



DATAGROUP



IT's that simple.

Analysts' presentation, July 19



DATAGROUP

Network

Microsoft

SAP

Cloud

Data Center

Hardware

Individual
Applications



DATAGROUP provides
IT infrastructure as a service
for the carefree management
of mission critical IT.

Leading IT service provider in Germany*



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IT's that strong.

- Full Service offering for IT and Cloud Services
- For companies with 100 – 5.000m € annual revenues
- More than 2.200 employees exclusively in Germany
- Close to our customers across Germany
- Competent contact at eye level

*Source: Lünendonk

IT's that simple.



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Our customers focus on their core business ...

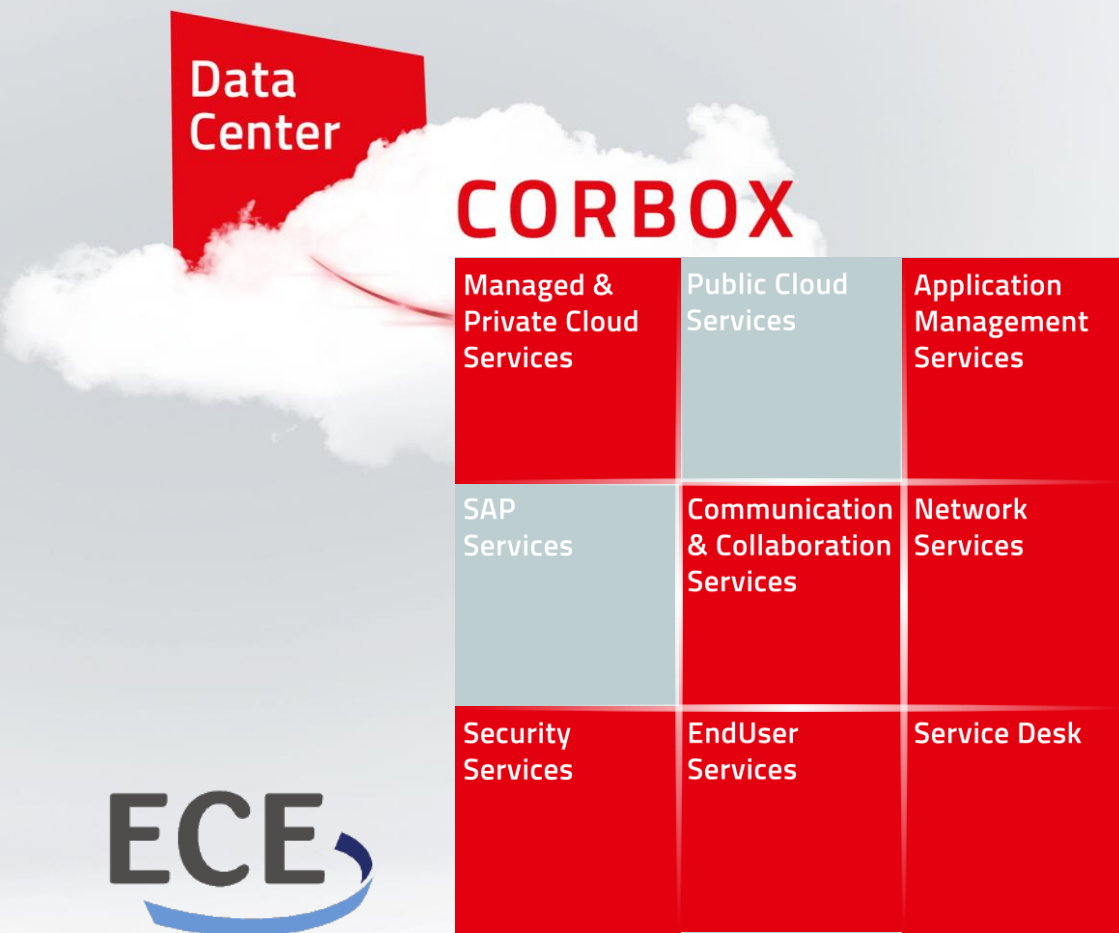


- ECE is European market leader for inner-city shopping centers
- Core business is the development, realization, leasing and operation of commercial real estate
- Ca. 200 shopping centers in Germany and abroad
- 3,600 employees in Germany and abroad

... we take care of their full IT.



