



**DATAGROUP**



IT's that simple.  
DATAGROUP Annual General Meeting 2020



# Expansion of the Management Board on October 1, 2019



## **Peter Schneck**

responsible for Investor Relations, Mergers & Acquisitions and Legal Affairs

- Law studies with a focus on international business law and MBA degree
- Managing Director at Scheidt&Bachmann and car park operator APCOA
- Most recently CEO at Trapeze Group, a transport engineering company owned by Canadian-based Constellation Software
- Operational management of Trapeze, head of an international portfolio and in charge of M&A activities

# Change in the Supervisory Board



## Hubert Deutsch

Deputy Chairman of the Supervisory Board since October 23, 2019

- Studies in business administration with a focus on bank and finance management
- Part-time job as a lecturer. Today, chairman of the university council of the SRH Mobile University in Riedlingen
- CEO of BLANK Holding GmbH, an international industrial company specialized in investment casting.
- Prior to this, managing functions in different companies of the Liebherr Group
- Various advisory positions in different start-ups
- Involved in voluntary work as initiator and chairman of the Foundation Board of the ProKeeper Akademie



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# Highlights of Fiscal Year 18/19



MS

**03/2019**  
**Banks rely on**  
**DATAGROUP**  
  
Contract gains  
from IKB bank and  
Bankhaus Lampe

**04/2019**  
**22nd acquisition**  
**since the IPO**  
  
UBL Informations-  
systeme now part  
of DATAGROUP

**04/2019**  
**ARD switches to**  
**DATAGROUP**  
  
Service Desk and  
On-Site Support for  
the German  
broadcasters

**07/2019**  
**We are live**  
  
Launch of the new  
DATAGROUP  
website provides  
better visibility

**08/2019**  
**IT-Informatik,**  
**henceforth**  
**DATAGROUP**  
  
Acquisition of  
assets and about  
300 employees  
from insolvency

**09/2019**  
**Record figures**  
**once again**

For the 11th time, we  
exceeded our  
guidance; guidance  
met or even  
exceeded for 12  
years

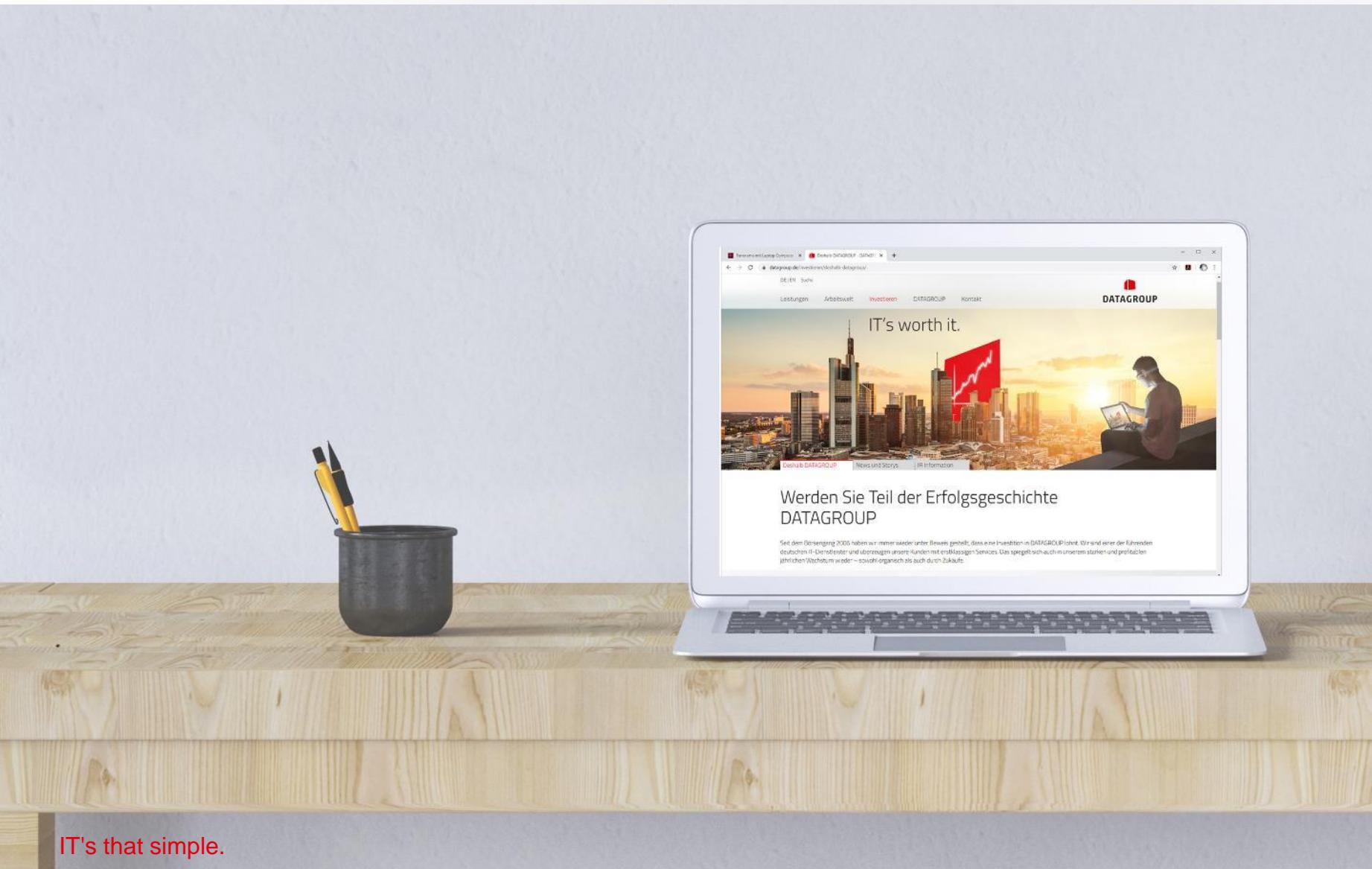


**DATAGROUP**  
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The Work Put Into the Brand  
Makes an Impact

Today, DATAGROUP is as visible as ever

# Go Live of the New DATAGROUP Website on July 4, 2019



- From July to October, the number of visits exceeded the prior-year figures by **> 60 %** on average



# Increased Press Coverage in FY 18/19



## From Veterinarian to Java Developer

Frankfurter Allgemeine Zeitung, 07/21/2019

## Ruthless Swabians

Wirtschaftswoche 36/2019

## DATAGROUP Wins Many Large Contracts

Frankfurter Allgemeine Zeitung, 8/21/2019

## Fully Detached from Economic Cycles

Börse Online, 36/2019, 09/05/2019

## Change to S/4HANA with a Greenfield Approach

S@PPORT, 07-08/2019

## Heroes of the German Mittelstand

WirtschaftsWoche, 28/2019

- 488 media mentions
- 17 articles in well-respected top tier media (FAZ, WirtschaftsWoche, Handelsblatt)



# Top Placements in Renowned Rankings



- **“Highest Reputation”**  
Focus, April 2019
- **“Germany’s Best Employer”**  
Die Welt, August 2019
- **“Most Popular IT Service Provider in 2020”**  
FAZ Institut, January 2020
- **“Germany’s Most Innovative Workplaces”**  
Hamburgisches Weltwirtschaftsinstitut, January 2020
- **“Best IT Service Provider in 2020”**  
Wirtschaftsmagazin brand eins and Statista



# DATAGROUP Shares are Soaring

Price increase in %

2.500

2.000

1.500

1.000

500

0

DATAGROUP share price in €

80,00

70,00

60,00

50,00

40,00

30,00

20,00

10,00

0,00

2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019

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- On January 23, 2020, shares exceeded the € 70 threshold for the first time
- On February 11, shares traded on their all-time-high of € 72,20
- The stock thus has grown by >2,000 % since the IPO in 2006

■ DATAGROUP stock

■ DAX

# 10 Years of Steep Increase

## An Investment in DATAGROUP is that...



... PROFITABLE



**15.2 %**  
EBITDA margin

**7.7 %**  
EBIT margin

... SECURE



**16.9 %**  
Revenue growth  
CAGR 09/10 – 18/19  
prior to IFRS

**83 %**  
Recurring income

... STRONG



**>2,700**  
Employees

**> 30**  
Main Locations in  
Germany

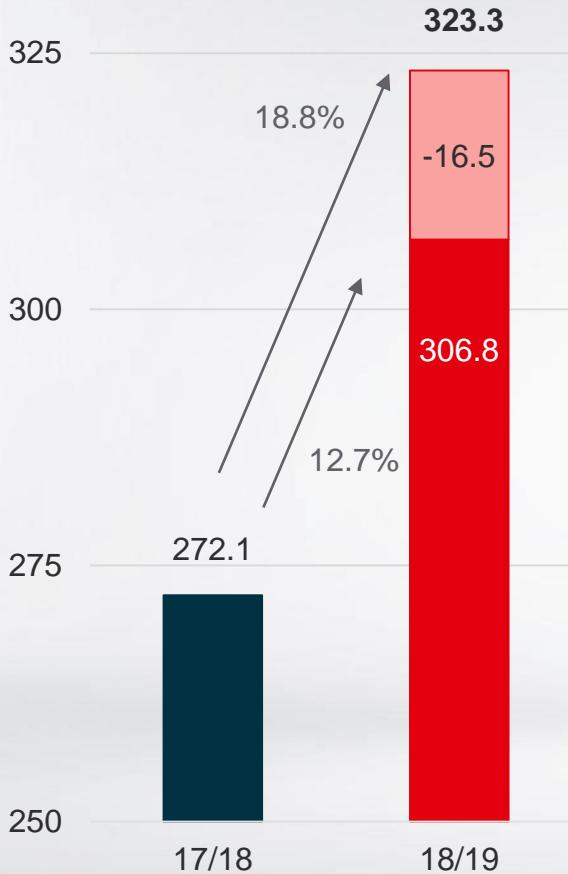
# Sound Numbers Prove Strategy

## IT's that empowering.

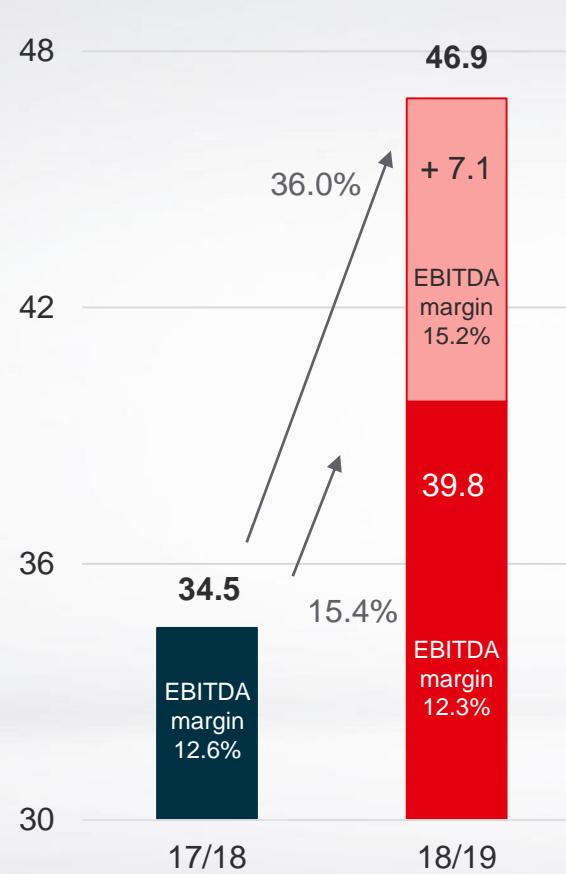


**DATAGROUP**

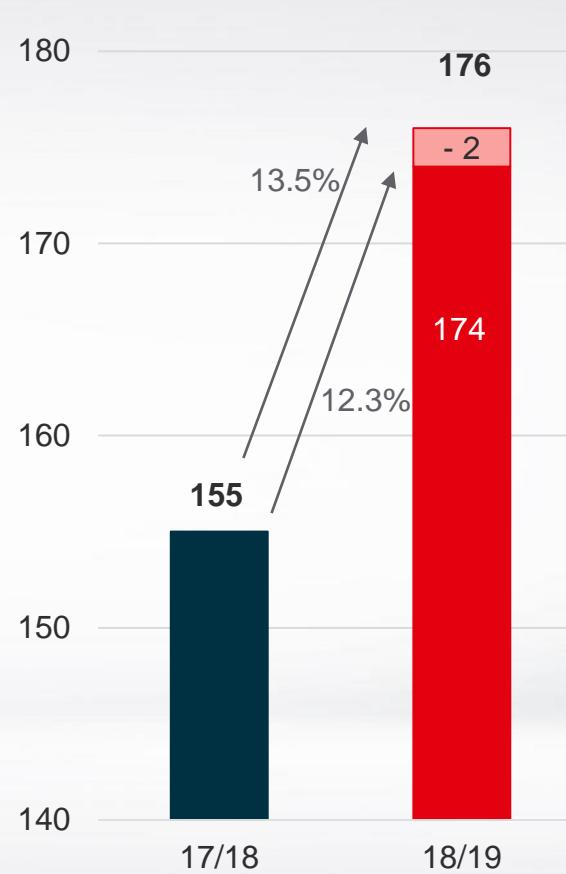
**m € Revenues**



**m € EBITDA**



**Cent EPS**



■ Effects from transition to  
IFRS 15/16



# Selected Key Balance Sheet Figures FY 18/19

Figures in € thousand	30.09.18	30.09.19		30.09.19	
		after transition to IFRS 15/16		before transition to IFRS 15/16	
Goodwill	46,556	64,027	37.5%	64,027	37.5%
Long-term financial liabilities	86,707	157,009	81.1%	136,562	57.5%
<i>thereof liabilities to financial institutions</i>	29,764	90,358 <sup>a)</sup>	203.6%	90,358	203.6%
<i>thereof liabilities from finance leases</i>	1,915	23,533 <sup>b)</sup>	1.128.9%	3,086	61.1%
<i>thereof pension provisions</i>	40,610	37,702	-7.2%	37,702	-7.2%
Short-term liabilities	61,488	89,022	44.8%	75,648	23.0%
<i>thereof liabilities to financial institutions</i>	9,943	8,729	-12.2%	8,729	-12.2%
<i>thereof liabilities from finance lease</i>	2,090	8,754 <sup>b)</sup>	318.9%	2,224	6.4%
Cash and cash equivalents	38,700	47,465	22.6%	47,465	22.6%
Accounts receivable	31,236	45,591	46.0%	47,144	50.9%
Accounts payable	5,419	9,126	68.4%	9,126	68.4%
Net financial debt (short and long term)	12,130	65,745 <sup>c)</sup>	442.0%	38,767	219.6%
Equity ratio <sup>1)</sup> (in %)	31.9	23.4	-26.7%	26.2	-17.9%
Return on equity <sup>2)</sup> (in %)	20.3	20.5	1.2%	20.7	2.2%
Balance sheet total	215,450	320,077 <sup>d)</sup>	48.6%	286,360	32.9%

1) Modified equity ratio incl. quasi-equity funds

2) ROE = surplus (extrapolated for the entire year) / average equity ratio

a) Liabilities to banks: Increase due to promissory note loan in the amount of € 69m

b) Increase due to changes in accounting of long-term leases as finance lease

c) Distortive effects: Increase due to IFRS 16: + 27.0m; acquisition UBL: +19.9m; acquisition IT-Informatik/Mercoline 3.1m; NRW Bank pre-financing: +28.8m

d) Higher balance sheet total due to IFRS 15+16 and new promissory note loan (69m)

Fiscal year 01.10. – 30.09.



