



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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DATAGROUP Annual General Meeting 2020

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



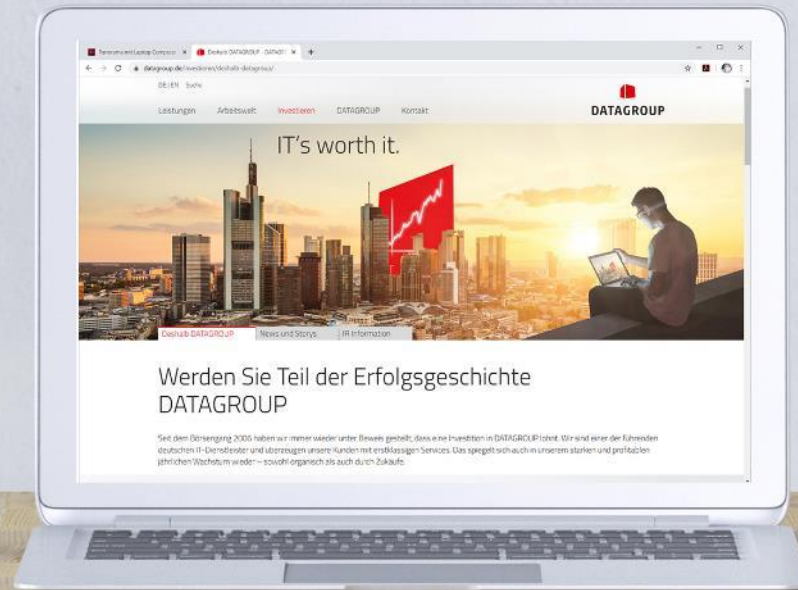
DATAGROUP
MS

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



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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



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- **“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 %

DATAGROUP share price in €



- 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

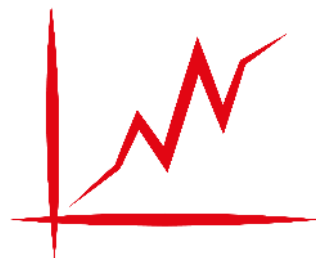
■ DAX

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



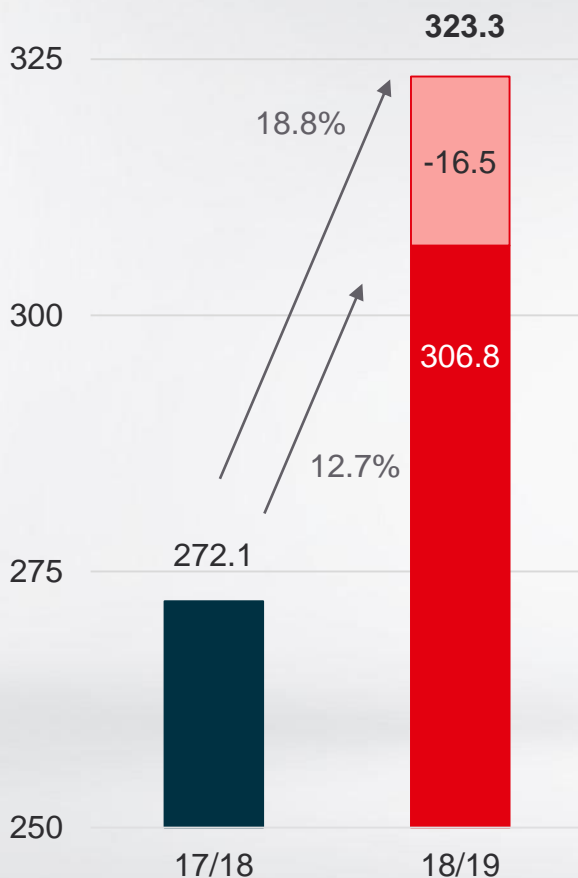
>2,700
Employees

> 30
Main Locations in
Germany

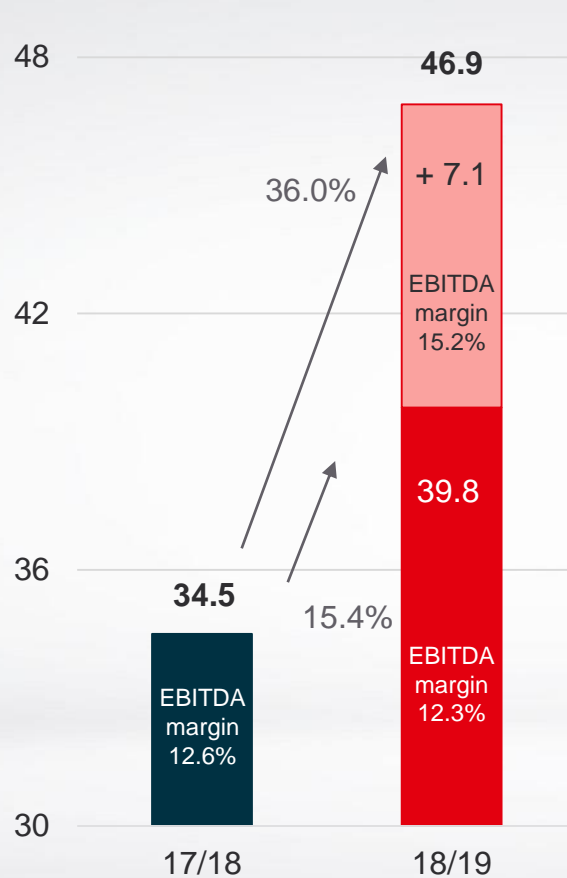
IT's that simple.

Sound Numbers Prove Strategy IT's that empowering.

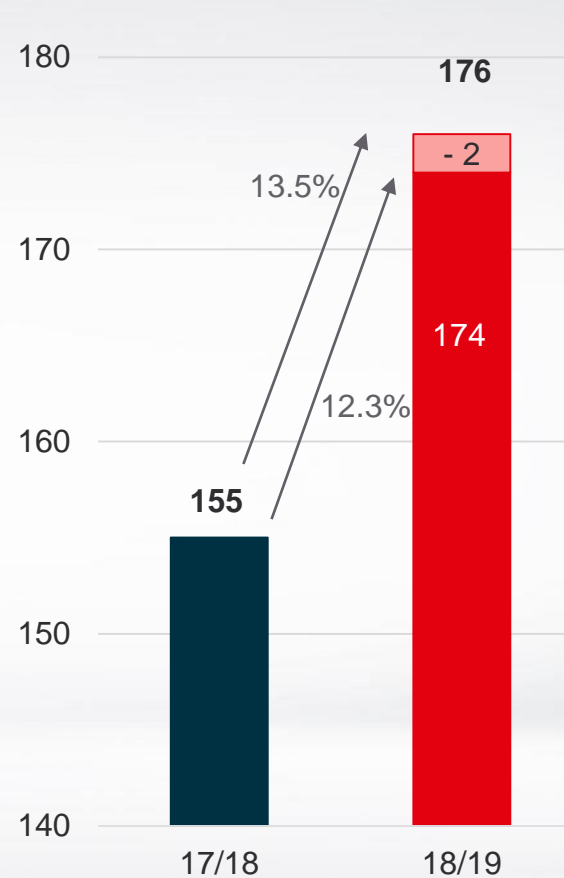
m € Revenues



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 after transition to IFRS 15/16		30.09.19 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 ^{a)}	203.6%	90,358	203.6%
<i>thereof liabilities from finance leases</i>	1,915	23,533 ^{b)}	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 ^{b)}	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 ^{c)}	442.0%	38,767	219.6%
Equity ratio ¹⁾ (in %)	31.9	23.4	-26.7%	26.2	-17.9%
Return on equity ²⁾ (in %)	20.3	20.5	1.2%	20.7	2.2%
Balance sheet total	215,450	320,077 ^{d)}	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	18.8%
Other own work capitalised	685	777	13.4%	777	13.4%
Total revenues	272,785	307,542	12.7%	324,038	18.8%
<i>Material expenses / expenses for purchased services</i>	80,401	99,206	23.4%	107,593	33.8%
Gross profit	192,384	208,336	8.3%	216,445	12.5%
<i>Personnel expenses</i>	134,734	145,179	7.8%	153,241	13.7%
EBITDA	34,463	46,881	36.0%	39,755	15.4%
EBIT	20,423	23,626	15.7%	23,506	15.1%
<i>Financial result</i>	-1,945	-1,936	-0.5%	-1,599	-17.8%
EBT	18,478	21,690	17.4%	21,907	18.6%
Net income	12,873	14,514	12.7%	14,663	13.9%
EPS (in €)	1.55	1.74	12.3%	1.76	13.5%

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%
Net cash used for investing activities	-19,104	-40,567	112.4%

- 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%
Cash flow from operating activities	18,990,021.30	4,522,473.19	-76.2%

* 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 %

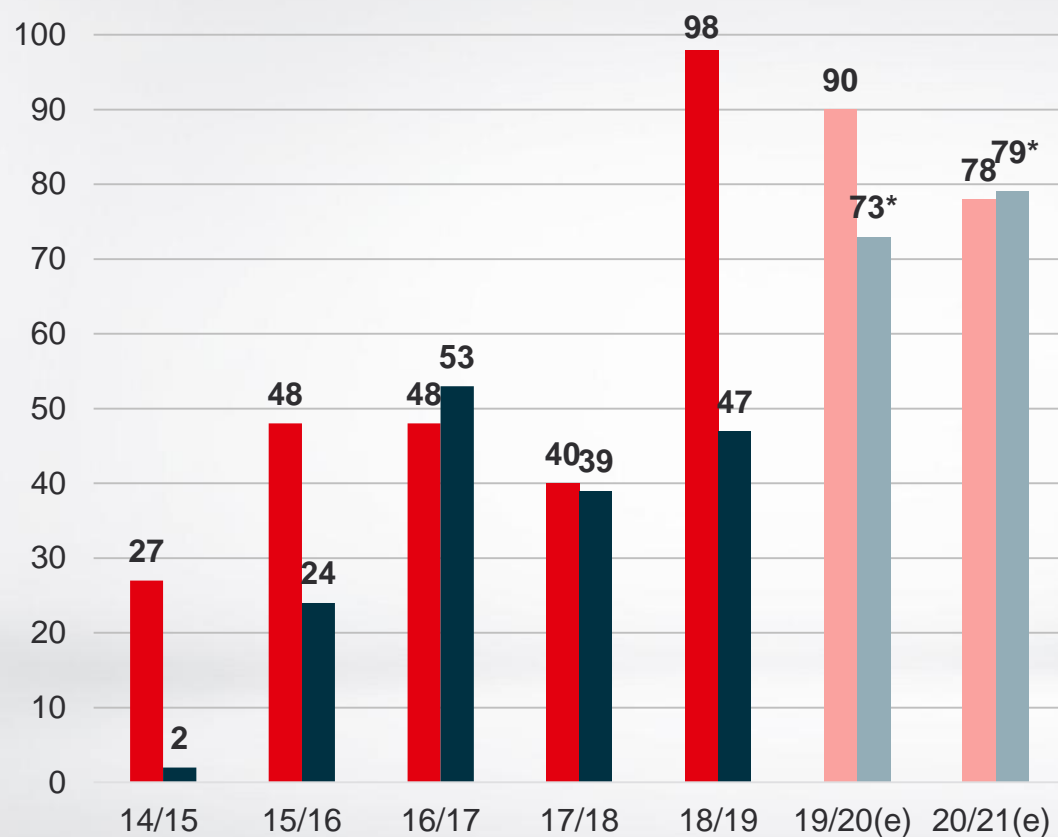


It's that simple.