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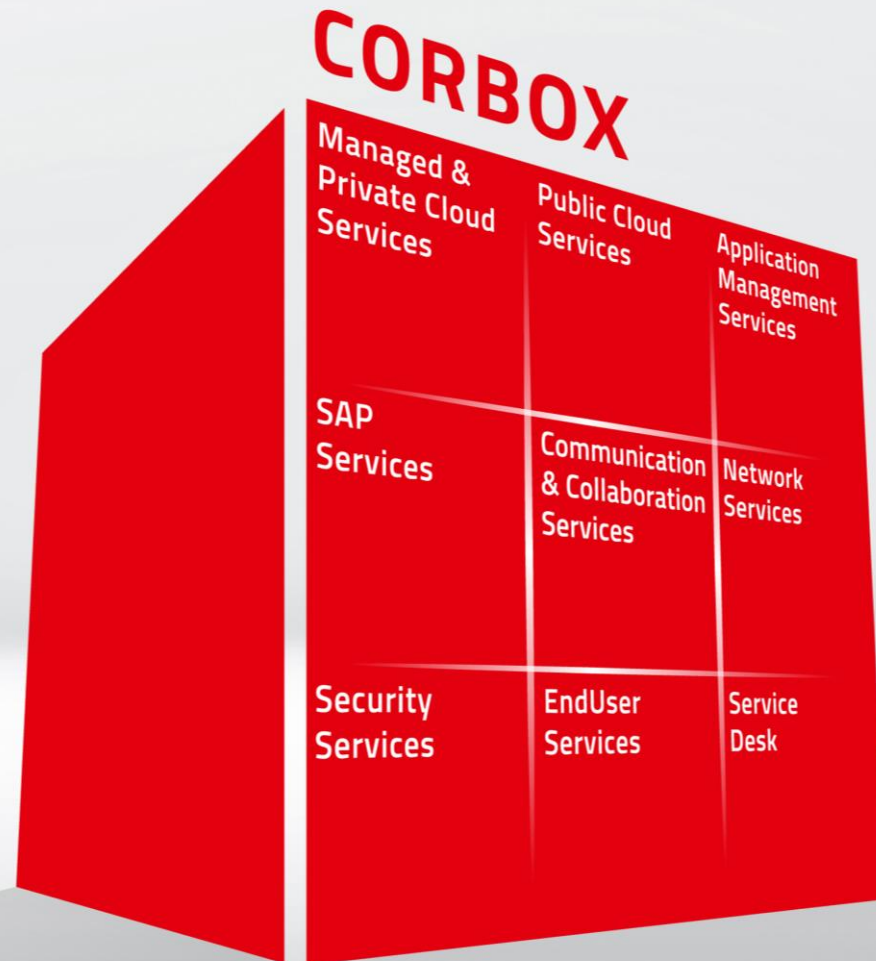
IT's that simple.

- Operation, surveillance, maintenance (update) and backup of app. 600 servers
- User management for 3,300 seats
- Operation of 200 applications
- Solution of 40,000 IT incidents per year