## Selected Profit and Loss Statement Figures FY 18/19

Figures in € thousand	17/18	18/19 after transition to IFRS 15/16	18/19 before transition to IFRS 15/16	
Revenues	272,100	306,765	12.7%	323,261
Other own work capitalised	685	777	13.4%	777
Total revenues	272,785	307,542	12.7%	324,038
<i>Material expenses / expenses for purchased services</i>	80,401	99,206	23.4%	107,593
Gross profit	192,384	208,336	8.3%	216,445
<i>Personnel expenses</i>	134,734	145,179	7.8%	153,241
EBITDA	34,463	46,881	36.0%	39,755
EBIT	20,423	23,626	15.7%	23,506
<i>Financial result</i>	-1,945	-1,936	-0.5%	-1,599
EBT	18,478	21,690	17.4%	21,907
Net income	12,873	14,514	12.7%	14,663
EPS (in €)	1.55	1.74	12.3%	1.76
				Fiscal year 01.10. – 30.09.



# Cash Flow from Investing Activities FY 18/19

Figures in € thousand

	17/18	18/19	
Proceeds from the sale of items of property, plant and equipment	27	141	429.1%
Payments for investments in property, plant and equipment	-11,285	-15,610	38.3%
Proceeds from disposals of intangible assets	357	17	-95.2%
Payments for investments in intangible assets	-3,523	-3,062	-13.1%
Cash outflow for investments in financial assets	128	344	168.1%
Cash inflow from repayment of financial assets	-142	-1,040	631.1%
Payments for investments in fully consolidated companies	-4,819	-21,716	350.6%
Received interest	153	359	135.3%
<b>Net cash used for investing activities</b>	<b>-19,104</b>	<b>-40,567</b>	<b>112.4%</b>

- Investing cashflow mainly driven by acquisitions

Fiscal year 01.10. – 30.09.



# Cash Flow from Operating Activities FY 18/19

Figures in € thousand	17/18	18/19	
Net income for the period	12,873,310.65	14,513,915.52	12.7%
Interest received	-152,676.58	-359,213.98	135.3%
Interest paid	1,391,851.74	1,138,664.94	-18.2%
Depreciation and amortisation of non-current assets	14,040,999.46	23,337,058.58	66.2%
Changes in pension provisions	1,148,346.14	795,976.98	-30.7%
Gains (-) / losses (+) on disposals of non-current assets	189,447.33	35,937.18	-81.0%
Increase (-) / decrease (+) of receivables or liabilities to shareholders, related and associated companies	-898,661.95	-294,414.10	-67.2%
Increase (-) / decrease (+) of inventories, trade receivables and other assets *	-5,300,762.81	47,191,372.88	790.3%
Increase (+) / decrease (-) of trade payables and other liabilities	-4,292,643.16	12,587,716.75	-393.2%
Other non-cash transactions	-9,189.51	-41,795.80	354.8%
<b>Cash flow from operating activities</b>	<b>18,990,021.30</b>	<b>4,522,473.19</b>	<b>-76.2%</b>

\* 29.8m Hardware and transition expenses in connection with new customer projects (reflected in long-term financial assets and inventories). Without this effect, cash-flow from operating activities would have amounted to EUR 34,301,658.11

Fiscal year 01.10. – 30.09.



# ROCE and Other KPIs

Figures in € k	30.09.19	30.09.19 prior to IFRS 15/16	30.09.18	30.09.17	30.09.16	30.09.15
ROCE = (EBIT/interest expenses) / (equity + long-term debt/interest-bearing financial assets)	10.1	11.7	16.1	16.5	15.5	10.9
Net debt / EBITDA	1.4	1.0	0.4	0.2	1.3	1.8
Equity ratio in %	23.4	26.2	31.9	28.9	19.0	25.2
Cash position in €m	47.5	47.5	38.7	53.2	24.4	2.3
Interest rate of all promissory note loans	0.96	0.96			1.19	
Gearing = net debt/equity	0.89	0.52	0.18	0.07	0.87	1.17

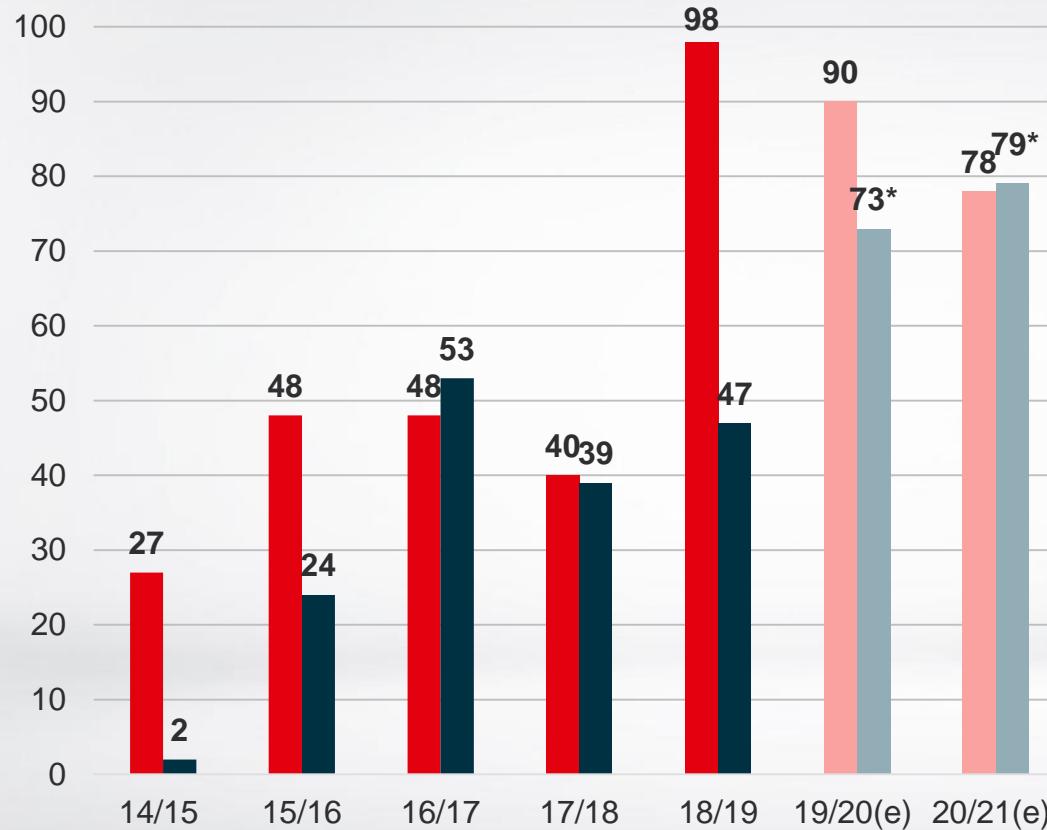
# Financing Secured in the Long-Term Thanks to New Promissory Note Loan



- 1st tranche of promissory note loan issued in 2016 with a volume of € 9.0m repaid as scheduled
- New issuing volume: € 69m (clearly oversubscribed)
- It was possible to place the total volume predominantly with the principal banks
- We benefit from the low interest rate even stronger than before:
  - Average interest rate of the promissory note loan issued in 2016: 1.20 %
  - Expected average interest rate of the new promissory note loan: 0.96 %

# Development in Bank Liabilities

m € **Development in bank liabilities** (as at 30/09)



