



OUTPERFORM THE FUTURE™

# Financial Fact Sheet

Q1 2020  
NASDAQ, TASE: MGIC

## About Magic

Magic Software Enterprises Ltd. is a global provider of enterprise-grade application development and business process integration software solutions as well as a broad range of integration and IT professional services.

Magic's software solutions are used by thousands of enterprises, ISVs and implementation partners to develop, deploy and integrate on-premise, mobile and cloud-based business applications.

By enabling enterprises to leverage existing IT systems and get to market quickly with new applications, Magic customers can dramatically improve operational efficiency and innovation with a high return on investment. Magic's integration and IT project management and staffing augmentation services enable enterprises to implement all types of IT projects, from complex to simple, quickly and efficiently.

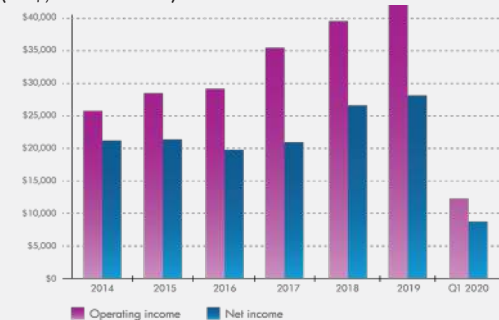
Magic solutions are backed by over 30 years of experience, millions of installations, and strategic alliances with global mobile and IT leaders, including Samsung, IBM, Microsoft, Oracle, Salesforce.com, Sage, SugarCRM, SYSPRO and SAP. With a presence in more than 50 countries, including 24 regional offices, we collaborate closely with our customers and thousands of business partners to accelerate their business performance.

### Income Statement Highlights Non-GAAP (US\$, in millions)

	Q1/2020	Q1/2019	YOY%	2019	2018	YOY%	2017
Revenues	85.2	71.8	19%	325.6	284.4	15%	258.1
Operating Income	11.0	10.1	9%	43.9	39.5	11%	35.1
Net Income	9.4	6.7	41%	28.2	25.7	9%	21.5

### Income Highlights (Non-GAAP)

(US\$, in thousands)



### Balance Sheet Highlights

(US\$, in millions)

	31/3/2020
Total Cash*	89.3
Total Assets	387.3
Total Debt	19.9
Total Equity	261.6

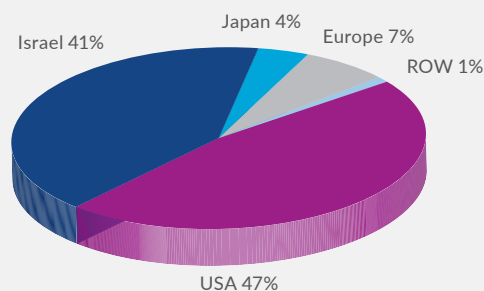
\* Including cash and cash equivalents, short and long-term bank deposits and short-term investments in marketable securities

### Q1 2020 Cash Flow Overview (US\$, in millions)

Total Cash 31/12/2019*	97.8
Purchase of Property, net	(0.5)
Investment in Subsidiaries, net	(15.8)
Issuing of Shares	0.1
Net Cash Provided by Operations	12.2
Change in Loans from Financial Institutions, net	(2.0)
Dividend Paid to Non-Controlling Interests	(1.0)
Exchange Rate Differences	(1.5)
<b>Total Cash 31/3/2020*</b>	<b>89.3</b>

\* Including cash and cash equivalents, short and long-term bank deposits and short-term investments in marketable securities

### Revenues by Geography - Q1 2020



## Customers

Able B.V.  
adidas Canada  
Adecco Nederland  
Agricultural Bank of China  
Allstate Life Insurance  
AutoScout24  
Bank Leumi  
BNP Paribas  
Boston Medical Center  
Celebi Ground Handling  
Christie Digital  
Club Med  
Coca Cola Brazil  
Crane & Co  
Datenlotsen  
Ekro  
Euroclear  
Fiskars  
FMRP  
Fuji Film  
Fujitsu-Marketing  
Fukushima Bank  
GE Capital  
Grange Insurance  
Guardian Life Insurance  
Hitachi Systems  
IDF  
ING Commercial  
Japan Chamber of Commerce  
L'Occitane  
Mahindra & Mahindra  
Mitsubishi  
Mundipharma  
NHS Trust  
Orangina Schweppes  
Pacific Steel  
Petzl  
Rosenbauer  
Segafredo Zanetti France  
Sennheiser  
Sharp  
Sony DADC  
Stallergenes  
Sterling Crane  
Sun Life Insurance  
Superior Industries  
TOTO  
Vishay Intertechnology  
Vodafone Iceland  
Volvo Brazil  
Vox International  
WellMark