Development in Bank Liabilities

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



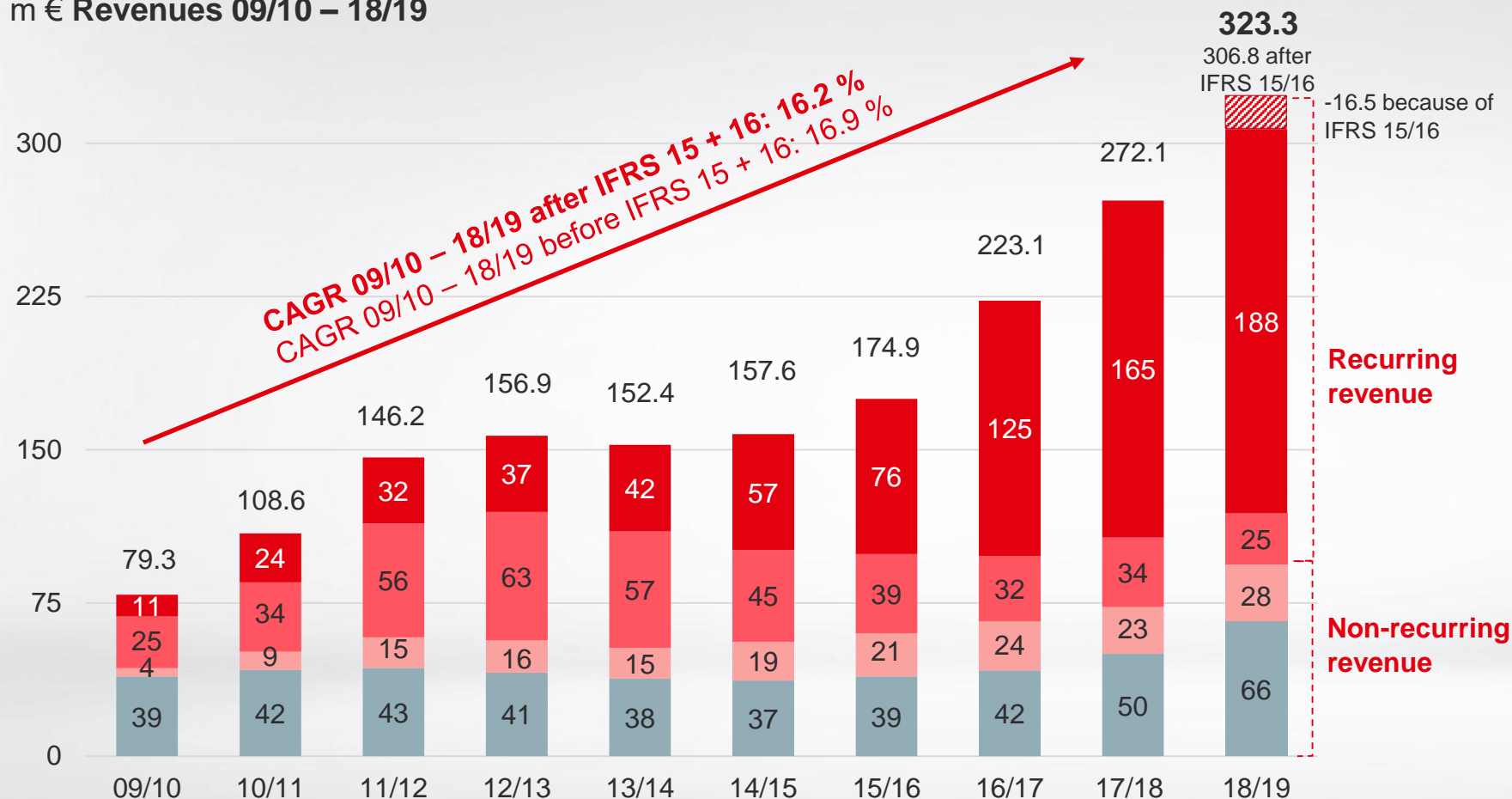
Existing liabilities

Cash

* Including cash input from Portavis

Strong Growth in Recurring Revenues from High Margin Services

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

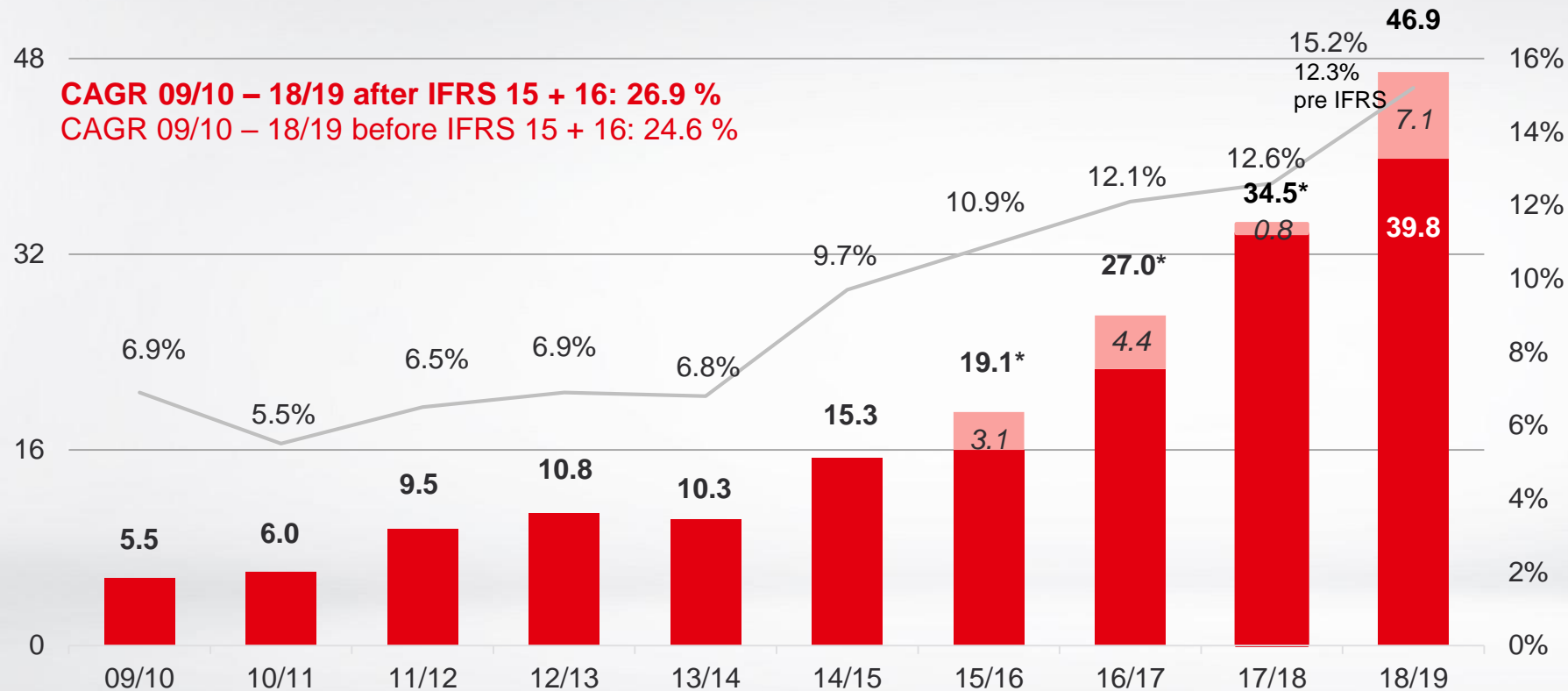
Fiscal Year 01.10 – 30.09



Development of EBITDA

EBITDA 09/10 – 18/19 (m €)

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

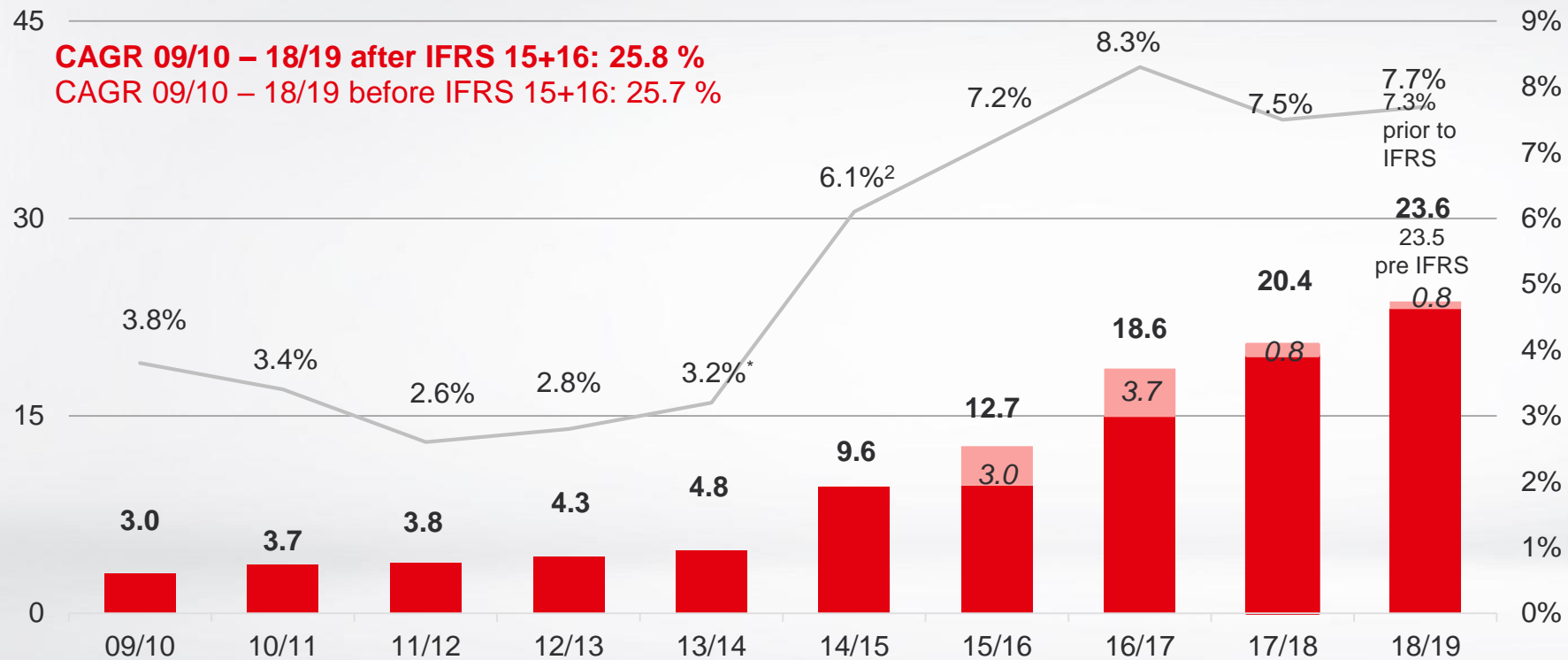
*Including one-off effects out of lucky buy “HanseCom” and HPE/DXC



