



**DATAGROUP**



**IT's that simple.**

Welcome to the DATAGROUP  
Annual General Meeting 2021

# Meetings and Reporting



**DATAGROUP**



- 9 Supervisory Board meetings in total (thereof 5 in person and 4 by telephone).
- Regular reports from the Management Board on the business performance and the budget approved by the Supervisory Board.
- The Supervisory Board assisted the Management Board in an advisory capacity during the fiscal year and has been involved in all major decisions.



Managing the risk situation of DATAGROUP SE on the basis of regular reports from the Management Board.

### **Focus areas in fiscal year 2019/2020:**

- Impacts of the Covid-19 pandemic on the company
- Business development of DATAGROUP Financial IT Services GmbH
- IT security and cyber security
- Competitive analysis
- Employee retention and acquisition
- Human resource development of the management team

**There were no risks threatening the company's existence at any time.**

# Transactions Requiring Approval



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Transactions advised and approved by the Supervisory Board:

- January 2020:  
Acquisition of Portavis GmbH, January 2020
- June 2020:  
Acquisition of 24% of the shares in Cloudeeter GmbH





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IT's that strong.

Report of the Management Board on the  
Past Fiscal Year



## **Solid numbers with significant TOP-line growth**

- Share of service revenues further increased – low-margin hardware decreased
- This brings the recurring revenues further up
- Solid business in all DATAGROUP market units – some of the local branches showed record results
- 21 new Corbox customers, 14 upsells with existing customers

## **Singular negative events burdened the result heavily**

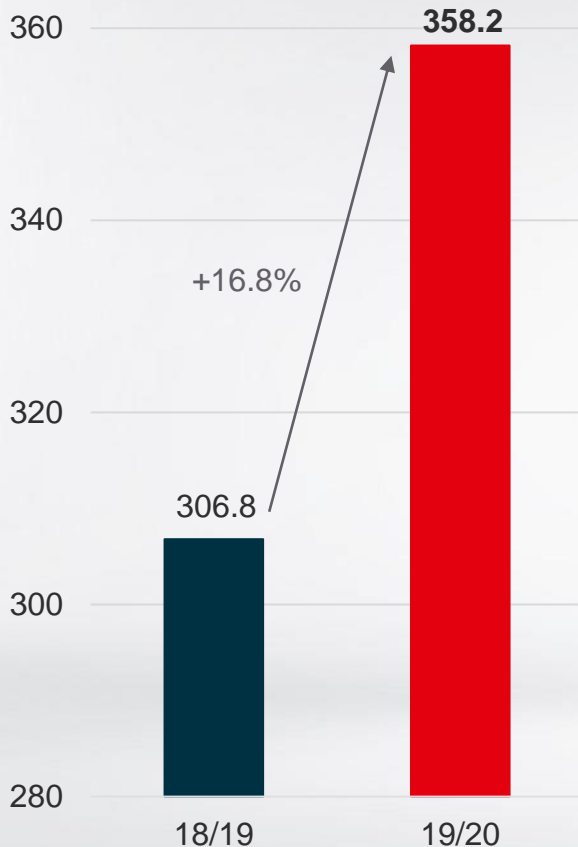
- Some small impacts from the Corona pandemics e.g. on the RPA business and the Ulm branch
- Key issue: Losses and risk provisions in DATAGROUP Financial IT Services GmbH



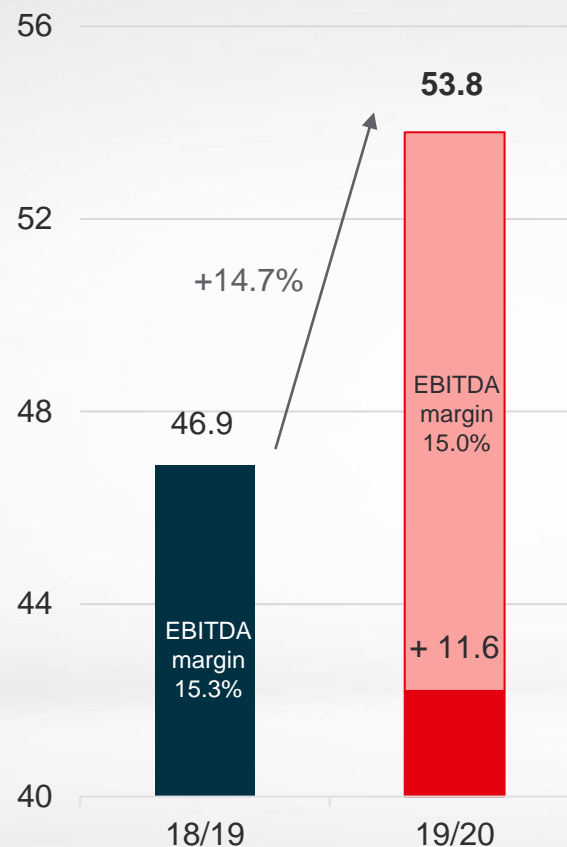


# DATAGROUP Continues Expansion Course despite Corona

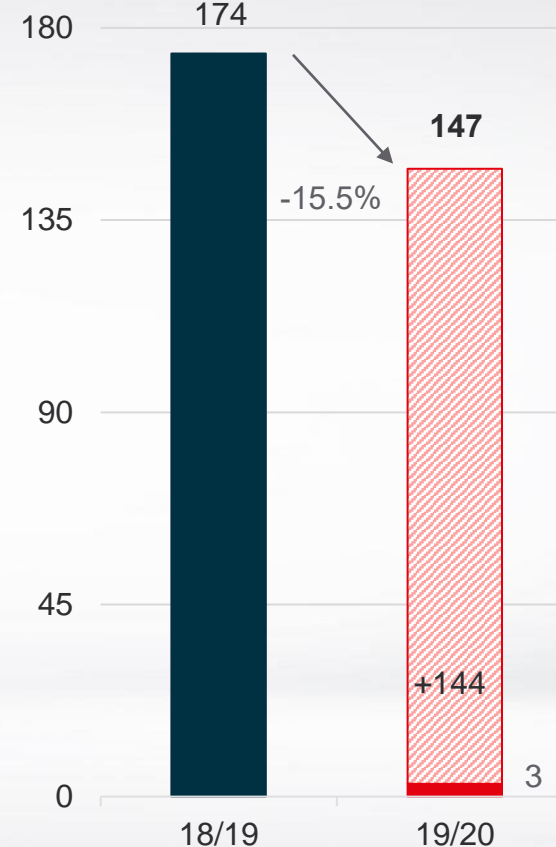
**Revenue €m**



**EBITDA €m (before risk provisions)**



**EPS cents (before risk provisions)**



Strong increase in Revenue, decline in EBITDA and EPS

- 11.6m € positive effect from Portavis bad will
- 24.6m € extraordinary costs in the financial service sector, thereof 12.0m € risk provisions

- One-off effect, lucky buy Portavis
- Effects from risk provisions in the financial services sector



# Transitions Burdened DATAGROUP Financial IT Services



- Transitions for the newly gained customers of DATAGROUP Financial IT Services GmbH (FIS) suffered delays in 19/20
- Much higher than expected time and headcount required for the transitions (app. 100 freelancers for more than 1 year had to be hired)
- Production process and delivery of services within FIS was not according to DATAGROUP standards
- High level of complexity of new projects





# Actions Taken by the Management



- Implementation of task force since April
- Changes in local management
- Improvement of cost structures – reduction of expensive freelance capacities and deployment of DATAGROUP experts
- Re-design of business processes and billing structures
- Re-negotiation of contracts and close exchange with customers
- Close monitoring of development by Top Management
- All measures are showing very good results



# Selected Profit and Loss Statement Figures Fiscal Year 19/20

Figures in € thousand	18/19	19/20	Changes
Revenues	306,765	358,211	16.8%
Other own work capitalized	777	1,743	124.3%
Change of capitalized contractual costs	14,303 <sup>1)</sup>	7,274	-49.1%
Total revenues	321,845	367,228	14.1%
<i>Material expenses / expenses for purchased services</i>	105,447 <sup>1)</sup>	119,143	13.0%
Gross profit	216,398	248,085	14.6%
<i>Personnel expenses</i>	153,241 <sup>1)</sup>	187,991	22.7%
EBITDA before risk provisions	46,881	53,807	14.8%
<i>EBITDA after risk provisions</i>	46,881	41,807	-10.8%
EBIT before risk provisions	23,626	20,988	-11.2%
<i>EBIT after risk provisions</i>	23,626	8,988	-62.0%
<i>Financial result</i>	-1,936	-2,375	22.7%
Risk provisions financial services sector	0	12,000	0.0%
EBT	21,690	6,613	-69.5%
Net income	14,514	249	-98.3%
EPS (in €)	1.74	0.03	-98.3%
EPS before risk provision	1.74	1.47	-15.5%

- EBITDA contains 11.6m € purchase price bargain from Portavis acquisition
- Risk provisions of 12.0m € burden earnings
- Net income burdened by tax effect which presumably will reverse in the coming year

1) 8.1m € from personnel expenses and 6.2m € from material expenses were reclassified to "Changes in capitalized contract costs".



# Selected Key Balance Sheet Figures Fiscal Year 19/20

Figures in € thousand	18/19	19/20	Changes
Goodwill	64,027	62,501	-2.4%
Long-term financial liabilities	157,009	206,019	31.1%
<i>thereof liabilities to financial institutions</i>	90,358	78,163	-13.5%
<i>thereof liabilities from finance leases</i>	23,533	42,664	81.3%
<i>thereof pension provisions</i>	37,702	72,790	93.1%
Short-term liabilities	89,022	113,181	27.1%
<i>thereof liabilities to financial institutions</i>	8,729	12,314	41.1%
<i>thereof liabilities from finance lease</i>	8,754	15,945	82.1%
Cash and cash equivalents	47,465	63,937	34.7%
Accounts receivable	45,591	41,255	-9.5%
Accounts payable	9,126	12,491	36.9%
Net financial debt (short and long term)	65,745	63,044	-4.1%
Equity ratio <sup>1)</sup> (in %)	23.4	17.2	-26.5%
Return on equity <sup>2)</sup> (in %)	20.5	0.4	-98.3%
Balance sheet total	320,077	385,352	20.4%

- SSD repayment (7.5m €) reduces financial liabilities
- Pension provisions increased due to Portavis
- Leasing agreement BFL (13.5m €) and new rental agreements in Mainz, Ulm and Frankfurt (10.5m €) increased finance lease liabilities
- Cash in Portavis (35.6m €)
- Balance sheet total up because of Portavis

<sup>1)</sup> Modified equity ratio incl. quasi-equity funds

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





# Cash Flow from Investing Activities Fiscal Year 19/20

Figures in € thousand	18/19	19/20	Changes
Cash inflow from sale of property, plant and equipment	140,869.45	754,130.18	435.34%
Cash outflow for investment in property, plant and equipment	-15,610,402.02	-17,002,404.79	8.92%
Cash inflow from intangible assets	17,151.27	22,621.79	31.90%
Cash outflow for investments in intangible assets	-3,061,652.10	-5,237,681.03	71.07%
Cash inflow from sale of financial assets	343,675.40	-1,349,523.51	-492.67%
Cash outflow for investments in financial assets	-1,039,750.00	-269,450.04	-74.09
Cash inflow from repayment of financial assets	0.00	100,011.49	./.
Cash inflow / outflow from investments in fully consolidated companies	-21,715,884.73	35,554,765.15	-263.73%
Interest received	359,213.98	22,281.79	-93.80%
<b>Net cash used for investing activities</b>	<b>-40,566,778.75</b>	<b>12,594,751.03</b>	<b>-131.05%</b>

- Capex influenced by the projects OneERP and OneHR
- By acquisition of Portavis DATAGROUP received 35.6m € net (acquired cash less price of acquisition)