■ Existing liabilities

■ Cash

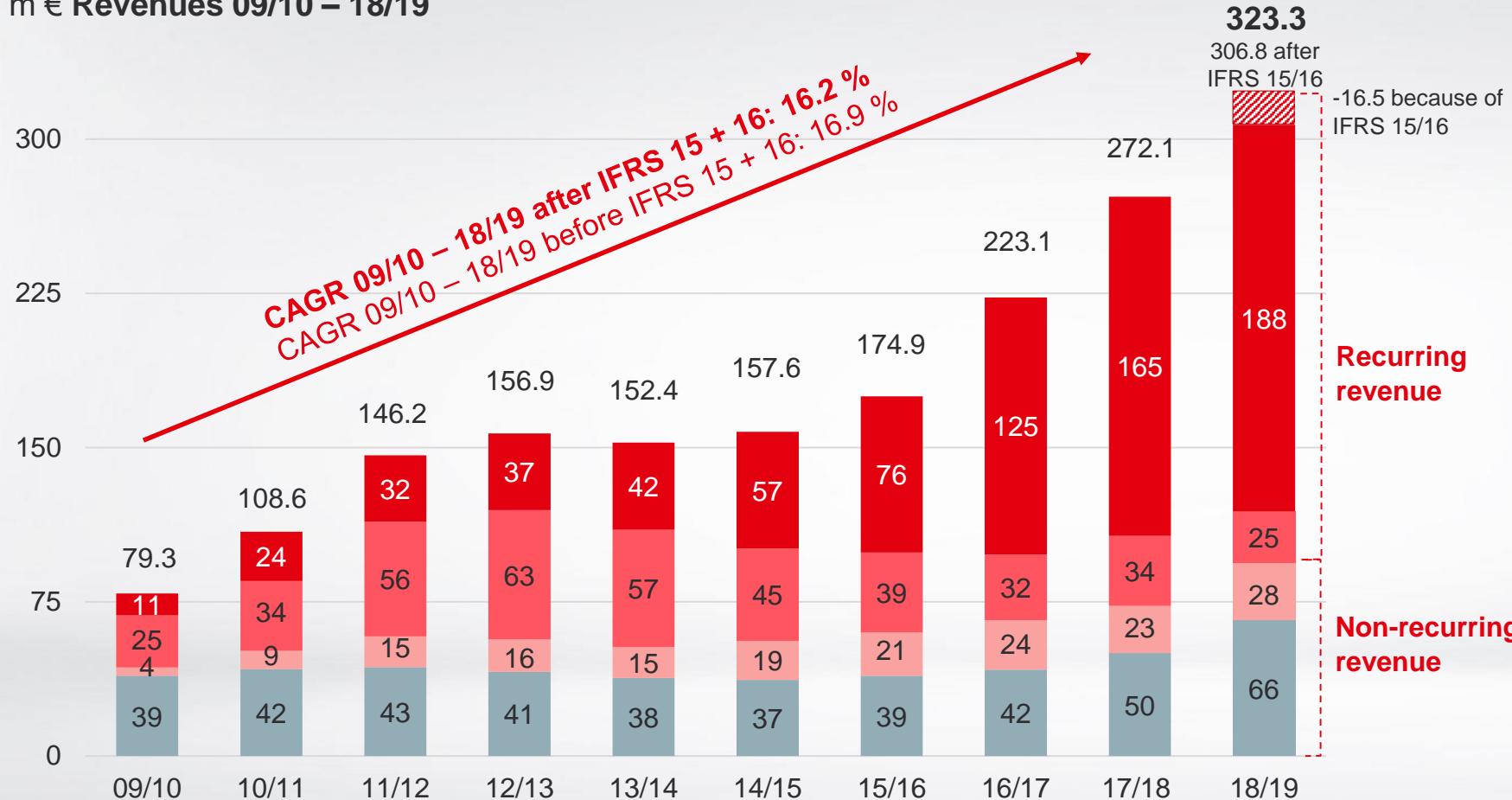
\* Including cash input from Portavis

# Strong Growth in Recurring Revenues from High Margin Services



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m € Revenues 09/10 – 18/19



**Guidance of revenue 18/19 of 295m € (300m € pre IFRS) significantly exceeded.**

83% gross margin 18/19 through recurring revenue

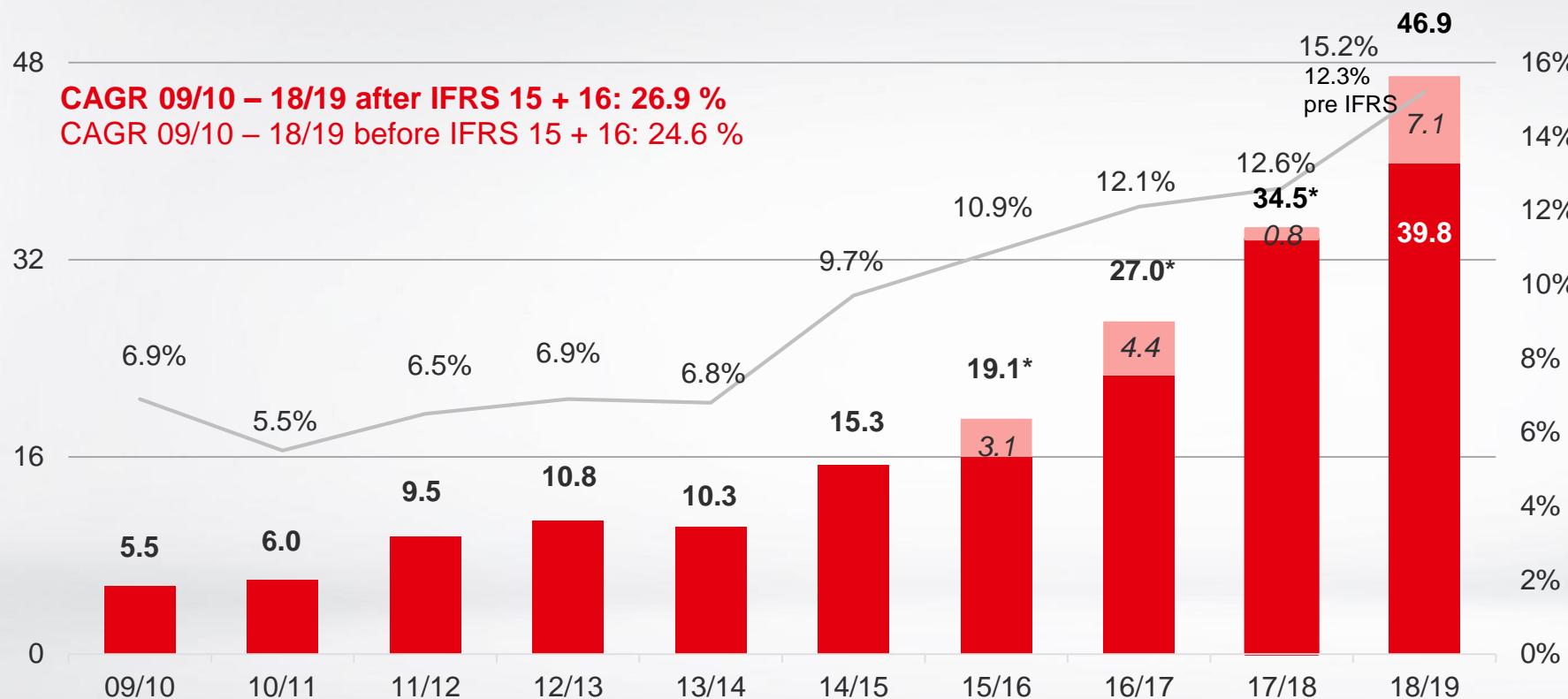
- Recurring Cloud Services
- Recurring Non-Cloud Services
- One time services
- Trade + Others
- Effects from transition to IFRS 15/16

Fiscal Year 01.10 – 30.09

# Development of EBITDA

**EBITDA 09/10 – 18/19 (m €)**

CAGR 09/10 – 18/19 after IFRS 15 + 16: 26.9 %  
CAGR 09/10 – 18/19 before IFRS 15 + 16: 24.6 %

**EBITDA Margin 09/10 – 18/19 (in %)**

**Guidance of EBITDA of 45m € (38.5m € pre IFRS) significantly exceeded**

- One-off effects
- Effects from transition to IFRS 15/16
- EBITDA margin

Fiscal Year 01.10 – 30.09

\*Including one-off effects out of lucky buy “HanseCom“ and HPE/DXC

# Development of EBIT

**EBIT 09/10 – 18/19 (m €)**

45

**CAGR 09/10 – 18/19 after IFRS 15+16: 25.8 %**  
**CAGR 09/10 – 18/19 before IFRS 15+16: 25.7 %**

30

3.8%

3.4%

2.6%

2.8%

3.2%\*

6.1%<sup>2</sup>

7.2%

8.3%

18.6

20.4

23.6

0.8

15

3.0

3.7

3.8

4.3

4.8

9.6

12.7

3.7

0.8

0

09/10

10/11

11/12

12/13

13/14

14/15

15/16

16/17

17/18

18/19

**EBIT Margin 09/10 – 18/19 (in %)**

9%

8%

7%

6%

5%

4%

3%

2%

1%

0%

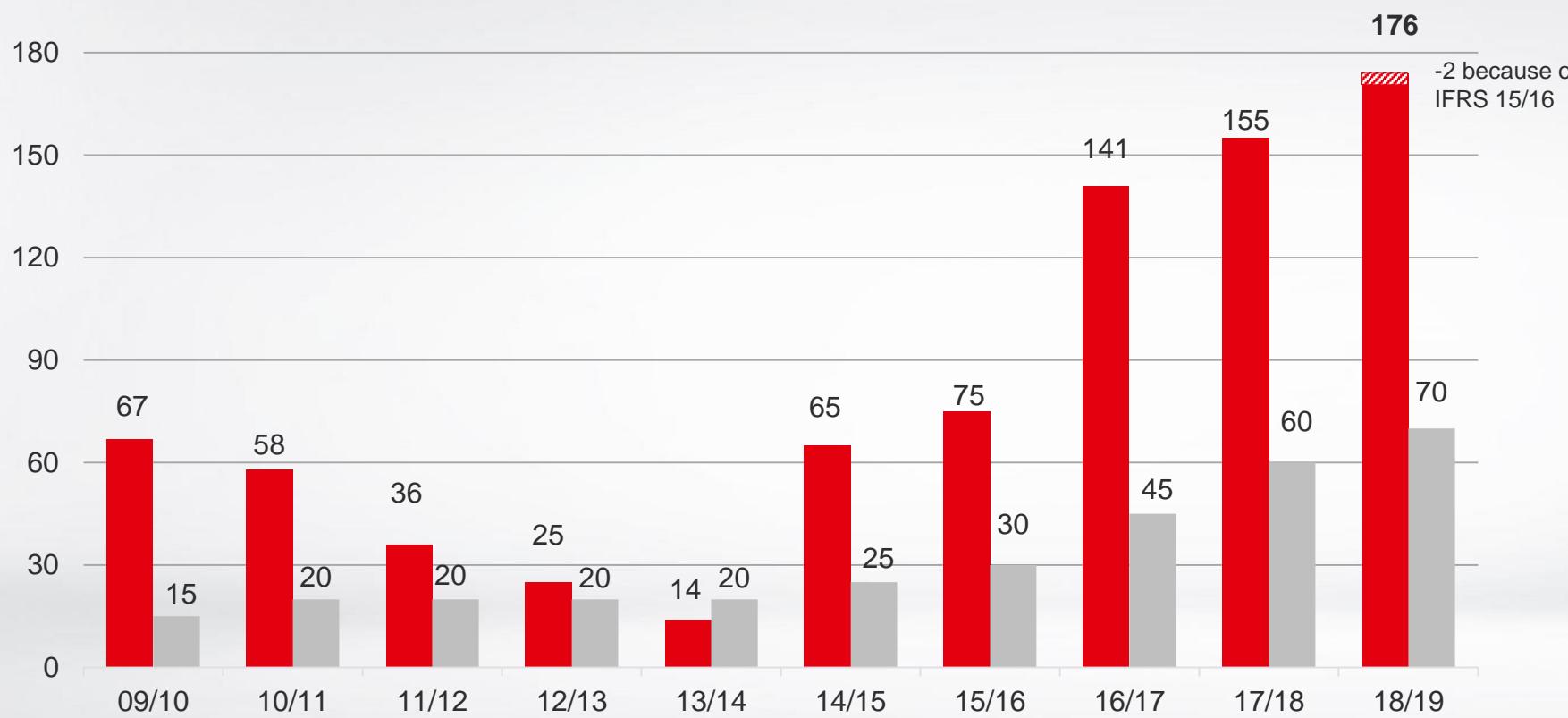
**EBIT margin at a stable level****One-off effects****EBIT margin**

\* After restructuring expenses

Fiscal Year 01.10 – 30.09

# Development of EPS and Dividend

**EPS and dividend 09/10 – 18/19 (Cent)**



**Further increase of EPS**

**Dividend up to 70ct  
(from 60ct)**

**In line with our dividend policy:** c. 30 – 40% of net profit

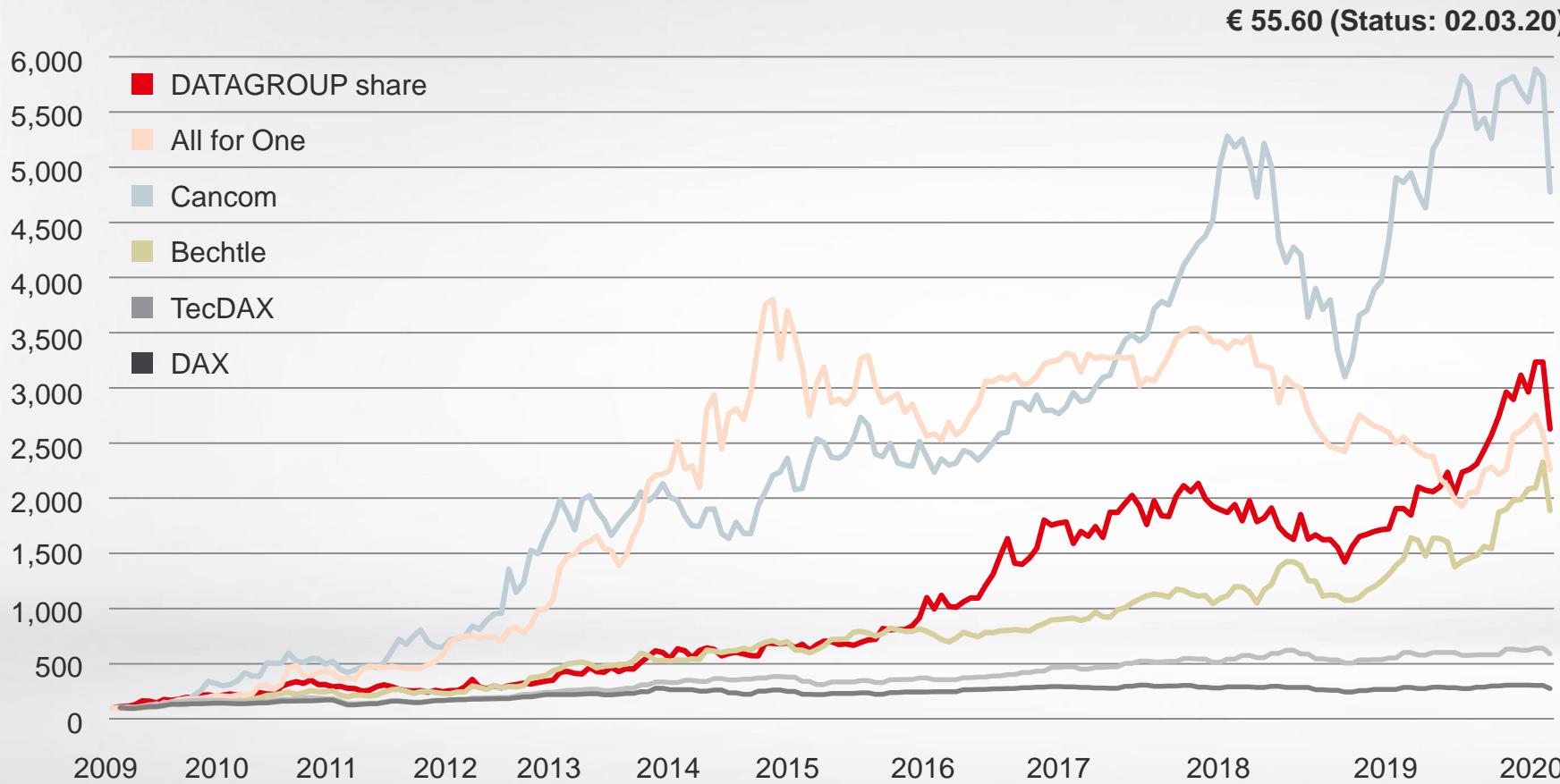
Effects from transition to IFRS 15/16

Fiscal Year 01.10 – 30.09



# DATAGROUP Share vs. Indices and Peer Group

In %



## Ratings

**Warburg Research**

74.00€, Buy

**Hauck & Aufhäuser**

52.00€, Buy

**Baader Bank**

35.00€, Sell

**Quirin**

72.00€, Buy

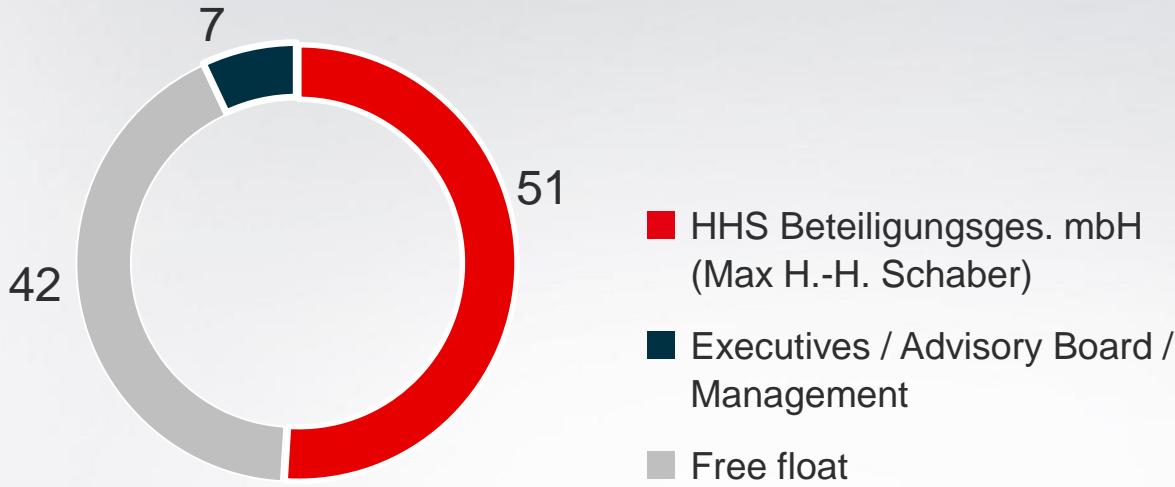
**Berenberg**

71.00€, Buy

**Edison**

Qualitative analysis

# Shareholder Structure and Stock



Investor	Percent %
Montagu Private Equity LLP	2.95
Joh. Berenberg, Gossler & Co. KG	2.53
DWS Investment GmbH	2.22
Capital Research Global Investors	1.44
Taaleri Wealth Management LTD	1.25
Lannebo Fonder	1.01
Acatis Investment GmbH	0.96
Mandatum Life Insurance Company LTD	0.87

\*\* Berenberg – Corporate Broking Report, January 2020

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## Key Investment Data

- Total number of shares: 8,349,000
- Capital stock: 8,349,000.00 €

## Trade Data:

- Stock market segment: Open Market under inclusion in the segment Scale of the Frankfurt Stock Exchange
- Stock market abbr.: D6H
- WKN: A0JC8S
- ISIN: DE000A0JC8S7
- Stock market locations: Frankfurt, XETRA, Stuttgart, Munich, Düsseldorf, Berlin-Bremen
- Designated Sponsor: Hauck & Aufhäuser Privatbankiers AG, HSBC Trinkaus & Burkhardt AG

## IPO

- Initial public offering: 14. September 2006
- Issue price: 3.20 €

## Share

- Share value: 55.60 € (02.03.20)
- Market Cap: 464.2m € (02.03.20)

# Dividend



- We want the shareholders to benefit from the outstanding result in FY 18/19
- **Proposal: Increase dividend by 10 cents/share to 70 cents/share = +16.7 %**
- Proposed appropriation excluding the 17,541 treasury shares:
  - Dividend distribution = € 5,832,021.30
  - Profit carried forward to new account = € 8,700,106.74
- Payout ratio based on growth strategy, liquidity and equity ratio



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IT just works.