Development of EBIT

EBIT 09/10 – 18/19 (m €)

EBIT Margin 09/10 – 18/19 (in %)



EBIT margin at a stable level

One-off effects

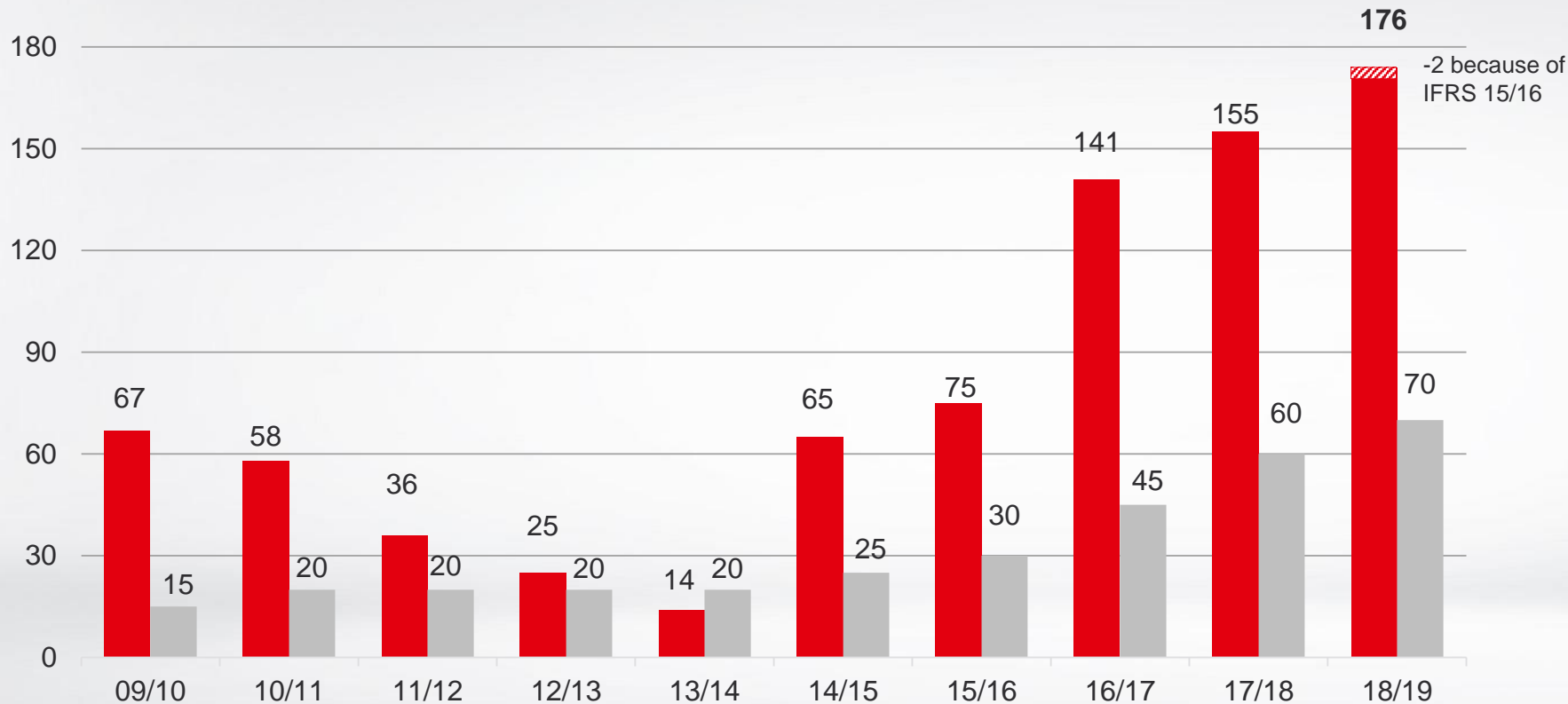
EBIT margin

* 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

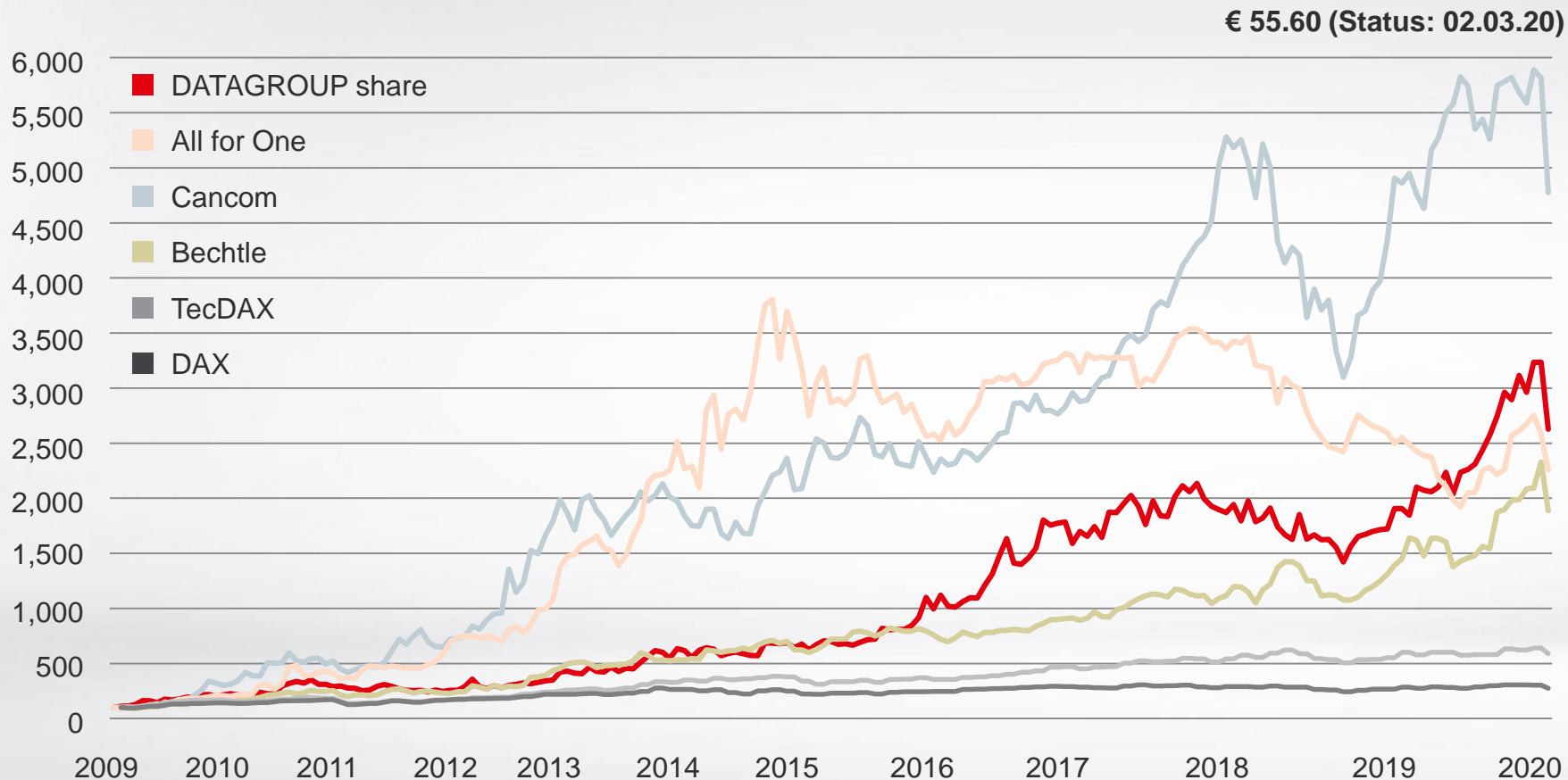
 Effects from transition to IFRS 15/16

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

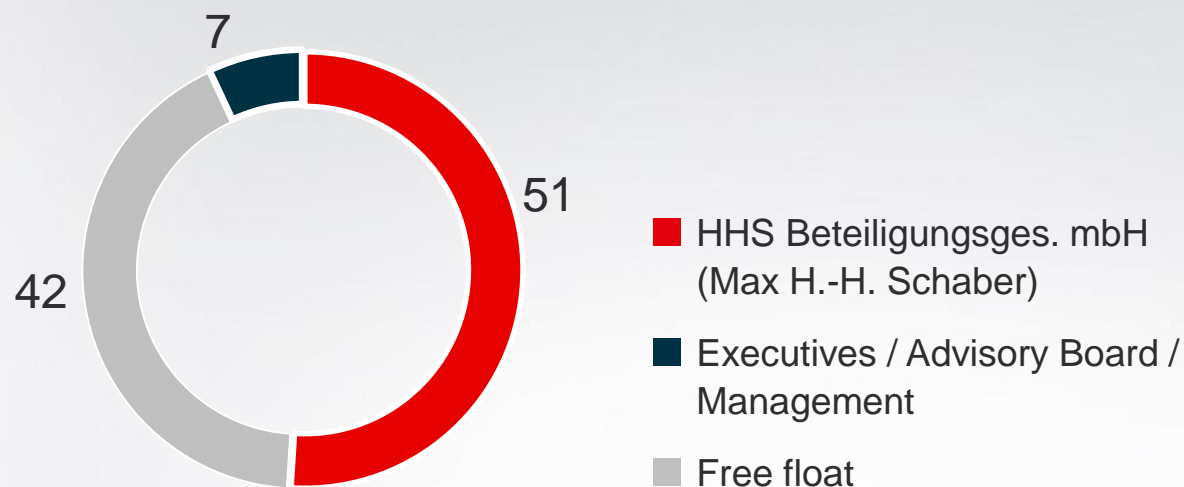
71.00€, Buy

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



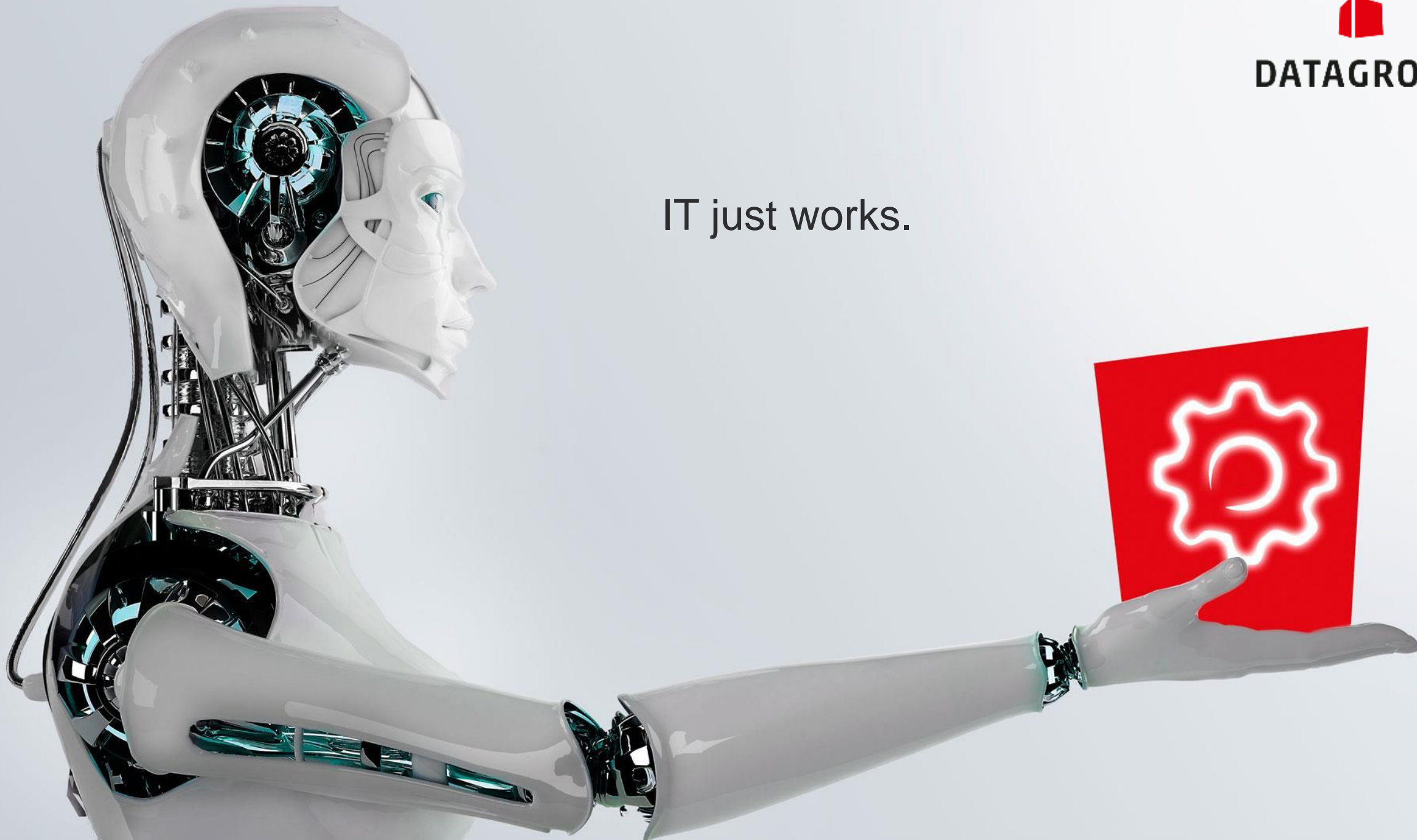
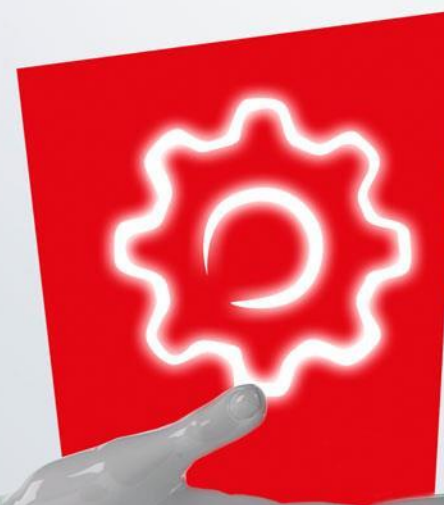
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- We want the shareholders to benefit from the outstanding result in FY 18/19
- **Proposal: Increase dividend by 10 cents/share to 70 cents/share = +16.7 %**
- Proposed appropriation excluding the 17,541 treasury shares:
 - Dividend distribution
=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



DATAGROUP
AB

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

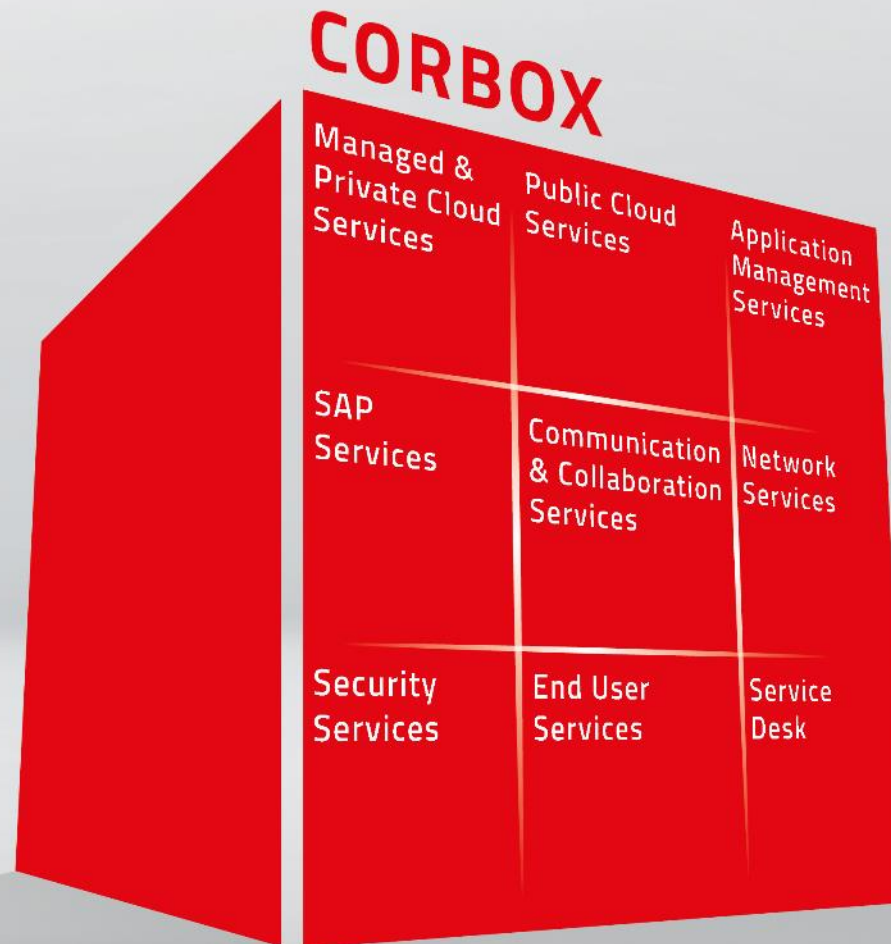
- Optimal split between central and local production
- Digitization with Robotic Process Automation and AI