Our full service offer for companies



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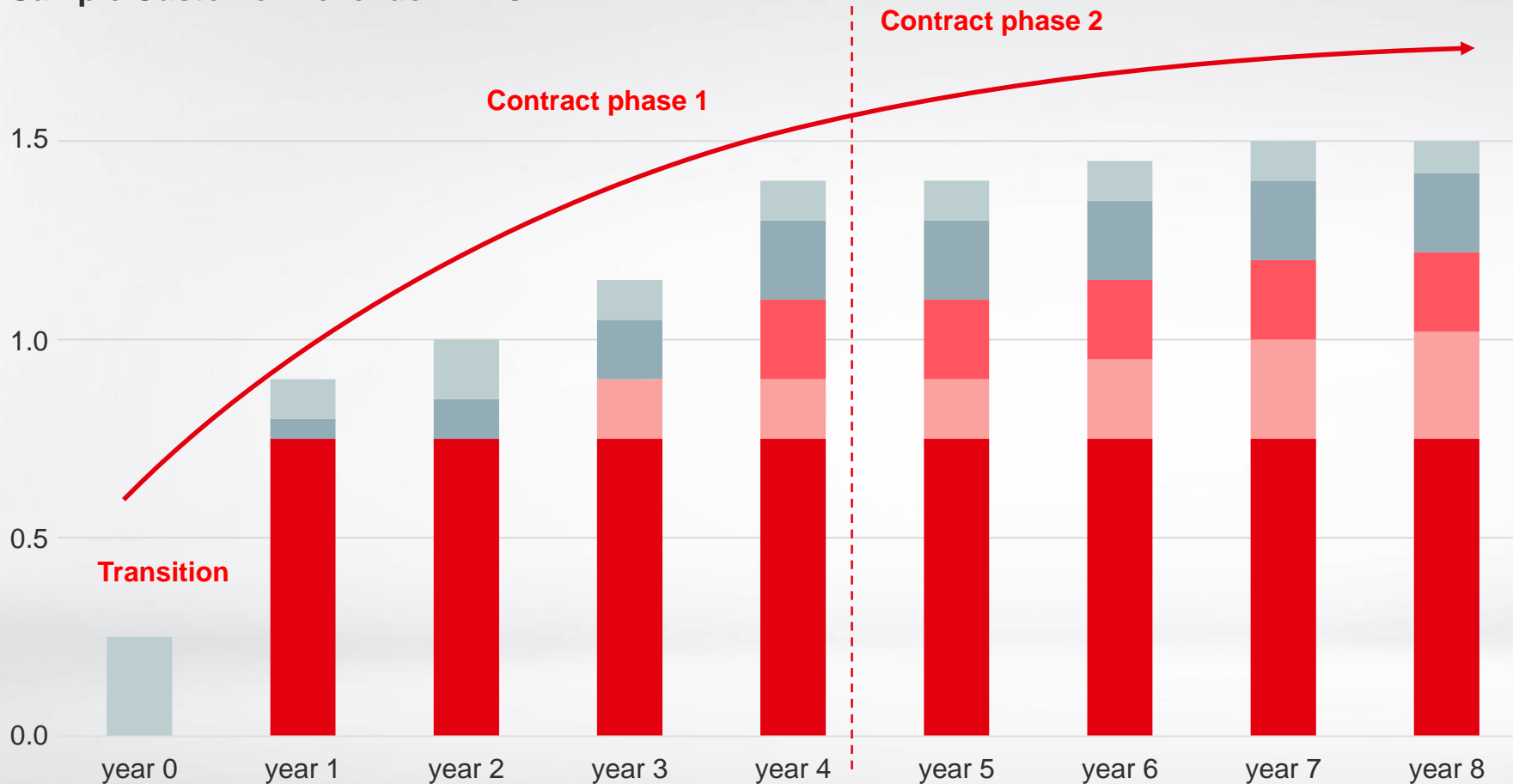


- “Service-as-a-Product” replaces “time-and-material”
- Modular offering for care-free IT
- Economies of scale by industrial production
- ISO 20000 certified (TÜV Süd)



CORBOX guarantees recurring revenues

Sample Customer Revenue in m €



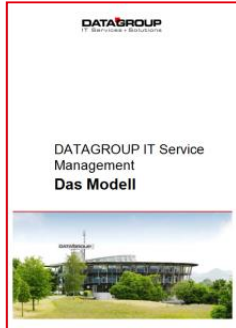
Recurring revenues with CORBOX are extended by additional services over time.

- Projects
- Increased delivery level of services
- CORBOX upselling
- CORBOX basic contract (fix volume)

1. On the basis of standardization IT's that clever.



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Model = Plant's manual

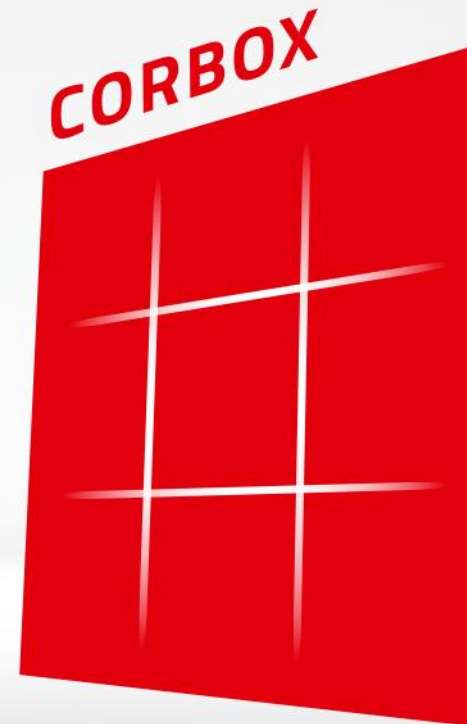
Describes the provision of services according to industrial standards on the basis of defined roles, processes and procedures