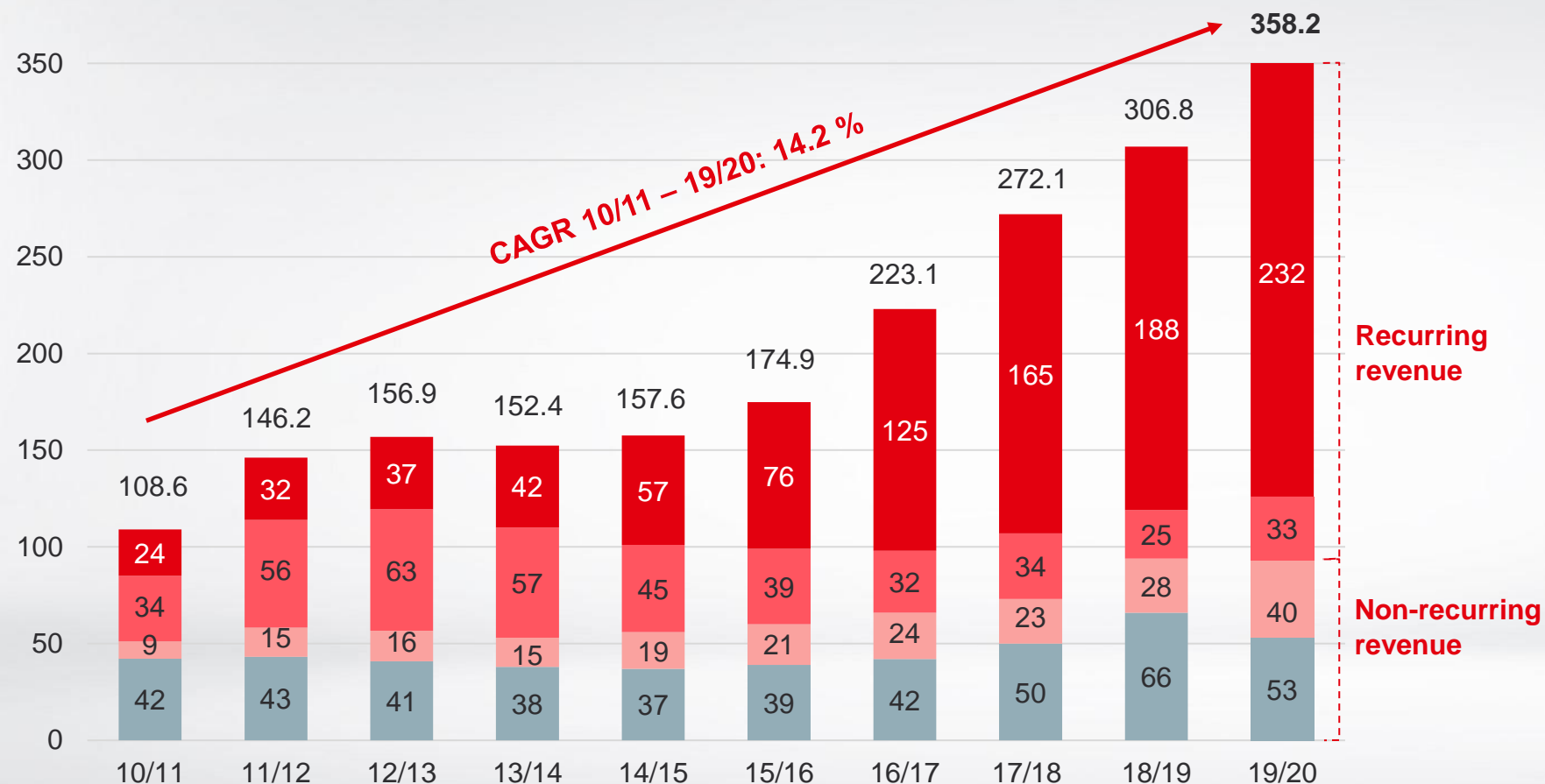
# Cash Flow from Operating Activities Fiscal Year 19/20

Figures in € thousand	18/19	19/20	Changes
Net income for the period	14,513,915.52	248,735.90	-98.29%
Interest received	-359,213.98	-22,281.79	-93.80%
Interest paid	1,138,664.94	1,963,357.76	72.43%
Depreciation and amortisation of non-current assets	23,337,058.58	32,818,885.14	40.63%
Changes in pension provisions	795,976.98	1,451,433.79	82.35%
Gains (-) / losses (+) on disposals of non-current assets	35,937.18	421,012.07	1,071.52%
Increase (-) / decrease (+) of receivables or liabilities to shareholders, related and associated companies	-294,414.10	-49,202.48	-83.29%
Increase (-) / decrease (+) of inventories, trade receivables and other assets	-47,191,372.88	-4,537,927.85	-90.38%
Increase (+) / decrease (-) of trade payables and other liabilities	12,587,716.75	1,083,863.62	-91.39%
Income out of business transaction	0.00	-11,570,708.49	./.
Other non-cash transactions	-41,795.80	-122,744.65	193.68%
<b>Cash flow from operating activities</b>	<b>4,522,473.19</b>	<b>21,684,423.01</b>	<b>379.48%</b>

- As in the previous year, the operating cash flow was heavily burdened by the financial services division (17.8m € in the financial year compared to 15.8m € in the previous year)
- The sale of receivables from customers had a cash flow improving effect of 13.4m €

# Strong Growth in Recurring Revenues With High Margin Services

Revenues 10/11 – 19/20 €m



**82% gross margin 19/20 through recurring revenue**

- Recurring Cloud Services
- Recurring Non-Cloud Services
- One time services
- Trade + Others

Fiscal Year 01.10 – 30.09.

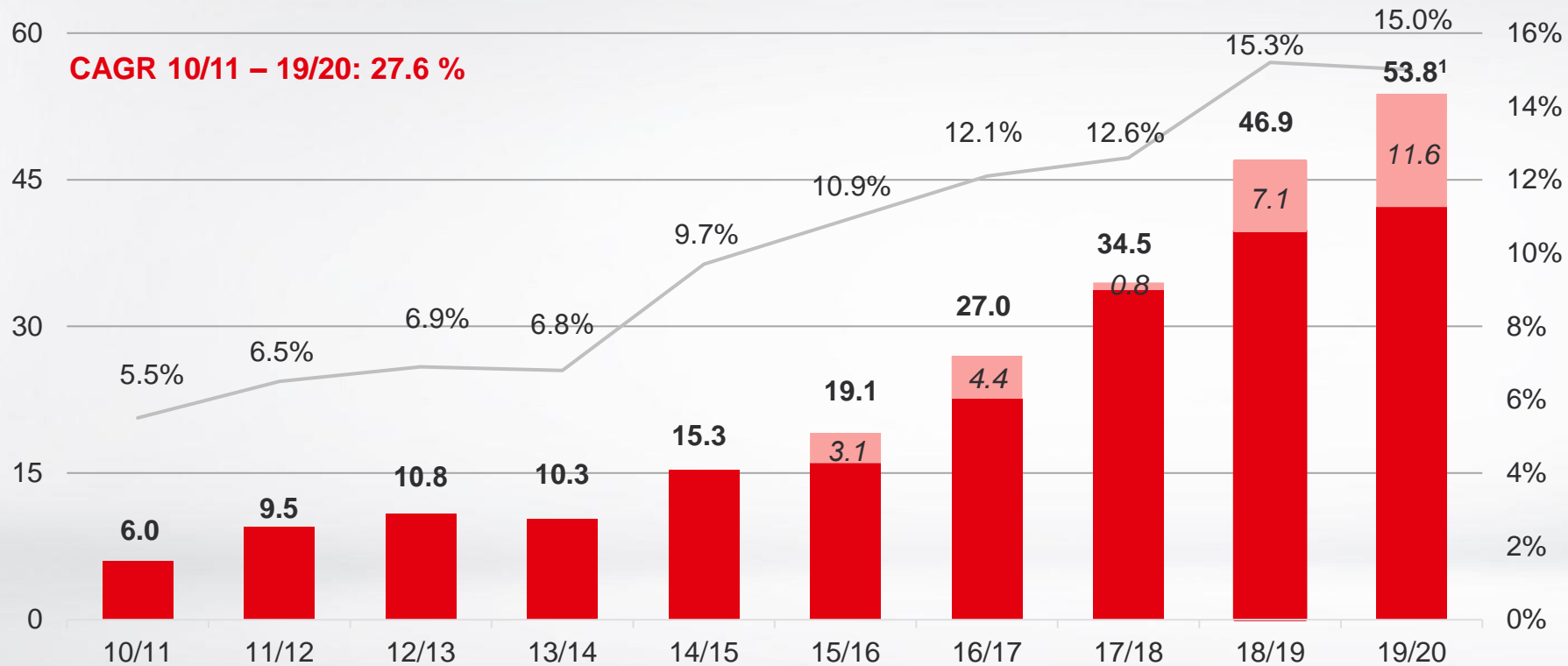




# Development of EBITDA

EBITDA 10/11 – 19/20 €m

EBITDA Margin 10/11 – 19/20 in %



■ One-off effects out of acquisitions

— EBITDA margin

<sup>1</sup> Before risk provisions  
Fiscal Year 01.10 – 30.09

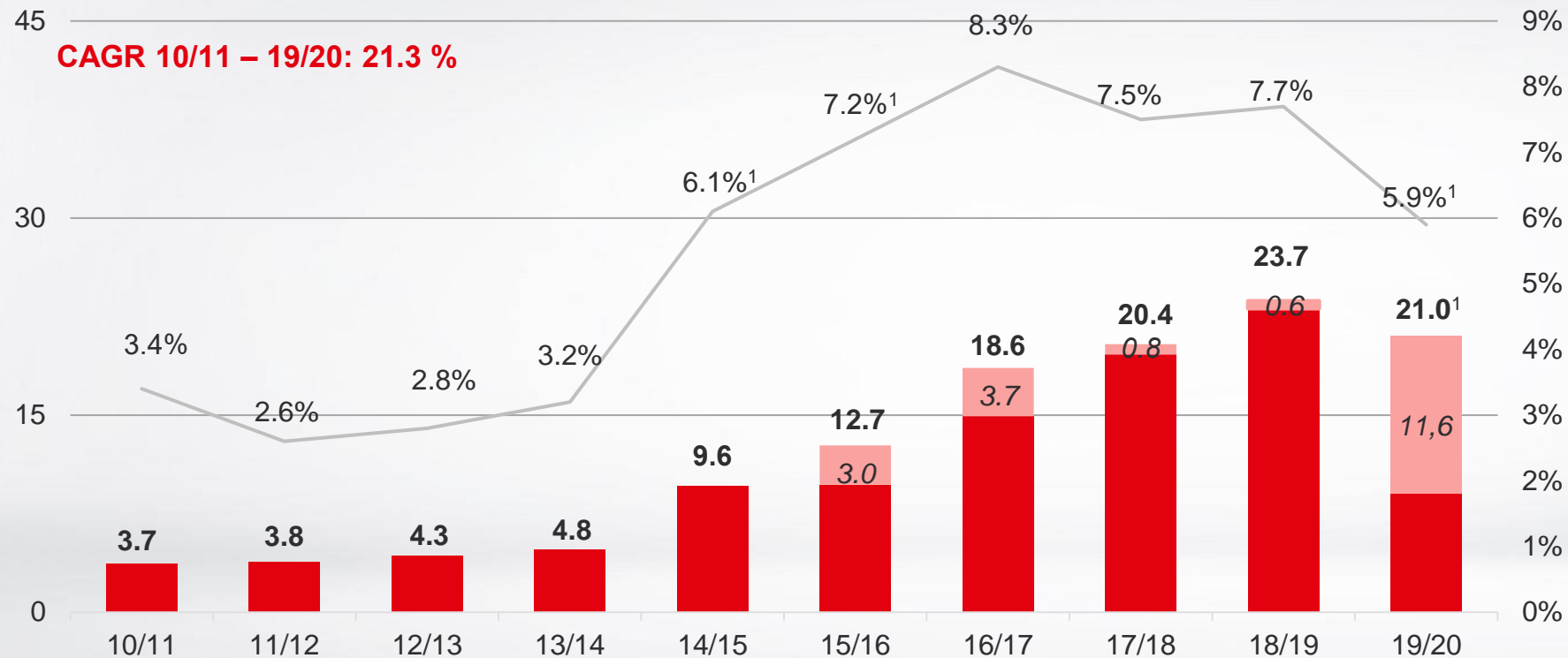


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# Development of EBIT

EBIT 10/11 – 19/20 €m

EBIT Margin 10/11 – 19/20 in %



**DATAGROUP realized extraordinary purchase price bargains over the past five years**

**This is part of the DATAGROUP business model**

■ One-off effects out of acquisitions

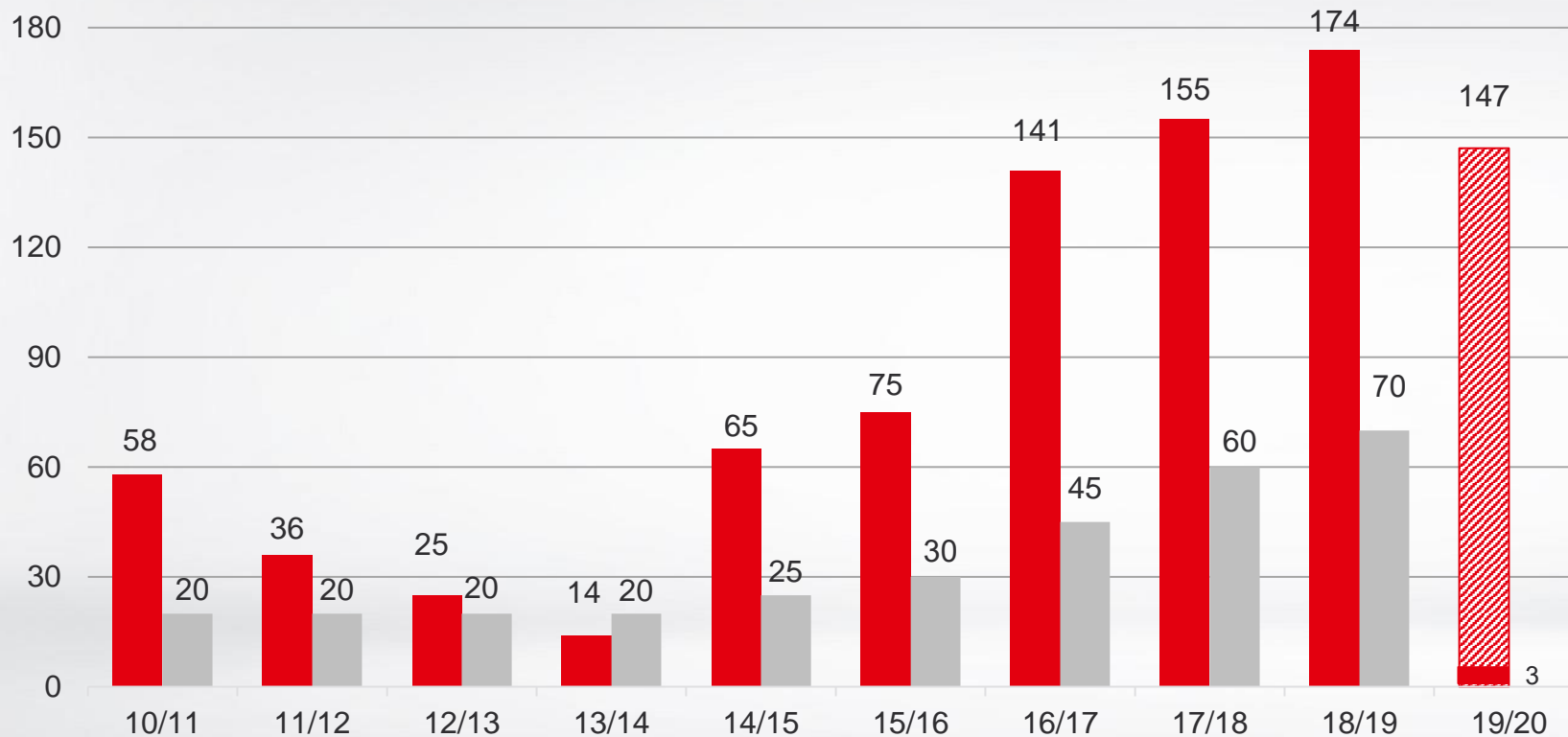
— EBIT margin

<sup>1</sup> Before risk provisions  
Fiscal Year 01.10 – 30.09.