# DATAGROUP – The Engine Room of Digitization



## Numerous individual solutions

- Standardization as the basis for shared IT services

## CORBOX

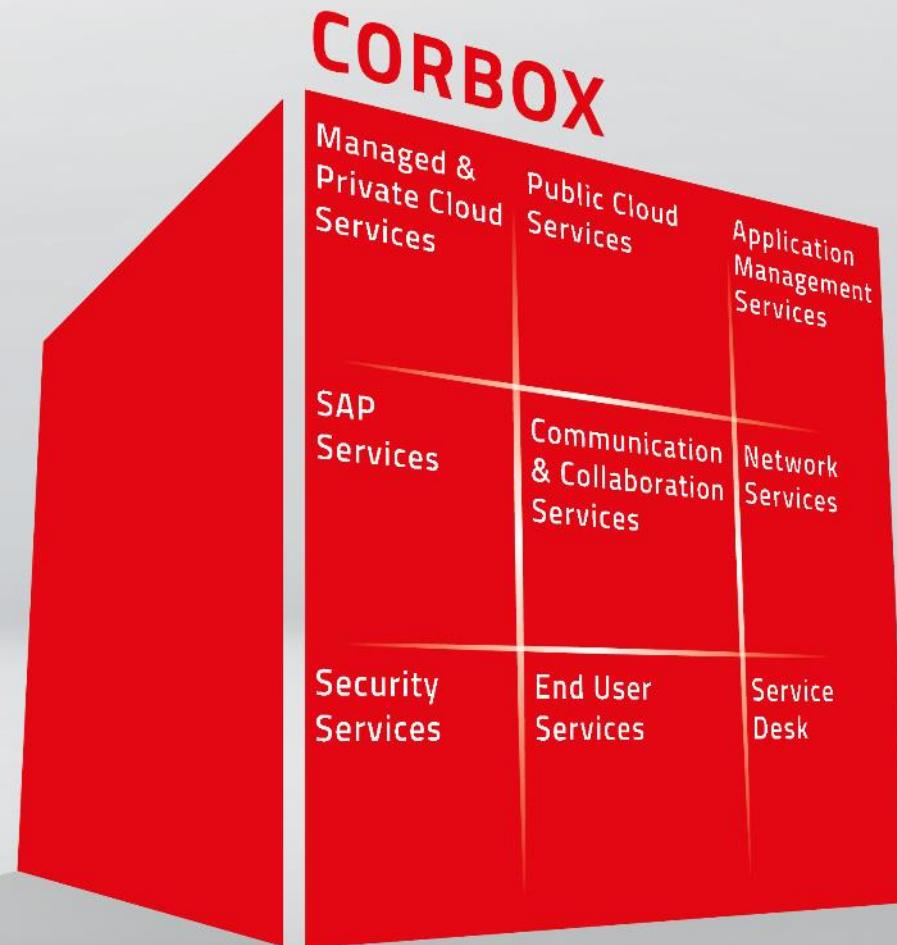
- Industrialization as requirement for the automation of operational procedures
- Continued development of service portfolio

## DATAGROUP Production Model

- Optimal split between central and local production
- Digitization with Robotic Process Automation and AI

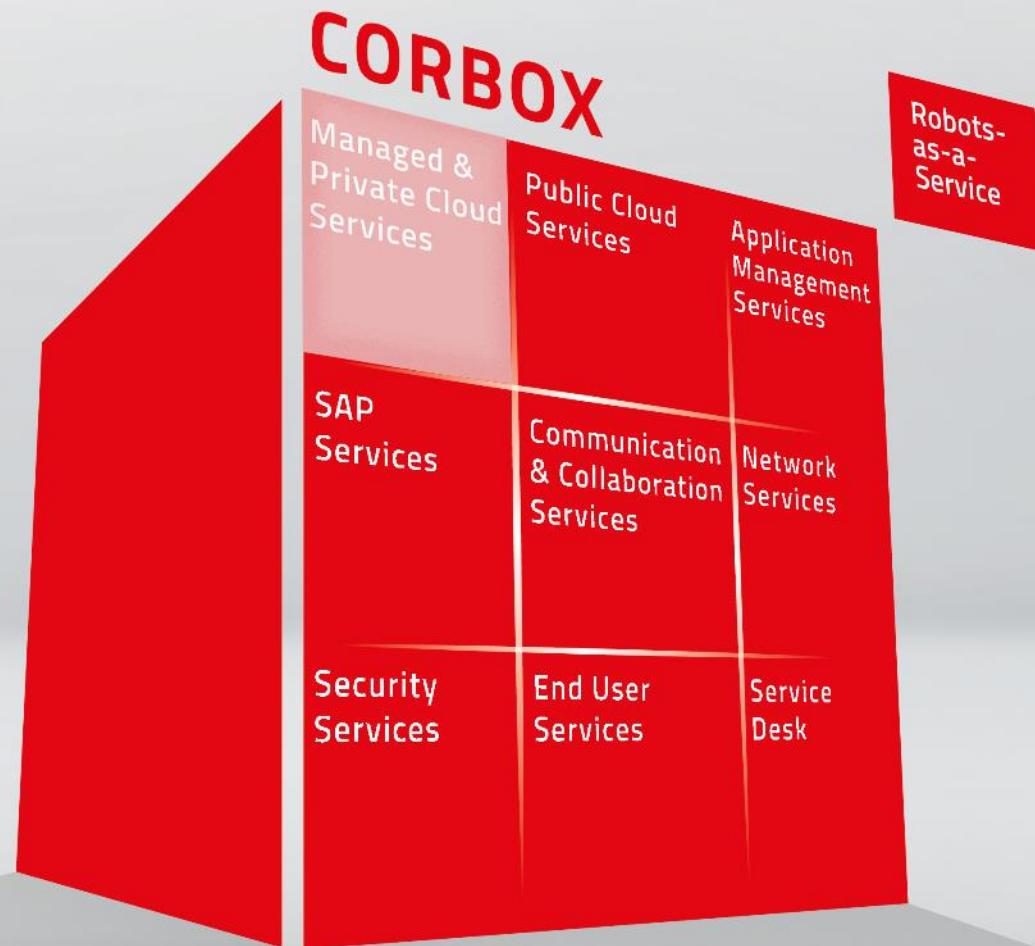
Time

# Our Full Service Offer for Companies as USP



- “Service-as-a-Product” replaces “time-and-material”
- Modular offering for care-free IT
- Economies of scale through industrial production
- ISO 20000 certified (TÜV Süd)

# Robots-as-a-Service by DATAGROUP

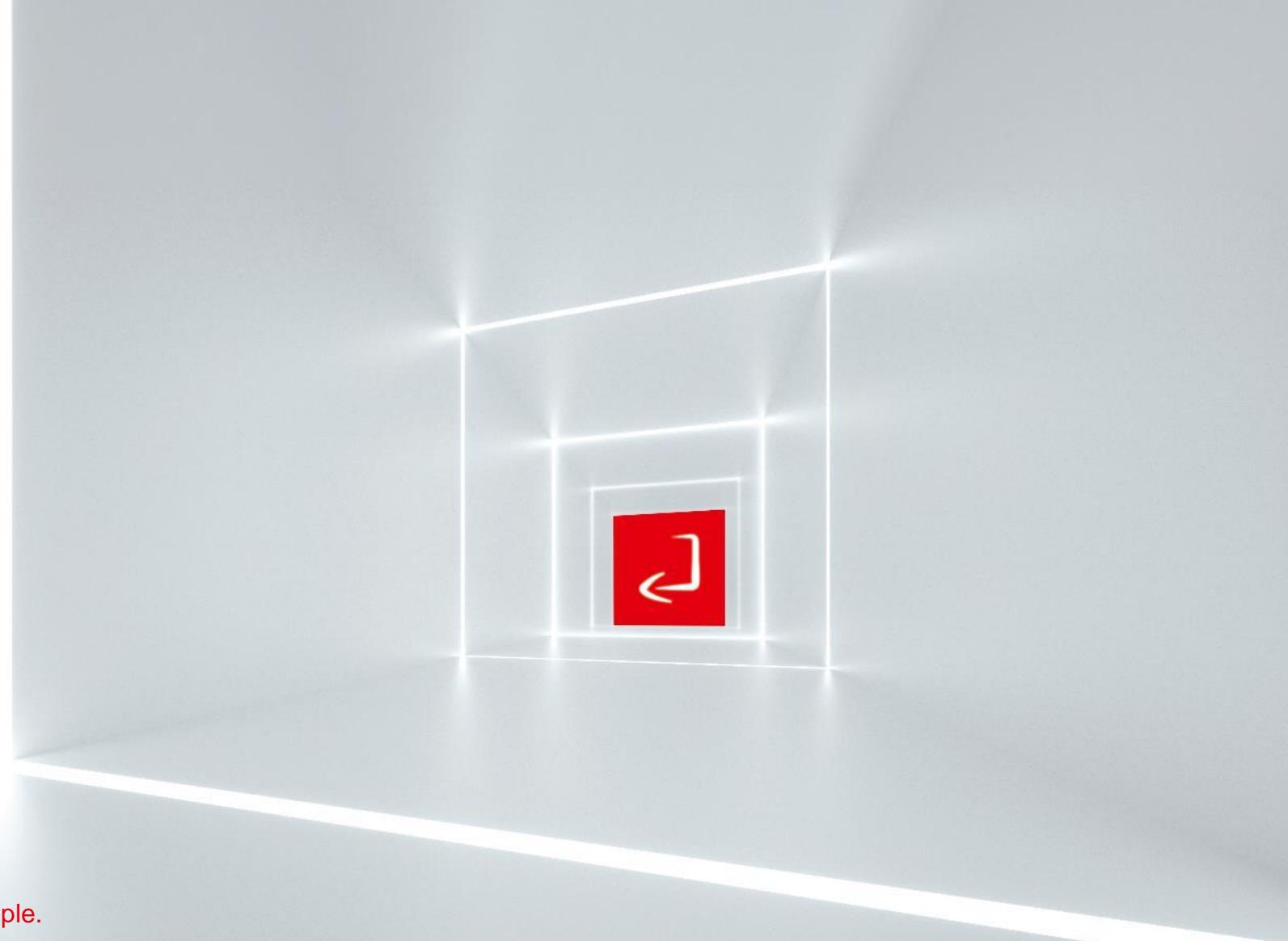


- Integration into the Managed & Private Cloud Services of the CORBOX
- Unique on the market
- Low investment and more flexibility for the customers
- Focus on use and business cases in spite of technology