Standardized services



Service catalogue = Our services

Describes the plant's standardized services

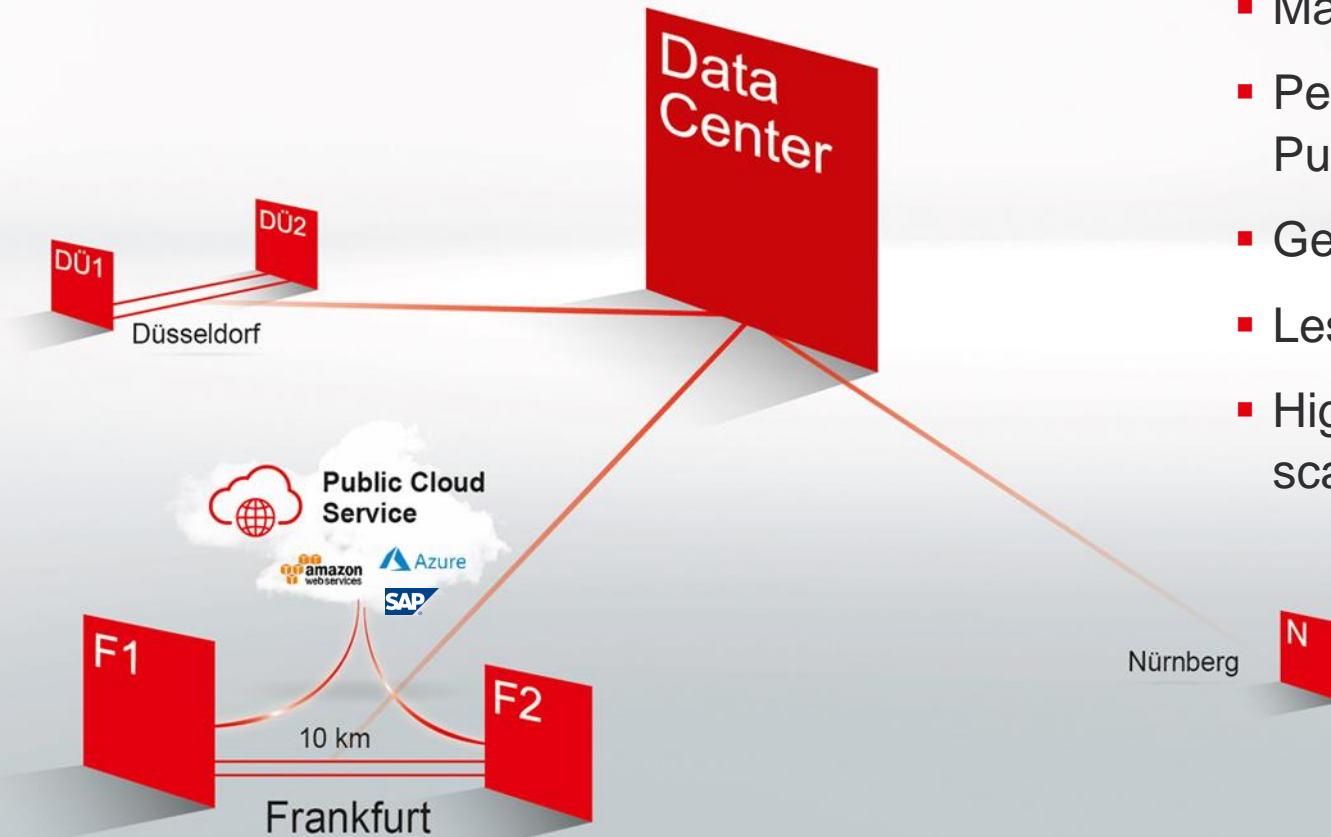


If necessary,
individual
adaptation to
a customer's
needs

2. On the basis of Data Centers in Germany in colocation – IT's that clever.



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Data center strategy:

- Maximum security
- Perfect connectivity to Public Cloud
- Geo redundancy
- Less Capex
- Highest flexibility and scalability

