



**DATAGROUP**

# Expedition DATAGROUP

*Welcome to Our 2022 Annual General Meeting*



# Supervisory Board Report



**DATAGROUP**



- Six Supervisory Board meetings in total (thereof three in person and three virtual ones)
- Regular reports by phone from the Management Board on the business performance and the budget adopted by the Supervisory Board
- The Supervisory Board has provided the Management Board with advice and support and was involved in all fundamental decisions, particularly:
  - acquisitions
  - reorganization of the Management Board
  - strategy development





Addressing the risk situation of DATAGROUP SE on the basis of half-yearly risk audits with comprehensive written reports and discussions in the Supervisory Board. **There were no risks threatening the company's existence at any time**

### **Focus in fiscal year 20/21:**

- Impacts of the coronavirus pandemic
- Performance of the subsidiaries especially DATAGROUP BIT Düsseldorf
- IT security and cybersecurity
- Market and competitive analysis
- Employee acquisition and retention
- Human resources development at management level



IT's that simple.

Analysis of prospects and new business opportunities

## **Focus in fiscal year 20/21:**

- Improvement of product and services portfolio
- Streamlining of production units and increase in efficiency in the company
- Optimization of marketing and pricing policies



# Transactions Requiring Approval

## DATAGROUP Continues to Grow Through Acquisitions



Transactions which the Supervisory Board has advised and approved:

- May 2021:
  - Acquisition of banking services provider dna Gesellschaft für IT Services mbH
  - 70% stake in URANO Informationssysteme GmbH

# Changes in the Management Board During the Last Fiscal Year



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- Departure of Dirk Peters from the Board on health grounds on 30 September 2021
- Departure of Peter Schneck, Chief Officer M&A, Legal Affairs and IR, on 30 September 2021 on professional reorientation
- Preparation of reorganization of the Management Board at today's Annual General Meeting





# Management Board in FY 21/22 (from 01.10.21)



## **Max H.-H. Schaber, CEO**

- Will resign from office at the end of today's AGM and will stand for election for the Supervisory Board

## **Andreas Baresel, Board Member, responsible for Production**

- Will succeed Max H.-H. Schaber in his office as CEO
- Joined DATAGROUP in 2012 where he has been working in top positions

## **Oliver Thome, Board Member, responsible for Finances since 01.10.21**

- Longstanding experience in management and finances in the IT environment

**Dr. Sabine Laukemann will be responsible for Human Resources, Strategy, Organization and Legal Affairs from 01.04.22**

Max H.-H. Schaber

Heartfelt Thanks





# Management Board From 01.04.22

## Change, Continuity, and Fresh Impulses



**DATAGROUP**



- Two Board seats (Andreas Baresel, Dr. Sabine Laukemann) will be filled internally, which stands for continuity in the DNA of DATAGROUP
- One seat (Oliver Thome) is external and will provide fresh impulses

Dr. Carola Wittig

Heartfelt Thanks







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IT's that change.

We Set the Sails for a Successful Future  
On the Basis of a Solid Past





# What Do We Associate With the Expedition Idea in This Presentation?



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- IT is characterized by rapid changes
- Similar to an expedition to the North Pole, we venture into unknown territory and are faced with new challenges over and over again
- To address these challenges it requires flexibility, adaptability, and the ability to look forward
- In other words:
  - in-depth preparation
  - the right equipment
  - and the right partner at the side

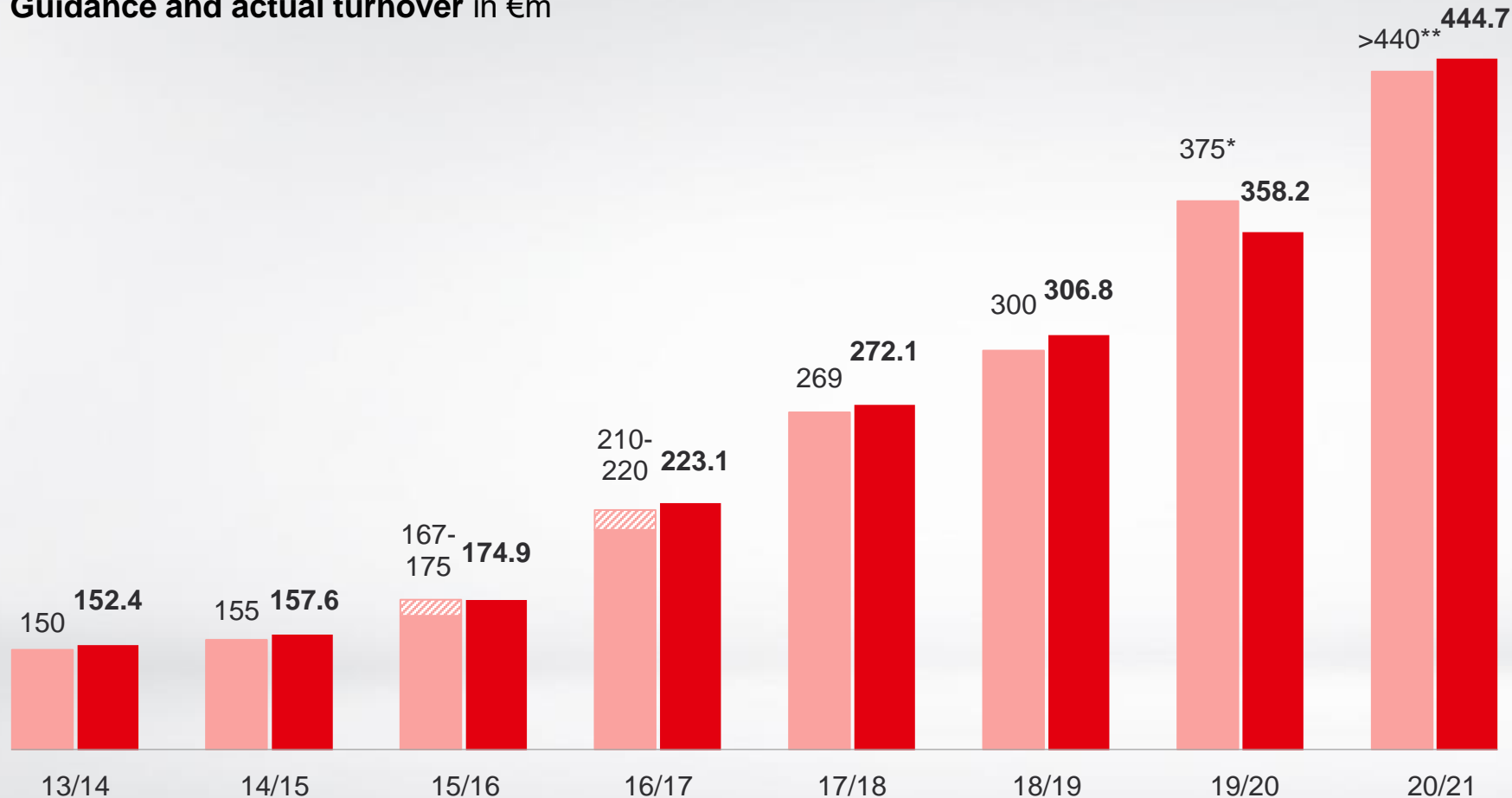
IT's that simple.

# Revenue in Fiscal Year 20/21



**DATAGROUP**

Guidance and actual turnover in €m



**Ability to deliver on forecasts proven over the years**

- Guidance
- Generated revenue

\*Sales forecast was suspended on 27.04.20 due to Covid-19

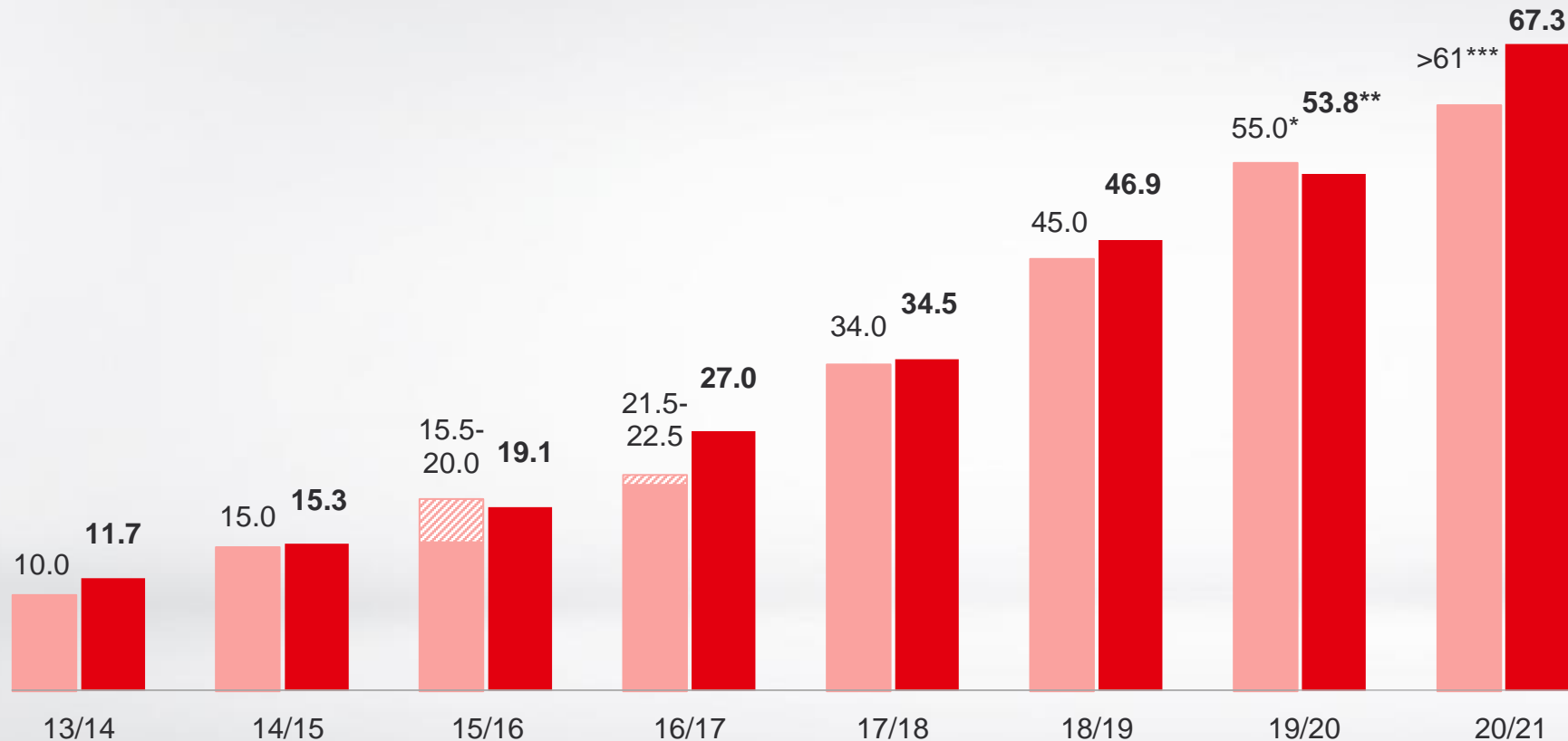
\*\* Initial guidance of € 410-420m increased to > € 440m (25.05.21)

Fiscal year from 01.10. to 30.09.