# Merger of Mobile Solutions AG and Almato GmbH to Almato AG

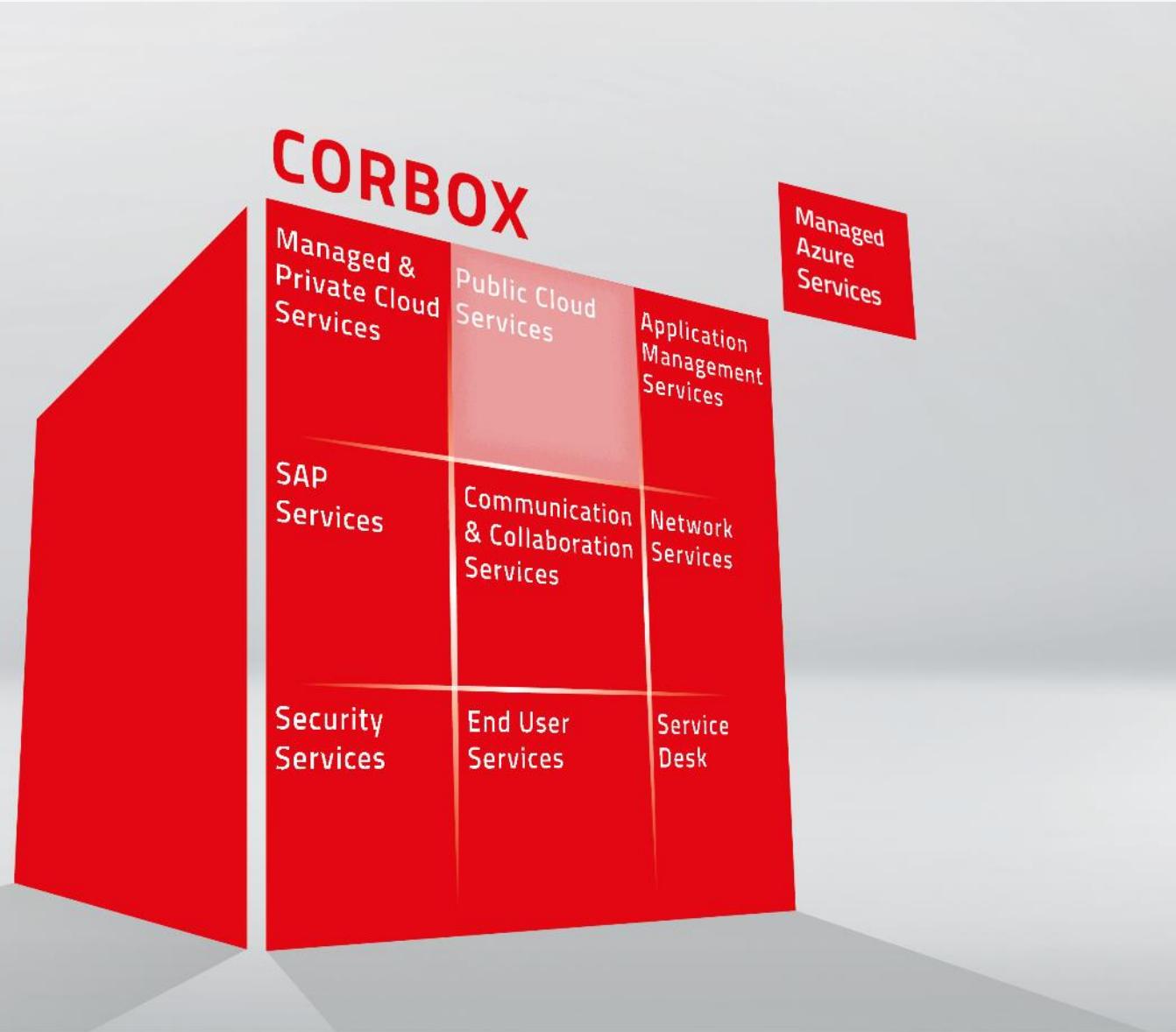
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- Merger of our units from the areas of Mobile Applications and Robotic Process Automation
- Innovation driver for AI-based technologies
- Some 120 employees
- Revenue of c. € 16m

# Hybrid Full-Service Scenarios with Public Cloud Services

## by DATAGROUP



- Module combinable and aligned to existing CORBOX services
- Cloud enabler for customers with hybrid full service scenarios

# Strong Order Intake of Hybrid Service Scenarios with New and Existing CORBOX Customers



Automation (new customer)  
O365



Retail (existing customer)  
O365



Utilities (new customer)  
O365



Regional Authority (new customer)  
Azure Services  
Complete cloud lifecycle



Industry (existing customer)  
Azure Services + CORBOX Services



Retail (existing customer)  
Azure Services + CORBOX Services



# DATAGROUP – The Engine Room of Digitization



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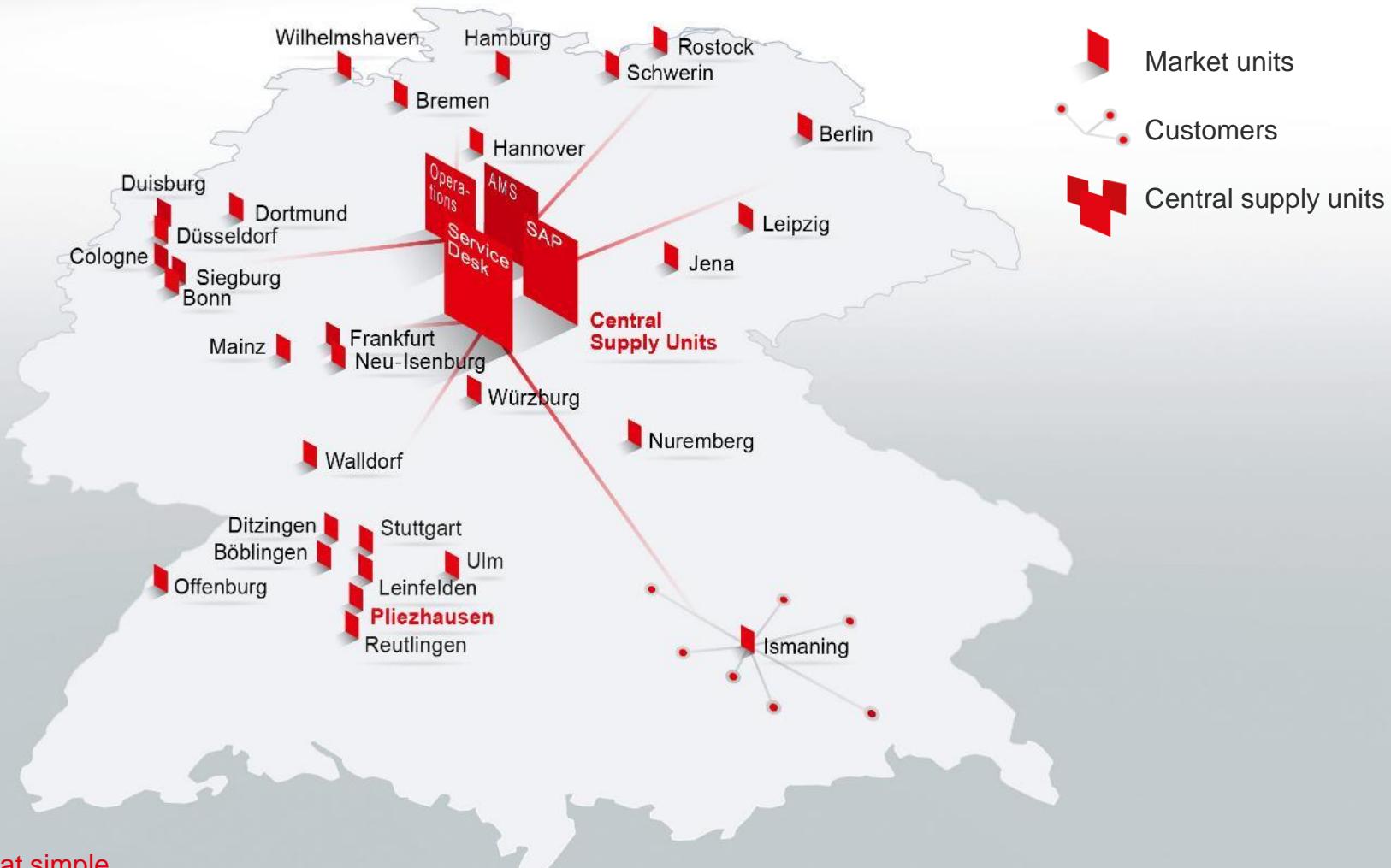
Time

# The DATAGROUP Production Model

## Optimal split between central and local production



**DATAGROUP**



### Virtually centralized supply units

- Efficiency gains / cost control
- Automation
- Public cloud integration
- Scalability / capacity for growth

### Local presence ensures

- Eye level
- Proximity
- On-site services
- Sales success



- Further consolidation of capacities in the central supply units
- DATAGROUP Inshore Services provides central Application Management Services
- Merger of the units of the former DATAGROUP Data Center and the operational units of DATAGROUP Business Solutions to the new DATAGROUP Operations GmbH
- Staff reinforcement of staff positions in the company's headquarters
- HR, Accounting

# SQUARE Project

## Close to the Customer all Over Germany

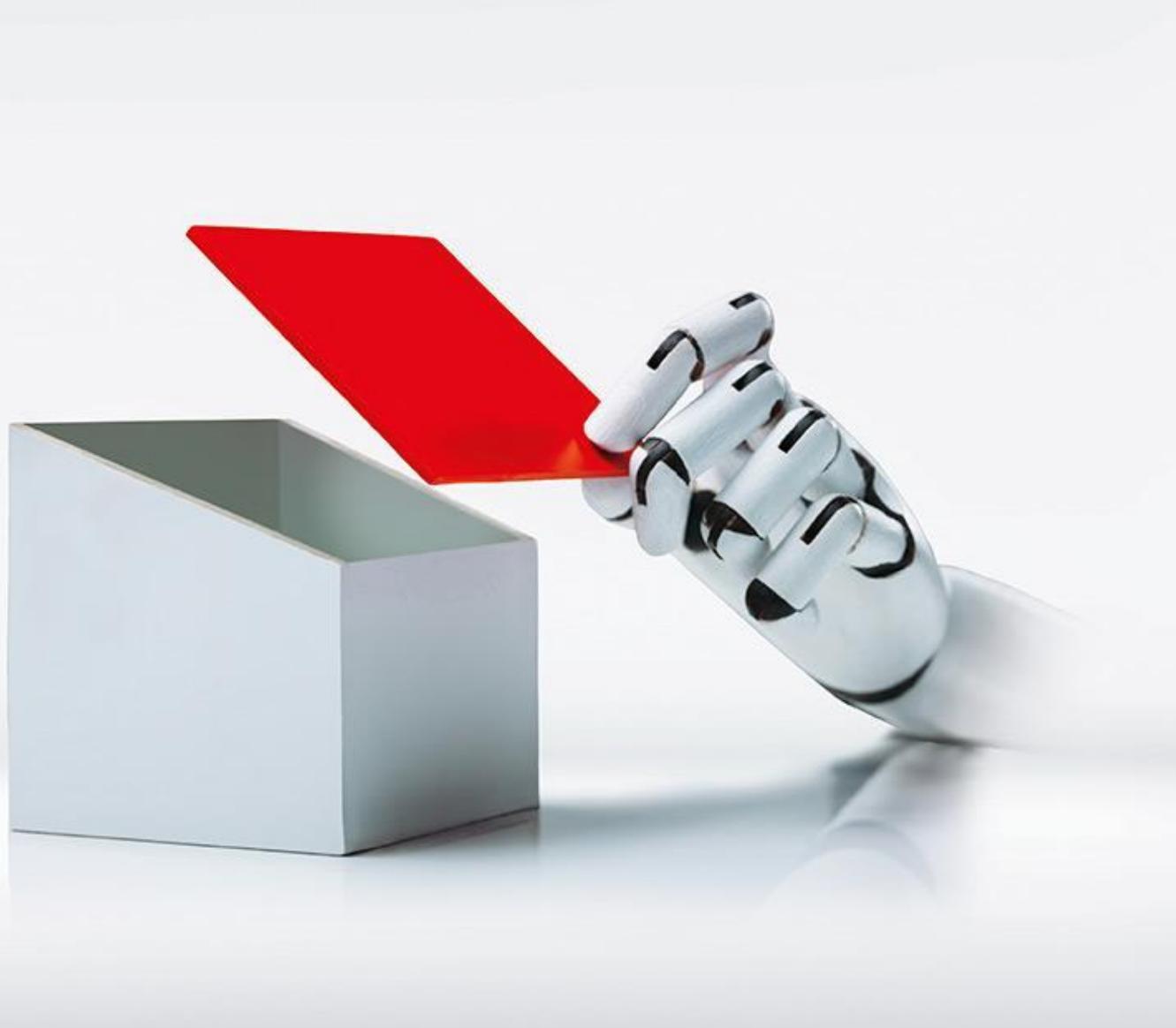


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- Creation of new market units according to the DATAGROUP model
- DATAGROUP Berlin
- DATAGROUP Munich
- DATAGROUP Defense IT Services
- DATAGROUP Business Solutions

# Digitization of IT Operations with Robotic Process Automation and AI



- Automation on the basis of standardization
- Digitization of complex or lowly-structured processes by using Robotic Process Automation and AI



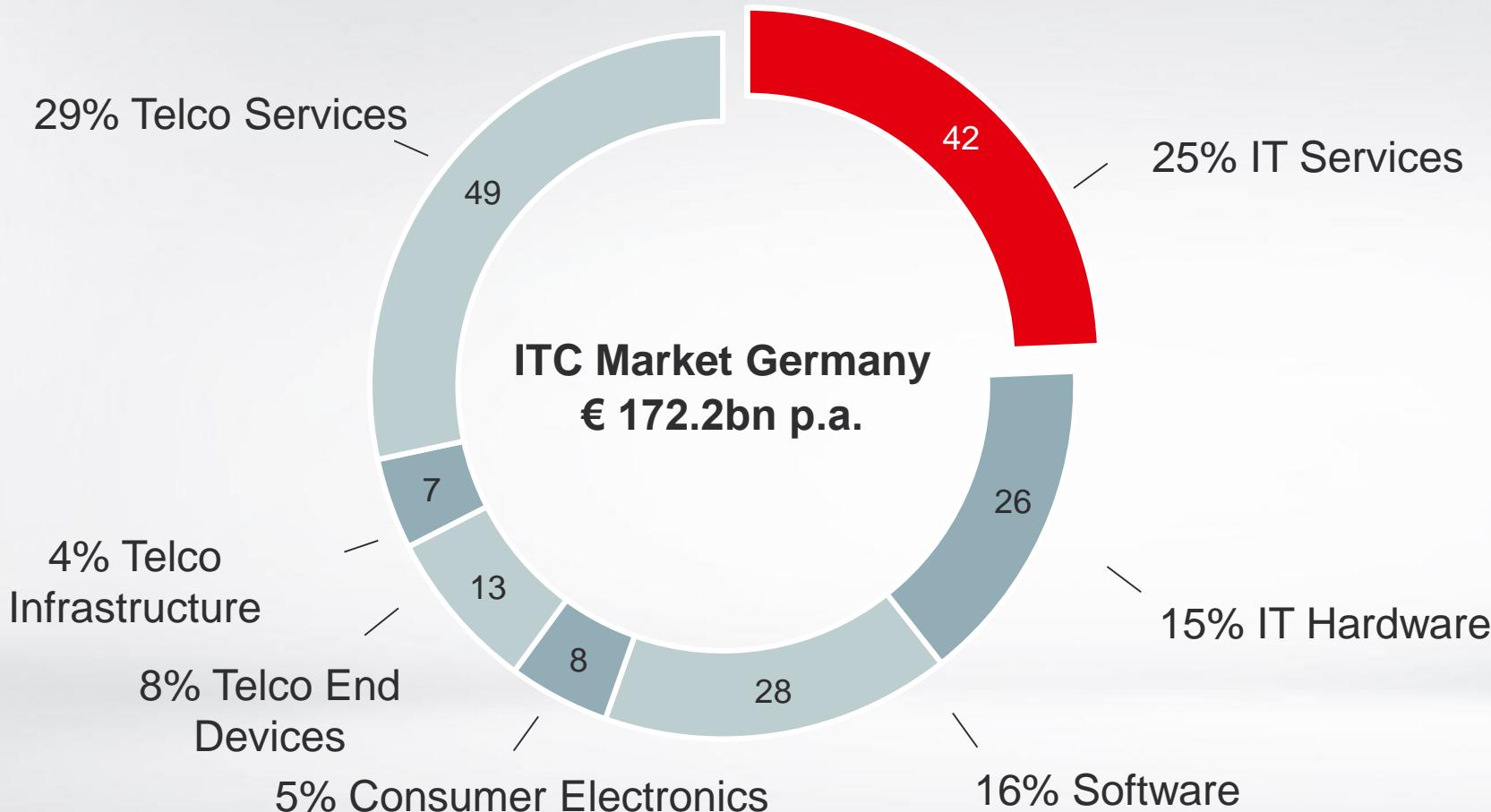
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# Growth Strategy