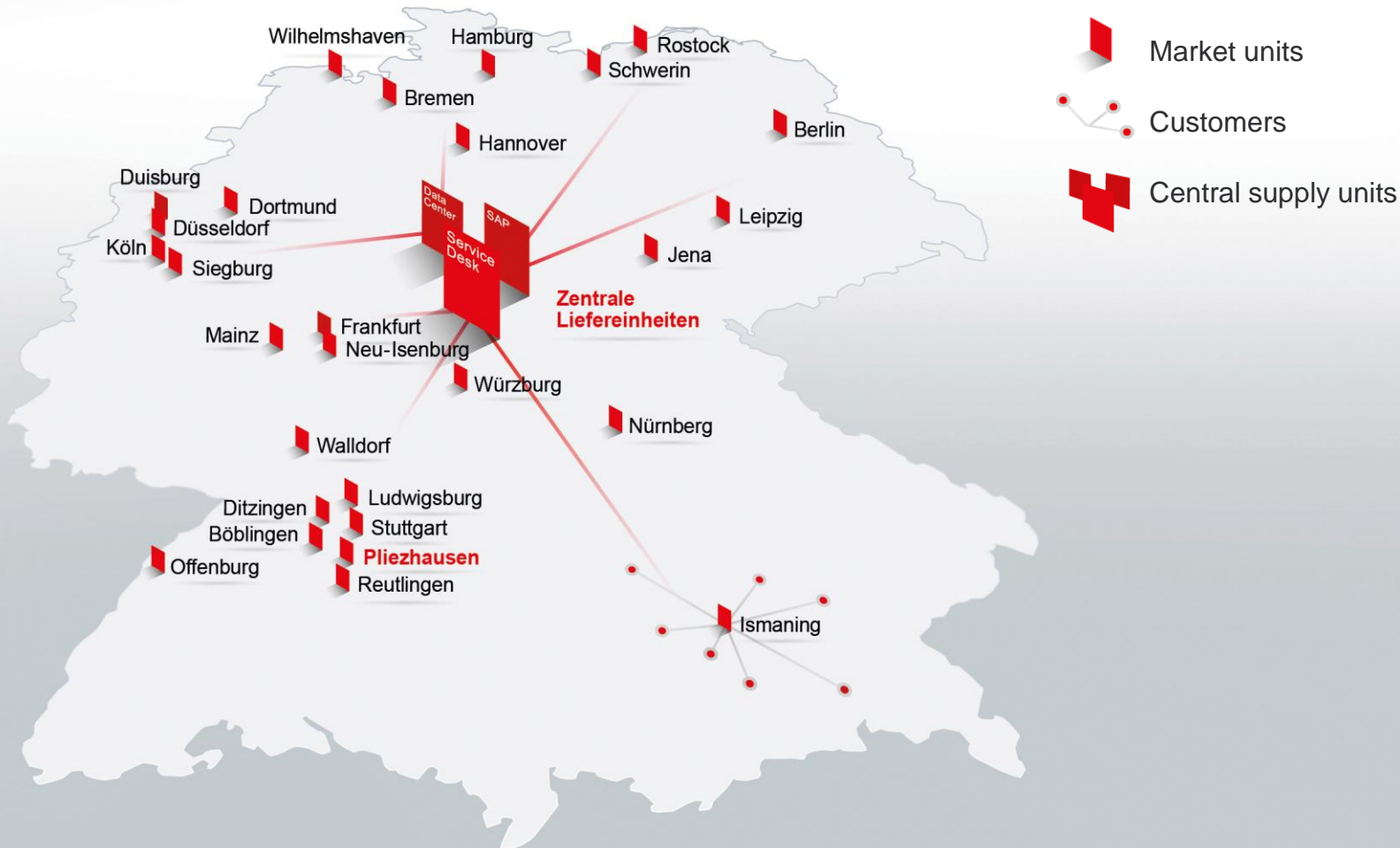


IT's that simple.

3. On the basis of an optimal combination of local and central production – IT's that clever.



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Virtually centralized supply units

- Efficiency gains / cost control
- Automation
- Public Cloud Integration
- Scalability / capacity for growth

Local presence for

- Eye height
- Proximity
- On-site Services
- Sales Success

DATAGROUP – a Cloud Enabler IT's that moving.