# EBITDA in Fiscal Year 20/21

Guidance and actual EBITDA in €m



■ Guidance  
■ Generated EBITDA

\*Sales forecast was suspended on 27.04.20 due to Covid-19

\* before risk provisions

\*\*\* Initial guidance of € 56-58m increased to > € 61m (25.05.21)

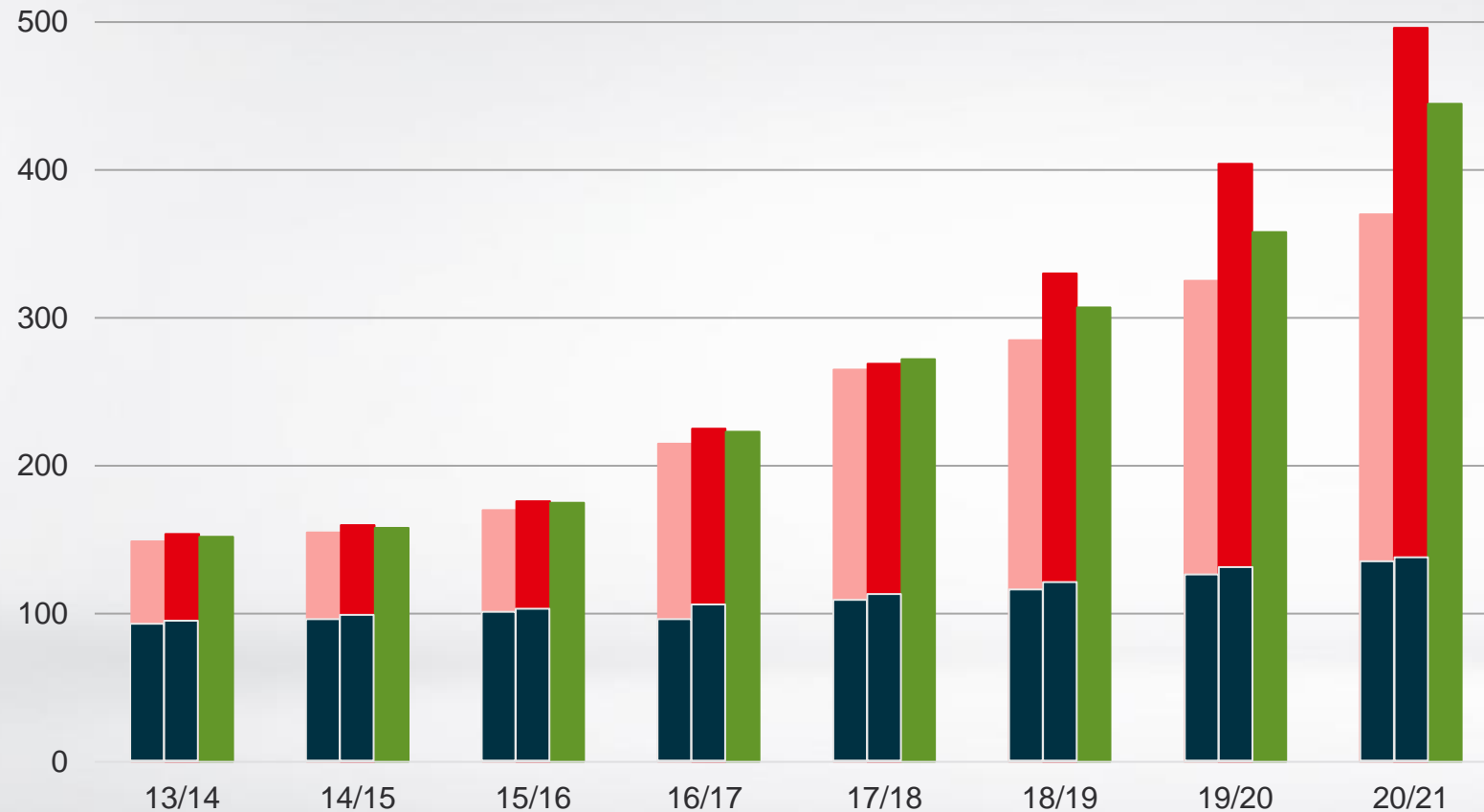
Fiscal year from 01.10. to 30.09.





# Ambitions and Reality in the Past 8 Years

Revenue in €m



■ Conclusion: Goals have always been achieved

■ Min. CORBOX revenues

■ Max. CORBOX revenues

■ Generated total revenue

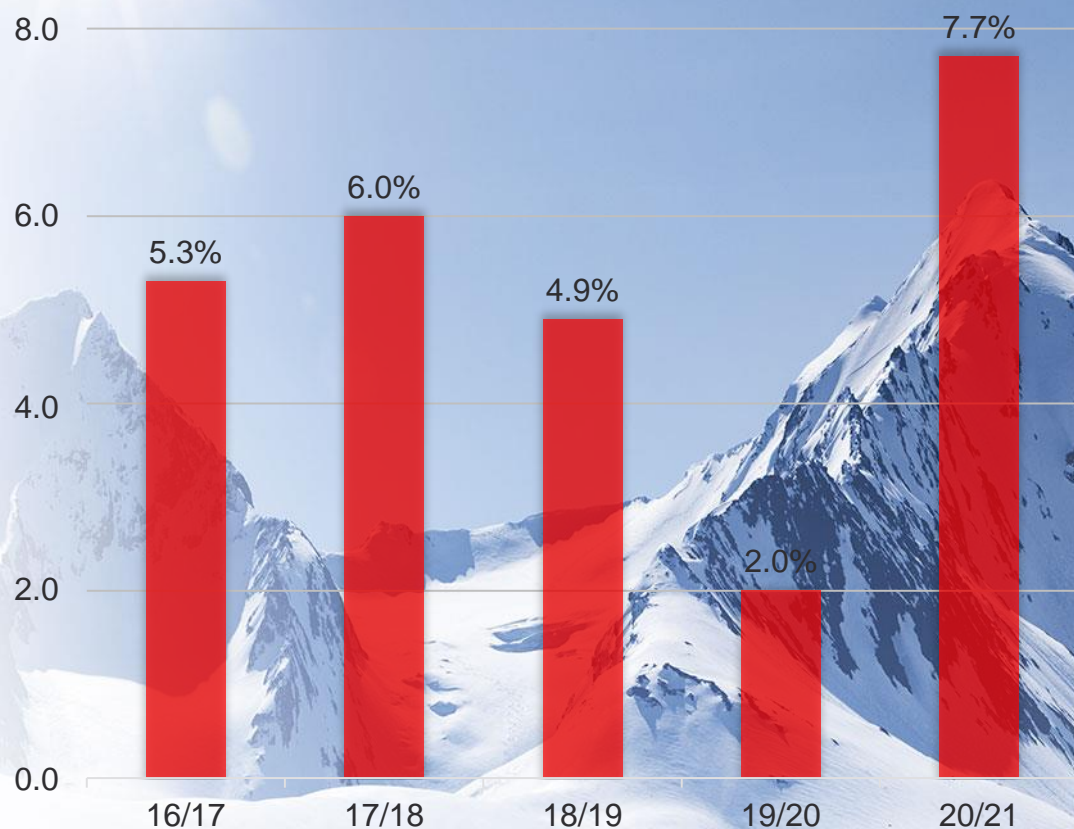
■ Other revenue than CORBOX

Fiscal year from 01.10. to 30.09.



# Return to Strong Organic Growth

**Organic growth in %**

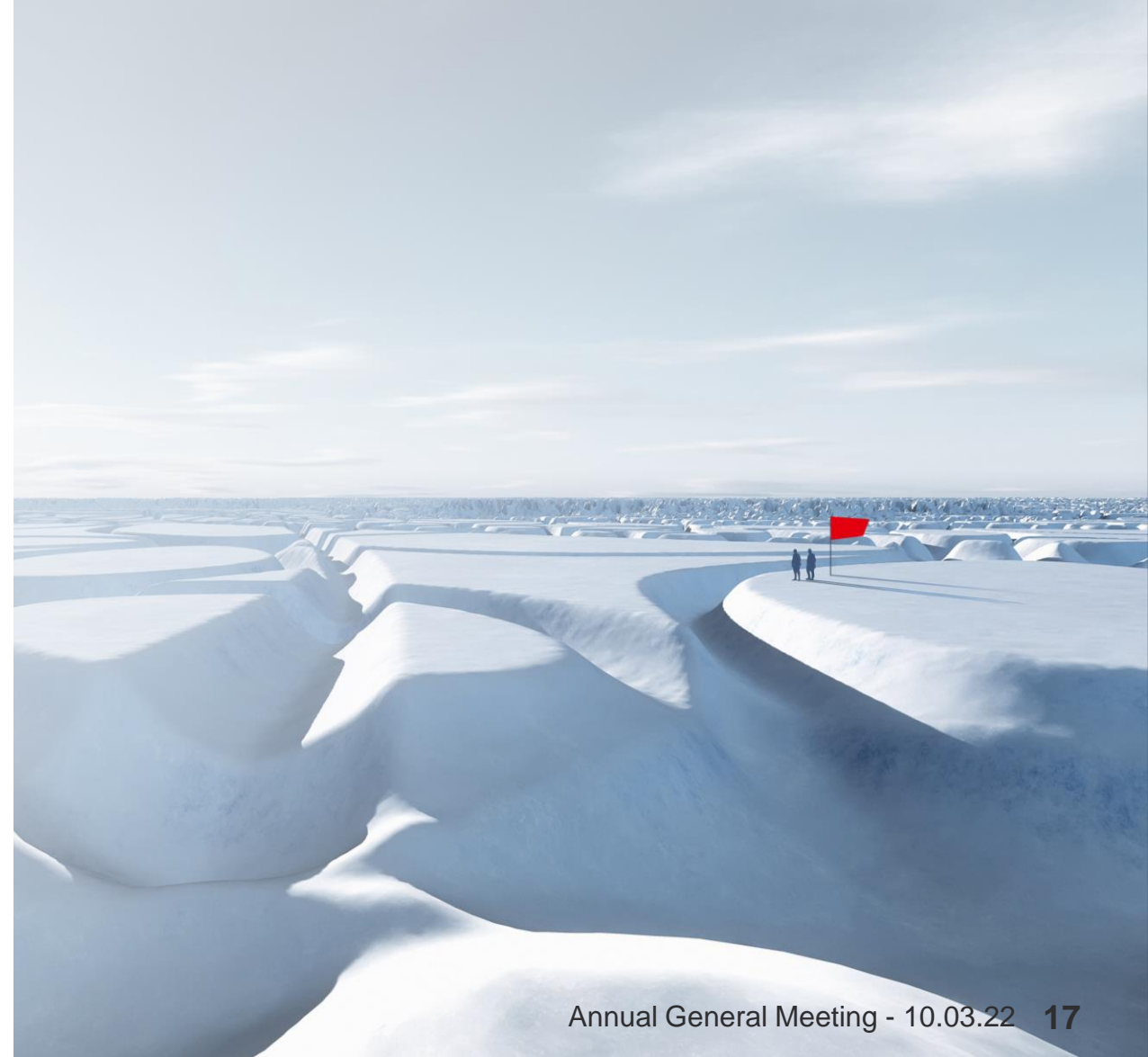


- Organic growth planned to be increased in the medium term



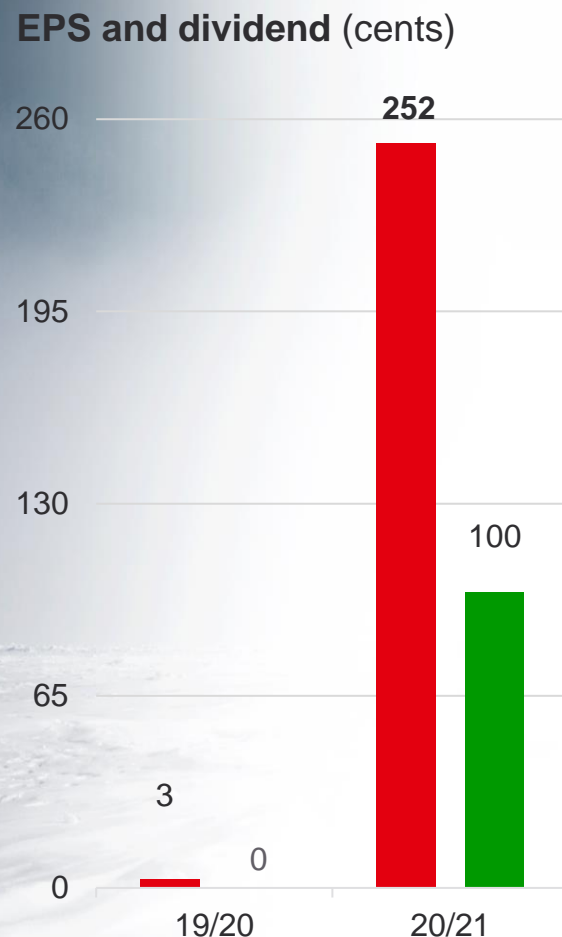
# The Basis of Our Record Results

- Performance of fully integrated DATAGROUP companies exceeds expectations
  - Higher contribution from CORBOX
  - Increase in efficiency in central production
  - CAPEX reduction
- Start-up of new customer systems and, in part, significant upselling into existing customers lead to strong organic growth (7.7%):
  - 18 new customers
  - 42 contracts renewed
  - 27 contracts expanded
- Impetus for digitization due to Covid-19





# Dividend Proposal



- Return to long-term dividend policy after last year's drought
- Dividend of € 1.00 per eligible share
- € 8,331,459.00 from the net income of € 37,784,756.84\* will be distributed to the shareholders

■ EPS  
■ Dividend

\*Based on the Financial Statements of DATAGROUP SE prepared in accordance with the German Commercial Code

# The Milestones of My Career at DATAGROUP

## Vision – Entrepreneurial Spirit – Continuity



**DATAGROUP**



**Foundation in 1983**  
Chairman of the  
Board

**IPO in 2006**  
Chief Executive Officer

**From 10.03.2022**  
**AGM**  
Supervisory Board

IT's that simple.