# Development of EPS and Dividend

EPS and dividend 10/11 – 19/20 cents




## Our dividend policy:

ca. 30 – 40% of net profit

EPS burdened by one-off losses and risk provisions in the financial services sector

Appropriation of earnings provides that no dividend be paid

 Effects from risk provisions in the financial services sector

Fiscal Year 01.10 – 30.09.





# Improvement of Investment and Depreciation Ratios

Figures in € thousand	Changes 19 – 20	30.09.20	30.09.19
Service revenue	25.7%	304,717	242,500
Investments <sup>1)</sup>	19.1%	22,240	18,672
<b>Investment ratio in %</b>	<b>-5.2%</b>	<b>7.3</b>	<b>7.7</b>
Goodwill amortization	0.0	0.0	0.0
PPA amortization	11.6%	4,186	4,673
Depreciation of right of use assets buildings / cars	54.9%	10,854	7,006
Depreciation of non-current assets	43.4%	17,292	12,063
<b>Depreciation ratio of non-current assets in %</b>	<b>14.1%</b>	<b>5,7</b>	<b>5.0</b>
<b>Ratio investments / depreciation of assets in %</b>	<b>-17%</b>	<b>129</b>	<b>155</b>

1) Cash outflow for investments in intangible assets and PPE according to consolidated income statement

# Dividend Proposal



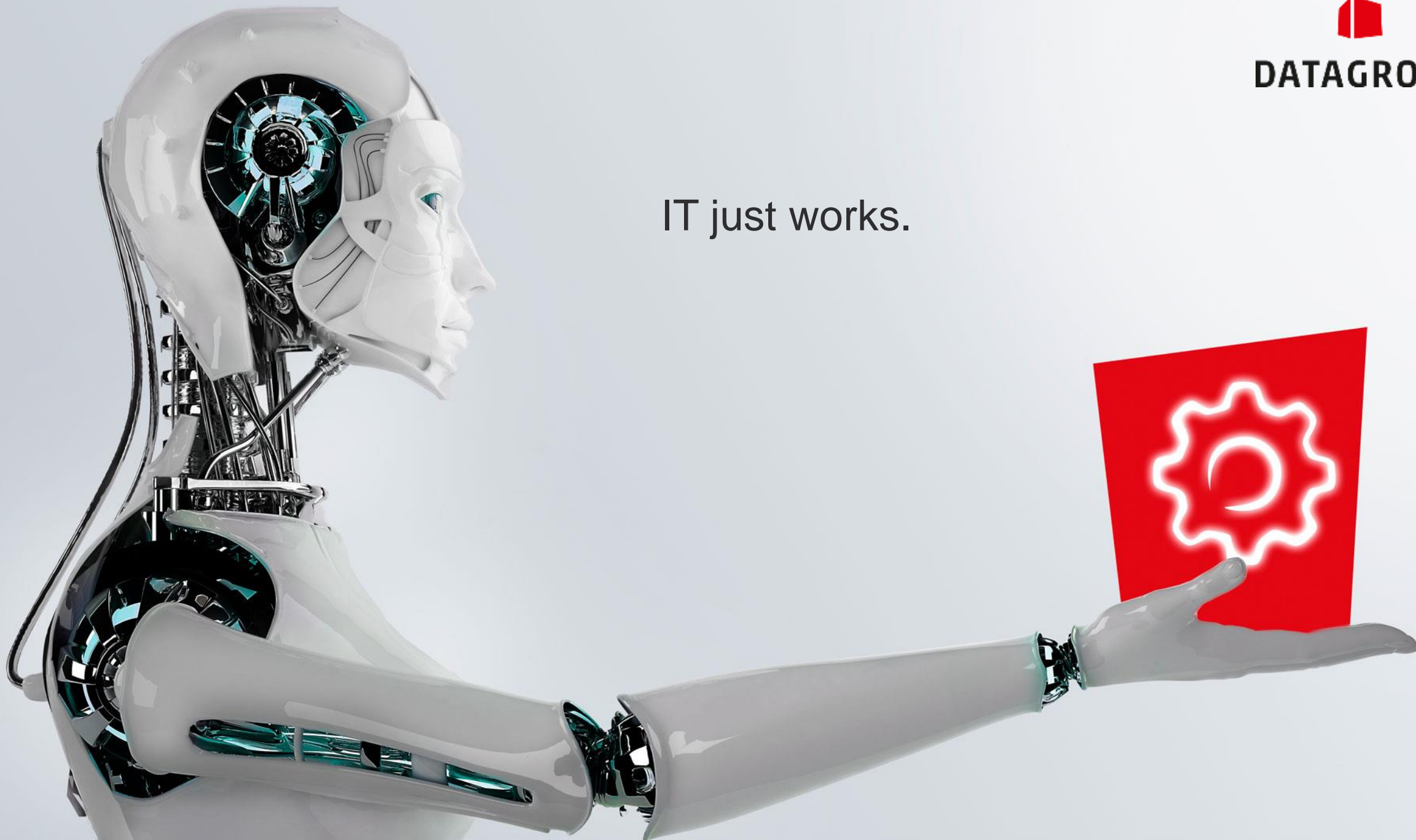
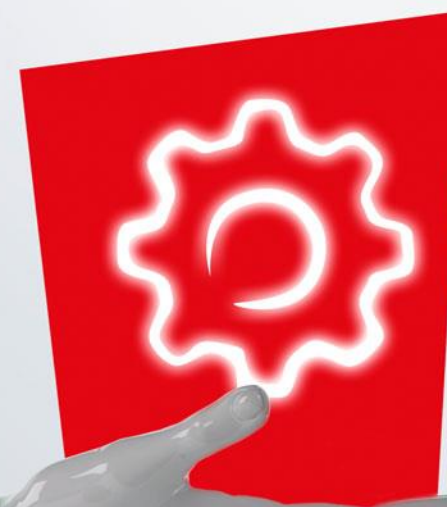
IT's that simple.

- No dividend distributed to shareholders
- Total net income to be carried forward to new account  
**= € 11,894,238.40 €**
- It is planned to return to our long-term dividend policy in the current fiscal year and pay out 1/3 of earnings



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IT just works.





# DATAGROUP Manages Covid-19 Crisis Together with Customers and Employees



IT's that simple.

- DATAGROUP presents itself as a reliable and collaborative service provider at eye level during the Covid-19 pandemic
- New challenges have been addressed together with customers and employees in a flexible, fast and innovative manner
- Stronger demand for end user services as well as communication & collaboration services

# DATAGROUP Production Model as a Stable Factor of Success



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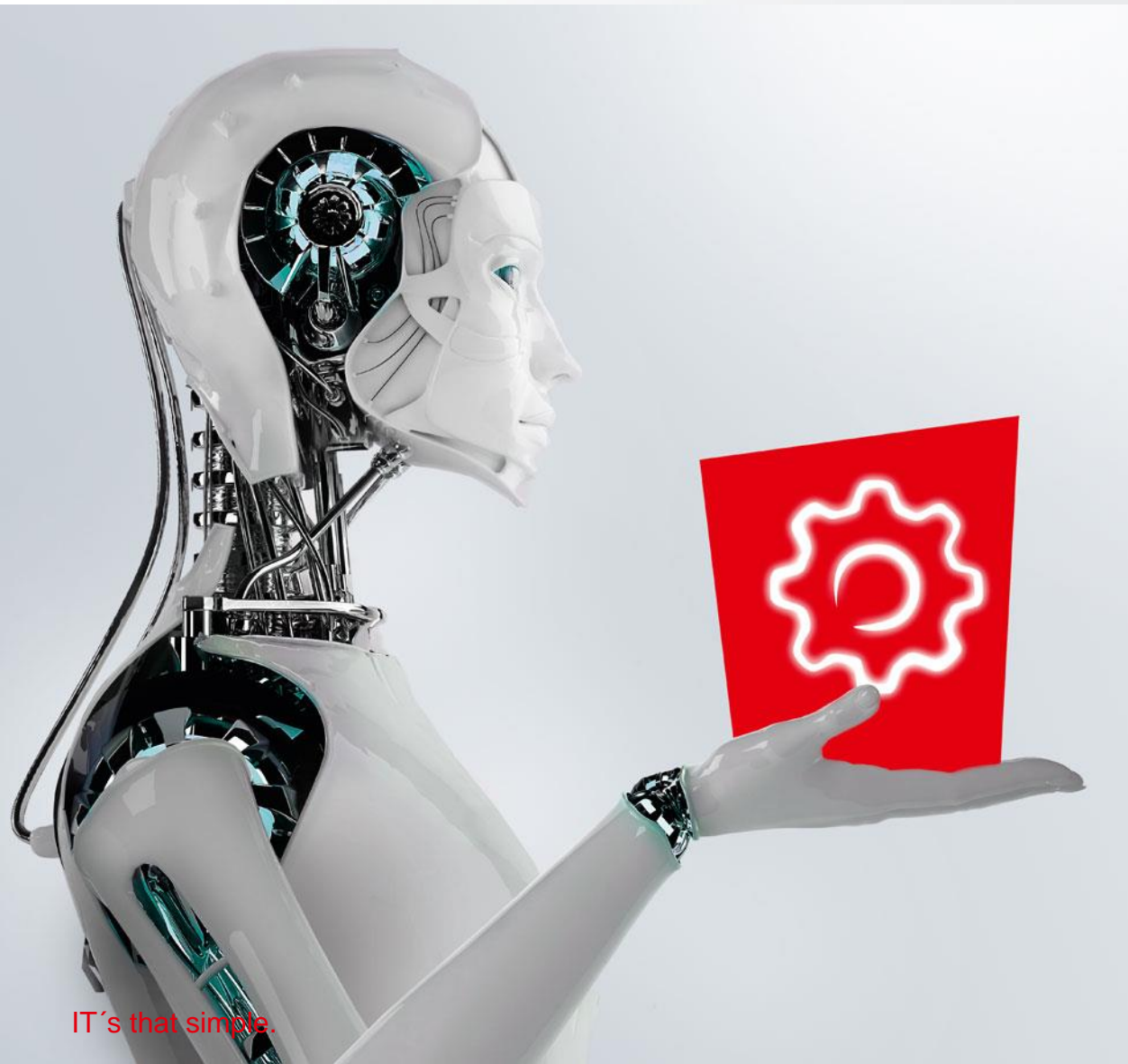


- Production model is the optimal combination of central and local production
- An agile local production enables us to quickly respond to different customer needs while being close to the customer
- Central cloud platforms in DATAGROUP's data centers benefit from high degree of standardization and automation with remote operational control from home

*"Even when we were hit by the consequences of the Covid-19 lockdown, DATAGROUP was at our side 24x7 as usual."*

Eckard Steffin, Chief Executive at KVB

# DATAGROUP Digitization Projects Aimed at Improving our Productivity



IT's that simple.

