2010 until March 31, 2011) by recording the best quarterly sales figures in the company's history. Group sales for the first three months increased by 12.9 per cent from 15.1 million euros to 17.1 million euros when compared to the comparable period in the previous year. The P&I Group generated in the first quarter of fiscal 2010/2011 a pre-tax (EBIT) operating result 4.2 million euros (previous year: 4.0 million euros) and realised an EBIT margin of 24.8 per cent. The result before depreciations (EBITDA) amounted to 4.8 million euros. The P&I Group reported earnings of 3.1 million euros as the DFVA/SG (German Association of Financial Analysts and Investment Consultants/Schmalenbach Society) result. The P&I Group employed an average of 336 employees (FTE).

"With total sales of 17.1 million euros we have not only recorded the best first quarter in the Company's history, but also the best sales quarter that P&I has ever had", said Vasilios Triadis, Chairman of the Board of Directors at P&I. "We have realised our leading position through expanding our permanent innovation strengths, rapid reaction to enable us to meet our customer's new requirements and ensuring the safe fulfilment of these increased demands by providing efficient solutions in this market. This reflects not only our actual results, but also the number and the standing of the new customers that we have won over the last year. It substantiates the success of our business models and P&I will continue to work towards optimising our HR software solutions and the professionalisation of the HR management sector for our customers and towards consolidating the market and to setting the future HR management benchmark as well."

The operating activities of the P&I Group in the first quarter of the new 2010/2011 fiscal year were distinguished by strong sales growth linked with increased profitability. P&I's growth rate has been continuously realised over the past few years and it is not based on a solitary breakthrough. The growth recorded by P&I is characterised by sustainability and this is a very positive signal with regard to further business development.

New customers: World brands and national/church institutions

P&I has also managed to conclude important strategic projects over the course of the year: In Germany, for example, we have won numerous SAP customers, who wanted to reduce the complexity of their HR management solutions by integrating our special P&I LOGA HR software solution into their systems.

Another example was the preference of BRITA, a company that is active in 60 countries and is involved in the optimisation of drinking water, to turn to P&I's integrated HR solution for their human resources department, even though SAP software solutions will be used in all of the other company divisions in the future. This separate solution supplied by P&I has once more confirmed our leading position alongside SAP with regard to providing special company software.

After concluding successful projects for the State of Lower Saxony as well as the regional government and the police in the State of Brandenburg, P&I AG was awarded a contract by the State of Saxony-Anhalt, which has approx. 60,000 civil servants, in August last year that has a volume of more than 5 million euros and this makes it the third biggest contract won in the history of the Company. In Austria, for example, we have also won the Diocese of

Vienna as a new customer in the ecclesiastical sector.

Baxter Deutschland GmbH, a globally operating health organisation that specialises in medical devices, medicinal products and bio-technology, decided to acquire P&I's integrated HR management solution, in which P&I's HCM web-based employee and management portals play a major role.

Business segments with high growth rates

Our licensing business maintained sales at the previous year's level of 4.6 million euros and this corresponds to a 27 per cent share of the Group's overall sales. Our service business recorded an extraordinary increase in sales when compared to the same period during the previous year: P&I recorded a 24.7 per cent or 1.1 million euros increase over the previous year's result in the Consulting / SI business sector, which took sales up to 5.7 million euros. 33 per cent of the overall P&I Group sales were generated from this business sector. Revenue of 6.4 million euros was realised from the Maintenance business (37 per cent of total sales), This represents an increase of 0.6 million euros or 9.6 percent as compared to the previous year. P&I realised domestic sales of 13.1 million euros (previous year: 12.0 million euros), representing 77 per cent of total sales. International sales developed very satisfyingly at 4.0 million euros (previous year: 3.1 million euros).

All in all, P&I can restate its forecasts for fiscal 2010/2011: If a small growth in sales is recorded as compared to the year under review that has just finished and there is an increase in licensing sales of up to 10 per cent then the Group should realise an EBIT margin equal to the high level recorded in fiscal 2009/2010.

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