- Several years of planning to implement business succession
- New three-member Management Board will take over a well positioned company
- Excellent future development prospects
- Family-owned HHS holds a 53.6% stake and will remain a committed shareholder of DATAGROUP

# Max H.-H. Schaber

## Goodbye and Thanks



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- I will resign from the Management Board by the end of this Annual General Meeting and intend to take a seat on the Supervisory Board
- A huge thank you goes out to all employees, my fellow companions, our customers and partners of the past 40 years
- And to my family, who has always provided patience, advice, and support in all these years





- Studies in business administration, followed by several management positions with a focus on business and portfolio development in IT consulting and managed IT services
- Andreas Baresel joined DATAGROUP in 2012 with the acquisition of DATAGROUP Business Solutions GmbH (previously Consinto GmbH)
- He joined Consinto GmbH in 2006 and took over the management of DATAGROUP Business Solutions GmbH in 2016
- He has been a member of the Management Board (CPO) of DATAGROUP SE since October 2018
- Responsible for Production and Portfolio Development
- Successor of Max H.-H. Schaber in his office as CEO



# Current Assessment of the Ukraine War for DATAGROUP



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- DATAGROUP employees, suppliers and customers currently not affected directly
- Increase in attacks on IT systems leads to an intensified threat situation

# Organisational Security Measures in the Intensified Threat Situation



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## **Central IT Governance, Risk and Compliance (IT-GRC)**

Update and expansion of key initiatives

- Raising awareness among employees
- Increased alert readiness and testing of emergency plans
- Initiatives to strengthen resiliency and to ensure business continuity

## **Corporate Security Board (CSB)**

Higher rate

- Accelerated implementation of centrally defined measures with all companies
- Intensification of governance and overarching cooperation

## **Security Competence Team (SCT)**

Close monitoring of the current threat situation

- Increased meetings of the expert panel with internal and external expertise
- Analysis and assessment of current developments of the threat situation
- Derivation of needs for action

## **Security Operation Center (SOC)**

Expansion Security Operation

- Staff and expertise expansion
- Greater service coverage 24x7



# Expansion of the Security Services in the Intensified Threat Situation



## PREVENTION

- Endpoint Detection and Response (EDR), early detection of anomalies and reaction on end devices
- Mailgateway with sandboxing as an option in Managed Exchange
- Net Security, network-level security features to protect against transmission of harmful content



## DETECTION

- Security Information and Event Management (SIEM), the overarching alarm system for the detection of attacks in real time
- Vulnerability Management: Identification of IT Security vulnerabilities of the infrastructure in use



## REACTION

- Immutable backups help protect against malicious data manipulation or encryption
- The THOR compromise scanner automates and accelerates forensic analysis after an attack



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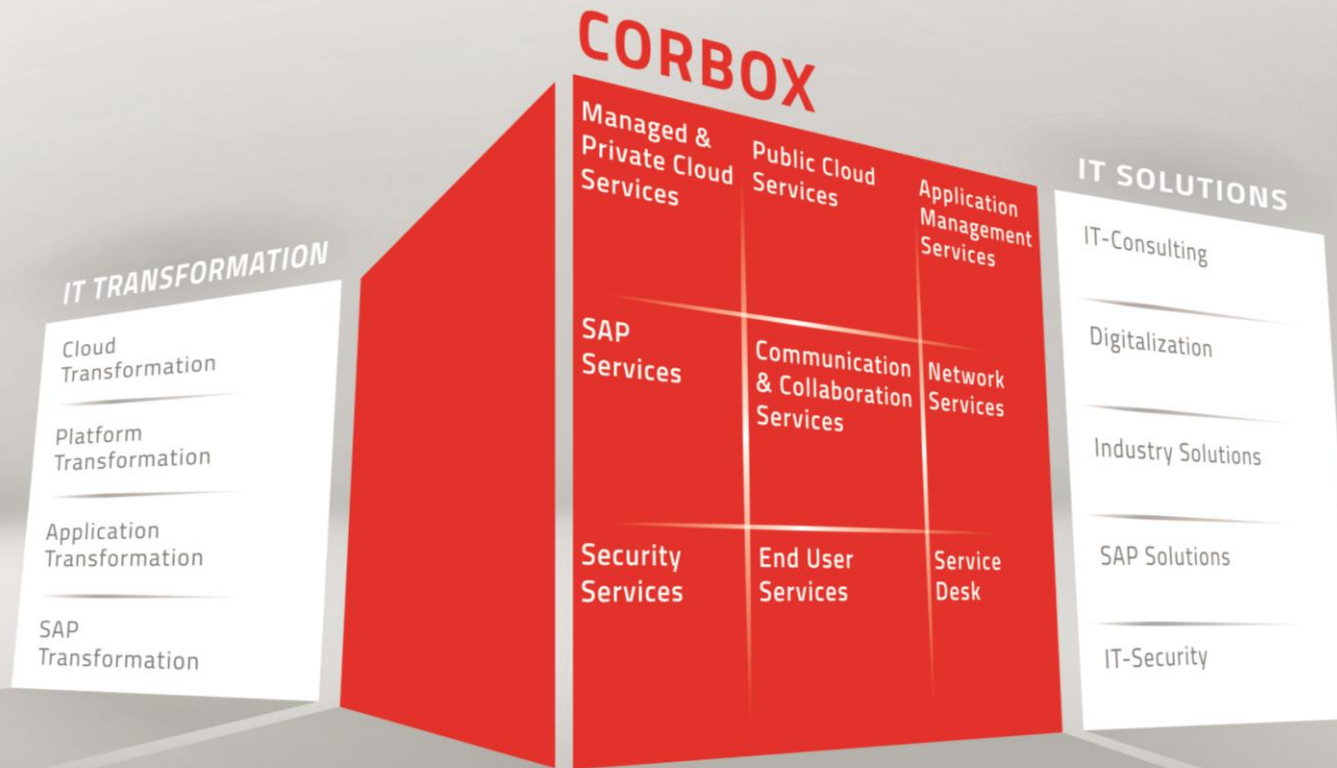
IT's worth exploring.

Further Development of the Business Model

# Further Development of the CORBOX



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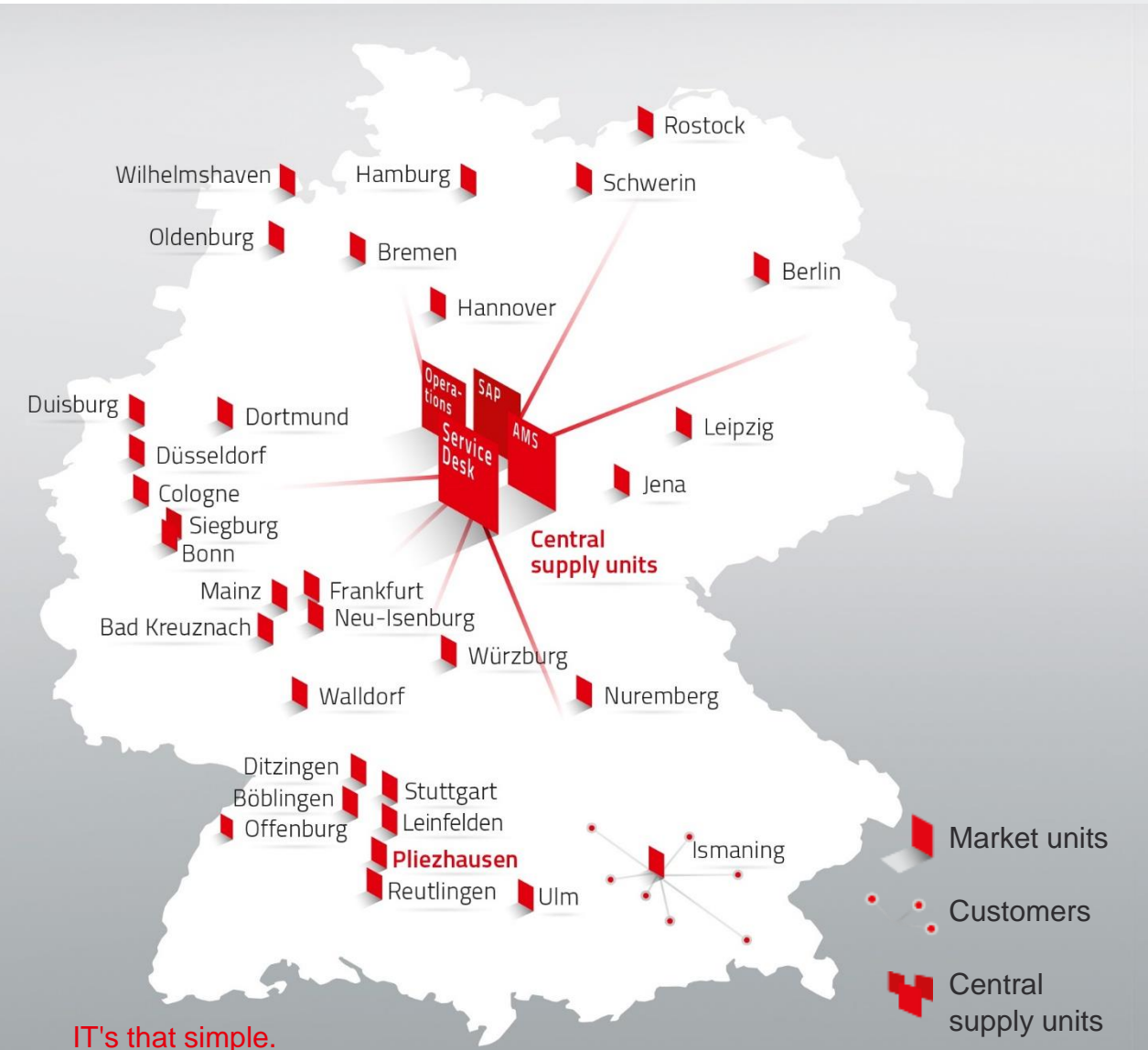


- Service as a Product
- Modularity
- New Gen6
- Public Cloud Integration
- Security Services
- Cloud Transformation
- Digitization solutions Made in Germany





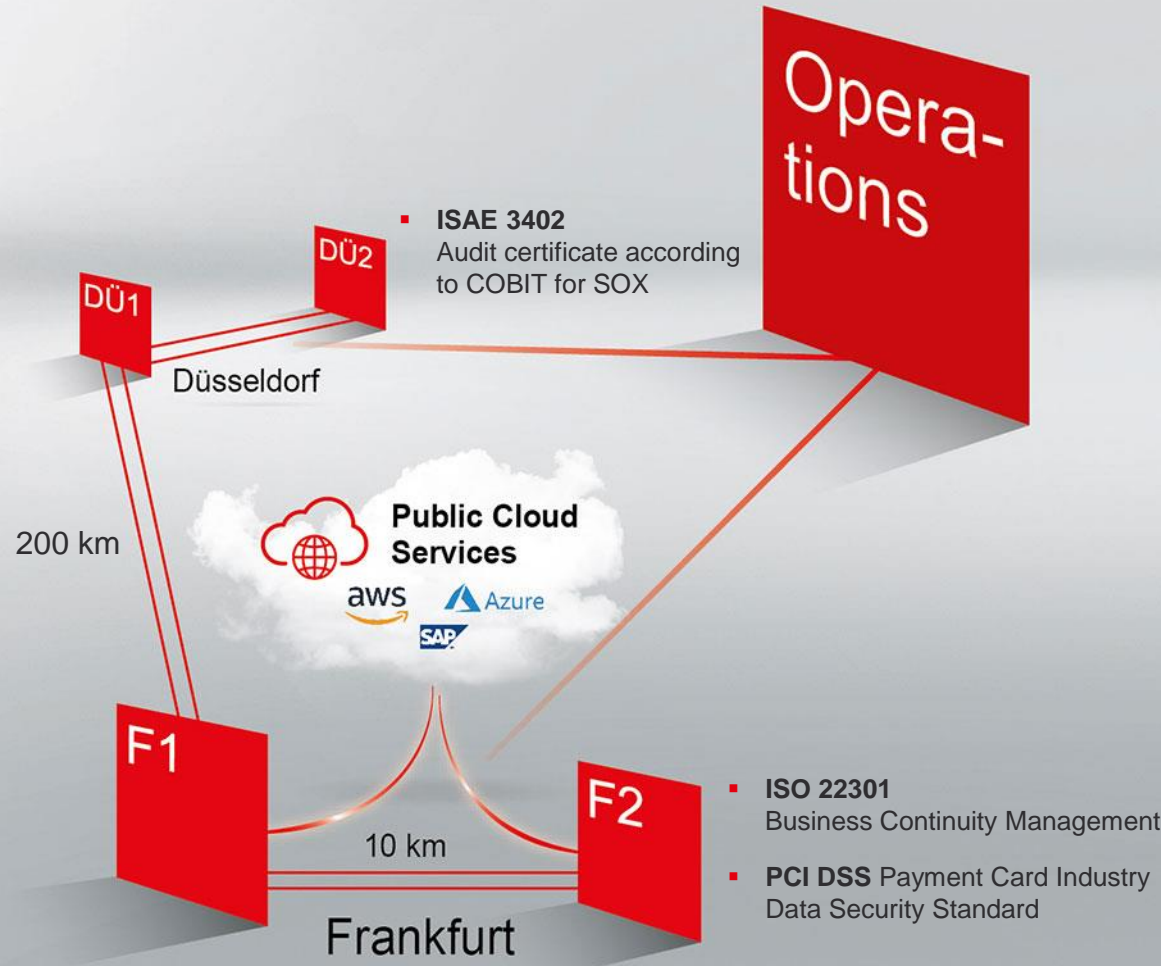
# Further Development of the Datagroup Production Model



- Unique combination between central and local production
- Agility combined with synergies and economies of scale
- Investment efficiency of the shared cloud platforms
- Increase in productivity, e.g. through
  - Self services
  - Robotic Process Automation (RPA)
  - Artificial Intelligence (AI)



# Further Development of the Data Centers



- Improved disaster recovery abilities based on a joint Data Center backbone in Frankfurt-Düsseldorf
- Optimal public cloud connection to DECIX and ECIX
- Integration of Nuremberg Data Center location into the central Data Centers
- 🌍 Sustainability improved thanks to concentration at energy-efficient locations
- Further integration of acquired Data Center locations



# Further Development of Security Services



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“We are on “red alert”, at least in some areas of the information security sector.”