CORBOX



**CORBOX
Private Cloud**



**On Premise
Data Center**

Managed & Private Cloud Services	Public Cloud Services	Application Management Services
SAP Services	Communication & Collaboration Services	Network Services
Security Services	EndUser Services	Service Desk



**Public Cloud
Services**



Hybrid solutions
for different customer
requirements

Strong order intake with CORBOX IT's that promising.



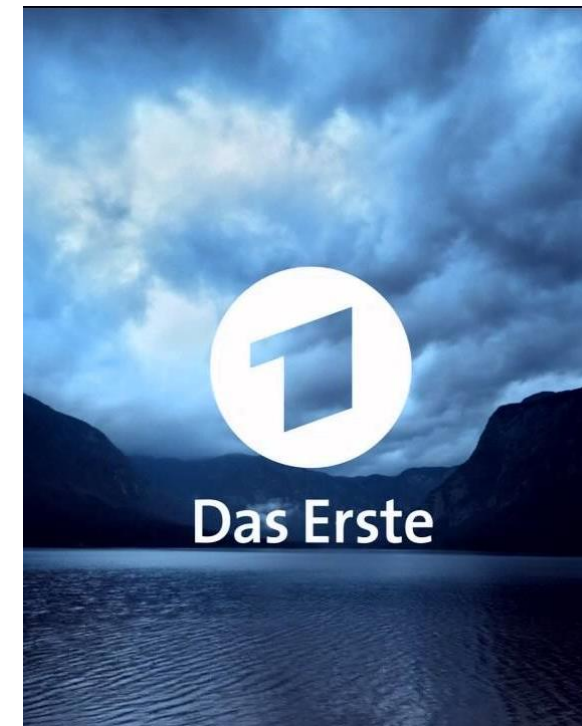
Exhibition
Full Outsourcing
5 years
Single digit m € / year



Financial service provider
Full Outsourcing
5 years
Single digit m € / years



Chemical industry
**Service Desk, Application Mgmt.,
SAP Services**
3 years, 120 T€ / year



Broadcasting company
Service Desk and End User
4 years (+4)
Single digit m € / year

Strong order intake with CORBOX IT's that promising.



Sales company

Service Desk and SAP Services

3 years
900 T€ / year



Non-profit organization

Service Desk

3 years
208 T€ / year



Shipping

SAP and Application Mgmt. Services

3 years
120 T€ / year

and many more...

Our customers (extract)