## DATAGROUP Grows Stronger Than the Market

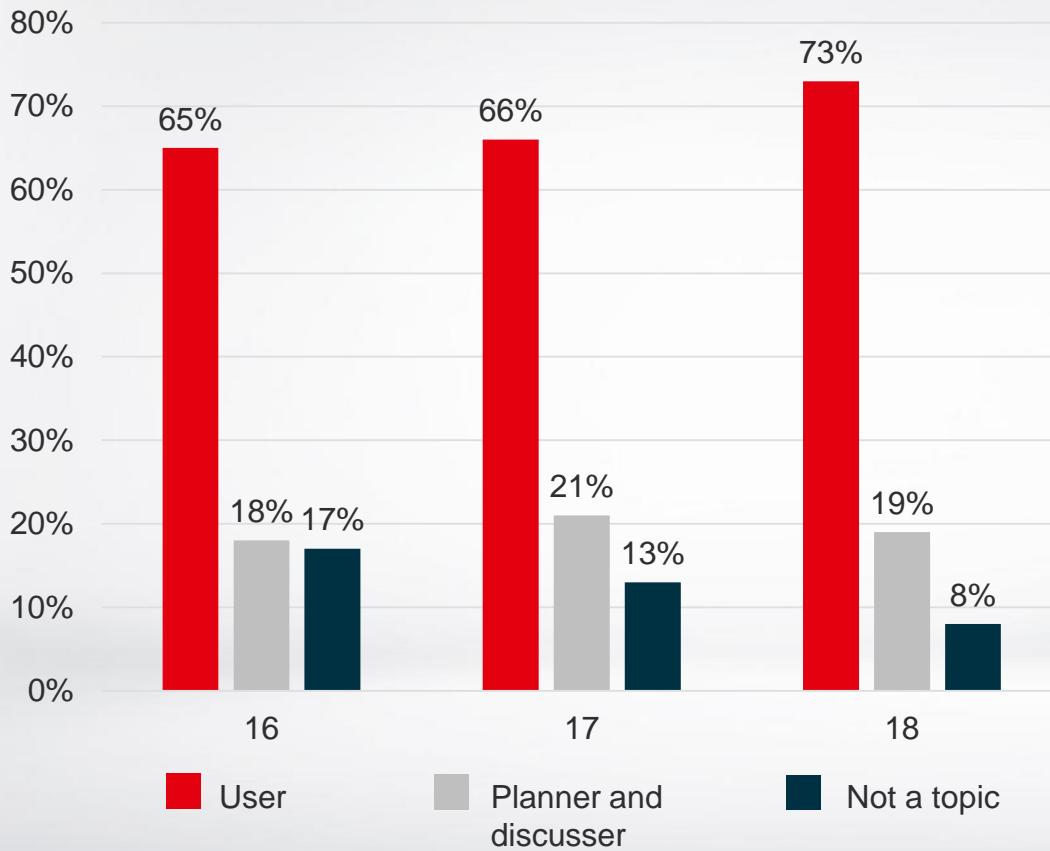


- Annual growth ITC market according to Bitkom: 2.4 %
- Having generated organic growth of 4 - 6 % in the last years, DATAGROUP clearly exceeds this growth rate
- And also grows inorganically by c. 8 - 12 %

in € bn  
Source: Bitkom, January 2020

# Cloud Computing as a Driver DATAGROUP as Cloud Orchestrator

To what extent does your company already use cloud computing?

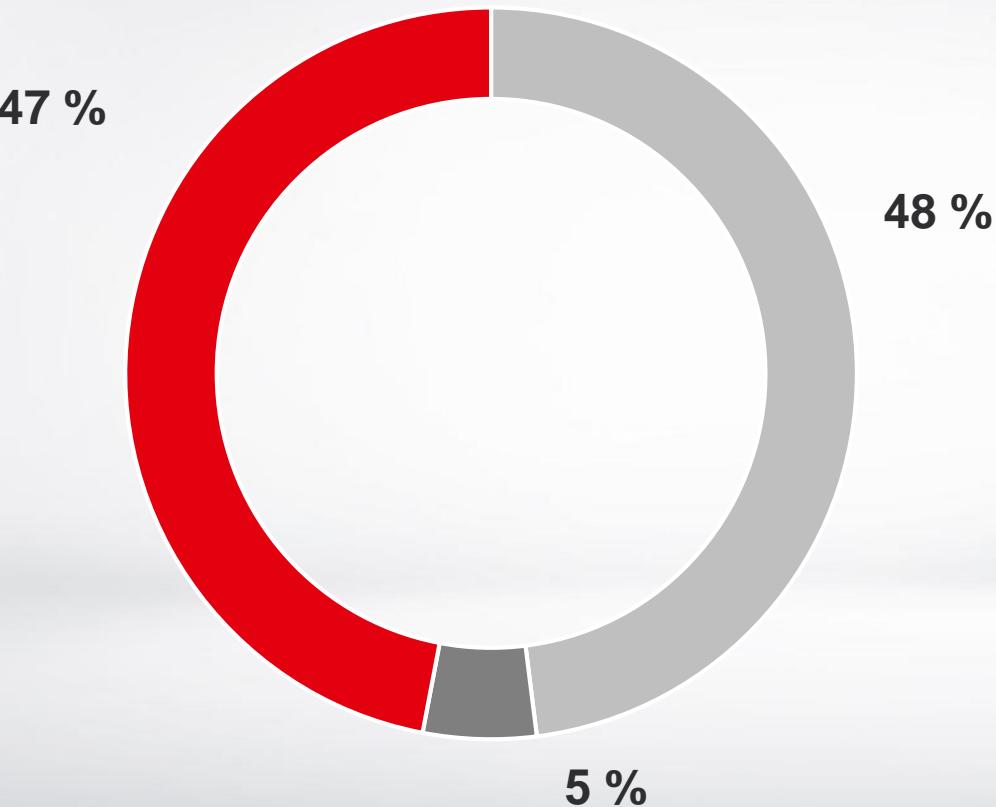


- Cloud computing established as a leading technology in Germany
- User can choose between private cloud, public cloud or hybrid cloud model
- DATAGROUP sees itself as a cloud orchestrator
- We offer all models and support our customers from the transition into the cloud right through to operations, including continuous monitoring
- There is still huge potential particularly among Mittelstand companies

Source: Cloud Monitor 2019, Bitkom and KPMG, June 2019

# Every Second Company Wants to Cooperate with a Full-Service Provider

Which approach does your company take when awarding contract packages to external consulting and IT service providers as part of an ERP migration?



- As a full IT service provider and one-stop-shop with more than 30 locations in Germany, DATAGROUP provides the ideal conditions to fulfill the full-service approach

- Full-service approach: Process re-engineering, migration and subsequent operation by a service partner
- Multi-provider approach: Process re-engineering, migration and subsequent operation by several service partners
- Both of which, depending on project requirements

Source: Lünendonk S/4HANA Study, November 2019

# Brandeins and Statista Rank DATAGROUP as TOP Player in the Most Comprehensive German Market Survey



■ More than 5,000 experts and customers rank 204 companies in 10 criteria

IT's that simple.



# Additional DATAGROUP Location in Leinfelden



# DATAGROUP Leinfelden

## Always Close to Our Customers



**DATAGROUP**  
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- Warehouse & production area of c. 2,700 sqm
- Capacities for roll-out of 75,000 clients per year

# DATAGROUP in Leinfelden

## One of the Largest Production Lines in Germany



IT's that simple.

- Parallel initial setup of 250 clients
- Three-shift-operation possible

# DATAGROUP in Leinfelden

## IT Workstation Supply Chain – All Under One Roof



- Some 2,100 sqm of office space
- From procurement to warehouse and initial setup up to service desk

# Strong Order Intake With CORBOX

## IT's that empowering.



**DATAGROUP**

MS



**Technology**

**Full Outsourcing**

4 years, c. 0.5m € / year



**Financial Service Provider**

**Full Outsourcing**

7 years, ca. 1.5m € / year



**Transportation**

**Full Outsourcing**

5 years, ca. 2m € / year



**Exhibition Corporation**

**Full Outsourcing**

6 years, c. 3m € / year



**Broadcasting Company**

**Service Desk and End User Services**

4 years (+4), Single digit million € / year



**Non profit organization**

**Service Desk and Data Center**

4 years, c. 0.8m € / year



**Plant Engineering**

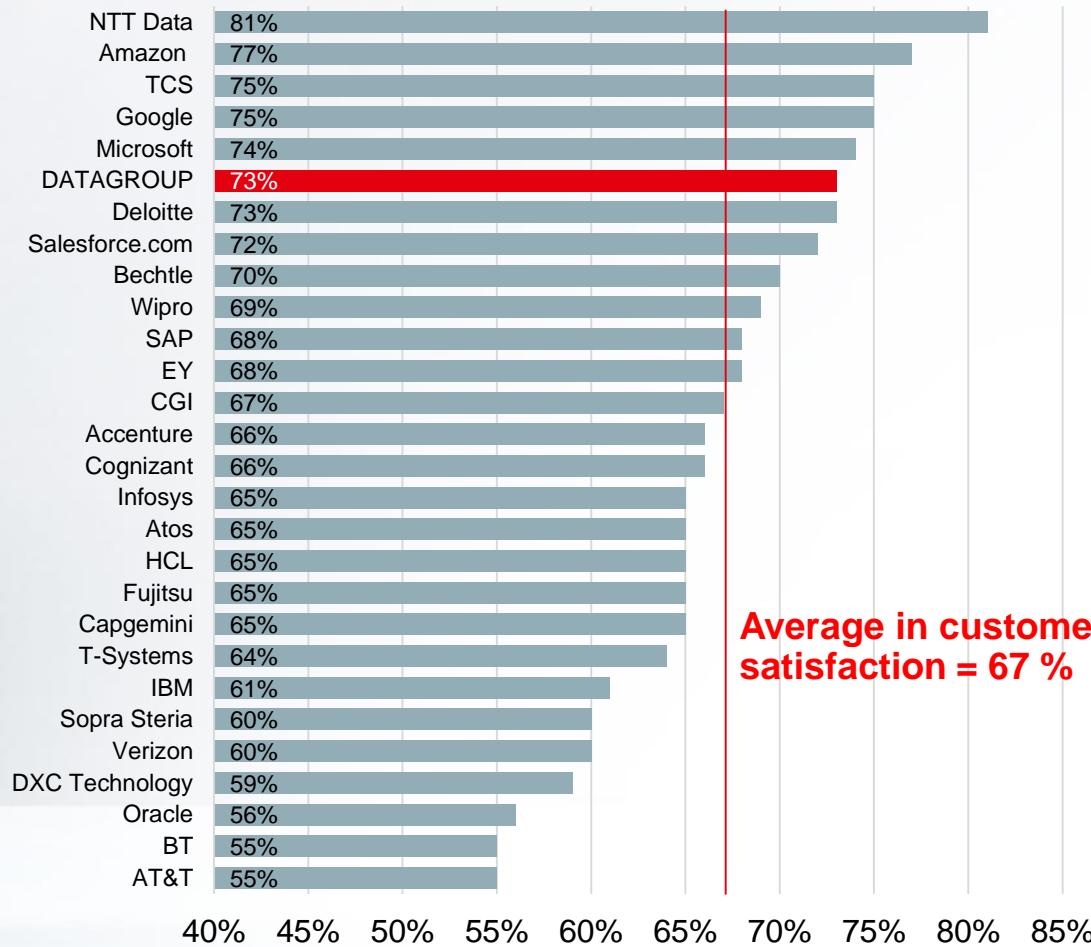
**SAP Services**

5 years, c. 0.5m € / year

and many more...