Arne Schönbohm, President of BSI

DATAGROUP's response:

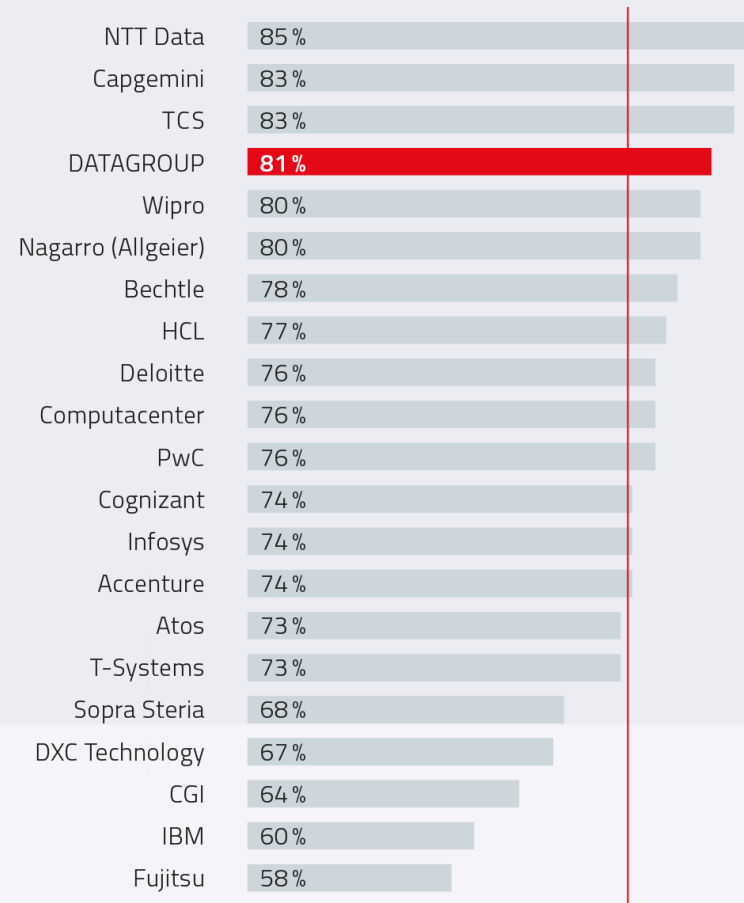
- New, coordinated CORBOX Security Services along multiple lines of defence for prevention, detection and response
- Own Security Operation Center (SOC) with in-depth security experience and tooling for protection and monitoring of the CORBOX platforms



# Further Development of the Service Management



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Average = 74 %

- Roughly 830 outsourcing and cloud sourcing contracts rated by customers
- Comparison of 21 IT service providers
- Among the Top 5 again with top ratings in:
  - First place in contractual flexibility, business understanding, transformation quality
  - Second place in cloud capability
- DATAGROUP is far above the average in all disciplines

Source: 2021 Study on IT Outsourcing in Germany by Whitelane Research and Navisco AG

# Further Development for Strong Order Intake and Organic Growth



**Exhibition**  
**Full Outsourcing**  
5 years, ca. € 3.5m / year



**Industrial bakery**  
**Managed Cloud, SAP, Service Desk**  
4 years, ca. € 2.5m / year



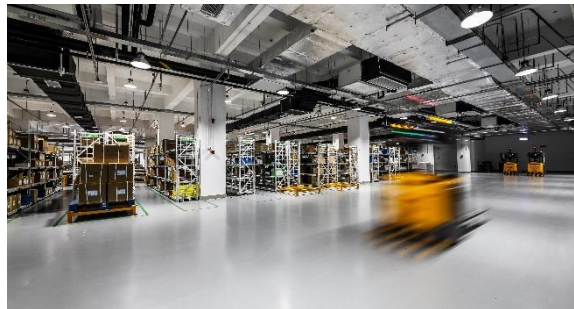
**Financial services**  
**Full Outsourcing**  
4 years, € 0.6m / year



**Public authorities**  
**Public Cloud Services**  
6 years, ca. € 0.7m / year



**Logistics**  
**Managed Cloud, Network Services, Communication & Collaboration**  
5 years, ca. € 1.4m / year



**Engineering industry**  
**End User Services, Service Desk**  
3 years, ca. € 1.4m / year



**Aviation industry**  
**Full Outsourcing**  
3 years, ca. € 5.0m / year

and many more...

- No cluster risk
- No sector risk
- No market risk





# Further Development With New Acquisitions

**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

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

**dna GmbH**  
(104 employees), May 2021

**URANO Informationssysteme**  
(300 employees), May 2021





## New Acquisitions in 20/21: dna GmbH

- Acquisition of 100% of the shares in dna Gesellschaft für IT Services mbH based in Berlin, Hanover and Oldenburg
- dna is specialized in services and user support for IT infrastructures and IT applications, especially for the financial services companies of the German Sparkassen Finanzgruppe
- DATAGROUP Banking & Insurance IT Services (BIT) was established together with DATAGROUP BIT Düsseldorf (previously DATAGROUP Financial IT Services) and DATAGROUP BIT Hamburg (previously Portavis), which resulted in significant synergy potential for the services provided to our customers from the banking and financial services sectors
- Has 104 employees and generates revenues in the high single-digit million euro ranges in the current fiscal year
- Change of name to DATAGROUP BIT Oldenburg GmbH in December 2021





- Participation agreement for the acquisition of 70% of the shares in URANO Informationssysteme GmbH and for the remaining 30% in 2023
- URANO has roughly 300 employees providing IT services for private sector and public sector organizations.
- The company has thirty years of experience and has been a reliable partner for public authorities in Hessen and Rhineland-Palatine for years
- The acquisition was a classical win-win situation:
  - CORBOX expands the portfolio of URANO, for instance by SAP and Security Services
  - DATAGROUP strengthens its footprint in Hessen and Rhineland-Palatine and expands its portfolio by interesting solutions, for instance in the school system



With These Further Developments We Are Well Positioned to Address the Challenges of the Future



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Member of the Management Board of DATAGROUP SE since 1 October 2021:

- Responsible for Finances and Investor Relations
- A graduate in business administration (VWA), he has 16 years of management experience in the IT sector both in listed and family business Mittelstand companies:
  - 2015 - 2021 As the CFO of Controlware GmbH / Controlware Holding GmbH with organic growth (from € 200m to € 350m)
  - 2006 - 2015 Senior Executive of an IT stock corporation listed on the Prime Standard with strong focus on inorganic growth (from € 140m to € 330m)
  - 1999 - 2006 Management at a stock corporation in the consumer goods industry
- Extensive M&A experience with own network as a supplement
- Responsibility towards and trustful access to financing partners
- Sound understanding of national and international financial reporting



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IT's the right direction.  
Our Figures Speak for Themselves

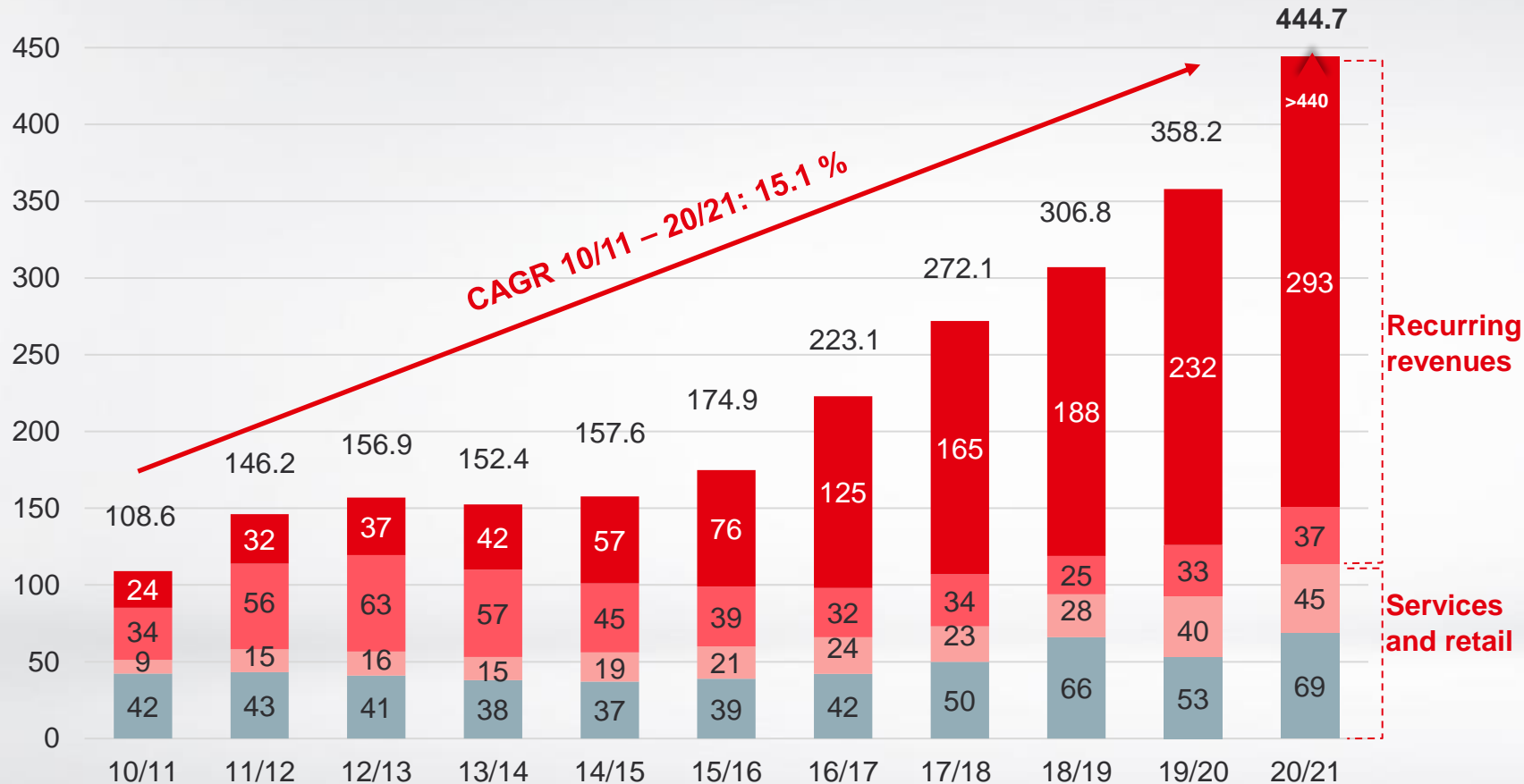


# Service as a Product approach with long-term contracts, recurring service revenue and high margins



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€m Revenue 10/11 – 20/21



**Approx. 80% gross margin with recurring revenues in 20/21**

- Recurring CORBOX cloud services
- Recurring non-cloud services
- Services
- Retail + Others

Fiscal year from 01.10. to 30.09.