Time

Our Full Service Offer for Companies as USP

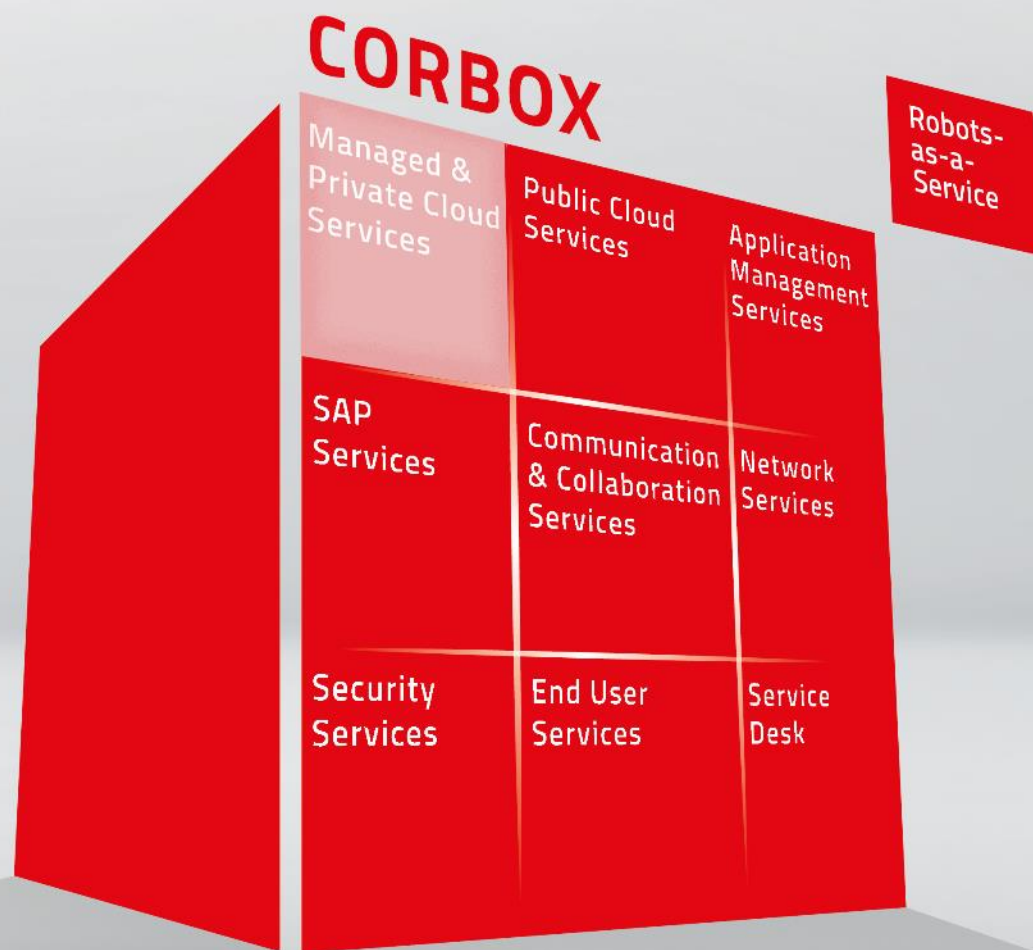


DATAGROUP



- “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

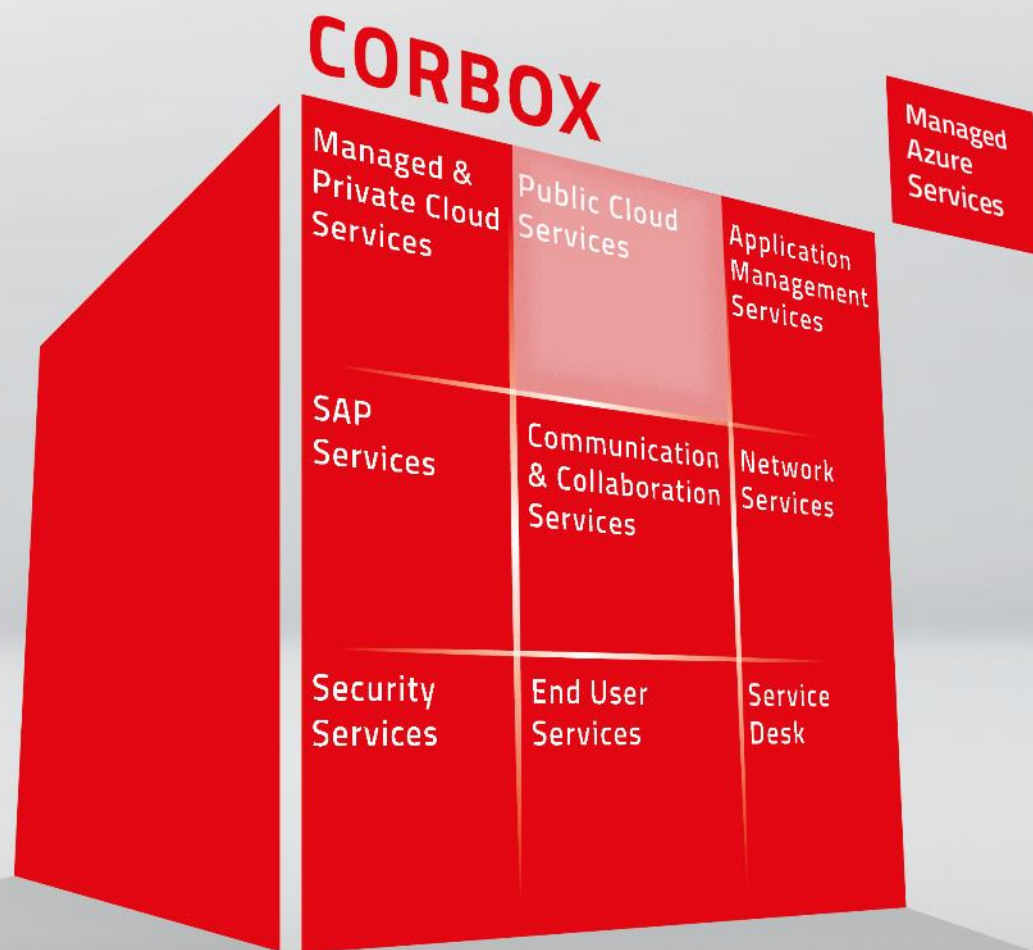


- Integration into the Managed & Private Cloud Services of the CORBOX
- Unique on the market
- Low investment and more flexibility for the customers
- Focus on use and business cases in spite of technology

