

DATAGROUP publishes preliminary figures for FY 2016/2017

Annual revenue up 27.6 % to EUR 223.1m
EBITDA grows disproportionately by 41.6% to EUR 27.0m
EBITDA margin exceeds 12%

Pliezhausen, November 28, 2017. DATAGROUP SE (WKN A0JC8S) has further accelerated growth in FY 2016/2017. All key figures achieved new all-time-highs. Earnings grew disproportionately in relation to revenue, proving the qualitative direction of the growth course: High-margin Cloud services recorded the largest increase within the revenue mix and account today for 56 % of revenue.

DATAGROUP's revenue in FY 2016/2017 (01.10.2016 - 30.09.2017) rose 27.6 % to EUR 223.1m (previous year EUR 174.9m). Earnings before interest, taxes, depreciation and amortisation (EBITDA) grew disproportionately by 41.6 % to EUR 27.0m (previous year EUR 19.1m), the EBITDA margin came in at 12.1 % (10.9 %). Earnings before interest and taxes (EBIT) also grew disproportionately by 46.7 % and reached EUR 18.6m (EUR 12.7m). Earnings per share (EPS) almost doubled to EUR 1.41¹ (EUR 0.75) per share.

"We have clearly exceeded our 2016/2017 targets set at the start of the fiscal year", commented DATAGROUP CEO Max H.-H. Schaber. "We are very glad not only about the new records, but also about the fact that an ever-larger proportion of future revenues is already secured today thanks to the scheduled expansion of long-term outsourcing contracts." Business with high-quality Cloud and outsourcing services has been significantly expanded and accounts for 56 % (44.6 %) of revenue now. With 18 new contracts for the CORBOX solution signed with new customers, the IT Service Management product group has been further established in the market.

Successful acquisition strategy continues

In the past fiscal year, DATAGROUP made two additional strategic acquisitions, which increases the total number of acquisitions to 20 since the IPO. With HanseCom in May and ikb Data in August, the company has acquired two successful Cloud and outsourcing service providers. Both companies are profitable and strengthen DATAGROUP's capabilities and capacities in its core business units. The most recent acquisition, ikb Data, is an excellent fit to DATAGROUP's services portfolio due to its long-standing expertise in the financial services sector and its know-how in handling particularly sensitive data. It is planned to develop this company into a specialised unit for rendering bank-specific IT services within the Group.

"The sustained high level of customer satisfaction is a sign for the successful integration of new entities and employees that is also visible to the outside world. In 2017, DATAGROUP has again climbed one position to number 2 among 22 IT outsourcing service providers²", said COO Dirk Peters. "It is not something to be taken for granted, especially for a quickly growing company such

¹ based on the rated average number of shares 7.940m

² 2016 IT Outsourcing Study Germany/Austria, Whitelane Research and Navisco

as ours. High service quality and customer satisfaction is a strategic target for us, as we see it as an indispensable requirement to reach our medium-term growth targets. After all, to expand business with our existing customers is an important pillar of our planned growth.”

Capital increase has paved the way for further growth

The company’s management sees itself well prepared for the further course of business. General conditions are favourable, driven by the increasing importance of IT services for Mittelstand companies across all industries. Digitisation, Industry 4.0 and automation ensure that demand is increasing not only in terms of requirements for technical infrastructures. Digital transformation requires companies to invest in the development of existing and new business models to remain competitive. DATAGROUP is at the customers’ side as a partner for the design, implementation and operation of IT landscapes.

The successful 10 % capital increase to currently 8.349 million no-par shares over the last fiscal year has also laid the balance sheet foundations to continue on the growth path. Thanks to a broad placement of 759,000 new shares at institutional investors the company received fresh cash in the amount of about EUR 21m. The equity ratio increased to 27.6 % (17,8 % as of Sept. 30, 2016) at the balance sheet date and is again well above the targeted minimum level of 20 %. At the same time, the higher free float has improved the attractiveness of the DATAGROUP shares, which has already been reflected in a significant increase in the average trading volume.

“We want to become the leading provider of IT outsourcing services for medium-sized German Mittelstand companies by 2021 – by this we mean companies generating annual revenues between EUR 100m and EUR 5bn. Today, DATAGROUP is well positioned in every respect to meet this target through organic and inorganic growth”, concluded Max H.-H. Schaber.

Supplementary information

The Management Board of DATAGROUP SE will present the preliminary figures today at Deutsche Börse's German Equity Forum in Frankfurt (Time: 09.30 am, Room: Madrid).

An overview of the preliminary key figures is available under www.datagroup.de/investor-relations.

The audited figures for FY 2016/2017 will be published by the end of January 2018.

The company's Annual General Meeting is scheduled for March 8, 2018 at the company's headquarters in Pliezhausen.

About DATAGROUP:

DATAGROUP is one of the leading German IT service companies. About 1,900 employees at locations all over Germany design, implement, and operate IT infrastructures and business applications such as SAP. With its CORBOX product, DATAGROUP is a full-service provider, serving over 600k global IT workplaces for medium and large enterprises. In other words: We manage IT. The company is growing organically and through acquisitions. The acquisition strategy is particularly noted for its optimal integration of new companies. DATAGROUP is actively participating in the IT service market's consolidation process with its "buy and turn around" and its "buy and build" strategy.