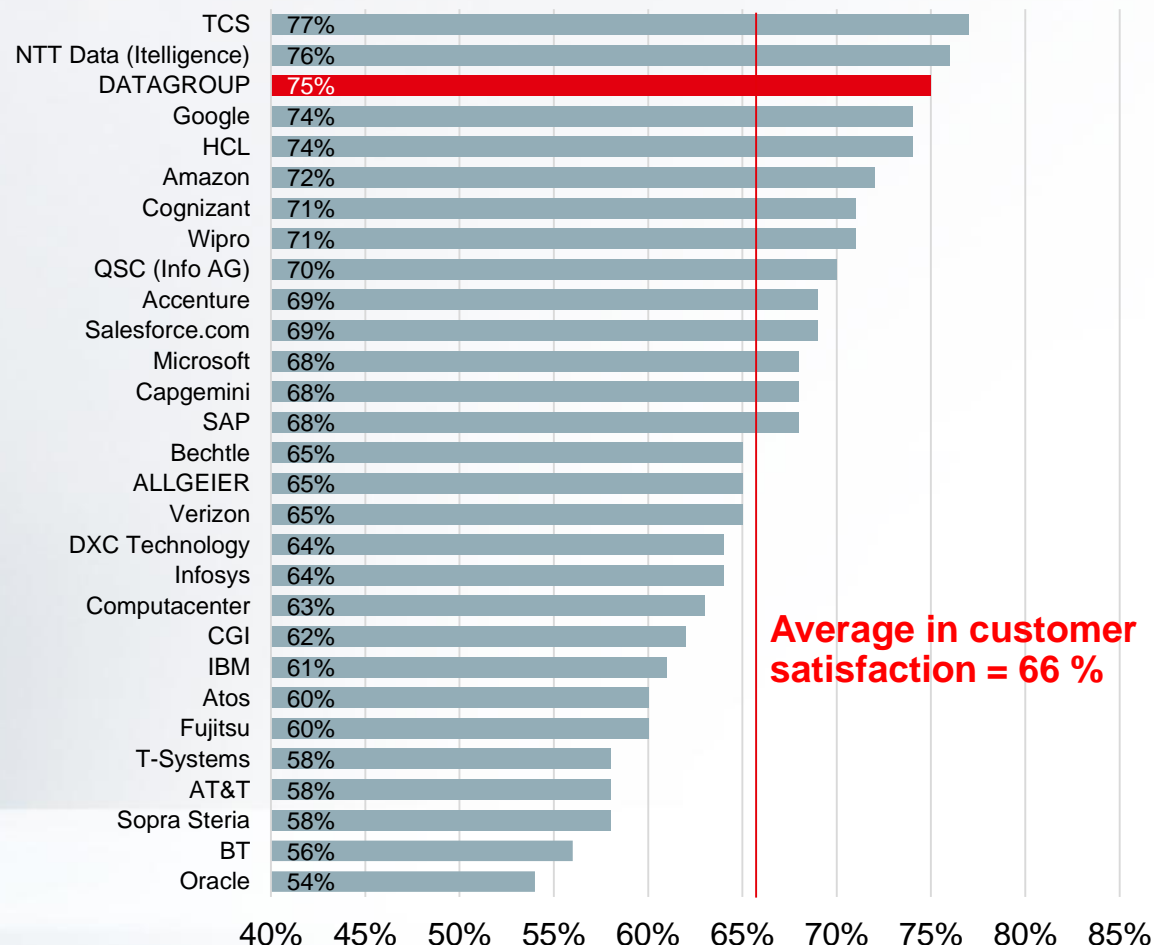


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- No cluster risk, largest customer < 4% of gross profit
- No sector risk
- Hardly economic risk

DATAGROUP among Top 3 in customer satisfaction



- 600 evaluated outsourcing contracts
- For the 4th time at the top of customer satisfaction
- Top ranks in price and contractual flexibility

Source: IT Outsourcing Study Germany 2018 by by Whitelane Research and Navisco AG



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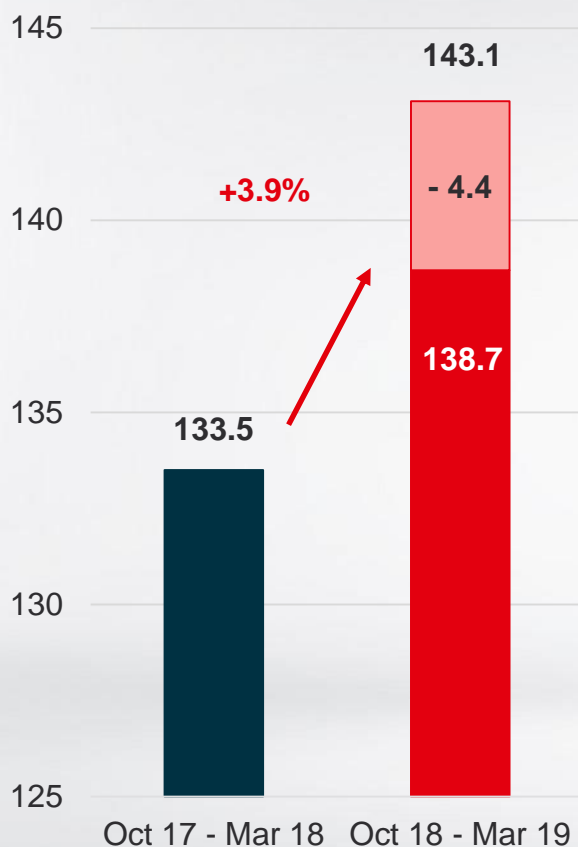