Merger of Mobile Solutions AG and Almato GmbH to Almato AG

- 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



Numerous individual solutions

- Standardization as the basis for shared IT services

CORBOX

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DATAGROUP Production Model

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

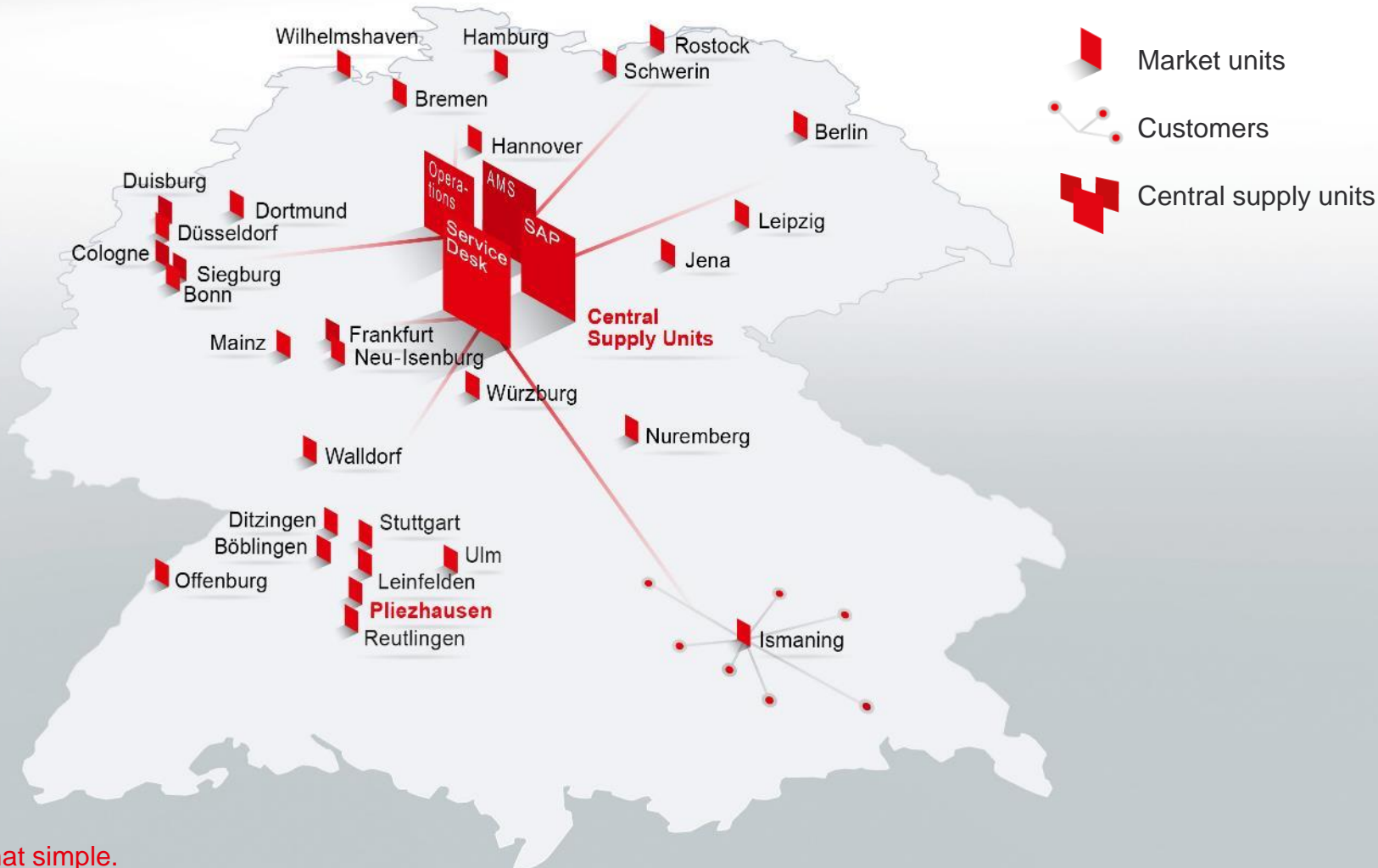
Time

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

SQUARE Project

Efficiency Gains Through Service Centralization



- 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

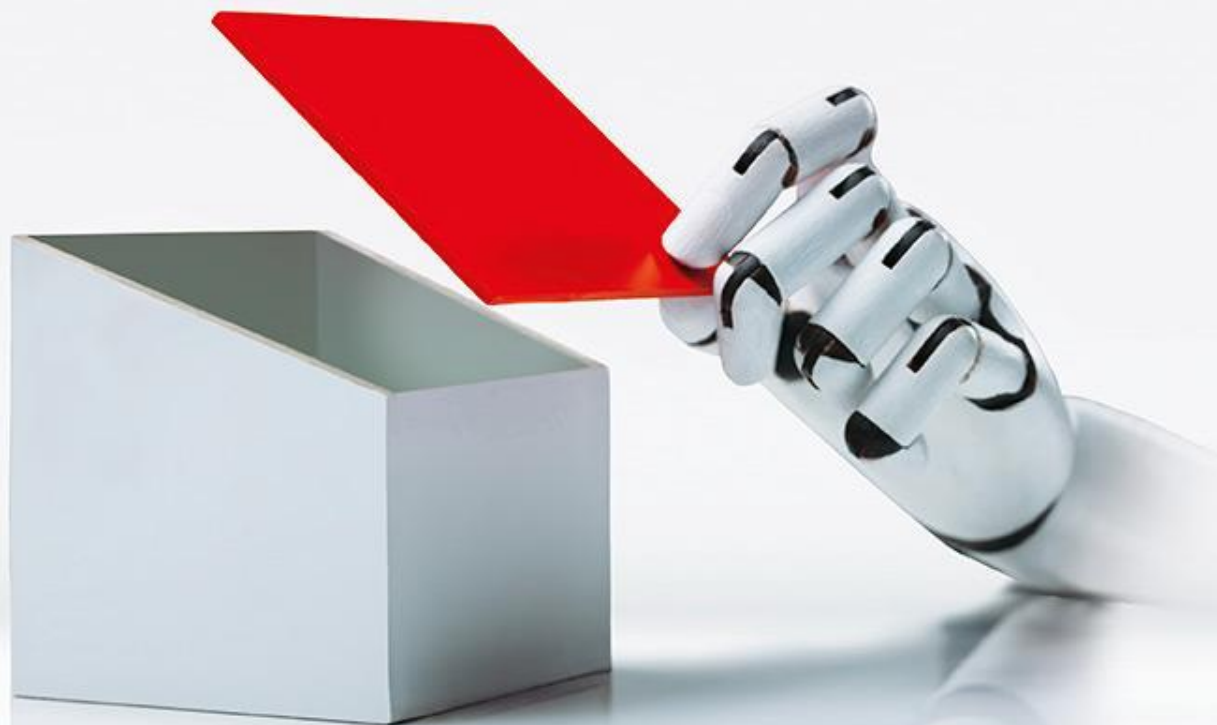
Close to the Customer all Over Germany



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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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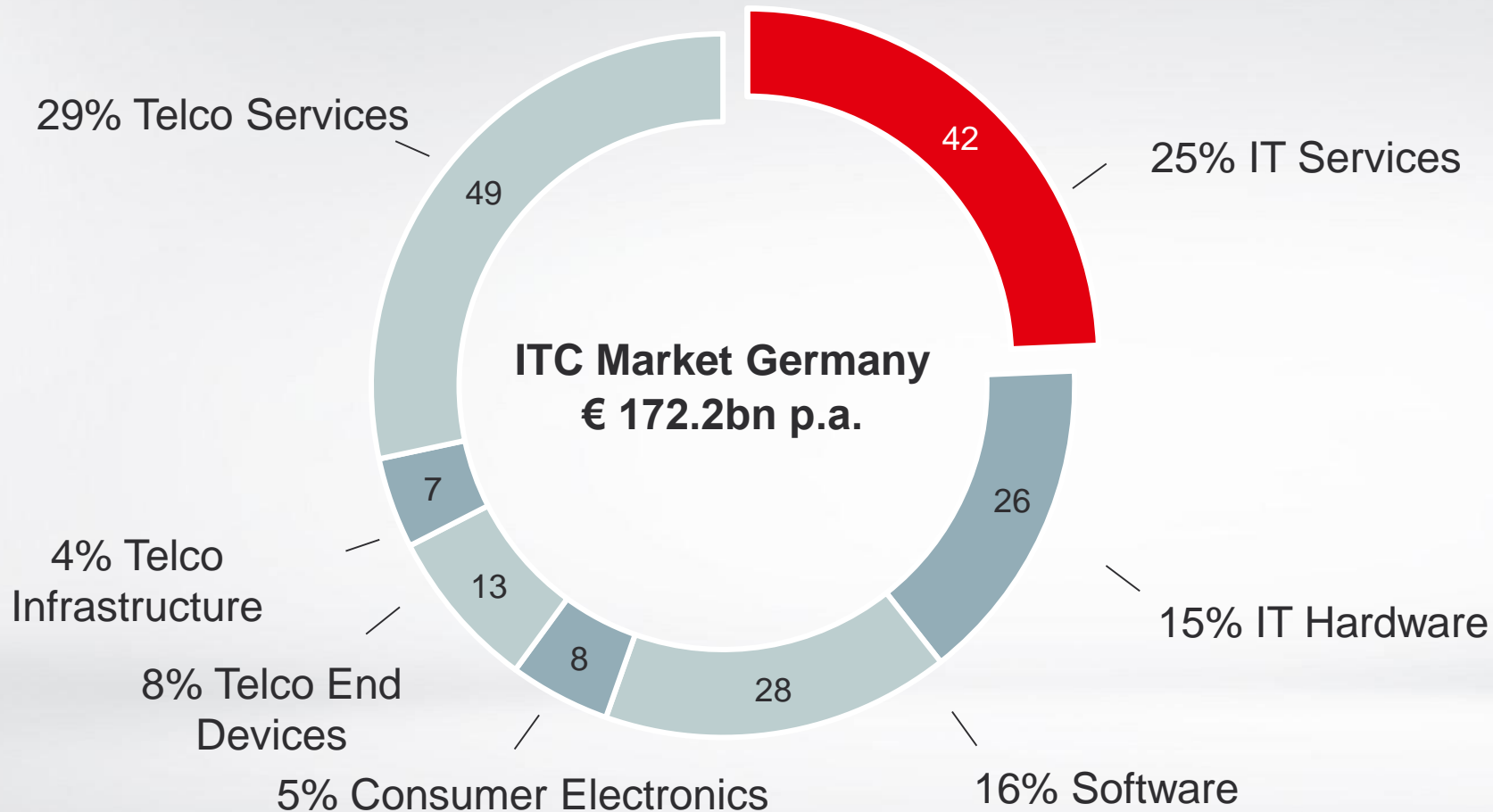
IT's that empowering.

Growth Strategy

DATAGROUP Grows Stronger Than the Market



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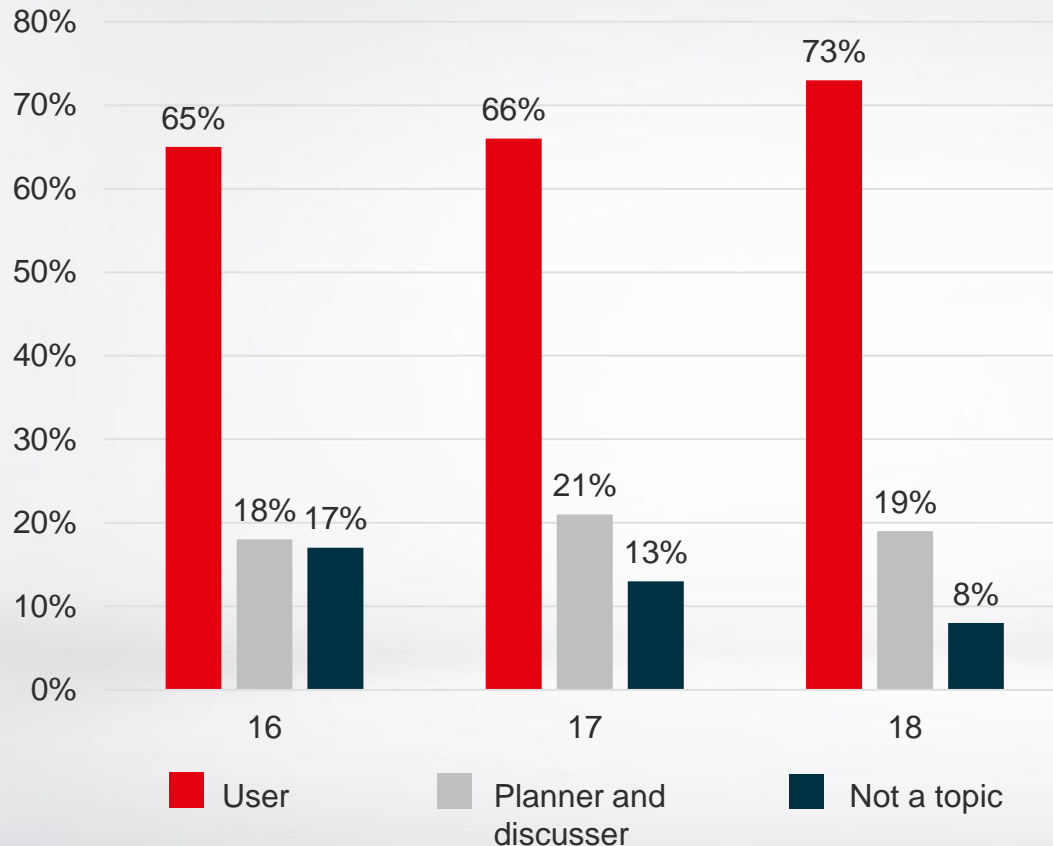
- Annual growth ITC market according to Bitkom: 2.4 %
- Having generated organic growth of 4 - 6 % in the last years, DATAGROUP clearly exceeds this growth rate
- And also grows inorganically by c. 8 - 12 %

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?

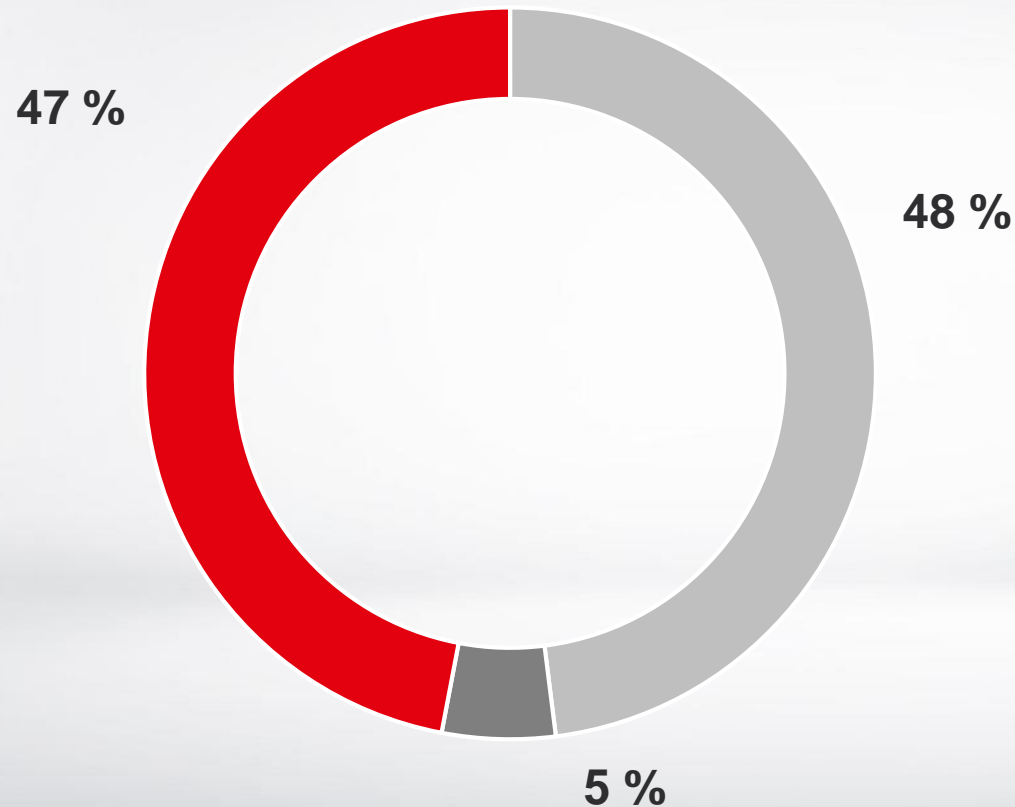


- Cloud computing established as a leading technology in Germany
- User can choose between private cloud, public cloud or hybrid cloud model
- DATAGROUP sees itself as a cloud orchestrator
- We offer all models and support our customers from the transition into the cloud right through to operations, 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?



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- 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



IT Security	■ ■ ■ ■ ■
Training	■ ■ ■ ■ ■
Managed Services & Outsourcing	■ ■ ■ ■ ■
Cloud Services	■ ■ ■ ■ ■
Software Implementation & Maintenance	■ ■ ■ ■ ■
Hardware Implementation & Maintenance	
IT Consulting	■ ■ ■ ■ ■
Network & Storage	□ ■ ■ ■ ■
Communication and Collaboration	□ ■ ■ ■ ■
Total	■ ■ ■ ■ ■

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

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Additional DATAGROUP Location in Leinfelden



MS

DATAGROUP

DATAGROUP

Dulmerstraße 6

Empfang

Warenabholung

Warenausgang

DATAGROUP Leinfelden

Always Close to Our Customers



- 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



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

DATAGROUP in Leinfelden

IT Workstation Supply Chain – All Under One Roof



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



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Strong Order Intake With CORBOX IT's that empowering.