- **AI at DATAGROUP Service Desk**  
Use of Artificial Intelligence and RPA technology for efficient ticket processing at the Service Desk
- **OneHR self-service portal**  
Digitization of HR processes and standardization of our HR platforms
- **DATAGROUP production dashboards**  
Use of analytics tools to control the DATAGROUP production



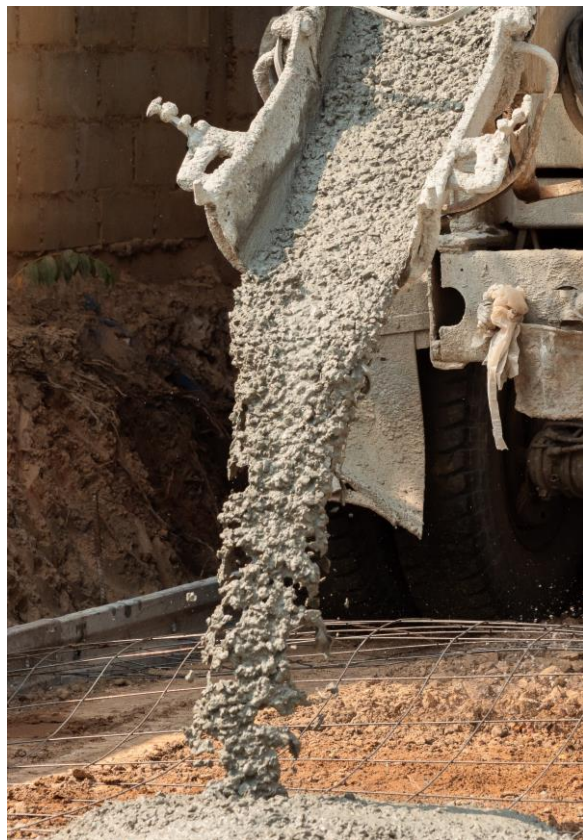
# Well-Prepared for Customer Requirements During the Pandemic and in the Future Thanks to the DATAGROUP Portfolio



- Increase in digitization needs
- Cloudification of CORBOX service portfolio
- Quick response to new requirements with public cloud-based services
- Platform services geared towards hybrid operation scenarios
- New collaboration services make it easier for our customers to efficiently work from home



# DATAGROUP is an Active Contributor of Many Services and Projects for Customers



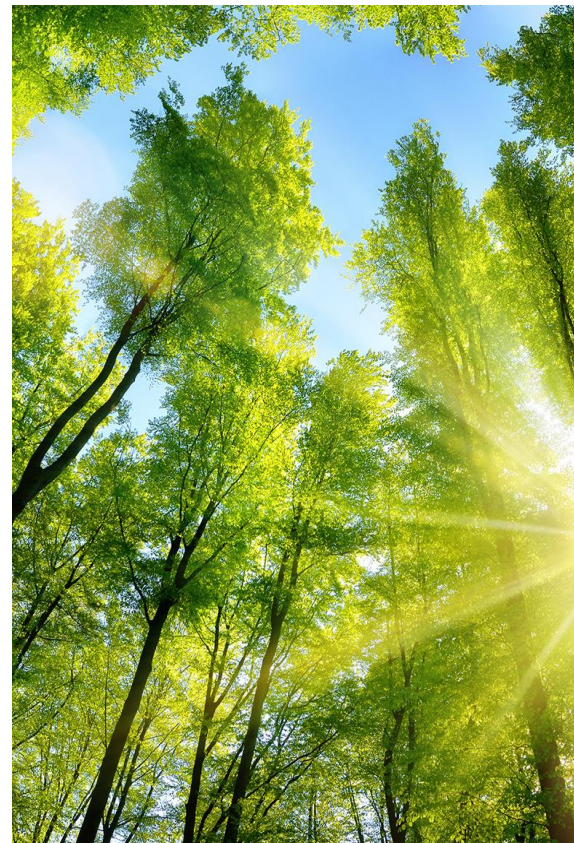
**Builders merchant**  
**Germany-wide roll-out**  
**(5,000 customers)**



**Regional authority**  
**End User Service (45,000**  
**customers)**



**Support in digitization**  
**Pilot: Email and file storage for**  
**teachers**



**Regional authority (Forestry)**  
**Cloud-only implementation and**  
**operation**



**Biotech company**  
**Hybrid cloud solution for**  
**infrastructure**



**Vaccine centers in Baden-**  
**Württemberg**  
**Cloud solution for vaccine areas**

# DATAGROUP Stands Out as a Reliable Employer During the Covid-19 Pandemic



- High degree of digitization at DATAGROUP
- Over 90% of employees in mobile working situation with the first lockdown in 2020
- Covid-19 infection rate of the staff continuously below national average
- Constant implementation of internal employee campaign on brand and corporate values and continuous contact due to several internal communication activities
- DATAGROUP as top employer in 2020





- *“Well, actually it couldn't get any better. Home office, being provided with face masks, and the trust of our executive managers, who stay connected with the employees through regular video calls.”\**
- *“I would give 10 stars if I could. I still think it's great [...] that mothers with children are given the opportunity to predominantly work from home. I can highly recommend DATAGROUP as an employer.”\**

\* Source: [kununu.com/de/datagroup](https://kununu.com/de/datagroup)

# DATAGROUP Expects Ever-Increasing Need of Customers on the Path to Digitization



IT's that simple.

- Covid-19 crisis as a push factor for digitization, with demand continuing to increase in the current year
- After lockdown, we expect demand for Digital Solution and Transformation Services to increase as well
- As engine room of digitization, DATAGROUP continues to make major contributions during the pandemic and for its customers



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IT's that empowering.



# 10 Years of Growth at DATAGROUP



**+ 21.3%**  
p.a. EBIT\*

**> 200**  
CORBOX customers  
status 02/21

**+ 14.2%**  
p.a. revenues\*

**ca. 1.3m €**  
p.a. average of revenue /  
CORBOX customer

**+ 8.3%**  
Employees\*

**ca. 30**  
Main locations  
throughout Germany

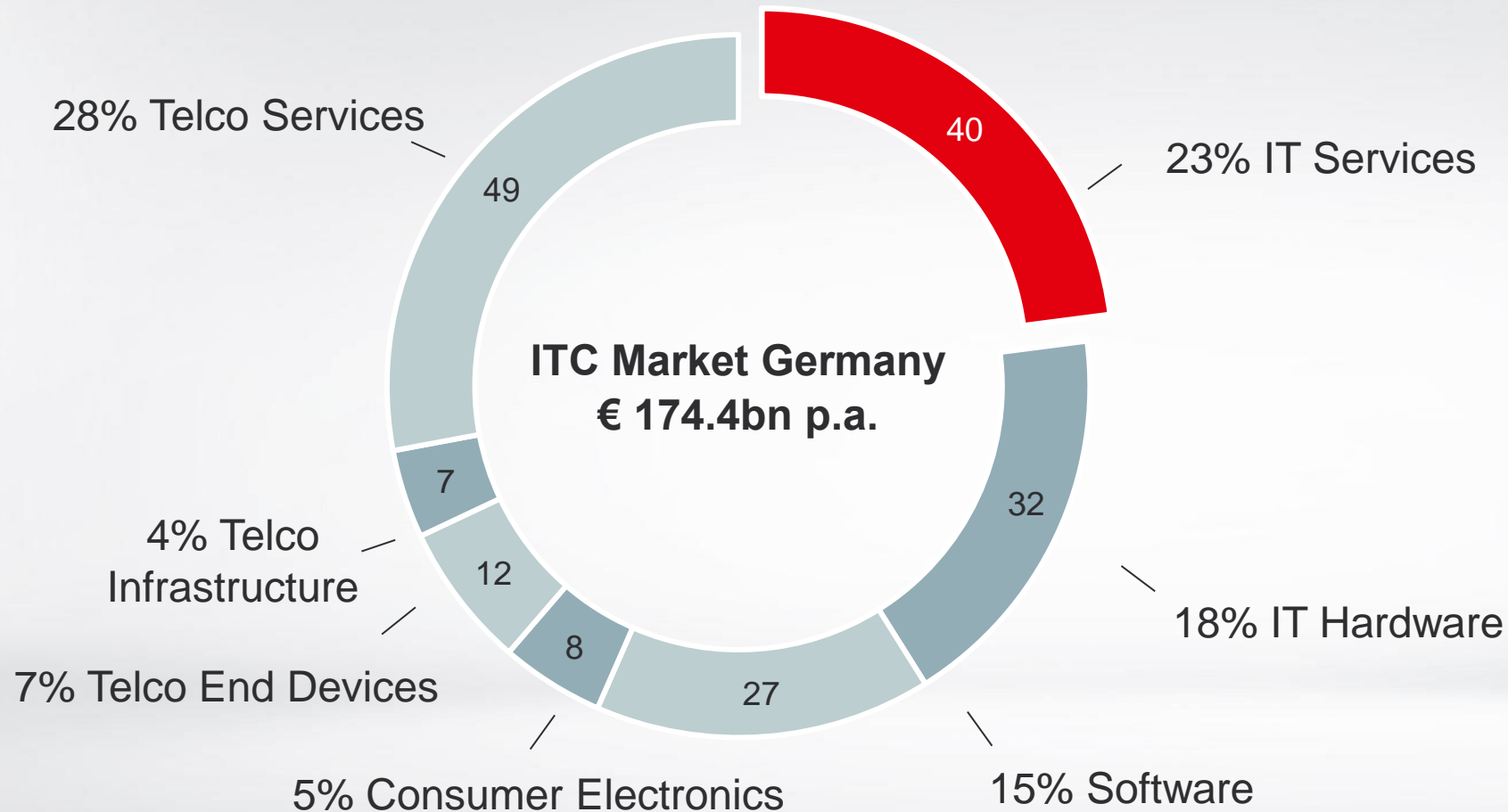
\* CAGR 10/11 – 19/20; figures before risk provisions; FY 19/20

# Growth Strategy

## DATAGROUP Grows Stronger Than the Market



**DATAGROUP**



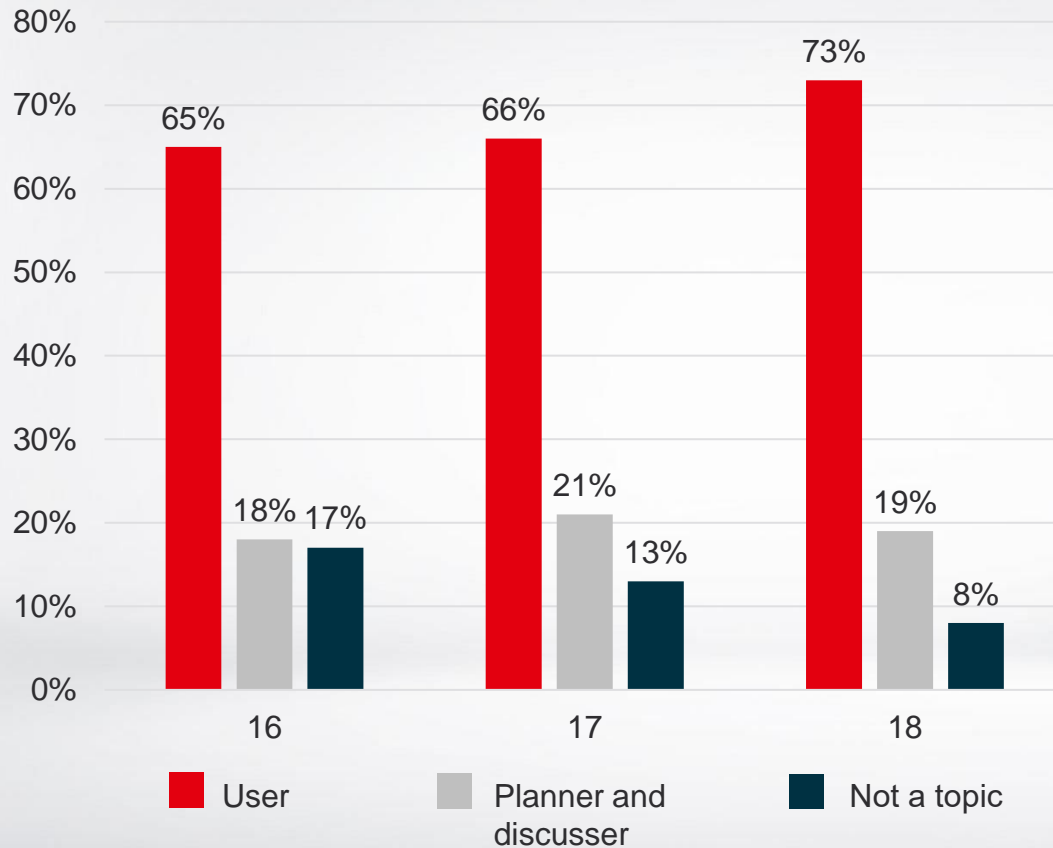
- Bitkom expects market to recover after Covid-19-related downturn
- Average market growth since 10/11 of 1.8%
- Average sales growth of 14.2% since 10/11 at DATAGROUP

in € bn

Source: Bitkom, January 2021

# Cloud Computing as a Driver DATAGROUP as Cloud Orchestrator

To what extent does your company already use cloud computing?