# Selected Profit and Loss Statement Figures FY 20/21

Figures in € k	19/20	20/21	Change
<b>Revenue</b>	<b>358,211</b>	<b>444,708</b>	<b>+24.1%</b>
Other own work capitalized	1,743	1,720	-1.3%
Changes in capitalized contract costs	7,274	-1,938	-126.6%
<b>Total revenues</b>	<b>367,228</b>	<b>444,490</b>	<b>+21.0%</b>
<i>Material expenses / Expenses for purchased services</i>	119,143	149,495	+25.5%
<b>Gross profit</b>	<b>248,085</b>	<b>294,995</b>	<b>+18.9%</b>
<i>Personnel expenses</i>	187,991	213,038	+13.3%
<b>EBITDA</b>	<b>53,807<sup>1</sup></b>	<b>67,286</b>	<b>+25.1%</b>
EBITDA margin (in %)	15.0	15.1	
<b>EBIT</b>	<b>20,988<sup>1</sup></b>	<b>29,058</b>	<b>+38.5%</b>
EBIT margin (in %)	5.9	6.5 (7.2)*	
<i>Financial result</i>	-2,375	-1,927	-18.9%
<b>EBT</b>	<b>6,613</b>	<b>27,131</b>	<b>+310.3%</b>
<b>Net income</b>	<b>249</b>	<b>21,013</b>	<b>+8,339.0%</b>
<b>EPS (in €)</b>	<b>0.03</b>	<b>2.52</b>	

\*There were extraordinary write-offs of € 3.15m in the fiscal year. When excluding this special effect, EBIT would have amounted to € 32.21m (EBIT margin 7.2%)

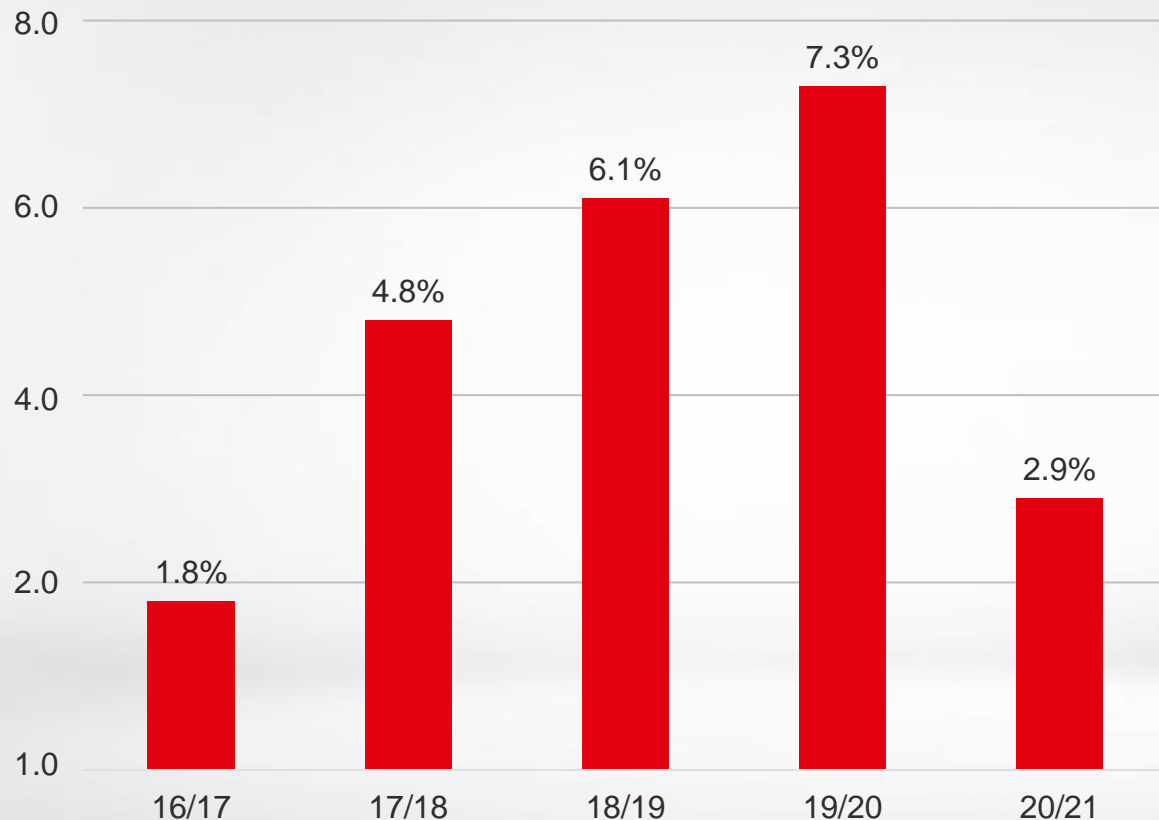
To this end, provisions had been set up on June 30, 2020 in the total amount of € 12.0m which were offset by other operating income due to a negative difference from the purchase price allocation (badwill) of € 11.6m from the acquisition of Portavis. Further, operating losses of some € 12m were handled.

<sup>1</sup> Before risk provision



# End of Investment Cycle – Depreciation Returns to Normal

Development of investments in relation to service revenue 16/17 – 20/21 in %



- Increased investment activity since 2017/18
  - Acquisition of IKB Data (today DATAGROUP BIT Düsseldorf) in August 2017 triggers platform investment in second Data Center location in Düsseldorf
  - Streamlining of organization and consolidation of production and production units
  - Centralization of locations, e.g. in Hamburg

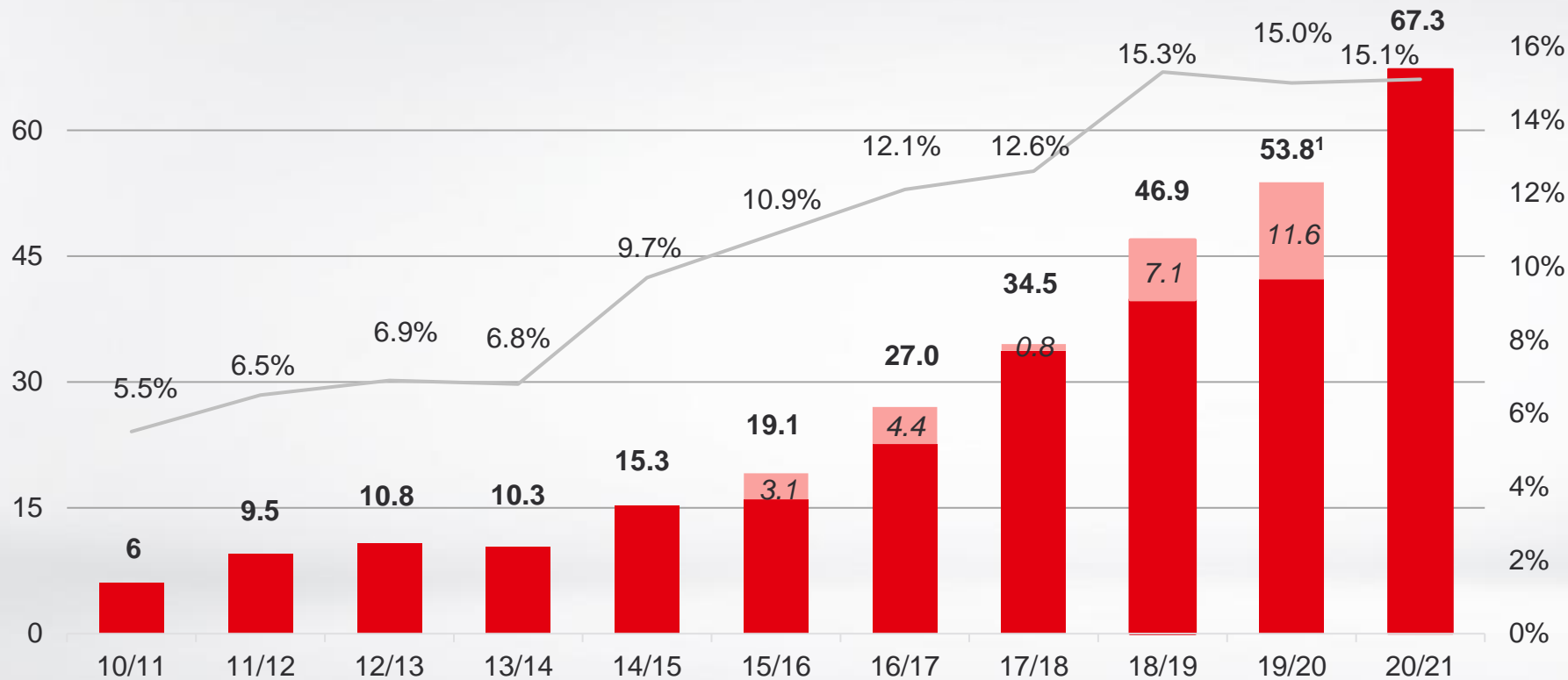


# Development of EBITDA

€m EBITDA 10/11 – 20/21

CAGR 10/11 – 20/21: 27.4 %

EBITDA margin 10/11 – 20/21



Operative EBITDA development confirms profitable growth course

One-off effects out of acquisitions

EBITDA margin

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



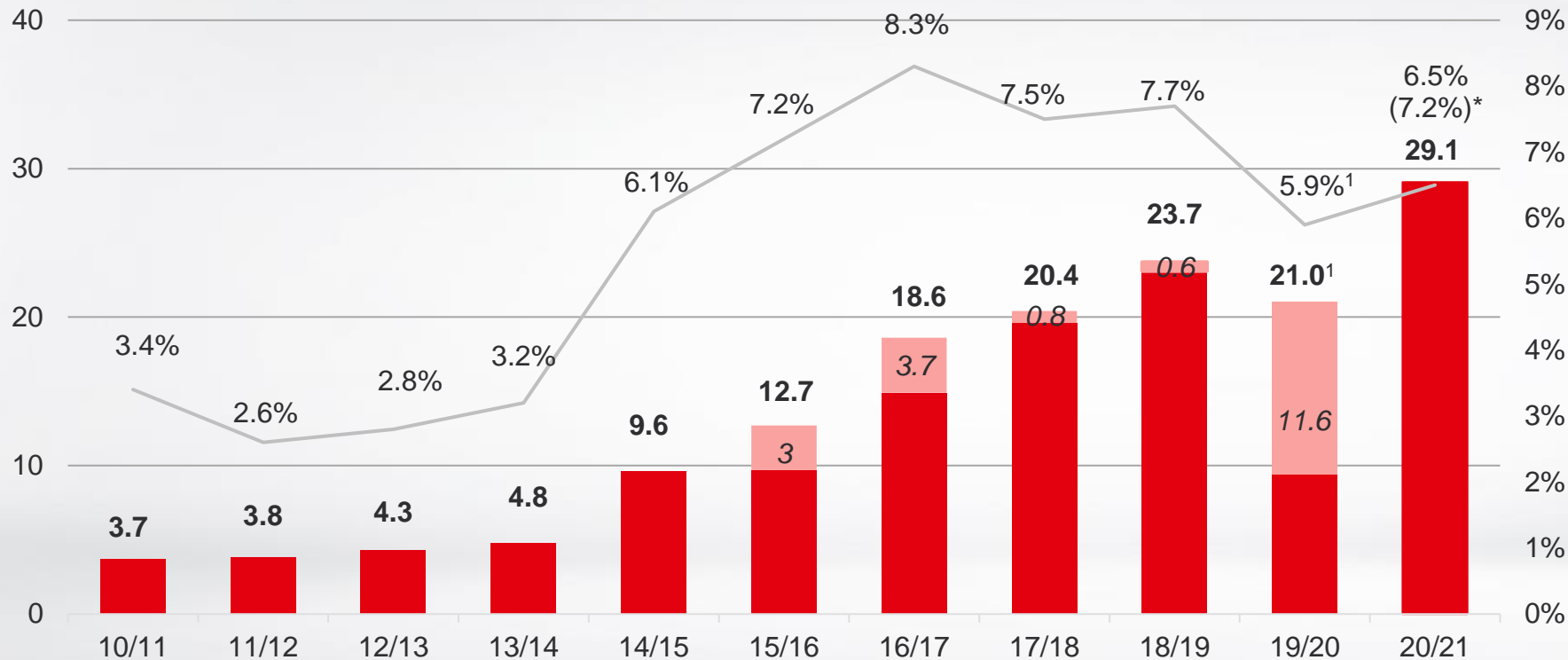


# Development of EBIT

€m EBIT 10/11 – 20/21

CAGR 10/11 – 20/21: 22.9%

EBIT Margin 10/11 – 20/21



DATAGROUP had realized extraordinary purchase price bargains over the past five years. In the reporting year, EBIT was achieved without such effects.