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

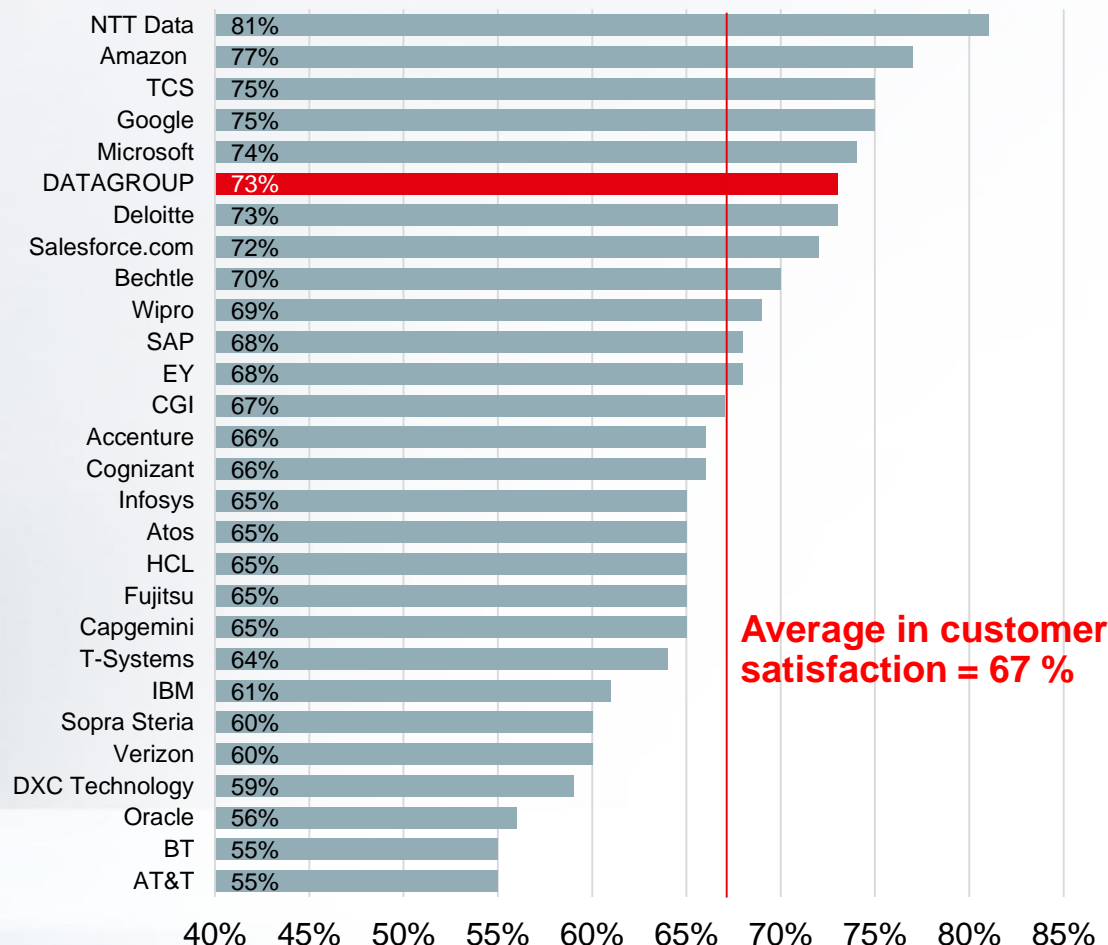
SAP Services

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

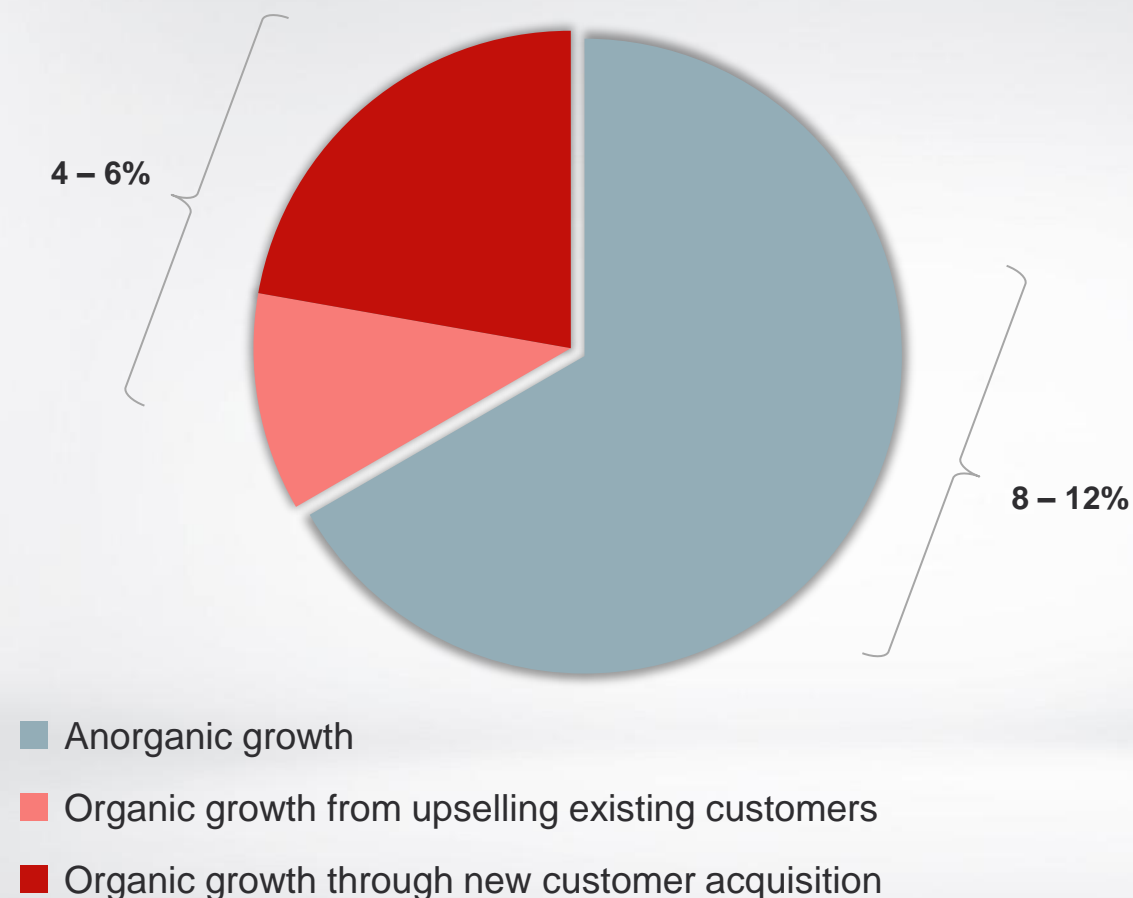


IT's that dynamic.



Dual Growth Strategy

Anorganic vs. Organic Growth – Ambition



- 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	EBIT
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	EBIT
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		
Multiples average		3.3	4.0

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

M&A-History



DATAGROUP
PS

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

DATAGROUP Frankfurt GmbH (previously UBL Informationssysteme GmbH) on 01.04.2019



- 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, ULB 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)



- 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



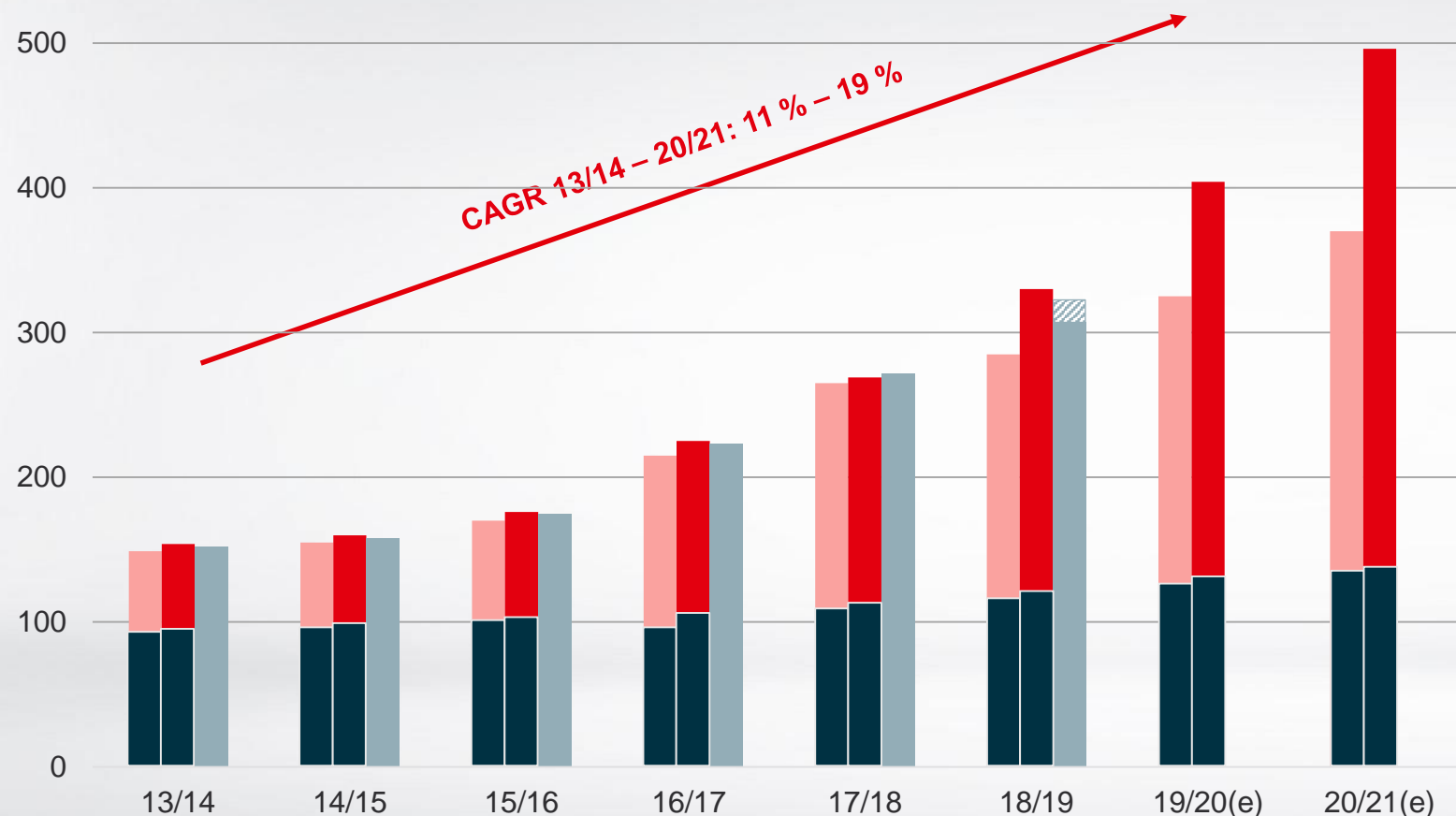
IT's that simple.

- 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



DATAGROUP
MS

IT's that promising.