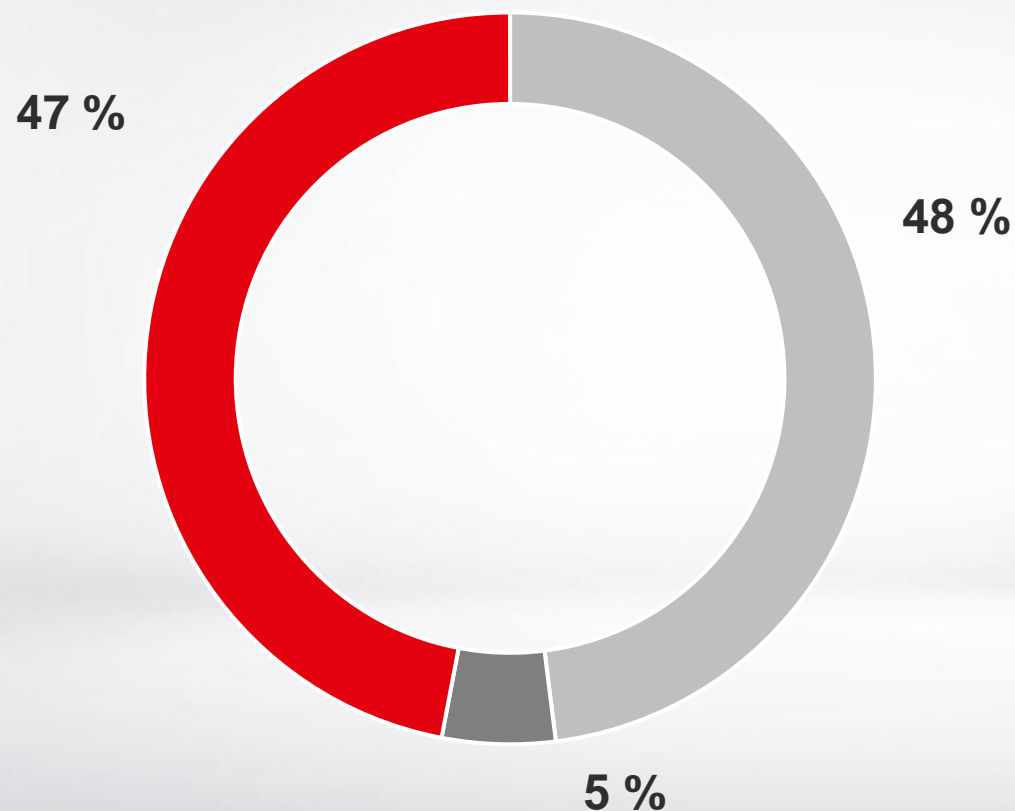


- Cloud computing has established as a leading technology in Germany
- User can choose between private cloud, public cloud or hybrid cloud model
- DATAGROUP sees itself as a cloud orchestrator
- We offer all models and support our customers from the transition into the cloud right through to operations,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



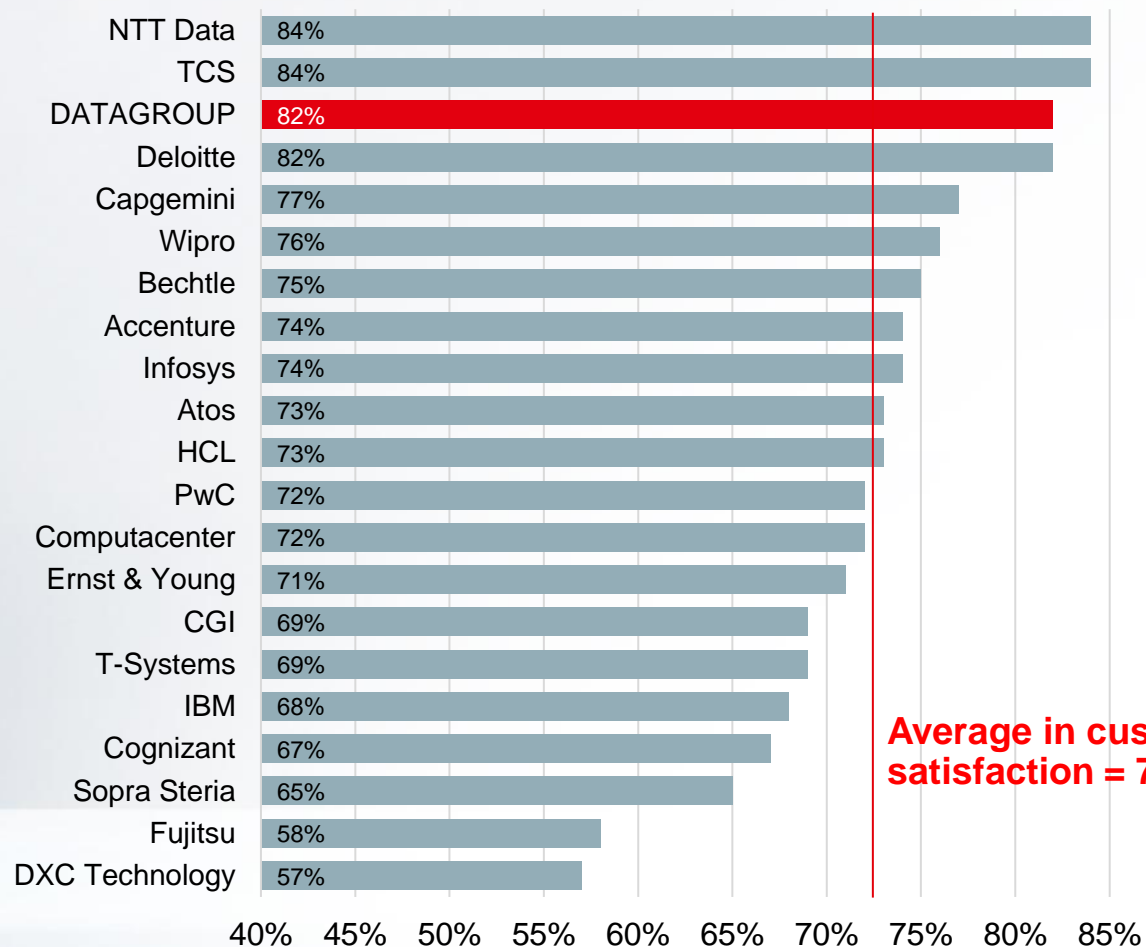
IT's that simple.

- 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

# DATAGROUP Again Top 3 in Customer Satisfaction



- Among 850 evaluated IT out- and cloud sourcing contracts
- 21 evaluated IT service providers
- Top 3 with top ranks in:
  - Cloud capability (rank 1)
  - Innovation (rank 1)
  - Business understanding (rank 2)
- Best in customer loyalty

Source: IT Outsourcing Study Germany 2020 by Whitelane Research and Navisco AG



# Excellent Customer Ratings for DATAGROUP



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IT's that simple.

## **brand eins and Statista**

DATAGROUP is among the best in the IT service markets in 2021 as well, especially in the categories

- IT Security
- Managed Services & Outsourcing
- Hardware Implementation & Maintenance
- IT Consulting Services
- Training

## **ISG (Provider Lens)**

DATAGROUP is a leader in Private/Hybrid Cloud 2020 in

- Managed Hosting
- Managed Services

# Help During the Crisis

## DATAGROUP Supports Large Department Store Chain



IT's that simple.

- Existing customer affected by insolvency protection proceedings during the first lockdown
- DATAGROUP helps by temporarily reducing services and costs
- Classification of DATAGROUP as „**system-relevant partner**”
- Flexibility that has paid off:
  - Customer succeeded in overcoming insolvency in self-administration
  - Two new stores opened prior to the second lockdown, and expansion continued together with DATAGROUP
- Ongoing negotiations on contract renewal



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# Strong Order Intake with CORBOX in FY 19/20



**Logistics**

**Full Outsourcing**

5 years, ca. 1m € / year



**Exhibition Provider**

**Full Outsourcing**

6 years, ca. 3m € / year



**Aviation**

**SAP, AMS**

3 years, ca. 2m € / year



**Materials trade**

**Full Outsourcing**

5 years, ca. 2.5m € / year



**Machinery and plant engineering**

**Service Desk, End User Service**

3 years, ca. 1.1m € / year



**Electrical installation technology**

**Full Outsourcing**

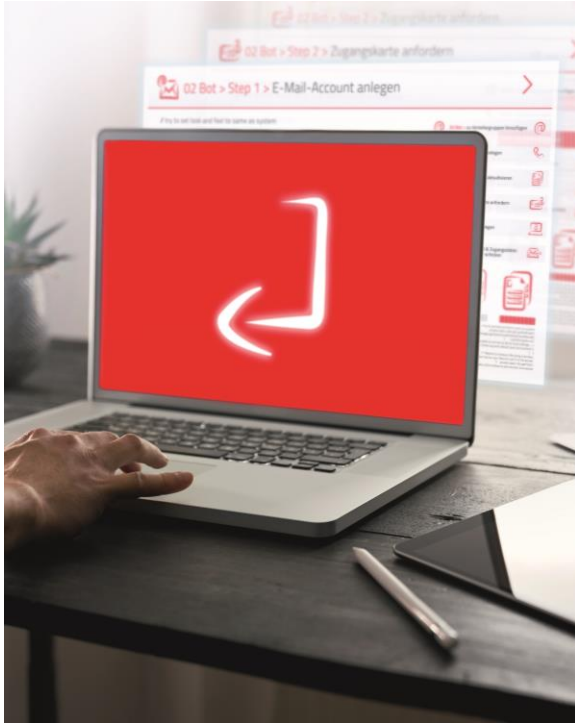
3 years, ca. 0.5m € / year

- 21 new CORBOX customers
- 14 upselling at existing customers
- 9 expired contracts and cancellations

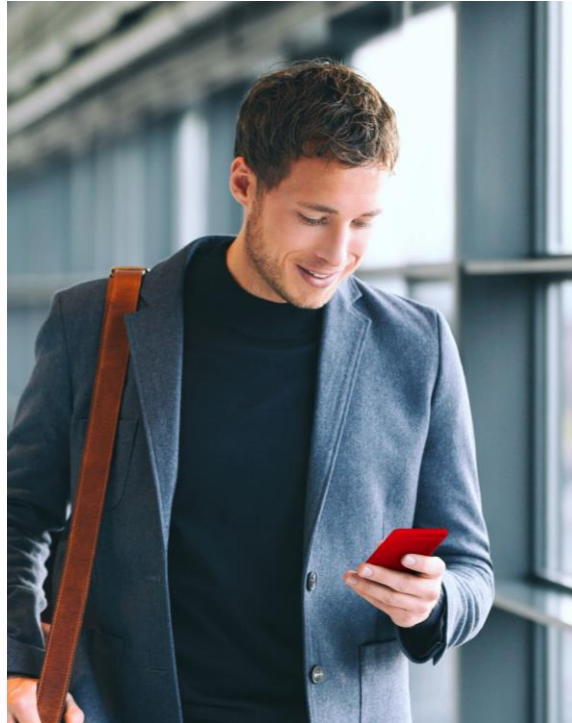
- No cluster risk
- No sector risk
- Hardly any economic risk



# Digitalisation on the Rise: Good Order Intake With AI and Automation and Mobilisation of Business Processes



Contract prolongation (Telco)  
**Robotic Process Automation Platform**  
ca. 2.0m €



New order intake (Retail)  
**Mobile App for Contactless Cashier**  
ca. 1.2m €



New order intake (Bank)  
**Development of Software Robot for Backoffice Processes**  
ca. 0.6m €

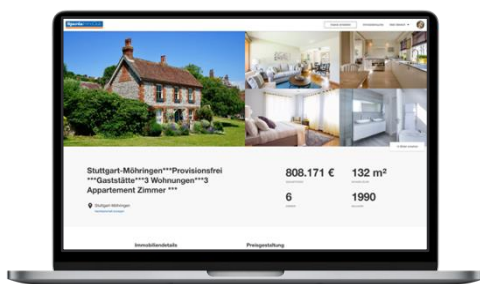
Additional contracts for the development of **innovative AI-based** services, e.g.

- Recognition of bills for bonus programs with smartphone app
- Recognition of handwritten text on forms
- Recognition of custom documents for the automation of Brexit procedures

# Digitalisation on the Rise: Sparda Bank Counts on Almato as Partner

***„The cooperation with the team has been outstanding. Our high expectations on the solutions and the targets related have been fully met.“***

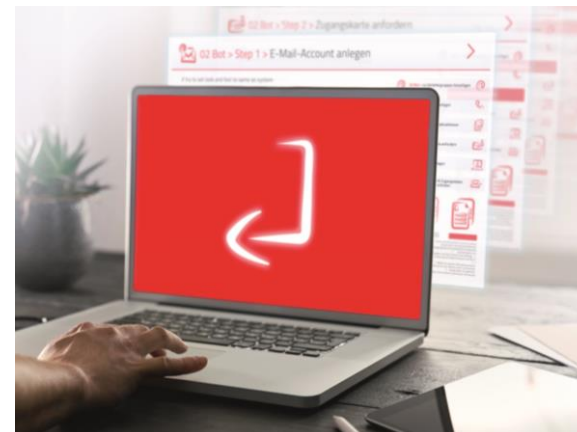
Michael Lichtner, Head of production, Sparda Bank Baden-Württemberg



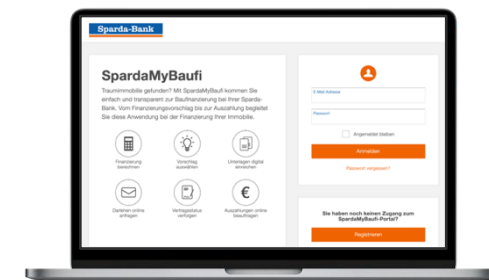
**Realization and support for property portal with innovative AI services based on AWS public cloud**



**Development of service app for banking customers with integration of innovative fintech services**




**Automation of backoffice processes based on the DATAGROUP Robots-as-a-Service-Platform (private cloud)**



**Development and support of customer self service centers for mortgages**



# Corona Related Order Intake: Equipment of Vaccination Centers in Baden-Württemberg



Equipment of 60 vaccination centers in Baden-Württemberg with Microsoft-based digital infrastructure

## **The Project**

- Design of the entire solution in Microsoft Azure Cloud
- Set-up, roll-out and operation of managed clients
- Service desk and technical support of vaccination centers
- Since January 2021 the entire vaccination process is supported by the DATAGROUP solutions

## **The challenge**

- Only one month from offer to productive roll-out
- 8.000 users over 60 locations