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DATAGROUP SE
IFRS Consolidated Financial Statement (unaudited)
Figures at a glance

in k€	Change yoy		2016/2017		2015/2016	
Revenues	48.224	27,6%	223.142	100,0%	174.918	100,0%
thereof services and maintenance	44.724	32,9%	180.631	80,9%	135.907	77,7%
thereof trade	3.476	9,0%	42.297	19,0%	38.821	22,2%
thereof other / consolidation	24	12,6%	214	0,1%	190	0,1%
Other own work capitalised	140	28,7%	627		487	
Total revenues	48.364	27,6%	223.769	100,0%	175.405	100,0%
Material expenses /						
Expenses for purchased services	6.058	10,4%	64.230	28,7%	58.172	33,2%
Gross profit	42.306	36,1%	159.539	71,3%	117.233	66,8%
Personnel expenses	34.141	39,8%	119.851	53,6%	85.710	48,9%
Other income etc.	687	8,2%	9.103	4,1%	8.416	4,8%
Other expenses etc.	914	4,4%	21.750	9,7%	20.836	11,9%
EBITDA	7.938	41,6%	27.041	12,1%	19.103	10,9%
Depreciation from PPA	547	20,7%	3.189	1,4%	2.642	1,5%
Other depreciation	1.476	39,0%	5.262	2,4%	3.786	2,2%
EBIT	5.915	46,7%	18.590	8,3%	12.675	7,2%
Financial result	593	-22,9%	-1.991	-0,9%	-2.584	-1,5%
EBT	6.508	64,5%	16.599	7,4%	10.091	5,8%
Taxes on income and profit	1.024	23,4%	5.400	2,4%	4.376	2,5%
Net income	5.484	96,0%	11.199	5,0%	5.715	3,3%
Shares (in thousand units) ¹⁾			7.940		7.572	
EPS (in €)			1,41		0,75	
Tax rate			32,5%		43,4%	
			30.09.2017		30.09.2016	
Balance sheet total	53.644	33,6%	213.390		159.746	
Equity ²⁾	30.485	100,4%	60.852		30.367	
Equity ratio (in %) ²⁾			28,5		19,0	
Net Debt ²⁾	-20.600	-83,3%	4.124		24.724	
1) plus treasury shares (in thousand units):			18		18	
2) in consideration of subordinated loan						

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	30.09.2017	30.09.2016
	EUR	EUR
Assets		
Long-term assets		
Goodwill	39.630.139,23	38.523.419,65
Other intangible assets	15.932.860,04	9.796.635,28
Property, plant and equipment	19.250.577,71	7.304.107,42
Long-term financial assets	2.645.350,81	2.575.595,87
Claims from reinsurance coverage for pension obligations	5.150.007,60	5.350.256,50
Other long-term assets	15.672.469,73	23.939.880,77
Deferred taxes	4.582.301,44	4.688.287,15
	102.863.706,56	92.178.182,64
Short-term assets		
Inventories	3.464.207,60	1.393.196,96
Trade receivables	26.759.509,28	16.067.991,82
Short-term financial assets	2.401.505,62	2.985.407,07
Construction contracts	2.558.761,35	3.050.462,10
Other short-term assets	22.163.642,89	19.646.579,63
Cash and cash equivalents	53.179.030,87	24.424.218,26
	110.526.657,61	67.567.855,84
	213.390.364,17	159.746.038,48
Liabilities		
Equity		
Subscribed capital	8.349.000,00	7.590.000,00
Capital reserves	32.337.372,27	11.796.385,73
Repayment of capital	-98.507,73	-98.507,73
Retained earnings	21.483.100,76	12.555.844,21
Accumulated other comprehensive income	-3.218.861,58	-3.476.538,18
	58.852.103,72	28.367.184,03
Long-term liabilities		
Long-term financial liabilities	52.690.913,07	51.837.063,55
Pension provisions	38.636.575,53	41.828.897,33
Other provisions	1.312.031,67	802.667,11
Other long-term liabilities	2.368.710,73	18.941,91
Deferred taxes	1.601.607,21	2.879.833,45
	96.609.838,21	97.367.403,35
Short-term liabilities		
Short-term financial liabilities	11.126.248,64	3.537.825,30
Provisions	7.442.708,76	3.719.902,80
Trade payables	4.454.387,66	2.646.036,61
Surplus of liabilities from construction contracts	379.640,42	21.782,02
Income tax liabilities	5.043.520,57	1.077.475,40
Other liabilities	29.481.916,20	23.008.428,97
	57.928.422,25	34.011.451,10
	213.390.364,18	159.746.038,48

DATAGROUP SE
Consolidated Income Statement (unaudited)

	01.10.2016 - 30.09.2017	01.10.2015 - 30.09.2016
	EUR	EUR
Revenues	223.141.679,36	174.918.139,04
Other own work capitalised	627.384,94	486.946,14
Total revenues	223.769.064,30	175.405.085,18
Other operating income	9.103.388,04	8.416.219,61
Material expenses / expenses for purchased services	64.230.823,90	58.172.295,19
Personnel expenses	119.851.226,40	85.709.870,06
Goodwill amortisation	0,00	0,00
Depreciation of property, plant and equipment and other intangible assets	8.451.096,83	6.427.726,69
Other operating expenses	21.749.615,44	20.835.969,21
Operating income	18.589.689,77	12.675.443,64
Financial income	826.287,98	890.593,62
Financial expenses	2.817.315,91	3.475.032,97
Financial result	-1.991.027,93	-2.584.439,35
Earnings before taxes	16.598.661,85	10.091.004,29
Taxes on income and profit	5.399.667,60	4.375.535,63
Net income	11.198.994,25	5.715.468,66

DATAGROUP SE
Consolidated Statement of Comprehensive Income (unaudited)

	01.10.2016 - 30.09.2017	01.10.2015 - 30.09.2016
	EUR	EUR
Net income	11.198.994,25	5.715.468,66
Other earnings before taxes¹⁾		
Actuarial gains or losses from pension provisions	362.486,93	651.023,64
Income tax effects on other income	104.810,33	156.747,59
Comprehensive income	11.456.670,85	6.209.744,71