Where We Go From Here

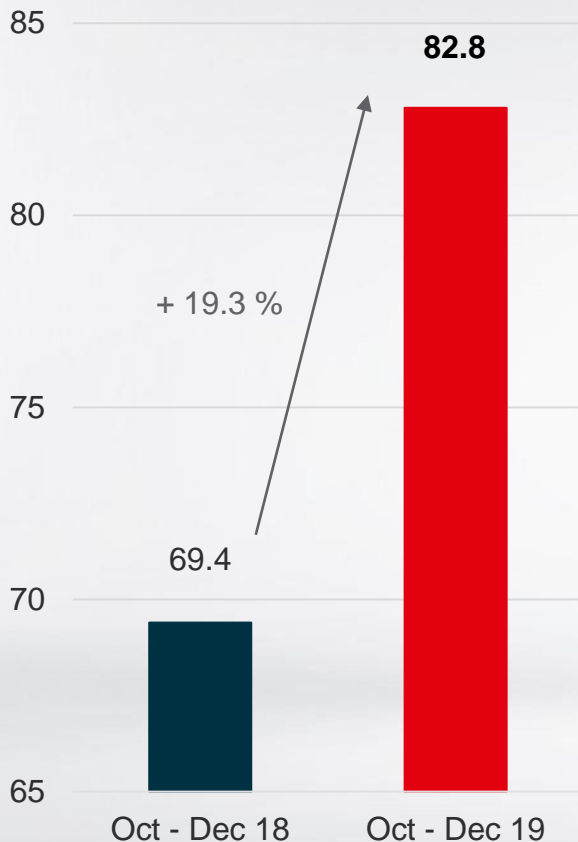
- New CORBOX services
- Efficiency increase thanks to automation
- Additional acquisitions
- Activities with a focus on skilled staff retention and acquisition



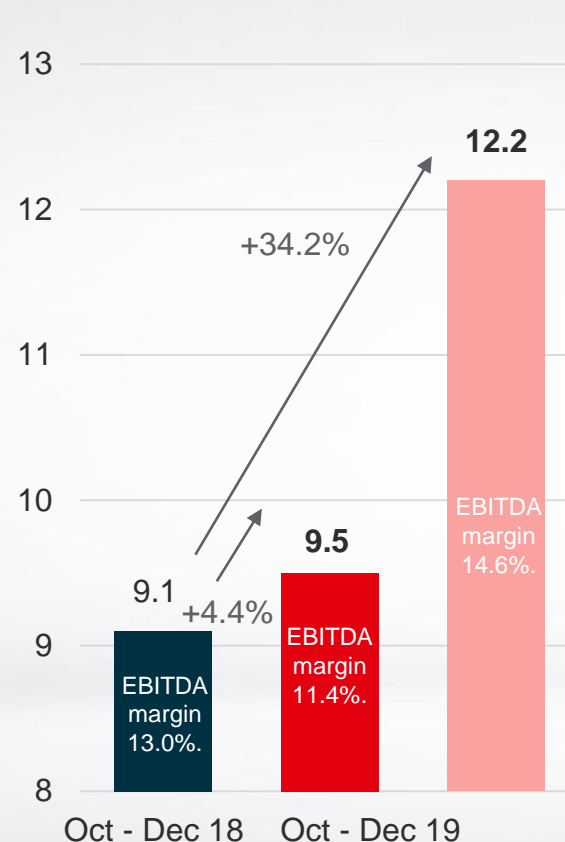


Good Start to the New Year – Q1 19/20

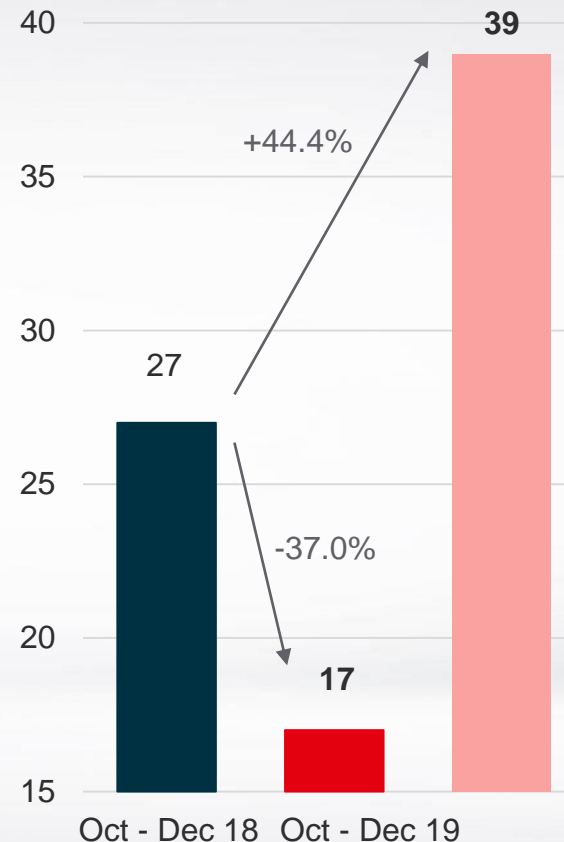
Revenue €m



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

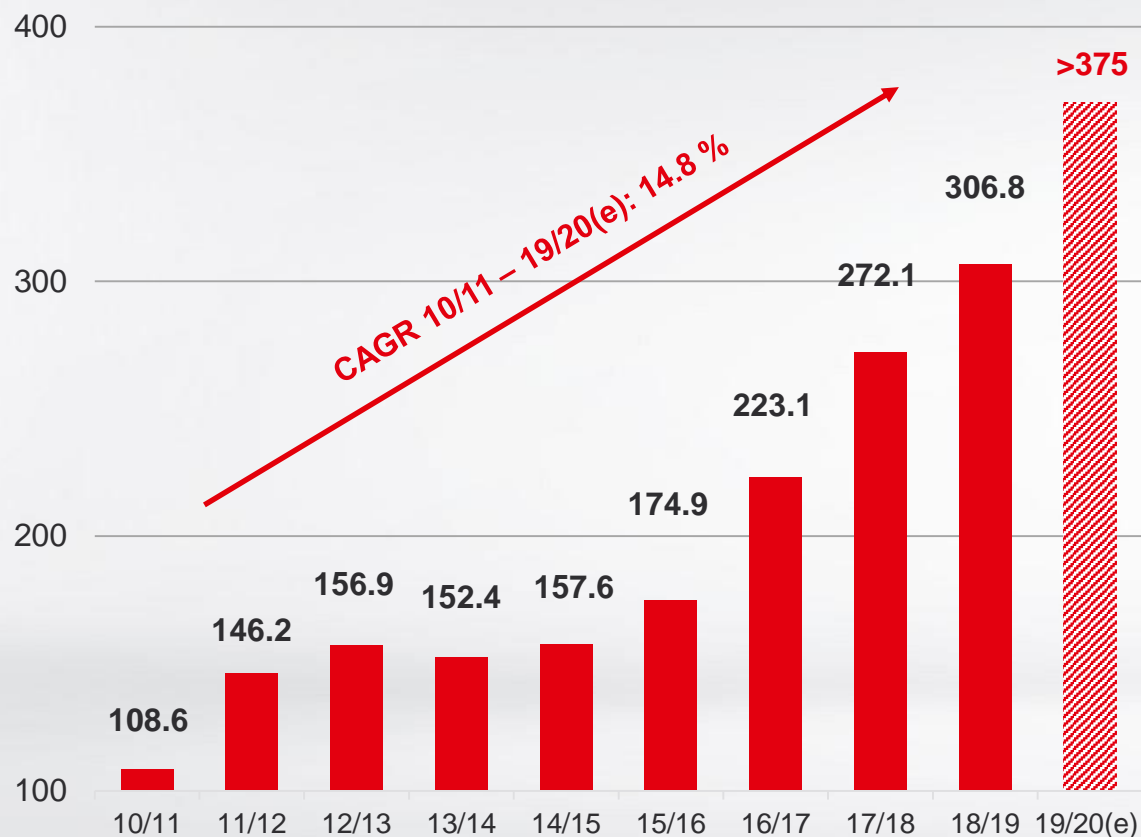


- 12 new customer for CORBOX and 9 further developments since October
- Thereof 3 new customers of our new company: DATAGROUP Frankfurt GmbH
- Another 21 customers have extended their contracts as well

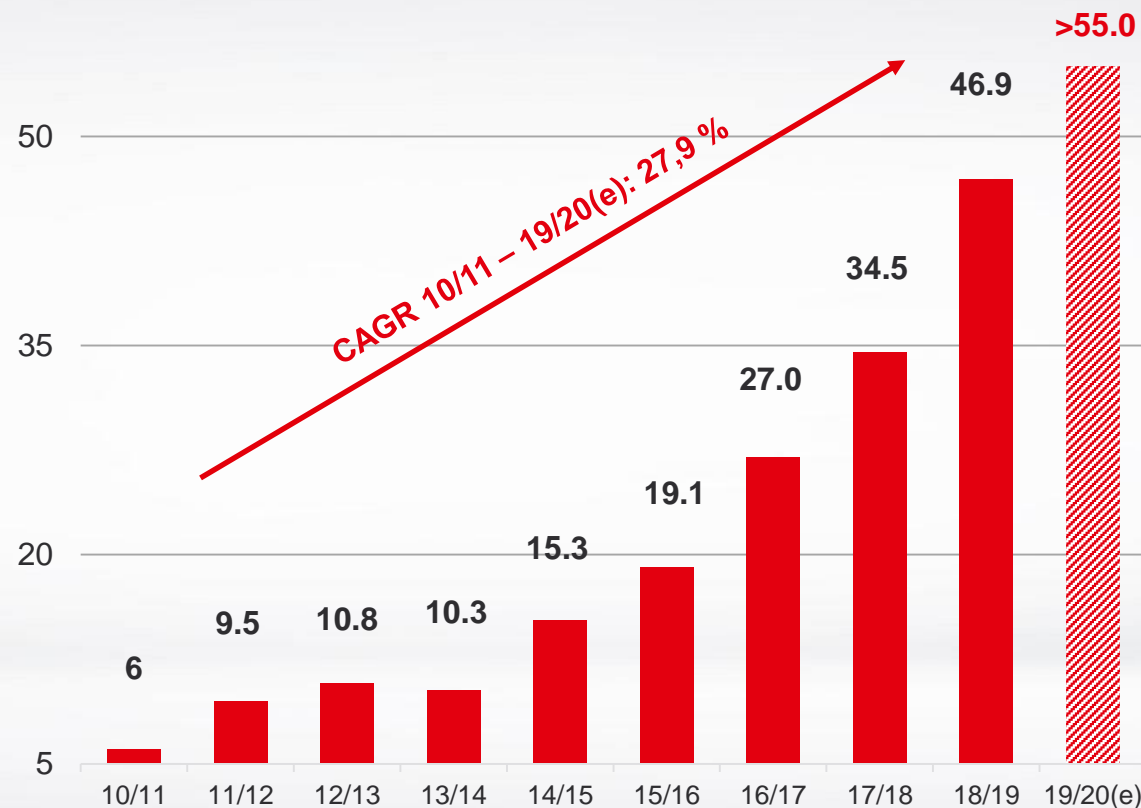
Our Guidance for FY 19/20

Growth of Revenue and EBITDA Continues

m€ Revenues

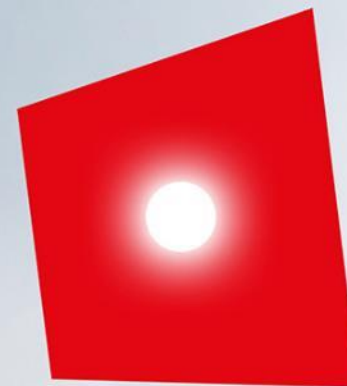


m€ EBITDA





DATAGROUP



IT's that inspiring.

We think differently.

We work differently.

We find better solutions.





DATAGROUP

IT's that promising.

Appendixes



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



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.



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.



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.