## Financial Performance

- Revenues for Q1 2020 increased 19% YOY to \$85.2 million.
- Non-GAAP operating income for Q1 2020 increased 9% to \$11.0 million compared to \$10.1 million in the same period last year. Operating income for Q1 2020 increased 4% to \$8.7 million compared to \$8.4 million in the same period last year.
- Non-GAAP net income attributable to Magic's shareholders for Q1 2020 increased 41% to \$9.4 million compared to \$6.7 million in the same period last year. Net income for Q1 2020 increased 9% to \$5.9 million compared to \$5.4 million in the same period last year.
- Strong cash position with a healthy total cash balance of approximately \$89.3 million as of March 31, 2020.
- Cash flow from operating activities for the first quarter ended March 31, 2020 amounted to \$13.1 million compared to \$10.7 million in the same period last year.
- Due to the COVID-19 pandemic which may cause delays in closing of new deals, Magic is slightly revising its fiscal year 2020 guidance issued in February for full year revenues to the range of \$350 million to \$360 million on a constant currency basis, reflecting annual growth of 7.5% to 10.6%, as compared to its prior range of \$360 million to \$370 million, overall decreasing the midpoint of its guidance by 2.7%.

## Dividend Policy

- As of H1 2017, our dividend distribution policy increased from 50% to 75% of the company's annual net income attributable to Magic's shareholders. Between September 2012 and November 2017, the dividend policy provided distribution of up to 50% of annual distributable profits. Cumulative dividend distribution of approximately \$73.4 million between 2012 and 2019 year to date.
- Cash dividend for H2 2019 of approximately \$3.9 million (or \$0.08 per share) announced on May 26, 2020. The dividend is payable on June 25, 2020 to all of the company's shareholders of record at the close of the NASDAQ Global Select Market on June 9, 2020. Cash dividend for H1 2019 of approximately \$7.6 million (or \$0.156 per share) paid on September 12, 2019. Cash dividend for H2 2018 of approximately \$7.3 million (or \$0.15 per share) paid on March 27, 2019. Cash dividend for H1 2018 of approximately \$7.6 million (or \$0.155 per share) paid on September 5, 2018. Cash dividend for 2017 of approximately \$11.6 million (or \$0.26 per share) paid on September 13, 2017 and on March 26, 2018, in two semi-annual payments. Cash dividend for 2016 of approximately \$7.5 million (or \$0.17 per share) paid on September 22, 2016 and on April 5, 2017, in two semi-annual payments. Cash dividend for 2015 of approximately \$8.2 million (or \$0.185 per share) paid on September 10, 2015 and on March 17, 2016, in two semi-annual payments.

## Exceptional Product Offering

- Robust application development and integration platforms that enable enterprises and ISVs to accelerate cloud and mobile solutions
- Highly productive and agile environment for rapid development and deployment of multi-channel enterprise-grade applications
- Certified and native connectors to integrate with and mobilize virtually all enterprise systems (CRM, ERP, Finance, HR, Warehouse Management System, Documentation Management, Website, etc.)
- Highly scalable, secure and future-proof technology
- Integration and consulting services for highly complex end-to-end IT projects
- Expert project management and IT staffing augmentation services

## Leadership and Corporate Vision

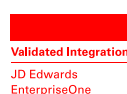
- Strong and talented management team focused on efficiency and growth
- More than 20 acquisitions in the past 8 years.
- Corporate culture of openness, ingenuity, and forward-looking determination
- Clear strategic mission
- Close collaboration with customers to enhance and accelerate business performance

## Global Industry Recognition

- More than 30 years of enterprise application development and integration experience
- Global: 2,670 employees worldwide, comprised mostly of technology experts who provide a wide array of global professional services and product development
- Modern technology with millions of successful installations worldwide
- Listed in the NASDAQ Global Select Market and the Tel-Aviv Stock Exchange TA-90
- Israel-based company with a presence in over 50 countries, including 24 regional offices across North America, Europe, Japan, India, South Africa and Israel
- Global network of thousands of ISVs, system integrators, and value-added distributors and resellers
- Strategic partnerships with leading global enterprise mobility and enterprise software ecosystem vendors, including Samsung, SAP, Salesforce.com, IBM, Microsoft, Sage, SugarCRM, ServiceMax, SYSPRO, MicroStrategy and Oracle

## MAGIC WORLDWIDE OFFICES

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