- No cluster risk, largest customer < 4% of gross profit
- No sector risk
- Hardly any economic risk

# DATAGROUP Ranks Top in Customer Satisfaction



- Over 620 evaluated IT outsourcing contracts
- 29 IT service provider evaluated
- For the 5th time at the top of customer satisfaction
- Best medium-sized company
- Top ranks in contractual flexibility and business understanding

Source: IT Outsourcing Study Germany 2019 by Whitelane Research and Navisco AG



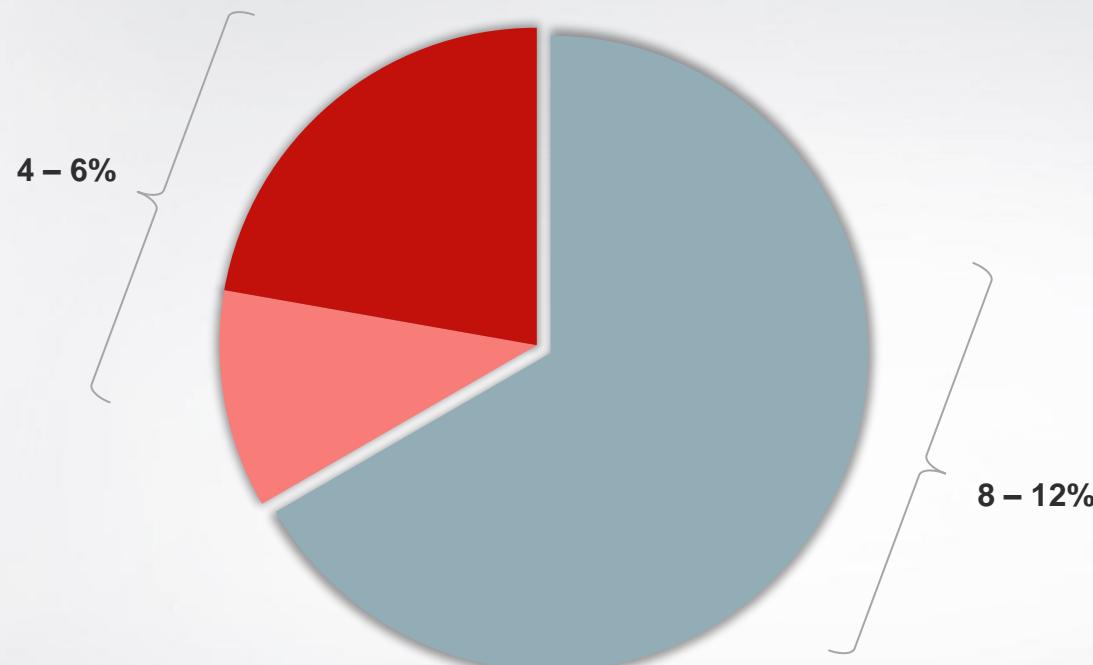
**DATAGROUP**  
PS



IT's that dynamic.

# Dual Growth Strategy

## Anorganic vs. Organic Growth – Ambition



- Anorganic growth
- Organic growth from upselling existing customers
- Organic growth through new customer acquisition

- Growth through new customer acquisition
  - Market potential: around 5,000 potential CORBOX customers in the segment of 100 – 5,000m € revenue p.a. in Germany
- Growth from upselling existing customers
  - Ca. 10m € increase p.a.
- Growth from M&A activities
  - 2-3 new acquisitions per year on average



# Realized Purchase Price Multiples

Company (Years of acquisition: 2006 – 2020)	Price of acquisition (net)	Multiples at date of acquisition	
		In k€	EBITDA
Company 1	1,460	1.8	2.1
Company 2	869	2.9	3.0
Company 3	280	1.4	1.9
Company 4	282	3.5	4.7
Company 5	0	2.0	2.0
Company 6	289	1.5	1.5
Company 7	13,199	4.7	4.9
Company 8	0	3.0	3.0
Company 9	477	2.7	2.4
Company 10	436	1.2	2.0
Company 11	1,031	1.1	1.1
Company 12	5,710	8.3	8.4
Company 13	898	5.2	5.5
Company 14	247		

Company (Years of acquisition: 2006 – 2020)	Price of acquisition (net)	Multiples at date of acquisition	
		In k€	EBITDA
Company 15	19,649	4.1	4.9
Company 16	5,758	4.6	5.4
Company 17	-6,147		
Company 18	-54	-0.1	-0.1
Company 19	9,906	2.2	5.5
Company 20	6,829	6.6	7.3
Company 21	16,617	5.0	6.3
Company 22	1,500	3.8	5.2
Company 23	1,575	3.0	6.0
Company 24	-19,049		
<b>Multiples average</b>		<b>3.3</b>	<b>4.0</b>

Prices are rising  
Maximum paid until now: 8.4 times EBIT  
Further acquisitions in pipeline

# M&A-History

**Messerknecht**  
(120 employees), Oct. 2006

**Hamann und Feil**  
(20 employees), Oct. 2007

**EGT IS und ICP**  
(40 employees), Jan. 2007

**Corporate Express**  
(20 employees), Nov. 2007

**Best Computer Support**  
(30 employees), Jan. 2008

**Hanseatische Datentechnik**  
(150 employees), Jan. 2008

**bte bürotechnik eggert**  
(10 employees), July 2008

**Arxes**  
(380 employees), Apr. 2010

**Ptecs**  
(50 employees), Oct. 2010

**BGS**  
(120 employees), Jan. 2011

**DATAGROUP IT Solutions**  
(20 employees), Sept. 2011

**DATAGROUP Consulting**  
(10 employees), Sept. 2011

**PC-Feuerwehr**  
(10 employees), Jan. 2012

**Consinto**  
(350 employees), Feb. 2012

**Excelsis**  
(50 employees), Oct. 2014

**Vega**  
(120 employees), Aug. 2015

**HP Enterprise**  
(306 employees), Sept. 2016

**HanseCom**  
(70 employees), May 2017

**ikb Data**  
(72 employees), Aug. 2017

**ALMATO**  
(40 employees), Jan. 2018

**UBL**  
(70 employees), Apr. 2019

**IT-Informatik**  
(300 employees), Aug. 2019

**Mercoline**  
(60 employees), Aug. 2019

**Portavis**  
(200 employees), Mar. 2020



- Experienced multi-cloud and managed service provider from the Rhine-Main region
- 70 employees develop, implement and operate customized data center and cloud solutions
- UBL is a perfect fit for DATAGROUP in terms of philosophy and portfolio
- With UBL, we expand our expertise by modern infrastructure and platform services, know-how in public clouds and in container technology
- The still young container technology allows us to port applications between different systems and to operate them isolated from another if needed – a huge advantage in the age of digitization
- In 2018, UBL generated revenue of c. € 20m at a double-digit EBITDA margin

# DATAGROUP Ulm GmbH (previously IT-Informatik GmbH) on 01.08.2019



- Acquisition of assets and employees as well as individual entities of IT-Informatik
- Specialist for SAP consulting and maintenance, cloud infrastructure as well as software development with many years of experience (1987)
- 200 employees, some 120 of which are SAP experts strengthening our SAP division
- Company adds broad portfolio of Mittelstand customers
- Improvement of our footprint with a location in Ulm
- Meanwhile, we succeeded in generating a positive monthly result (February) with the newly established DATAGROUP Ulm GmbH, which had acquired assets from insolvency

# Our Latest Acquisition

Diebold Nixdorf Portavis (Closing on March 2, 2020, consolidation in 03/20)



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- DATAGROUP has acquired 68 % of the shares in Diebold Nixdorf Portavis; 32 % will remain with Hamburg Sparkasse and Sparkasse Bremen.
- Portavis is an experienced service provider for IT services in the financial services sector.
- Support of Hamburger Sparkasse AG, Sparkasse Bremen and Hamburg Commercial Bank on the basis of long-term service agreements.
- With Portavis, we expand our existing sector know-how and our customer relationships in the financial sector and can establish ourselves in the market even stronger as bank-independent operational service provider for bank IT operations
- Portavis has c. 200 employees and is expected to generate revenue of some € 66m in the current fiscal year (some € 35m will be consolidated in DATAGROUP's fiscal year)
- At present, Portavis has an EBIT margin of ca. 4 %, medium-term target >10 %



# Expansion of our “Banking” Field of Competence

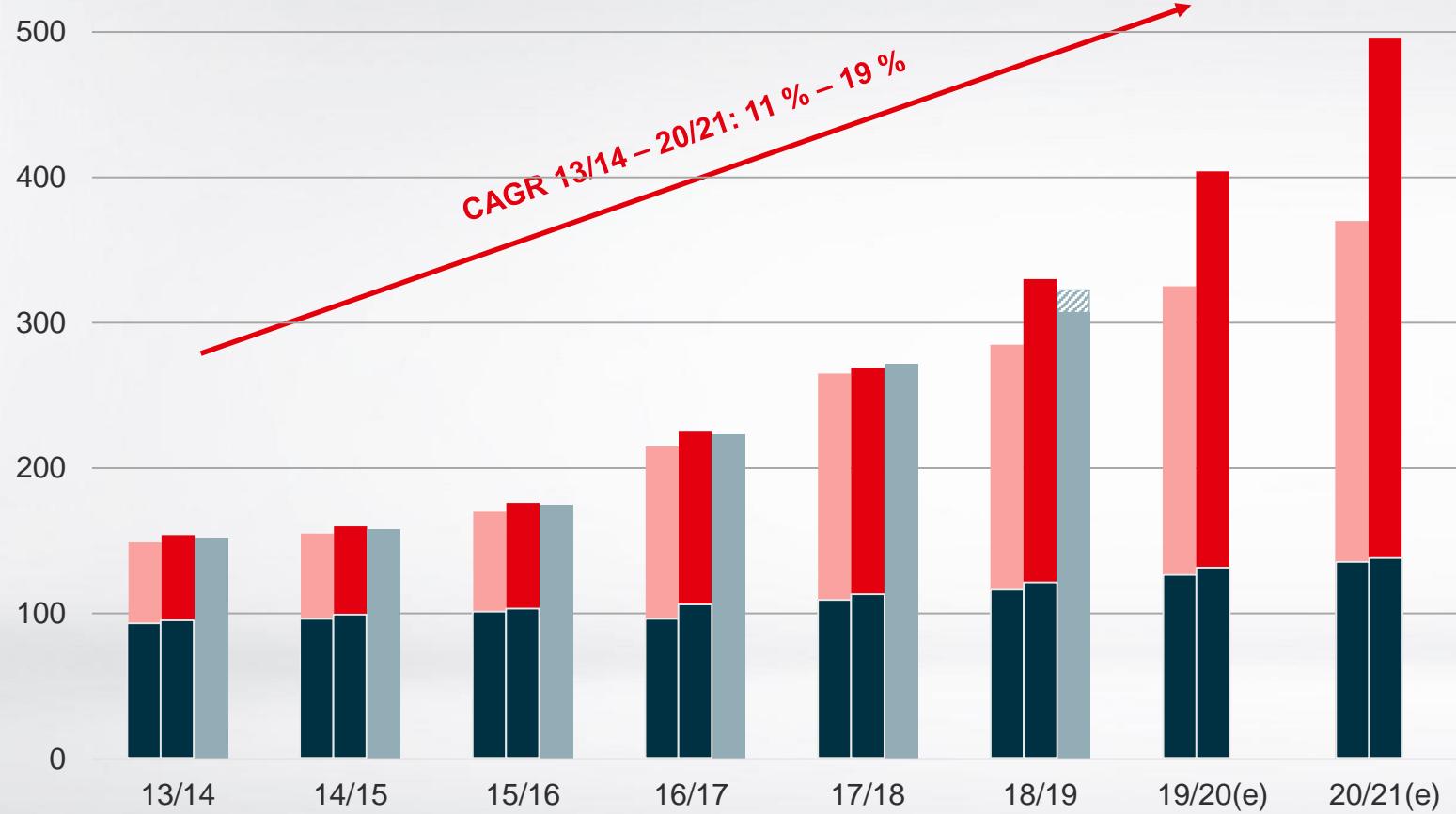


- Creation of an efficient IT service provider for the financial industry out of DATAGROUP Financial IT Services, Portavis and additional future acquisitions
- Consolidation of knowledge and performance of the players in the regulated area
- Bundling under a joint management:
  - Dr. Jan Saat
  - Ambition: annual revenue of more than € 100m

# Scenarios incl. Acquisitions and Upselling

## Conclusion: Always Near and Above Ambitions

Revenues in m €



Ambition by 20/21:

- > 15% EBITDA after transition to IFRS 15/16
- > 9% EBIT

- min. CORBOX revenues
- max. CORBOX revenues
- realized revenues
- other revenues except CORBOX

Fiscal Year 01.10 – 30.09



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IT's that promising.



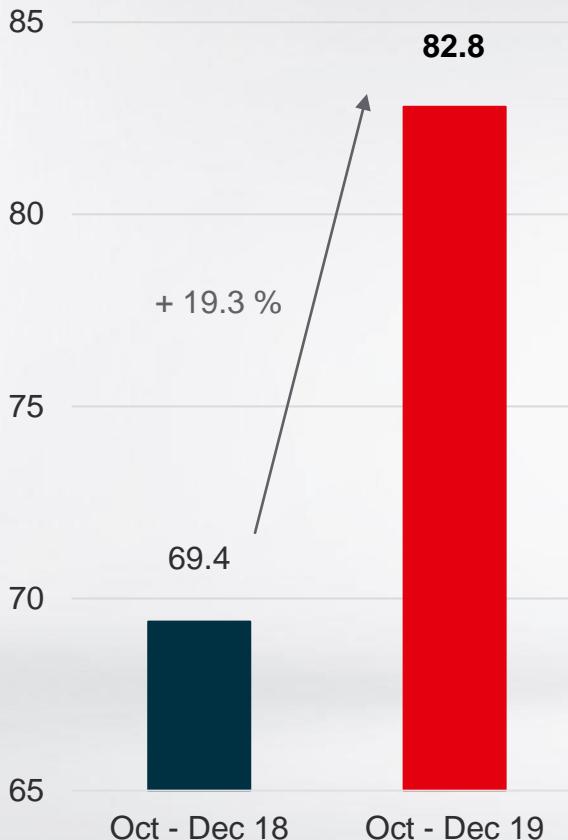
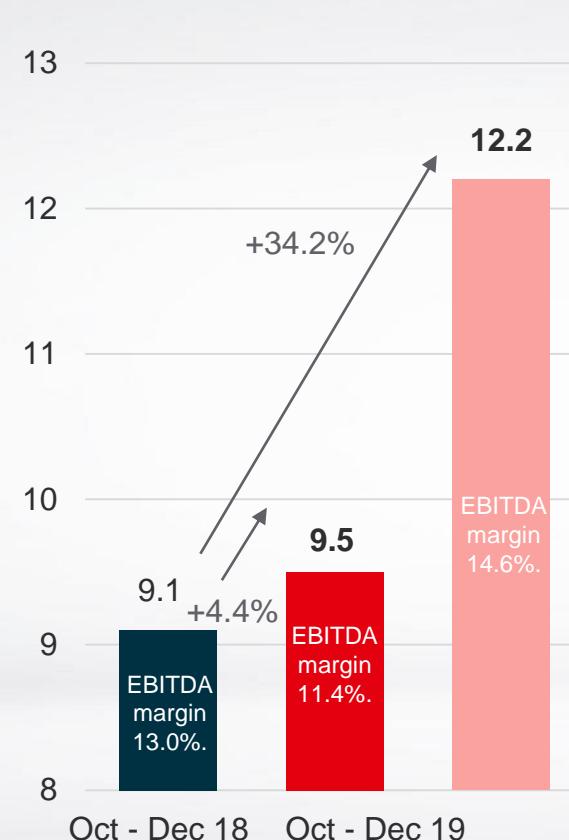
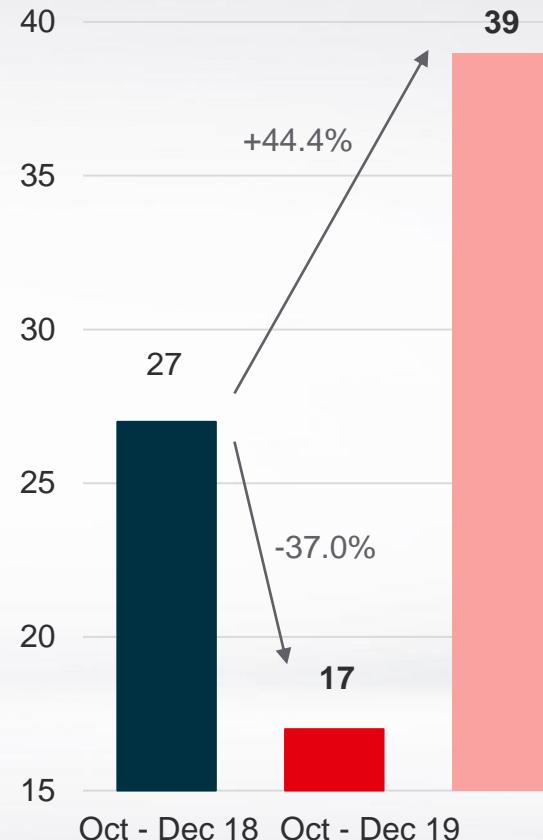