# Sales Campaign in Fiscal Year 20/21



**DATAGROUP**



- Active positioning of DATAGROUP's core competencies in the market
- Intensified focus on digital solutions such as Kubernetes, cloud, Artificial Intelligence, automation
- Sales activities shifted to virtual formats (e.g., webinars, podcasts, social selling)





**DATAGROUP**

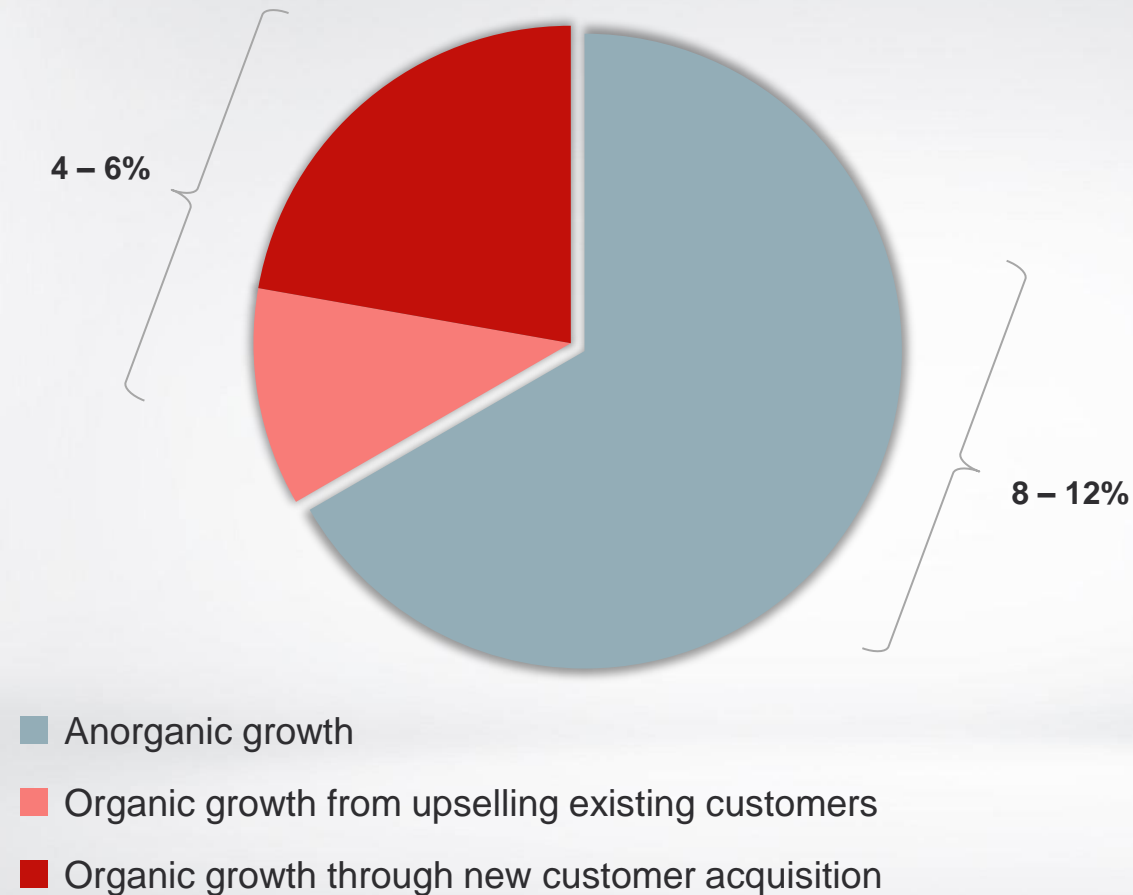


IT's that dynamic.



# Dual Growth Strategy

## Anorganic vs. Organic Growth – Ambition

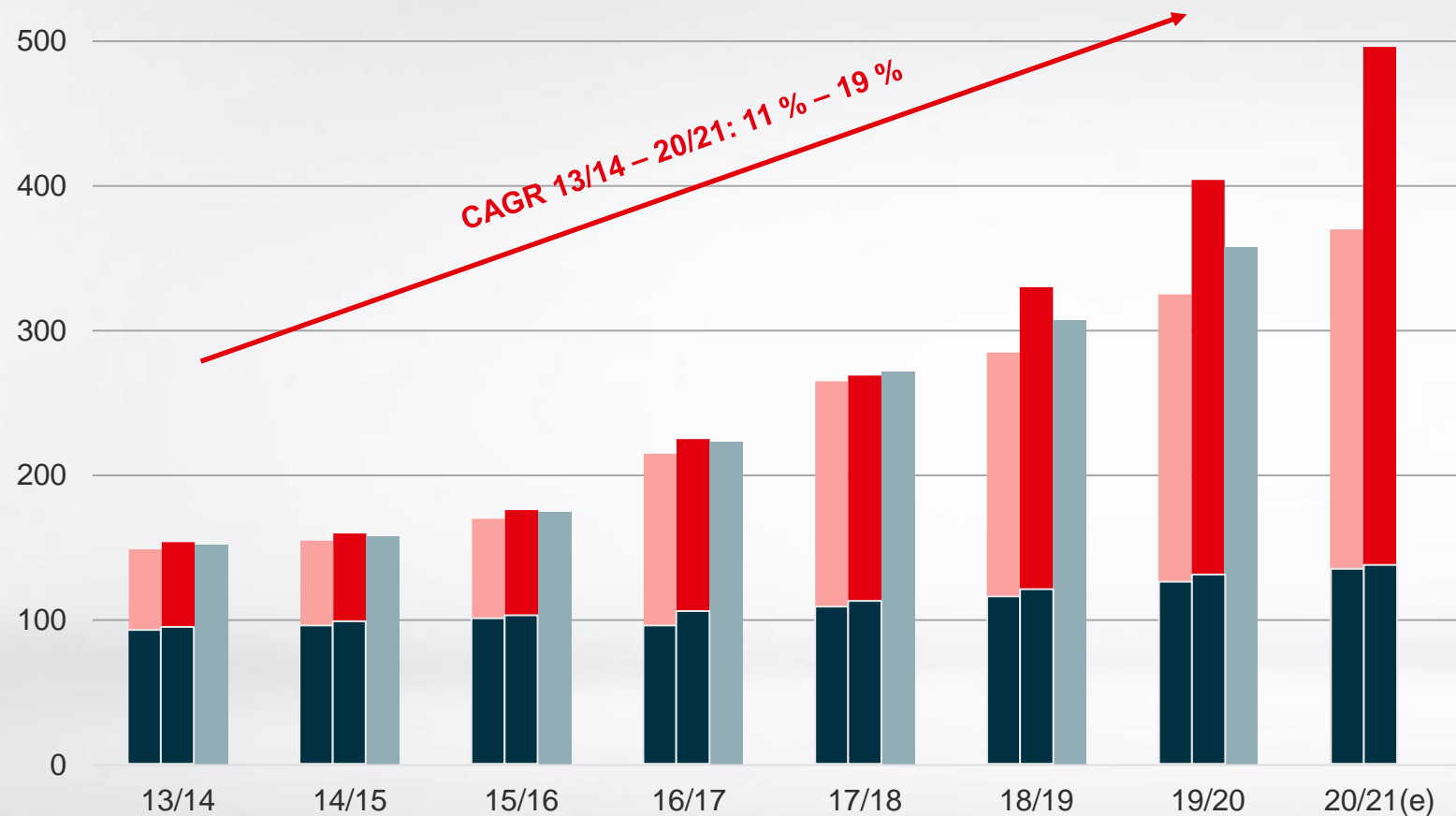


- Growth through new customer acquisition
  - Market potential: around 5,000 potential CORBOX customers in the segment of 100 – 5,000m € revenue p.a. in Germany
- Growth from upselling existing customers
  - Ca. 10m € increase p.a.
- Growth from M&A activities
  - 2-3 new acquisitions per year on average



# Scenarios incl. Acquisitions and Upselling Growth Always in Line With Projections

Revenues €m



Ambition by 22/23:

- > 15% EBITDA
- > 9% EBIT

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

Fiscal Year 01.10 – 30.09.

# M&A-History



**DATAGROUP**

**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

**Cloudeteer**  
(29 employees), June 2020



# 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		
<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



# Our Latest Acquisition: Cloudeeter GmbH



- DATAGROUP acquires a stake of 24 % in Cloudeeter, a cloud native start-up, and secures option for 76% of the company's shares.
- The start-up has in-depth expertise in public cloud solutions as well as in consulting on the cloudification of companies, IT governance and IT security in the public cloud.
- It also develops its own process and software solutions for the cloud, including the so-called OPS.Stack, for instance for the analysis and optimization of hybrid as well as private cloud solutions.
- The cooperation has already proved a great success in 4 joint projects, amongst others in the public cloud introduction for ForstBW and Hamburger Hochbahn.
- Cloudeeter is a young and agile company. The cloud expert has 29 employees and generated revenue of more than € 1m in 2019.
- Contrary to previous acquisitions, Cloudeeter will keep its start-up structure in order to cover strongly growing customer requirements in the public cloud market as a flexible speedboat.



# Acquisition No. 24

## Diebold Nixdorf Portavis



**DATAGROUP**



- DATAGROUP has acquired 100% of the shares in Diebold Nixdorf Portavis. The company acquired the remaining 7% of shares from Sparkasse Bremen on 22.12.2020.
- 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).
- Portavis is currently well above the expected EBIT margin of 4%, medium-term target >10%.



**DATAGROUP**

IT's worth it.  
Share Information

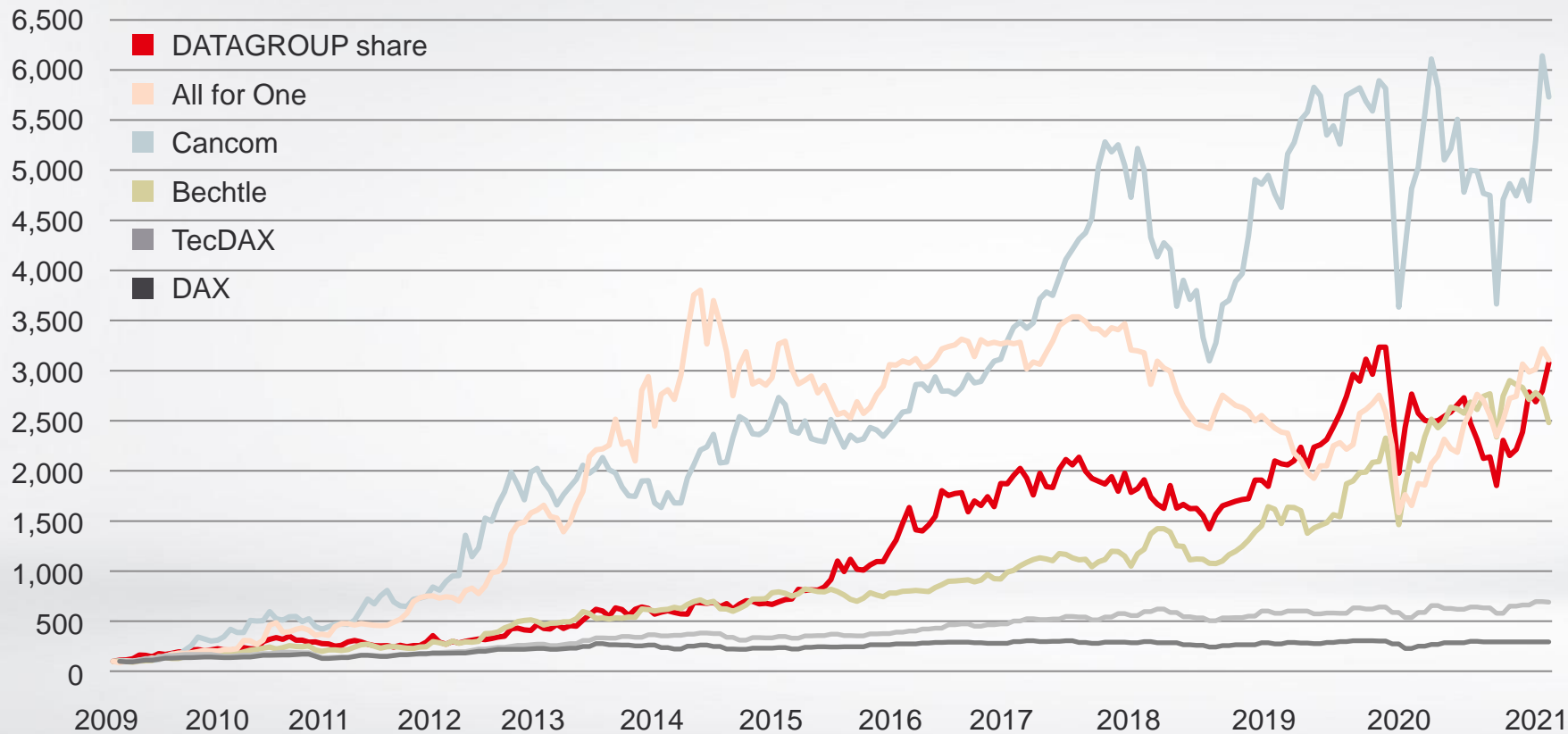




# DATAGROUP Share vs. Indices and Peer Group

In %

€ 65.60 (Status: 03.03.21)



# Extensive Analyst Coverage



**DATAGROUP**



<b>Berenberg Bank</b> (Gustav Froberg)	75.00€, Buy
<b>Stifel Europe</b> (Jannik Siering)	70.00€, Buy
<b>M.M. Warburg Research</b> (Andreas Wolf)	60.00€, Buy
<b>Baader Helvea</b> (Knut Woller)	35.00€, Sell
<b>Quirin Privatbank</b> (Sebastian Droste)	65.80€, Buy
<b>Hauck &amp; Aufhäuser</b> (Tim Wunderlich)	87.00€, Buy
<b>Edison Research</b> (Edwin de Jong)	Qualitative analysis

- Independent financial analyses conducted by several renowned research houses
- Stifel Europe now has also initiated independent coverage on DATAGROUP



# Our Commitment to the Environment, Social Affairs and Corporate Governance



- Publication of an ESG report for the first time
- We give insight into our leitmotifs and principles of sustainable business management, our activities for the protection of the environment and selected social projects that support our employees.