- One-off effects out of acquisitions
- EBIT margin

\*There were extraordinary write-offs of € 3.15m in the fiscal year. When excluding this special effect, EBIT would have amounted to € 32.21m (EBIT margin 7.2%)

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



# Selected Balance Sheet Numbers and Ratios FY 20/21

Figures in € k	30.09.20	30.09.21	Change
Goodwill	62,501	103,084	+64.9%
Non-current liabilities	206,019	207,320	+0.6%
<i>thereof liabilities to banks</i>	78,163	78,224	+0.1%
<i>thereof leasing liabilities</i>	42,664	40,059	-6.1%
<i>thereof pension provisions</i>	72,790	64,038	-12.0%
Current liabilities	113,181	130,165	+15.0%
<i>thereof liabilities to banks</i>	12,314	0	-100.0%
<i>thereof leasing liabilities</i>	15,945	17,079	+7.1%
Cash and cash equivalents	63,937	44,092	-31.0%
Trade receivables	41,255	56,363	+36.6%
Trade payables	12,491	11,422	-8.6%
Total net debt	63,044	87,520	+38.8%
Equity ratio <sup>1)</sup> (in %)	17.2	21.8	+26.7%
Return on equity <sup>2)</sup> (in %)	0.4	26.2	+6,448.2%
Balance sheet total	385,352	431,783	+12.0%

- Increase in net debt by € 35m due to investments in acquisitions
- Increase in goodwill is due to acquisition of Urano and dna (today DATAGROUP BIT Oldenburg)

*URANO Informationssysteme GmbH and dna Gesellschaft für IT Services GmbH have been included in the consolidated financial statements for the first time as per 1.5.21. The purchase price allocations drawn up for this purpose should be considered provisional. The acquired assets and liabilities were subject to a preliminary assessment.*

1) Modified equity ratio incl. equity-like instruments

2) Return on equity = net income / average equity



# Cash Flow FY 20/21

Figures in k€	19/20	20/21	Change	Comments
Cash flow from operating activities	21,684	49,998	130.6%	<ul style="list-style-type: none"><li>Driven by good operating earnings</li></ul>
Cash flow from investing activities	12,595	-44,568	-453.9%	<ul style="list-style-type: none"><li>Outflow of € 35.7m in FY for acquisition of URANO and dna (today DATAGROUP BIT Oldenburg), inflow of € 35.6m in previous year from Portavis deal</li><li>Capex € 11.0m, € 22.2m in PY</li></ul>
Cash flow from financing activities	-17,679	-25,244	42.8%	<ul style="list-style-type: none"><li>No dividend distribution (€ 5.8m in PY)</li><li>Repayment of promissory note loan € 12m (PY: € 8m)</li></ul>
Change in cash and cash equivalents	16,601	-19,814	-219.4%	





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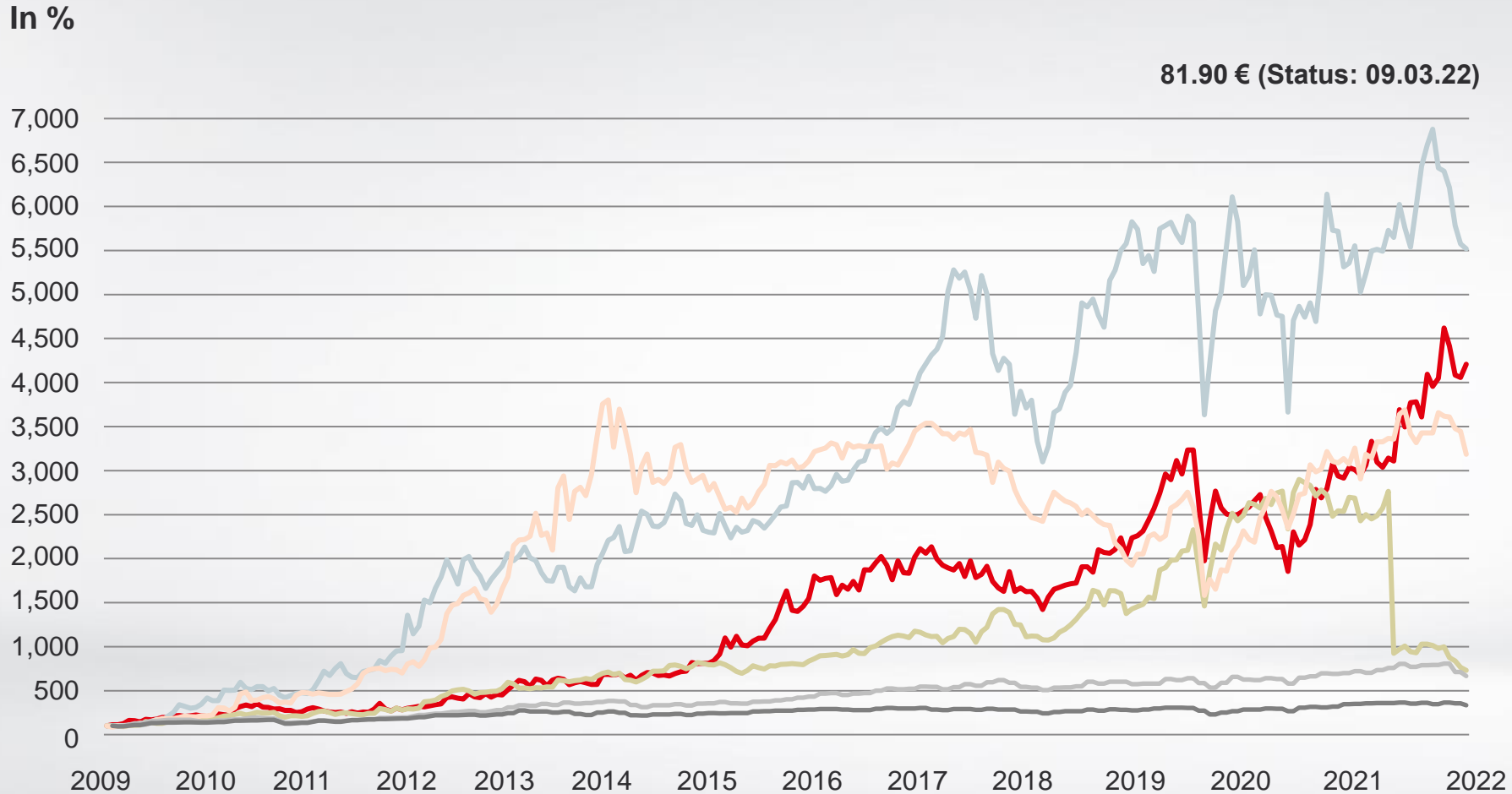


IT's that promising.

Information From the Stock Market



# DATAGROUP Share vs. Indices and Peer Group



- DATAGROUP share
- All for One
- Cancom
- Bechtle\*
- TecDAX
- DAX

\* Share split in the ratio 1:3 as of 16.08.2021

# Extensive Analyst Coverage



Bank	Analyst	AGM 2020 Price Target	AGM 2020 Recommendation	AGM 2021 Price Target	AGM 2021 Recommendation
<b>Berenberg Bank</b>	<u>Gustav Froberg</u>	€ 75.00	Buy	€ 110.00	Buy
<b>Stifel Europe</b>	<u>Jannik Siering</u>	€ 70.00	Buy	€ 96.00	Buy
<b>M.M. Warburg Research</b>	<u>Andreas Wolf</u>	€ 60.00	Buy	€ 100.00	Buy
<b>Baader Helvea</b>	<u>Knut Woller</u>	€ 35.00	Sell	€ 71.00	Sell
<b>Quirin Privatbank</b>	<u>Sebastian Droste</u>	€ 65.80	Buy	€ 105.00	Buy
<b>Hauck &amp; Aufhäuser</b>	<u>Tim Wunderlich</u>	€ 87.00	Buy	€ 125.00	Buy
<b>Edison Research</b>	<u>Edwin de Jong</u>	-	Buy	-	Buy



# Analyst Consensus Estimates



In €m	Actual data		Consensus estimates		
	20/21	20/21	21/22	22/23	23/24
<b>Revenue</b>	<b>444.7</b>	<b>449.7</b>	<b>496.2</b>	<b>525.8</b>	<b>554.6</b>
<i>Change year-on-year (%)</i>	<i>24.1</i>	<i>25.5</i>	<i>10.3</i>	<i>6.0</i>	<i>5.5</i>
<b>EBITDA</b>	<b>67.3</b>	<b>64.2</b>	<b>77.6</b>	<b>83.9</b>	<b>90.1</b>
<i>EBITDA margin (%)</i>	<i>15.1</i>	<i>14.3</i>	<i>15.6</i>	<i>16.0</i>	<i>16.3</i>
<b>EBIT</b>	<b>29.1</b>	<b>30.1</b>	<b>41.2</b>	<b>47.3</b>	<b>52.7</b>
<i>EBIT margin (%)</i>	<i>6.5 (7.2)*</i>	<i>6.7</i>	<i>8.3</i>	<i>9.0</i>	<i>9.5</i>
<b>Earnings after taxes</b>	<b>21.0</b>	<b>20.0</b>	<b>27.5</b>	<b>30.9</b>	<b>34.7</b>
<i>EAT margin (%)</i>	<i>4.7</i>	<i>4.4</i>	<i>5.5</i>	<i>5.9</i>	<i>6.3</i>

\*Extraordinary write-downs of € 3.15m in the fiscal year. When excluding this special effect, EBIT would have amounted to € 32.21m (EBIT margin 7.2%)

Source: Bloomberg as of 09.03.22

# Our Commitment in Environment, Social and Governance



DATAGROUP



- First publication of an ESG report
- We give you an insight into our principles and guidelines for sustainable governance, our activities to protect the environment and into selected social projects supported by our employees

*“As a company, we perceive ourselves as part of society. We are responsible for our employees, customers, investors, and fellow human beings. We want to do justice to this responsibility, both internal and external.”*

Max H.-H. Schaber, CEO



# Extract From the Financial Calendar

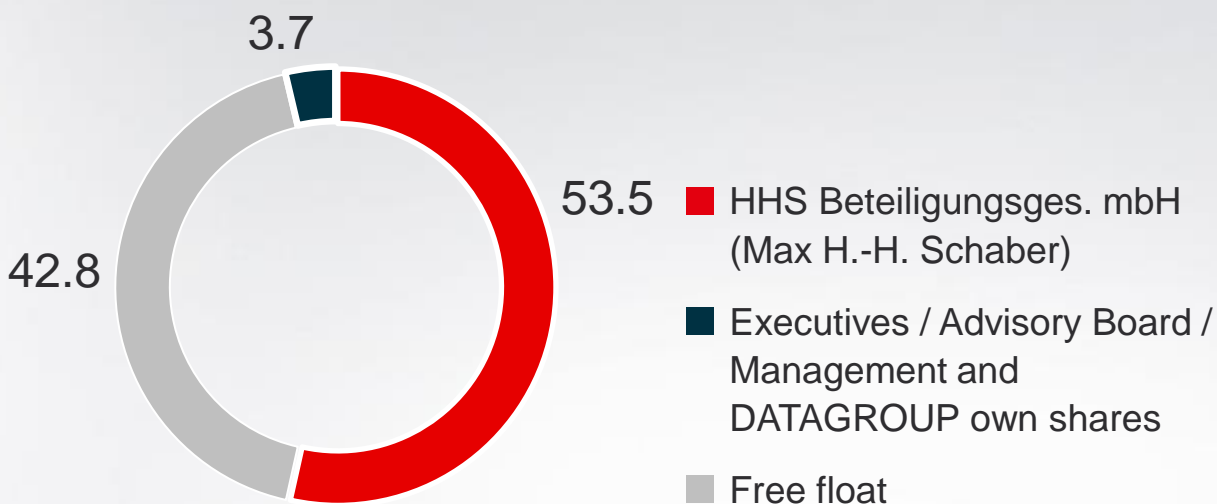


- **30.03.22** Pareto Securities, TechIT Conference
- **11.-13.05.22** HAIB Stockpicker Summit, Berlin
- **19.05.22** Stifel SMID CAP Forum
- **23.-25.05.22** Berenberg Conference USA, Tarrytown
- **23.-25.05.22** Spring Conference, Frankfurt
- **24.05.22** Publication of Q2 and H1 Results for FY 21/22
- **01.-02.06.22** Quirin Champions Conference
- **22.-23.06.22** Stifel International Technology Conference, New York
- **23.08.22** Publication of Q3 Results for FY 21/22
- **19.-21.09.22** Berenberg and Goldman Sachs German Corporate Conference, Munich
- **23.09.22** Baader Investment Conference 2022, Munich
- **17.-18.10.22** CF&B European Midcap Event
- **22.11.22** Publication of Preliminary Results for FY 21/22





# Shareholder Structure and Stock



Investor	Percent %
Universal Investment	1.43
TaaleriTehtaan Rahas	0.81
Metzler Global Funds	0.68
Deutsche Bank AG	0.59
Lazard Ltd	0.50
KBC Group NV	0.48
Societe de Gestion	0.48
Allianz SE	0.46

\* Hauck & Aufhäuser - Report, February 2022

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

## IPO

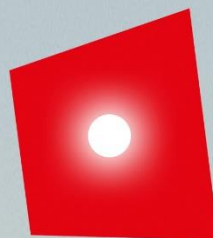
- Initial public offering: 14. September 2006
- Issue price: 3.20 €

## Share

- Share value: 81.90 € (09.03.22)
- Market Cap: 683.78m € (09.03.22)