# Where We Go From Here

- New CORBOX services
- Efficiency increase thanks to automation
- Additional acquisitions
- Activities with a focus on skilled staff retention and acquisition



# Good Start to the New Year – Q1 19/20

**Revenue €m****EBITDA €m****EPS cents**

- Strong increase in revenue
- Earnings burdened by
  - restructuring costs and re-start of DATAGROUP Ulm (ITI) c. € 1.3m
  - high start-up costs for large-scal projects c. € 1.1m
  - other one-off costs c. € 0.3m

■ Adjusted for one-off effects



# Customers Rely on DATAGROUP



- 12 new customer for CORBOX and 9 further developments since October
- Thereof 3 new customers of our new company: DATAGROUP Frankfurt GmbH
- Another 21 customers have extended their contracts as well

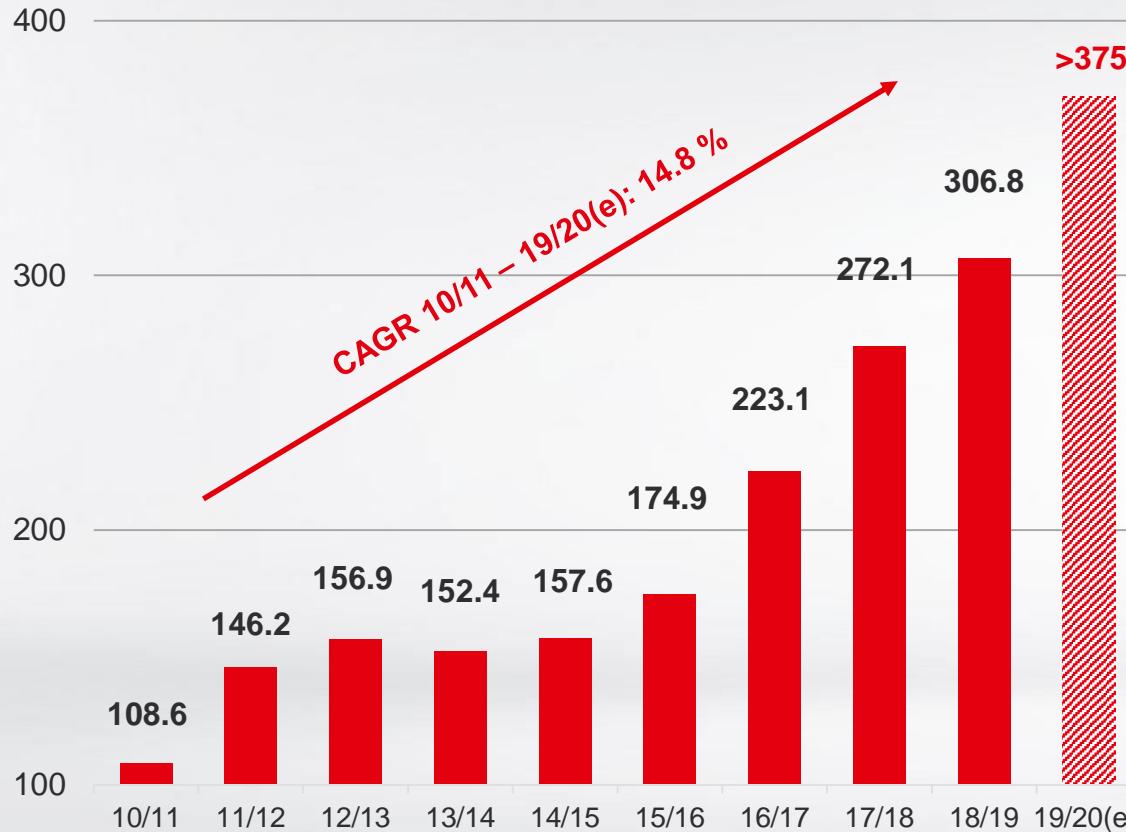
# Our Guidance for FY 19/20

## Growth of Revenue and EBITDA Continues

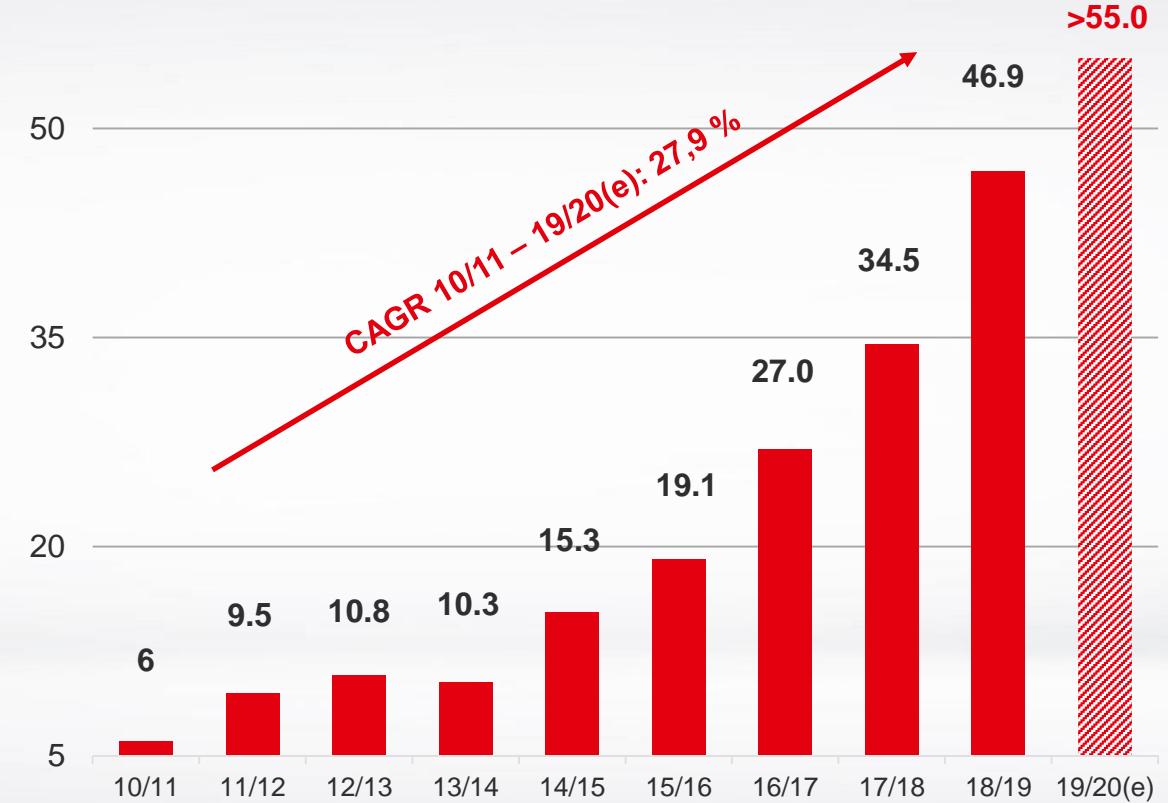


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m€ Revenues



m€ EBITDA





**DATAGROUP**



IT's that inspiring.

We think differently.  
We work differently.  
We find better solutions.



**DATAGROUP**

IT's that promising.  
**Appendices**





# Management Board



**Max H.-H. Schaber**  
CEO of DATAGROUP

**responsible for Finance, Human Resources and Corporate Development**

In 1983, Max H.-H. Schaber established DATAPEC, Gesellschaft für Datenverarbeitung mbH which later became DATAGROUP GmbH. Prior to this, he worked as a systems engineer and later was assistant to the management of Friedrich Co. Gesellschaft für Software- und System-Entwicklung mbH. In 1981, he completed his studies in mechanical engineering at the University of Stuttgart and at the polytechnics in Augsburg and Reutlingen as chartered engineer (Diplom-Ingenieur (FH)).

Member and Chairman of DATAGROUP SE since February 2006



**Andreas Baresel**  
Management Board of Datagroup SE

**Responsible for Supply Units and Production**

Following his studies in business administration, Andreas Baresel worked in several management positions with a focus on business and portfolio development in IT consulting and managed IT services. Andreas Baresel joined the group with the acquisition of DATAGROUP Business Solutions GmbH (previously Consinto GmbH) in 2006 from which he took over management from 2016.

Member of the Management Board (CPO) of DATAGROUP SE since October 2018 He is responsible for the overall management and coordination of the individual service factories within the Group.



**Dirk Peters**  
Management Board of Datagroup SE

**Responsible for Sales**

In 1992, Dirk Peters established HDT Hanseatische Datentechnik, which was incorporated into DATAGROUP AG in 2008 as DATAGROUP Hamburg GmbH. Starting out as a traditional system house, he developed HDT into a high-performance group of companies in IT service management. Prior to self-employment, Mr. Peters worked in management positions at Ashton-Tate Corporation and ALSO ABC. He completed his studies in informatics while working in sales and marketing at HOSS GmbH from 1983.

Member of the Management Board of DATAGROUP SE since 2008 and Managing Director of DATAGROUP Hamburg GmbH.



**Peter Schneck**  
Management Board of Datagroup SE

**Responsible for Investor Relations, M&A and Legal Affairs**

After his law studies with a focus on international business law and an MBA degree, Peter Schneck started his career as a Managing Director at Scheidt & Bachmann and cap park operator APCOA

Most recently Peter Schneck was CEO at Trapeze Group, a transport engineering company owned by Canadian-based Constellation In addition to the operational management of Trapeze, he was responsible for an international portfolio of other companies as well as for the M&A activities.

Member of the Management Board of DATAGROUP SE since October 2019

# Supervisory Board



**Heinz Hilgert**  
**Chairman of the Supervisory Board**

CEO and founder of TransVise GmbH, Senior Management Consulting in the financial services industry.

Before that Mr. Hilgert was CEO of the WestLB in Düsseldorf und Deputy CEO of the DZ Bank in Frankfurt. His areas of responsibility included investment banking, private banking and asset management. He held corporate mandates as chairman of the supervisory board of Union Asset Management Holding AG, Frankfurt; DZ Privatbank Switzerland AG, Zurich; DZ Bank International S.A, Luxembourg; and Teambank AG, Nuremberg. Before his positions at the DZ Bank, Mr. Hilgert held executive positions at Sal. Oppenheim KGaA, Cologne and Frankfurt as well as at the Chase Manhattan Bank N.A., London und Frankfurt. Mr. Hilgert studied business administration at the University of Duisburg.



**Hubert Deutsch**  
**Deputy Chairman of the Supervisory Board**

CEO of BLANK Holding GmbH, an international industrial company specialized in investment casting.

He previously worked as CFO for various companies of the Liebherr Group, amongst others as managing director of the construction machinery division and most recently in the household appliance industry. Hubert Deutsch graduated in business administration (Diplom-Betriebswirt) with a focus on bank and financial management. Following graduation, he also worked as a lecturer at the SRH Mobile University in Riedlingen and the Baden-Württemberg Cooperative State University. Additionally, he holds advisory positions at various start-ups and is Chairman of the University Council of the SRH Mobile University in Riedlingen. He is involved in voluntary work as initiator and Chairman of the Foundation Board of the ProKeeper Akademie and is a member of the Supervisory Board of the Ravensburg football club.



**Dr. Carola Wittig**  
**Member of the Supervisory Board**

Presiding Judge at the District Court in Stuttgart.

Alongside her activities at the District Court in Stuttgart, Dr. Wittig works as a lecturer at various research institutes for specialist lawyers, engineers and appraisers. Prior to joining civil service, Dr. Wittig worked as a lawyer at Arthur Andersen Wirtschaftsprüfer Steuerberater GmbH in Stuttgart and Dresden. She was responsible for company law and tax matters in the context of restructurings, acquisitions and MBOs. During her legal activity, Dr. Wittig also gained experience in IT contract law.

Dr. Carola Wittig studied law at the Eberhard Karls Universität in Tübingen.