



OUTPERFORM THE FUTURE™

# Financial Fact Sheet

Q4 & Full Year 2022  
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 35 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 30 regional offices, we collaborate closely with our customers and thousands of business partners to accelerate their business performance.

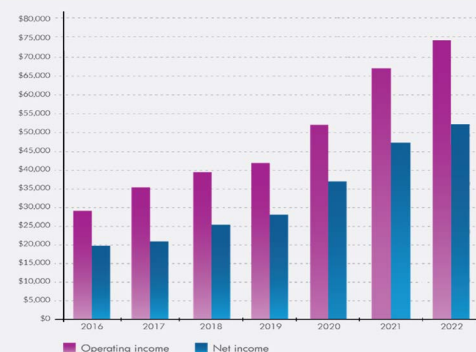
### Income Statement Highlights Non-GAAP (US\$, in millions)

	Q4/2022	Q4/2021	YOY%	2022	2021	YOY%	2020
Revenues	147.1	133.0	10.6%	566.8	480.3	18.0%	371.2
Operating Income	19.2	19.8	-2.9%	74.1	66.8	11.0%	52.6
Net Income*	13.9	12.6	9.9%	52.0	46.0	13.0%	37.2

\* To Shareholders

### Income Highlights (Non-GAAP)

(US\$, in thousands)



### Balance Sheet Highlights

(US\$, in millions)

	31/12/2022
Total Cash*	87.3
Total Assets	511.0
Total Debt	51.1
Total Equity	277.1

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

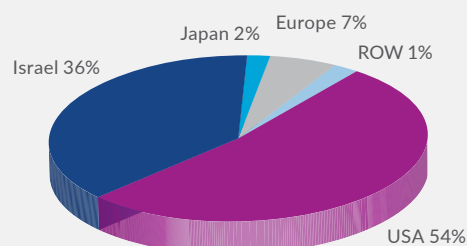
### 2022 YTD Cash Flow Overview

(US\$, in millions)

Total Cash 31.12.2021 **	96.6
Purchase of Property, Net	(4.4)
Investment in subsidiaries, net	(27.6)
Dividend distribution	(24.8)
Dividend paid to non-controlling interests in subsidiaries	(4.2)
Change in loans from financial institutions, net	16.4
Exchange rate differences	(8.6)
Net Cash Provided By Operations	43.9
Total Cash 31.12.2022 **	87.3

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

### Revenues by Geography - 2022



## Customers

adidas Canada  
Adecco Nederland  
Agricultural Bank of China  
Allstate Life Insurance  
AutoScout24  
Bank Hapoalim  
Bank Leumi  
BNP Paribas  
Boston Medical Center  
Celebi Ground Handling  
Christie Digital  
Club Med  
Coca Cola Brazil  
Crane & Co  
CVS  
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  
Topicus Pension & Wealth B.V.  
TOTO  
Vishay Intertechnology  
Vodafone Iceland  
Volvo Brazil  
Vox International  
WellMark

## • Financial Performance

### For The Fourth Quarter Ended December 31, 2022

- Revenues for the fourth quarter of 2022 increased by 10.6% to a record-breaking result of \$147.1 million, compared to \$133.0 million in the same period of the previous year.
- Operating income for the fourth quarter of 2022 increased by 2.2% to a fourth quarter record-breaking \$14.6 million, compared to \$14.3 million in the same period of the previous year.
- Non-GAAP operating income for the fourth quarter of 2022 decreased by 2.9% to \$19.2 million, compared to \$19.8 million in the same period of the previous year.
- Net income attributable to Magic Software's shareholders for the fourth quarter of 2022 increased by 54.6% to a fourth quarter record-breaking result of \$10.1 million, or \$0.20 per fully diluted share, compared to \$6.5 million, or \$0.13 per fully diluted share, in the same period of the previous year.
- Non-GAAP net income attributable to Magic Software's shareholders for the fourth quarter of 2022 increased by 9.9% to \$13.9 million, or \$0.28 per fully diluted share, compared to \$12.6 million, or \$0.26 per fully diluted share, in the same period of the previous year.

### For The Year Ended December 31, 2022

- Revenues for the year increased by 18.0% to a record-breaking \$566.8 million compared to \$480.3 million last year.
- Operating income for the year increased by 19.8% to a record-breaking \$61.4 million compared to \$51.2 million last year.
- Non-GAAP operating income for the year increased by 11.0% to a record-breaking \$74.1 million compared to \$66.8 million last year.
- Net income attributable to Magic Software's shareholders for the year increased by 38.6% to a record-breaking \$40.7 million, or \$0.79 per fully diluted share, compared to \$29.3 million, or \$0.60 per fully diluted share, last year.
- Non-GAAP net income attributable to Magic Software's shareholders for the year increased by 13.0% to a record-braking \$52.0 million, or \$1.06 per fully diluted share, compared to \$46.0 million, or \$0.94 per fully diluted share, last year.
- Cash flow from operating activities for the year, amounted to \$49.5 million compared to \$37.8 million last year.
- As of December 31, 2022, Magic's net cash, cash equivalents and short bank deposits amounted to \$87.0 million and total financial debt amounted to \$51.1 million.
- Magic is introducing 2023 annual revenue guidance of between \$585 million and \$593 million, reflecting annual growth of 3.2% to 4.6%.
- Financial analyst coverage by Barclays, William Blair, H.C. Wainwright.
- Magic have resolved to voluntarily adopt International Financial Reporting Standards as issued by the International Accounting Standards Board, or IFRS, for the Company's consolidated financial statements for the year ending December 31, 2022.

## • Dividend Policy

- In accordance with our dividend distribution policy, we distribute 75% of the company's annual net income attributable to Magic's shareholders
- Cumulative dividend distribution of over \$100 million from 2010 to date.
- Cash dividend for H2 2022 in amount of 30.0 cent per share (approximately \$14.7 million) payable on April 20, 2023, to all of the Company's shareholders of record at the close of trading on the NASDAQ Global Select. Market on April 10, 2023. Cash dividend for H1 2022 in amount of 29.0 cent per share (approximately \$14.2 million) paid on September 13, 2022
- Cash dividend for H2 2021 in amount of 21.6 cent per share (approximately \$10.6 million) paid on April 7, 2022. Cash dividend for H1 2021 in amount of 23.4 cent per share (approximately \$11.5 million) on September 14, 2021.

## • 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 35 years of enterprise application development and integration experience
- Global: 4,161 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 30 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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