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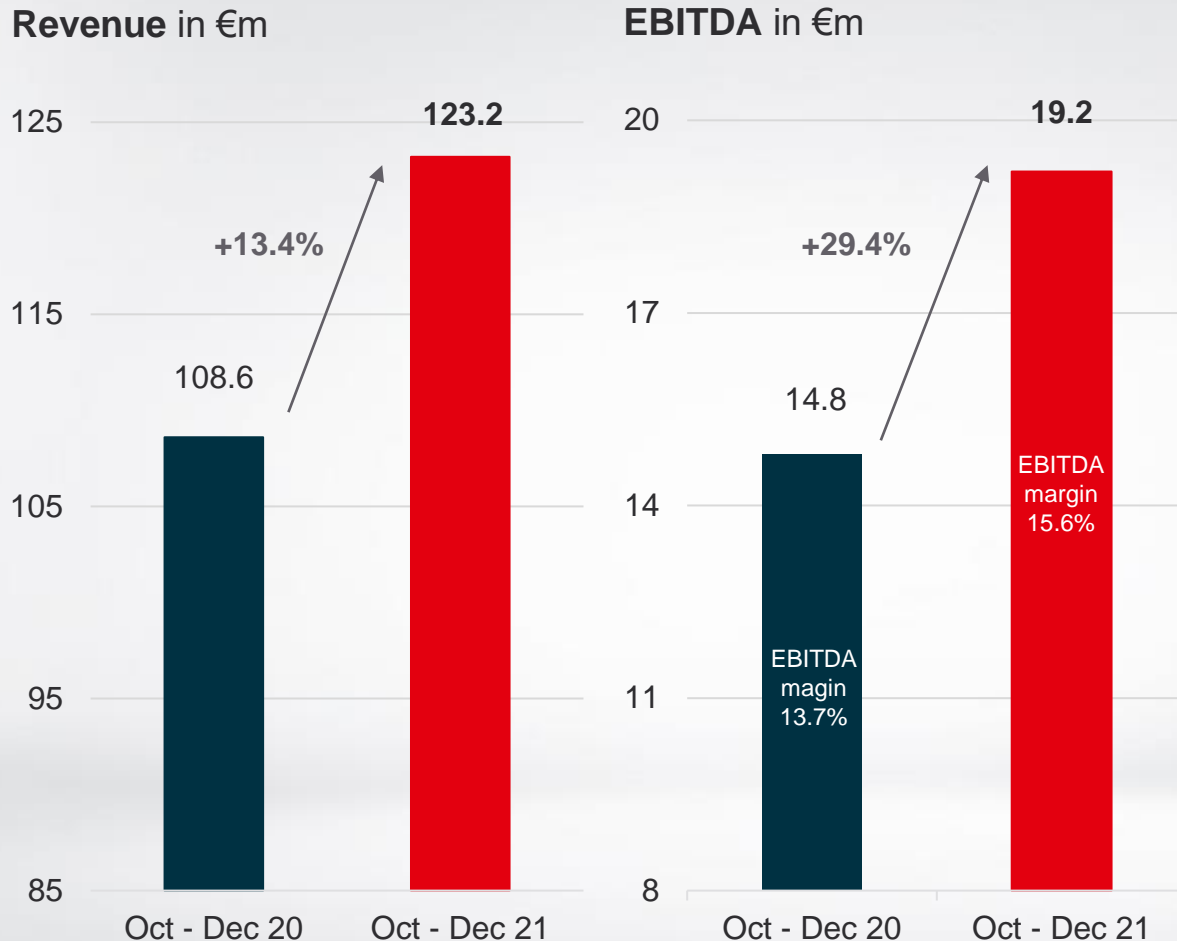


IT's that visionary.

Outlook

# Strong Start to the Year in Q1 21/22

## Substantial Increase in Revenue, Earnings and Margins

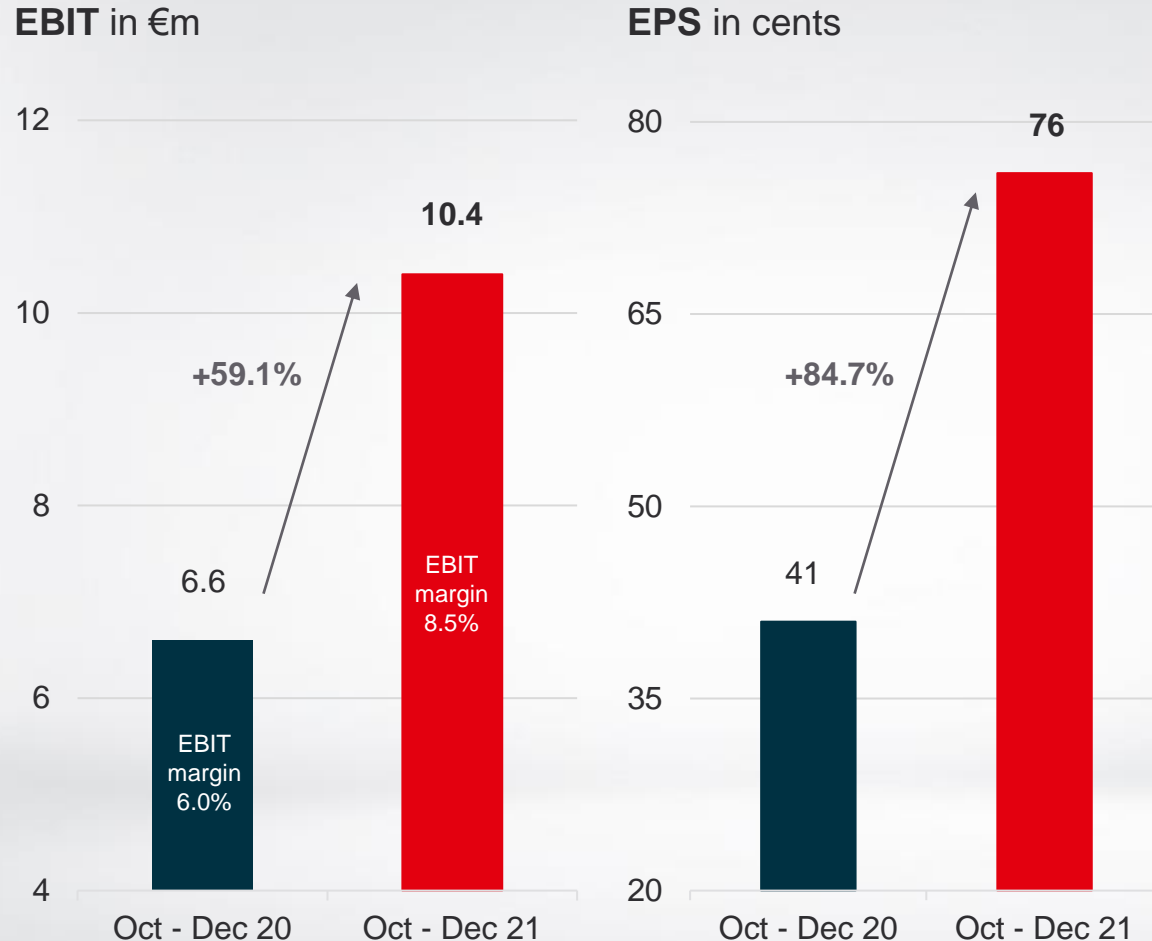


- Disproportionate increase in EBIT and EBITDA driven by significant improvement in efficiency
- Organic growth of 5.6% over the last twelve months
- First-time consolidation of URANO and dna (today DATAGROUP BIT Oldenburg) on 1 May 2021
- Solid sales performance with CORBOX:
  - 6 new customers > 250k € p.a.
  - 18 contracts renewed
  - 10 contracts expanded



# Strong Start to the Year in Q1 21/22

## Substantial Increase in Revenue, Earnings and Margins



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# Our Guidance for Fy 21/22

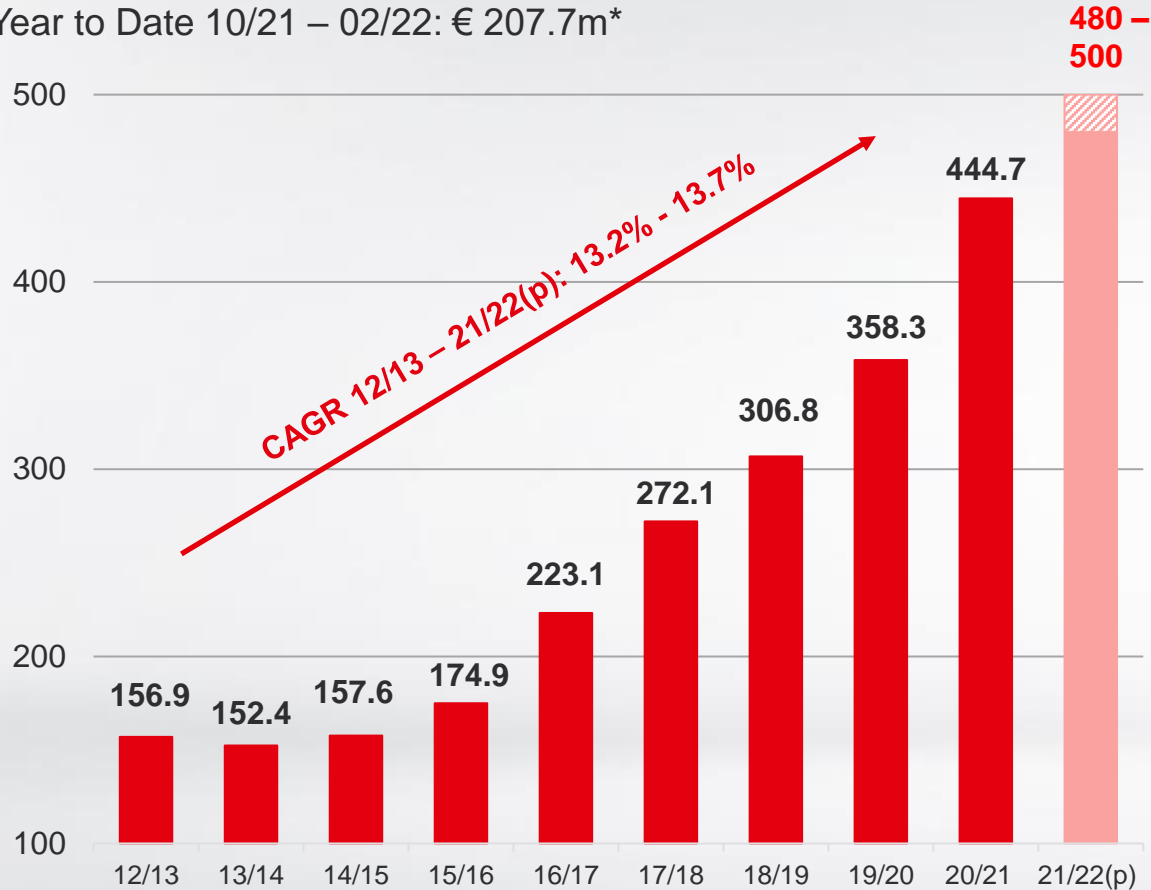
## Further Growth in Revenue and EBITDA



**DATAGROUP**

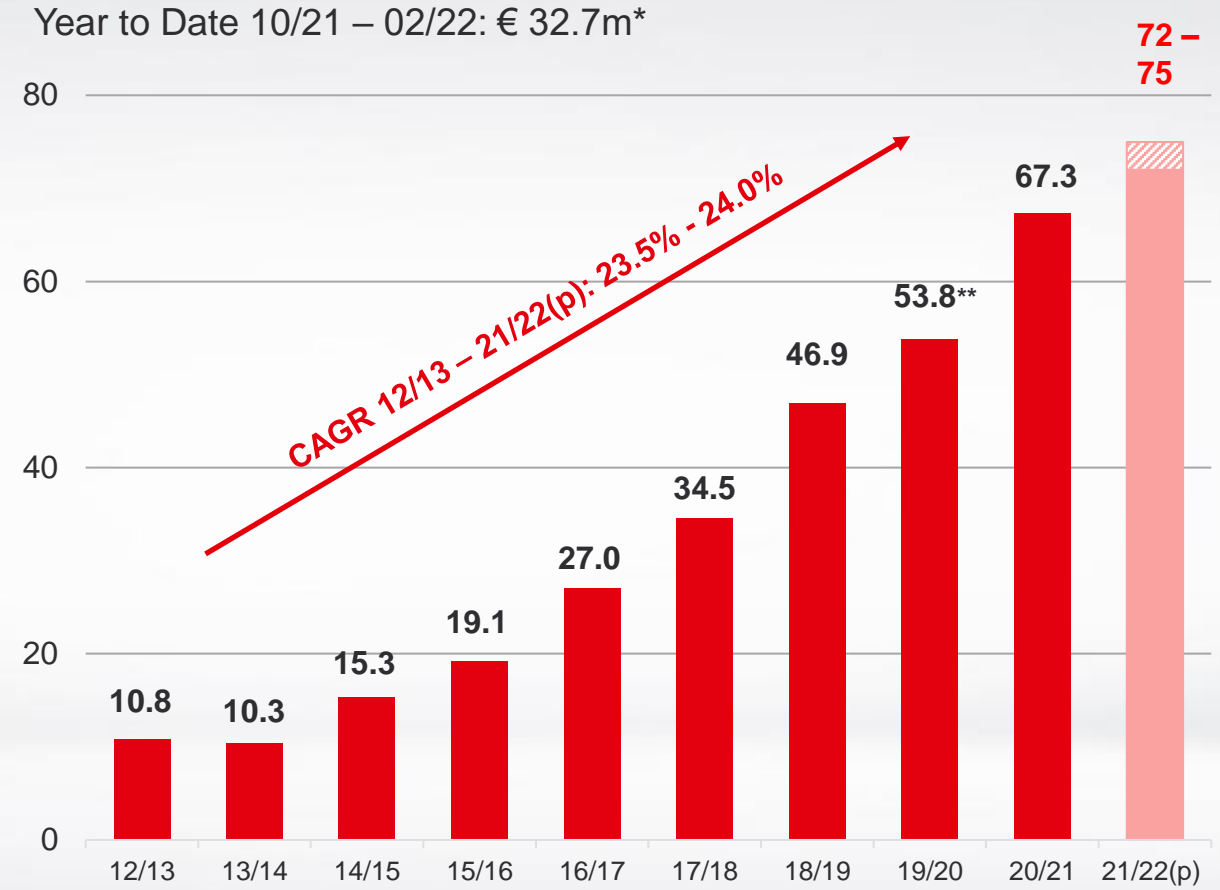
### Revenue in €m

Year to Date 10/21 – 02/22: € 207.7m\*



### EBITDA in €m

Year to Date 10/21 – 02/22: € 32.7m\*



\* Preliminary

\*\* EBITDA before risk provisions

IT's that simple.

