

Operational performance

First quarter 2021 results

(€ in thousands)	Q1 '20	Q2 '20	Q3 '20	Q4 '20	Q1 '21	Q2 '21	Q3 '21	Q4 '21	Totalen
Total IFRS revenue	131.197	123.703	147.851	125.434	131.191	143.944	123.944	133.944	533.023
Automotive	49.788	51.588	65.945	59.843	62.654	75.944	55.944	65.944	260.486
Enterprise	41.481	42.211	39.654	41.651	42.142	42.000	42.000	42.000	168.142
Consumer	39.928	29.904	42.252	23.940	26.395	26.000	26.000	26.000	104.395
Movement of deferred revenue	18.138	-30.978	31.793	6.223	-5.044	6.000	-5.000	25.000	20.956
Automotive	30.856	-12.953	4.054	25.173	11.744	0	0	0	
Enterprise	-4.768	-9.850	33.437	-12.792	-11.225	0	0	0	
Consumer	-7.950	-8.175	-5.698	-6.158	-5.563	0	0	0	
Total operational revenue	149.335	92.725	179.644	131.657	126.147	149.944	118.944	158.944	553.979
Automotive	80.644	38.635	69.999	85.016	74.398	75.944	55.944	65.944	272.230
Enterprise	36.713	32.361	73.091	28.859	30.917	42.000	42.000	42.000	156.917
Consumer	31.978	21.729	36.554	17.782	20.832	26.000	26.000	26.000	98.832
Cost of sales	28.631	17.921	35.861	22.381	24.681	25.000	26.000	27.500	103.181
Operational gross profit	120.704	74.804	143.783	109.276	101.466	124.944	92.944	131.444	450.798
Total cash spend	113.731	103.987	113.249	116.418	106.161	113.000	114.000	115.000	448.161
Operating expenses excluding D&A	108.008	98.469	108.135	110.880	99.230	105.000	105.000	105.000	414.230
CAPEX	2.111	1.849	1.027	1.311	3.117	4.000	5.000	6.000	18.117
Lease payments	3.612	3.669	4.087	4.227	3.814	4.000	4.000	4.000	15.814
Operational result	6.973	-29.183	30.534	-7.142	-4.695	11.944	-21.056	16.444	2.637