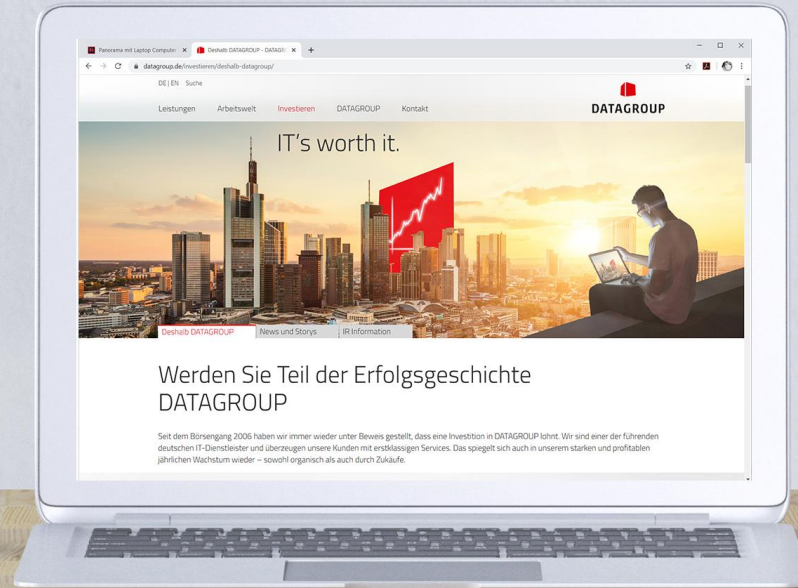
*„As a company, we see ourselves as part of society. We are responsible for our employees, customers, investors and fellow human beings. We want to live up to this responsibility, both internally and externally.“*

Max H.-H. Schaber, CEO

# Intensive Support of Investors also During the Pandemic



**DATAGROUP**



- Roadshows at all major financial centers (London, Paris, USA, etc.) in February and March
- Intensive virtual support of our investors since then
- Participation in numerous virtual conferences

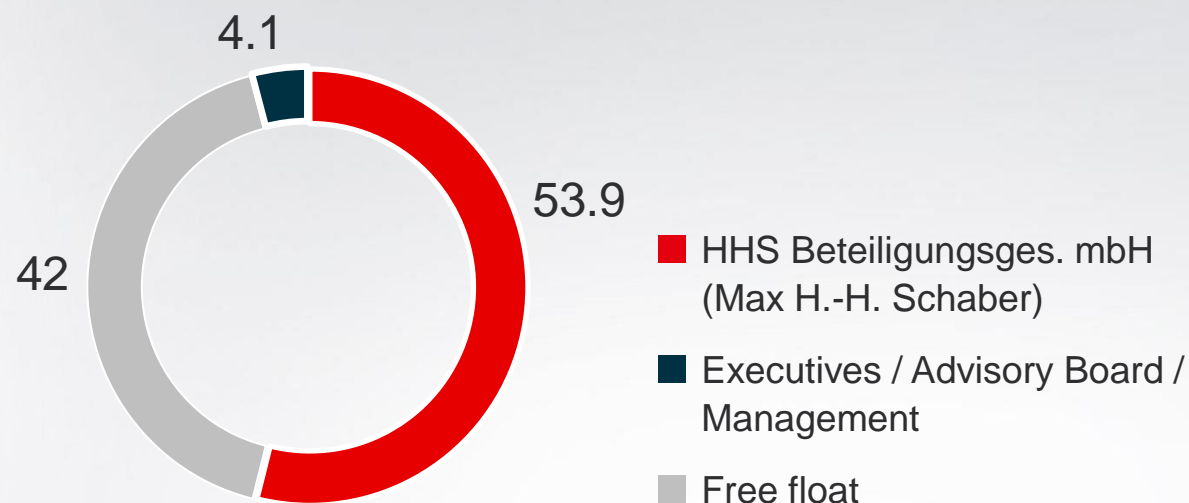
# Upcoming Events



- **17.03.21** Berenberg DACH Nordic Conference
- **20.04.21** Pareto Securities German TechITService Conference
- **11.05.21** Stifel German SMID Cap One-on-One Forum, Frankfurt
- **17.-19.05.21** Equity Forum Spring Conference
- **25.05.21** Publication of Q2 figures and HY report
- **10.06.21** Warburg Highlights Conference
- **10.06.21** Quirin Conference
- **24.08.21** Publication of Q3 figures
- **20.-22.09.21** Berenberg German Corporate Conference
- **12.-13.10.21** Quirin Conference Paris
- **23.11.21** Publication of the preliminary figures for the fiscal year 20/21



# Shareholder Structure and Stock



Investor	Percent %
Deutsche Bank AG	3.12
Montagu Private Equity	2.16
Taaleri Wealth Management	1.20
Massachusetts Mutual	0.63
Allianz SE	0.57
Mandatum Life Fund	0.55
Falcon Fund Management	0.54
KCB Group	0.51

\* Hauck & Aufhäuser - Report, February 2021

IT's that simple.

## 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: 65.60 € (03.03.21)
- Market Cap: 547.7m € (03.03.21)





# Management Share Purchases Underline Share Price Potential

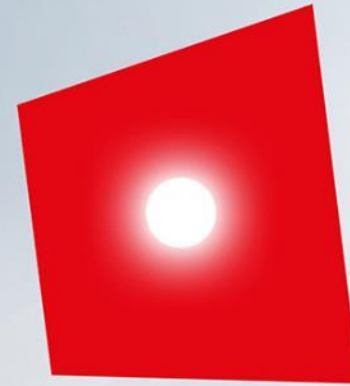


Date	Notifiable person	Function	Type of transaction	Amount in €	Pcs.
28.01.20	Andreas Baresel	Board Member	Buy	45,360	700
12.03.20	Hubert Deutsch	Supervisory Board	Buy	4,255	100
23.03.20	Max Schaber	CEO	Buy	399,230	10,000
14.10.20	Max Schaber	CEO	Buy	234,999	5,000
17.10.20	Andreas Baresel	Board Member	Buy	17,500	400
18.10.20	Andreas Baresel	Board Member	Buy	70,300	1,600
18.11.20	Dirk Peters	Board Member	Sell	9,046,452	196,662
18.11.20	Max Schaber	CEO	Buy	9,046,452	196,662
20.11.20	Dirk Peters	Board Member	Sell	368,000	8,000
20.11.20	Andreas Baresel	Board Member	Buy	368,000	8,000

IT's that simple.



**DATAGROUP**



IT's that inspiring.

Forecast



# Lockdown II Does Not Have Any Negative Impact on Business Operations



**DATAGROUP**

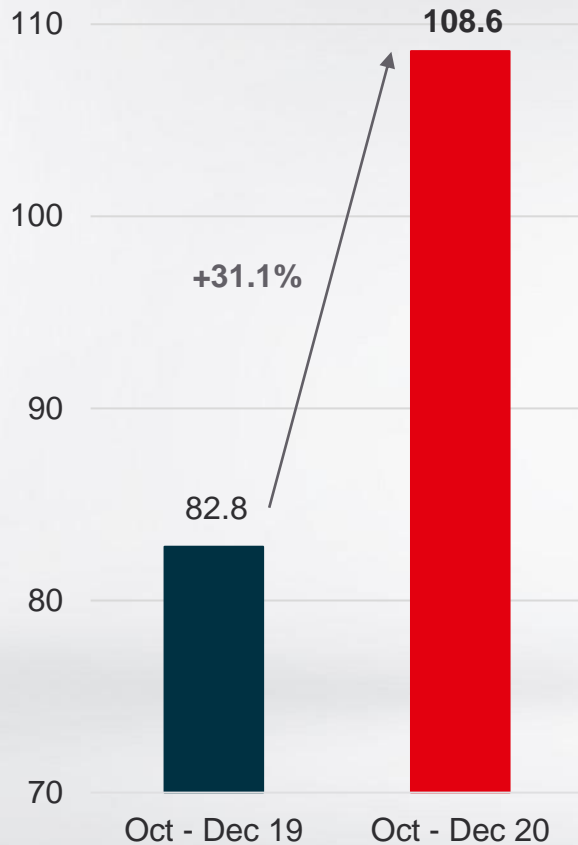


- Services can be delivered as usual to our customers
- Our strong customer base with long-term contracts delivers stable, recurring revenues and all market units are running at good / increasing profitability
- High level of remote work among the DATAGROUP Workforce: Up to 90% of our employees are home-office-enabled
- Strong focus on health protection for employees and customers
- Sales activities have been shifted to virtual formats and we expect an increase in new customer wins

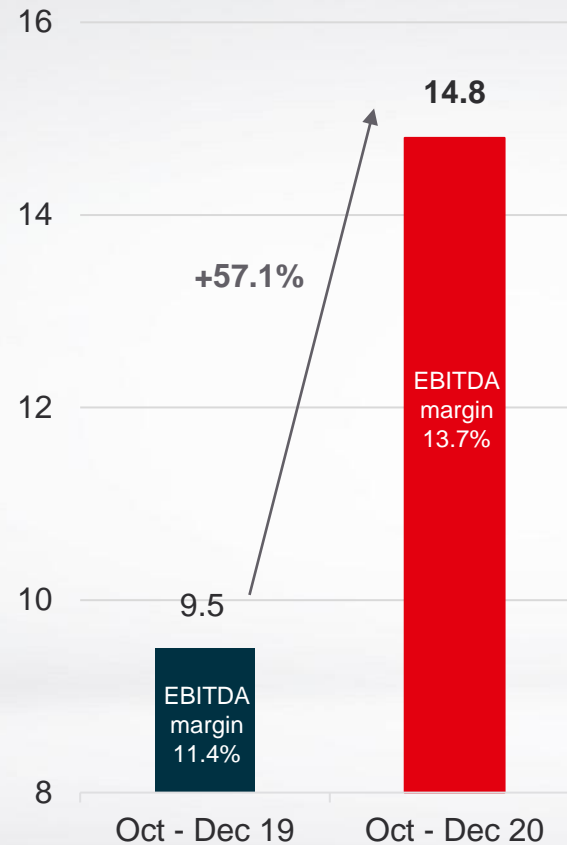


# Q1 20/21 Shows Strong Growth

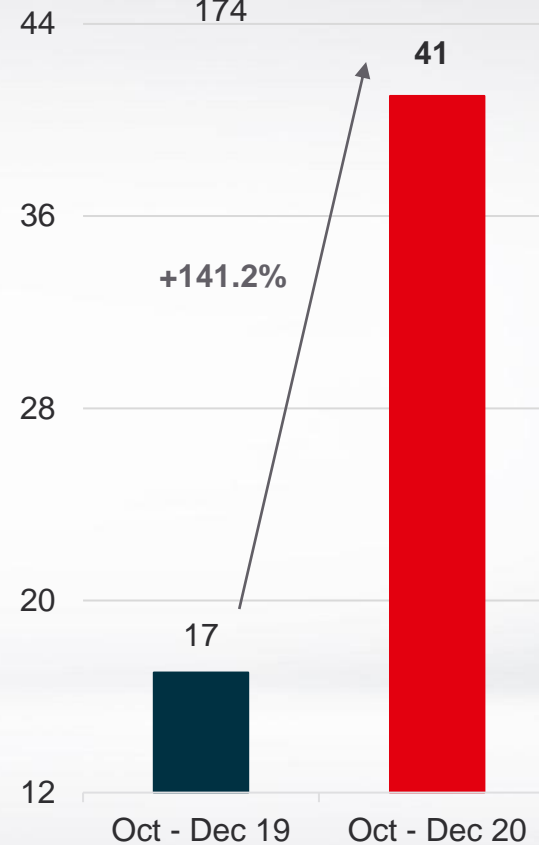
Revenue €m



EBITDA €m



EPS cents



- Q1 19/20 adversely affected by DATAGROUP Ulm and Almato





# Selected Profit and Loss Statement Figures Q1 20/21

Figures in € thousand	Q1 19/20	Q1 20/21	Changes
Revenues	82,849	108,616	31.1%
Other own work capitalized	279	369	32.3%
Change of capitalized contractual costs	2,120	634	-70.1%
Total revenues	85,248	109,619	28.6%
<i>Material expenses / expenses for purchased services</i>	26,778	41,329	54.3%
Gross profit	58,470	68,290	16.8%
<i>Personnel expenses</i>	44,056	48,738	10.6%
EBITDA	9,453	14,849	57.1%
EBIT	2,706	6,553	142.2%
<i>Financial result</i>	-515	-559	8.5%
EBT	2,191	5,994	173.6%
Net income	1,395	3,441	146.7%
EPS (in €)	0.17	0.41	141.2%