# Our Guidance for Fy 21/22

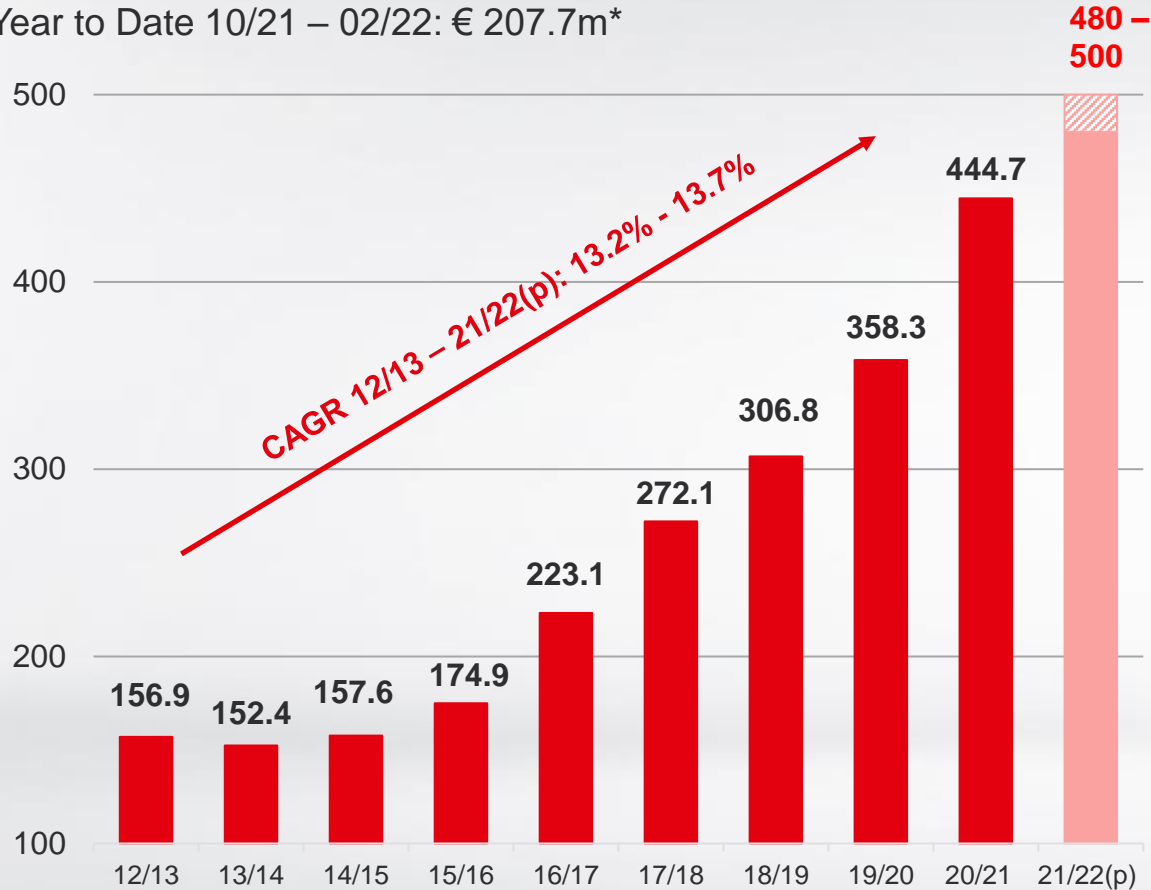
## Further Growth in Revenue and EBITDA



**DATAGROUP**

### Revenue in €m

Year to Date 10/21 – 02/22: € 207.7m\*

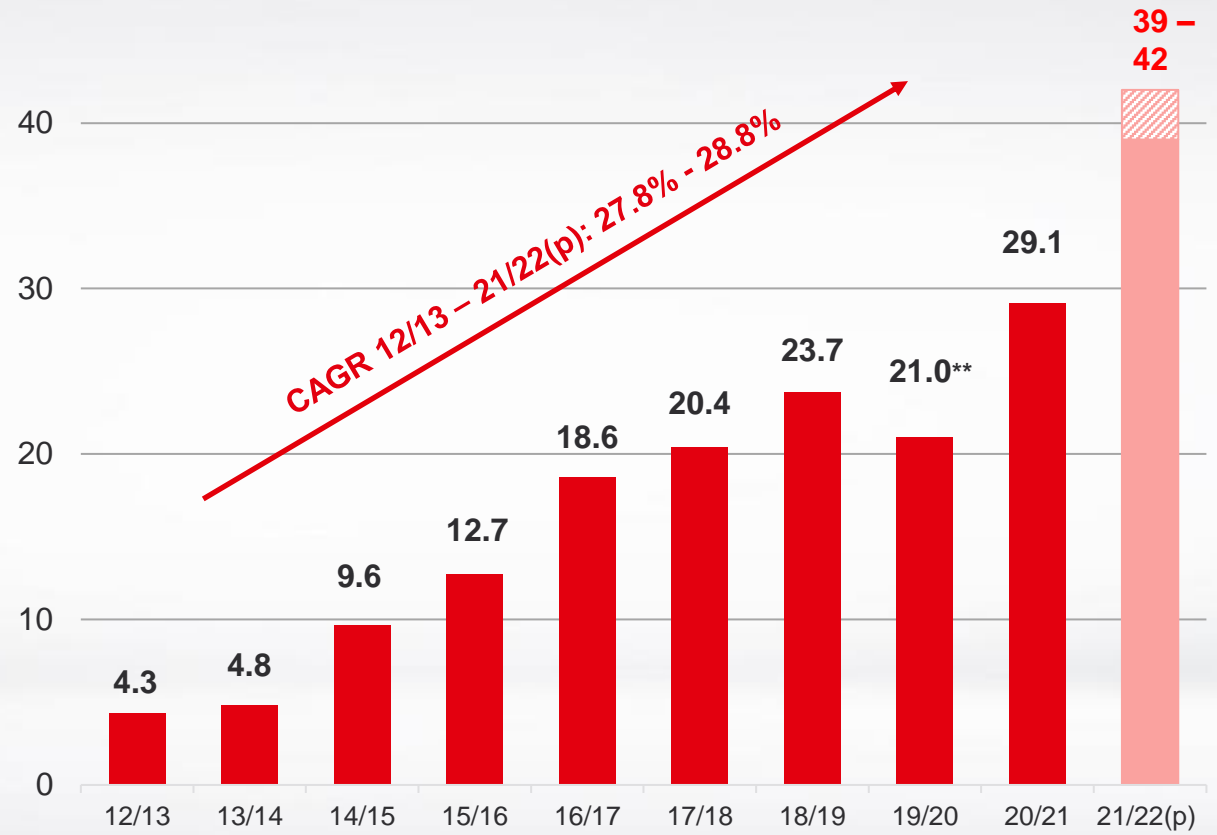


\* Preliminary

IT's that simple.

### EBIT in €m

Year to Date 10/21 – 02/22: € 18.4m\*



\*\* EBIT before risk provisions





# Dual Growth Strategy to Be Continued

## Inorganic vs. organic growth – ambition



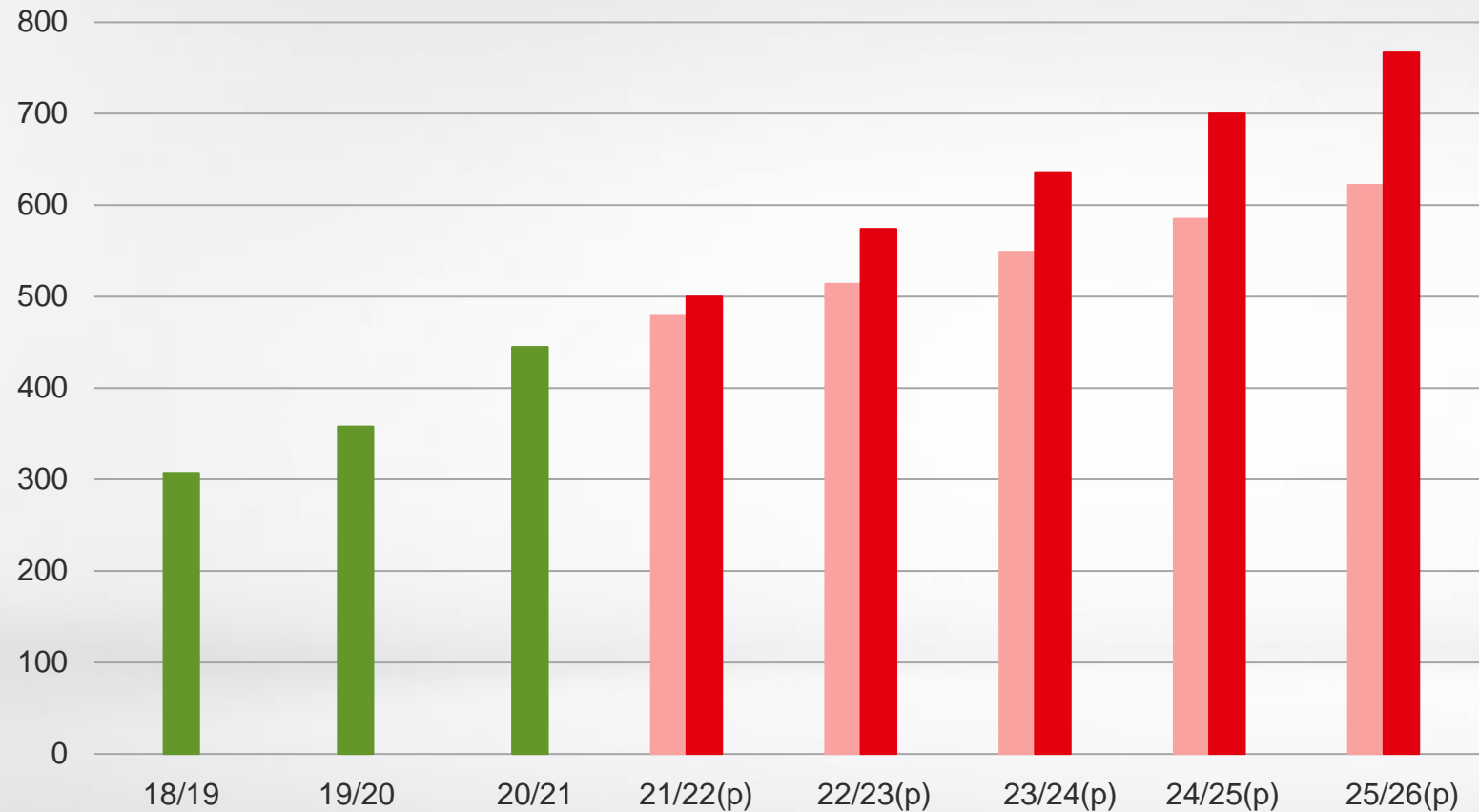
- Inorganic growth
- Organic growth through upselling among existing customers
- Organic growth through acquisition of new customers

- Growth through acquisition of new customers:
  - Market potential: Some 5,000 potential CORBOX customers in the segment Revenue of € 100-5,000m p.a. in Germany
- Growth through upselling among existing customers
- Growth through M&A activities:
  - 2-3 new acquisitions p.a. on average



# New Management Ambition by 25/26: Revenue of € 750M

**Revenue in €m**



Our ambition  
by 25/26:

- Revenue of € 750m
- from 22/23:
- > 15% EBITDA
- > 9% EBIT

- Min. revenue development
- Max. revenue development
- Generated total revenue

Fiscal year from 01.10. to 30.09.



**DATAGROUP**

IT's that promising.

Thank You Very Much for Your Attention





# Paramount Importance of Staff in a Successfully Growing Company Also Embedded at Board Level



Dr. Sabine Laukemann

- Born in 1977
- Married, one son
- Graduate in communication science (Diplom-Kommunikationswissenschaftlerin)
- Doctorate in M&A parallel to job
- Professional background in Corporate Communications and eGovernment
  
- Joined DATAGROUP in 2003
  - as IT Project Manager
  - as Head of Corporate Communications and Investor Relations
  - in strategic projects of the group, e.g. IPO and DATAGROUP 2020/2025
  - as Integration Manager for acquisitions
  - as Managing Director
  - as Representative Director HR



**DATAGROUP**

# Expedition DATAGROUP

*Thank You Very Much for Your Attention*