- Growth of revenue because of first time consolidation of Portavis
- Organic growth about 10%



# Selected Key Balance Sheet Figures Q1 20/21

Figures in € thousand	31.12.19	31.12.20	Changes
Goodwill	64,027	62,501	-2.4%
Long-term financial liabilities	162,598	209,711	29.0%
<i>thereof liabilities to financial institutions</i>	90,257	78,273	-13.3%
<i>thereof liabilities from finance leases</i>	30,736	42,478	38.2%
<i>thereof pension provisions</i>	37,595	77,652	106.5%
Short-term liabilities	89,408	107,737	20.5%
<i>thereof liabilities to financial institutions</i>	8,857	12,073	36.3%
<i>thereof liabilities from finance lease</i>	10,155	15,431	52.0%
Cash and cash equivalents	39,241	60,693	54.7%
Accounts receivable	45,909	38,694	-15.7%
Accounts payable	11,441	13,632	19.2%
Net financial debt (short and long term)	83,871	57,252	-31.7%
Equity ratio <sup>1)</sup> (in %)	23.3	17.3	-25.8%
Return on equity <sup>2)</sup> (in %)	7.5	20.8	178.5%
Balance sheet total	327,637	383,846	17.2%

- Reduction of goodwill due to PPA DATAGROUP Ulm
- € 12m tranche of promissory note repaid
- Increase in pension provisions related to Portavis

1) Modified equity ratio incl. quasi-equity funds

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



# Cash Flow from Investing Activities Q1 20/21

Figures in € thousand	Q1 19/20	Q1 20/21	Changes
Cash inflow from sale of property, plant and equipment	815	162	-80.1%
Cash outflow for investment in property, plant and equipment	-3,600	-1,134	-68.5%
Cash inflow from intangible assets	4	1	-85.6%
Cash outflow for investments in intangible assets	-1,399	-832	-40.5%
Cash inflow from sale of financial assets	199	0	-100.0%
Cash outflow for investments in financial assets	0	-1,045	./.
Interest received	107	208	94.1%
<b>Net cash used for investing activities</b>	<b>-3,873</b>	<b>-2,640</b>	<b>-31.8%</b>

- Significant decrease of Capex
- No payment for acquisition of new companies



# Cash Flow from Operating Activities Q1 20/21

Figures in € thousand	Q1 19/20	Q1 20/21	Changes
Net income for the period	1,395	3,441	146.7%
Interest received	-107	-208	94.1%
Interest paid	304	350	15.2%
Depreciation and amortisation of non-current assets	6,655	8,296	24.7%
Changes in pension provisions	180	234	30.2%
Gains (-) / losses (+) on disposals of non-current assets	76	-21	-127.9%
Increase (-) / decrease (+) of receivables or liabilities to shareholders, related and associated companies	1,554	-5,805	-473.5%
Increase (-) / decrease (+) of inventories, trade receivables and other assets	-6,710	3,364	-150.1%
Increase (+) / decrease (-) of trade payables and other liabilities	-4,597	-6,669	45.1%
Other non-cash transactions	205	83	-59.3%
<b>Cash flow from operating activities</b>	<b>-1,045</b>	<b>3,065</b>	<b>-393.2%</b>

- Distorting effect: BFL loan of € 842k repaid (categorized as cash flow from operating activities)





**DATAGROUP**

# Good Start to the New Fiscal Year

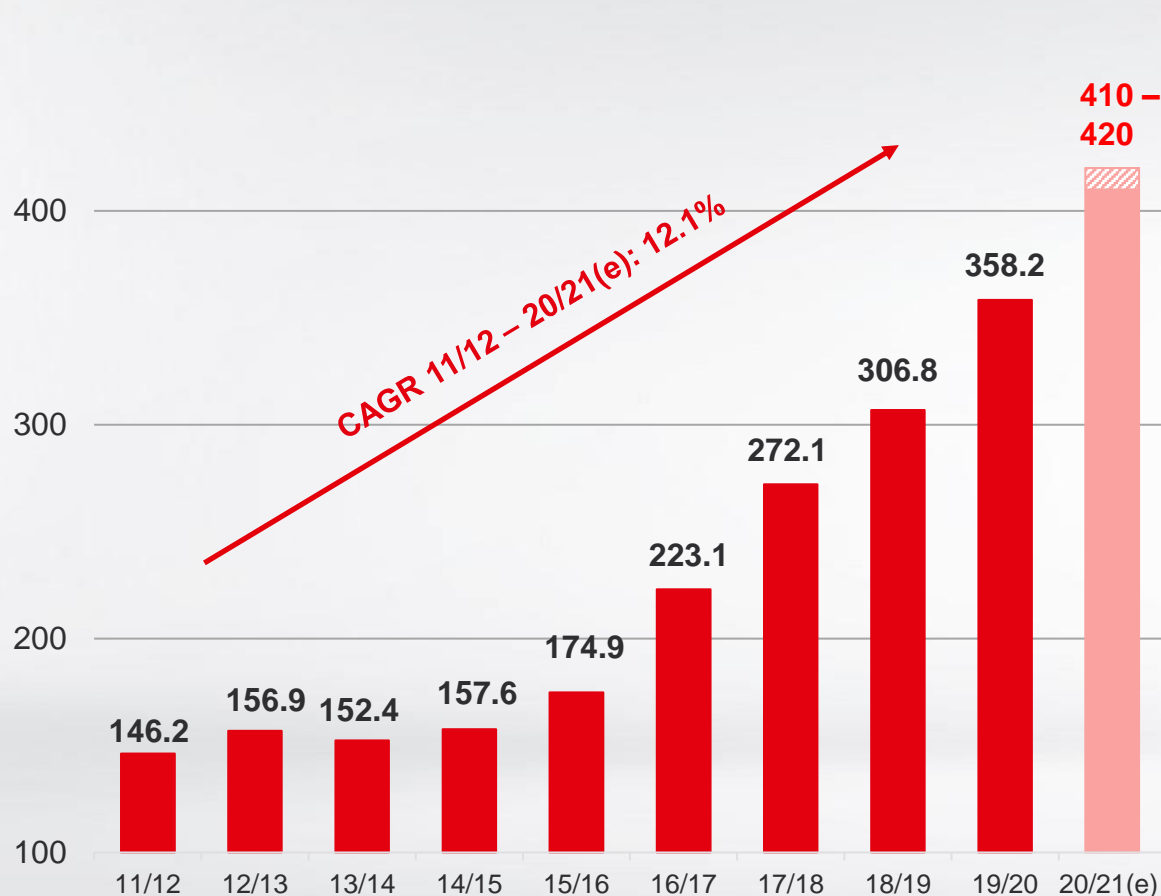
- Performance of all DATAGROUP market units much better than anticipated
- Better than expected progress in restructuring DATAGROUP FIS
- Risk provisions in 19/20 cover all budgeted cost related to DATAGROUP FIS
- M&A pipeline is well filled
- Sales activities have been successfully shifted to virtual formats
- High customer satisfaction
- Additional Corona-related revenues (e.g. vaccination centers)



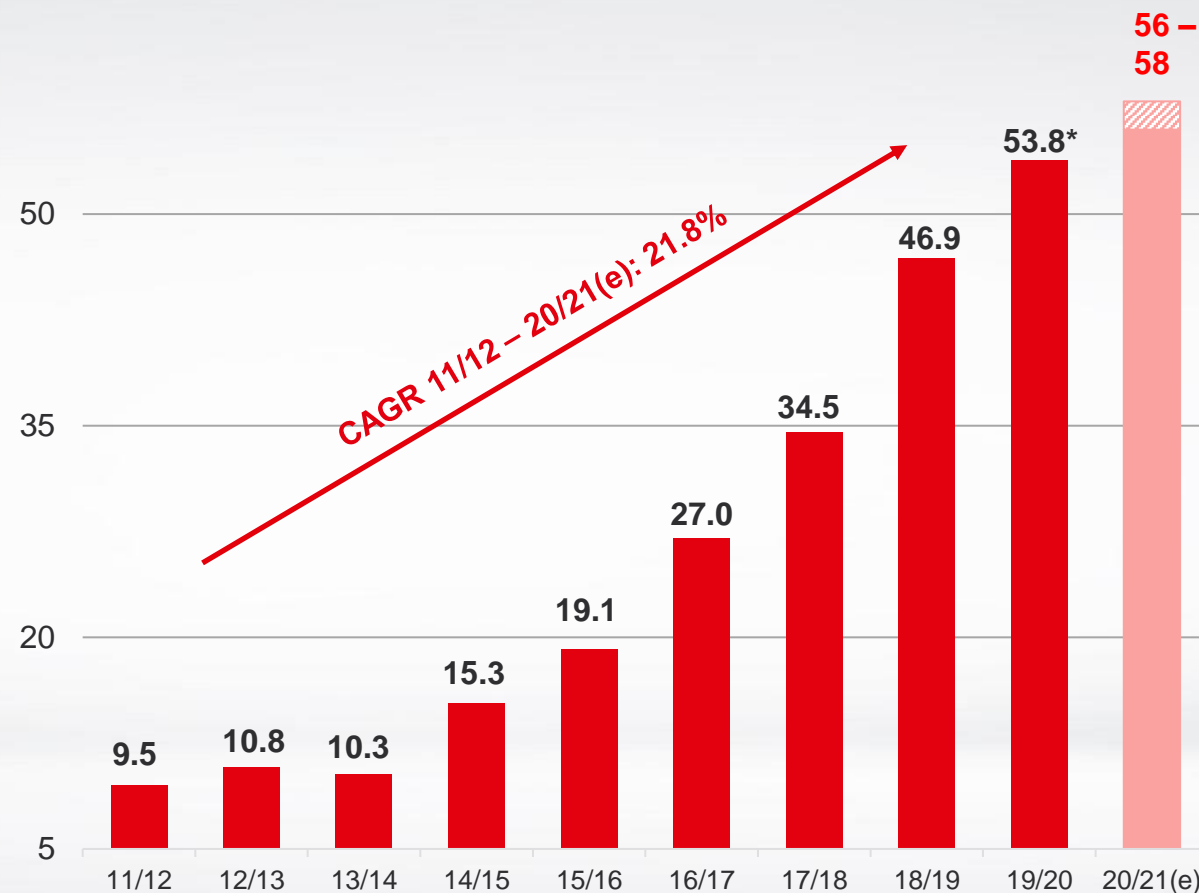
# Our Guidance for FY 20/21

## Growth Continued in Revenues and EBITDA

Revenues €m



EBITDA €m



\* EBITDA before risk provision



**DATAGROUP**

IT's that promising.

Thank You for Your Attention





# Management Board



## DATAGROUP



**Max H.-H. Schaber**  
**Chief Executive Officer**

Since Feb. 16, 2006 Mr. Schaber has been a member and Chairman of the Executive Board (CEO) of DATAGROUP SE and is responsible for the departments Finance, Legal Affairs, Human Resources and Company Development.

In 1983 he founded DATAPEC, Company for Data Processing, which later became DATAGROUP GmbH. Max H. H. Schaber studied mechanical engineering at the University of Stuttgart as well as at the Universities of Applied Sciences in Augsburg and Reutlingen. In 1981 he completed his studies as graduate engineer (FH) in Mechanical Engineering and after that he was employed initially as system engineer, and later as assistant to the Executive Board of the firm Friedrich und Co. Company for Software and System Development.



**Dirk Peters**  
**Chief Operation Officer**

Since the integration of the company HDT in DATAGROUP in the year 2008, Dirk Peters is Managing Director of DATAGROUP Hamburg GmbH (formerly HDT) and active in the management of DATAGROUP SE as COO.

Upon completion of his studies of computer science (FH), he took over managerial positions at Ashton-Tate and at ALSO ABC, until he went into business for himself in the year 1992 with his firm HDT Hanseatic Data Systems Technology. Out of a classical system house he then developed a high-performance group of companies in the field of IT service management. Following his training as an information electronics engineer at Lufthansa, Dirk Peters began his career in 1981 as system technician at one of the first authorized IBM contractual partners, the firm Computer-partner in Hamburg. In 1983 he changed over to the sales department and learned the trade at HOSS.



**Andreas Baresel**  
**Chief Production Officer**

Member of the Management Board (CPO) of DATAGROUP SE since October 2018. He is responsible for the Production department. In this role, he oversees the cross-divisional management and coordination of the individual service factories within the group.

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 company in 2006 in connection with the acquisition of DATAGROUP Business Solutions GmbH (previously Consinto GmbH) and has been Managing Director of DATAGROUP Business Solutions GmbH since 2016.



**Peter Schneck**  
**Chief Officer M&A, IR and Legal**

Peter Schneck joined the Executive Board of DATAGROUP on 01.10.2019. His responsibilities include Investor Relations, Legal and Mergers & Acquisitions.

After studying law with a focus on International Business Law and an MBA, Peter Schneck worked as Managing Director at Scheidt & Bachmann, a leading global provider of IT solutions for car park management. Subsequently, he was managing director of the parking garage operator APCOA.

Prior to joining DATAGROUP, Peter Schneck was CEO of the Trapeze Group, a transportation company owned by the Canadian company Constellation. In addition to the operational management of Trapeze, Peter Schneck has managed an international portfolio of companies and was responsible for the mergers & acquisitions activities.



# 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.



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