IT's that empowering.
Results of first HY 18/19

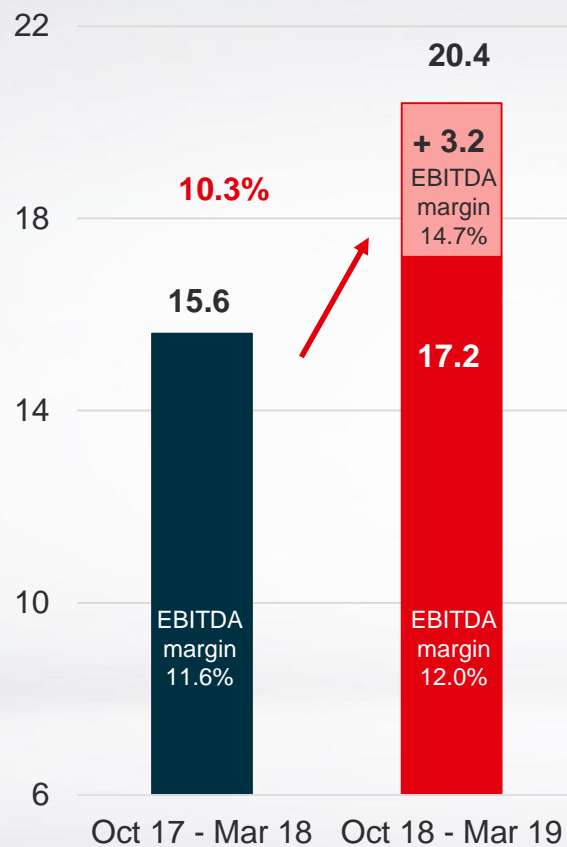
Great First HY 18/19

IT's that empowering.

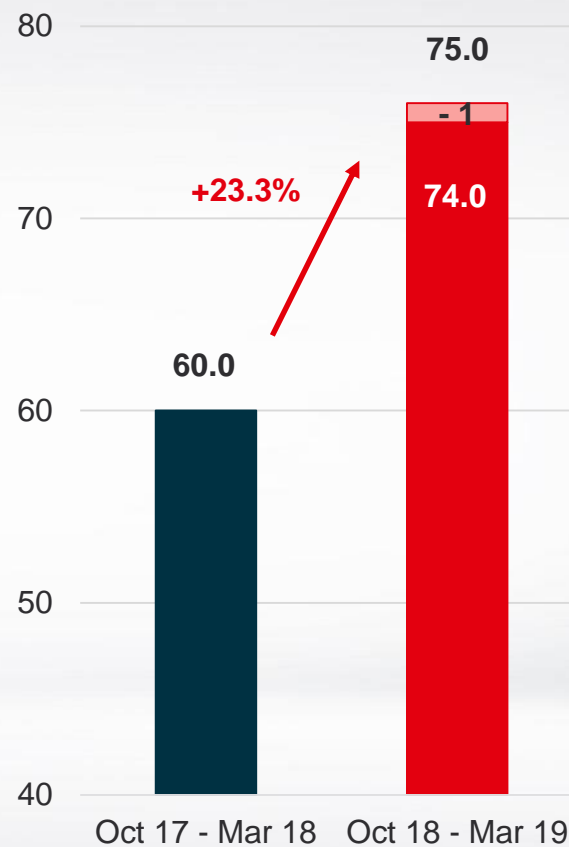
m € Revenues



m € EBITDA



Cent EPS



■ Effects from transition to IFRS 15/16



Selected key balance sheet figures of H1 FY 18/19

In T€	30/09/18	31/03/19 with IFRS 15/16		31/03/19 without IFRS 15/16	
Goodwill	46,556	46,556	0.0%	46,556	0.0%
Long-term financial liabilities	86,707	75,116	-13.4%	61,678	-28.9%
<i>thereof liabilities to financial institutions</i>	29,764	21,815	-26.7%	21,815	-26.7%
<i>thereof liabilities from finance leases</i>	1,915	14,488	656.6%	1,050	-45.2%
<i>thereof pension provisions</i>	40,610	35,539	-12.5%	35,539	-12.5%
Short-term liabilities	61,488	71,171	15.7%	65,055	5.8%
<i>thereof liabilities to financial institutions</i>	9,943	8,580	-13.7%	8,580	-13.7%
<i>thereof liabilities from finance lease</i>	2,090	7,012	235.5%	1,889	-9.6%
Cash and cash equivalents	38,700	16,620	57.1%	16,620	-57.1%
Accounts receivable	31,236	31,882	2.1%	32,787	5.0%
Accounts payable	5,419	7,227	33.4%	7,227	33.4%
Net financial debt (short and long term)	12,130	35,766	194.9%	17,206	41.8%
Equity ratio ¹⁾ (in %)	31.9	32.0	0.3%	35.2	10.3%
Return on equity ²⁾ (in %)	20.3 ³⁾	18.3	-9.6%	18.6	-8.3%
Balance sheet total	215.450	213.314	-1.0%	193,807	-10.0%

1) Modified equity ratio incl. quasi-equity funds

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

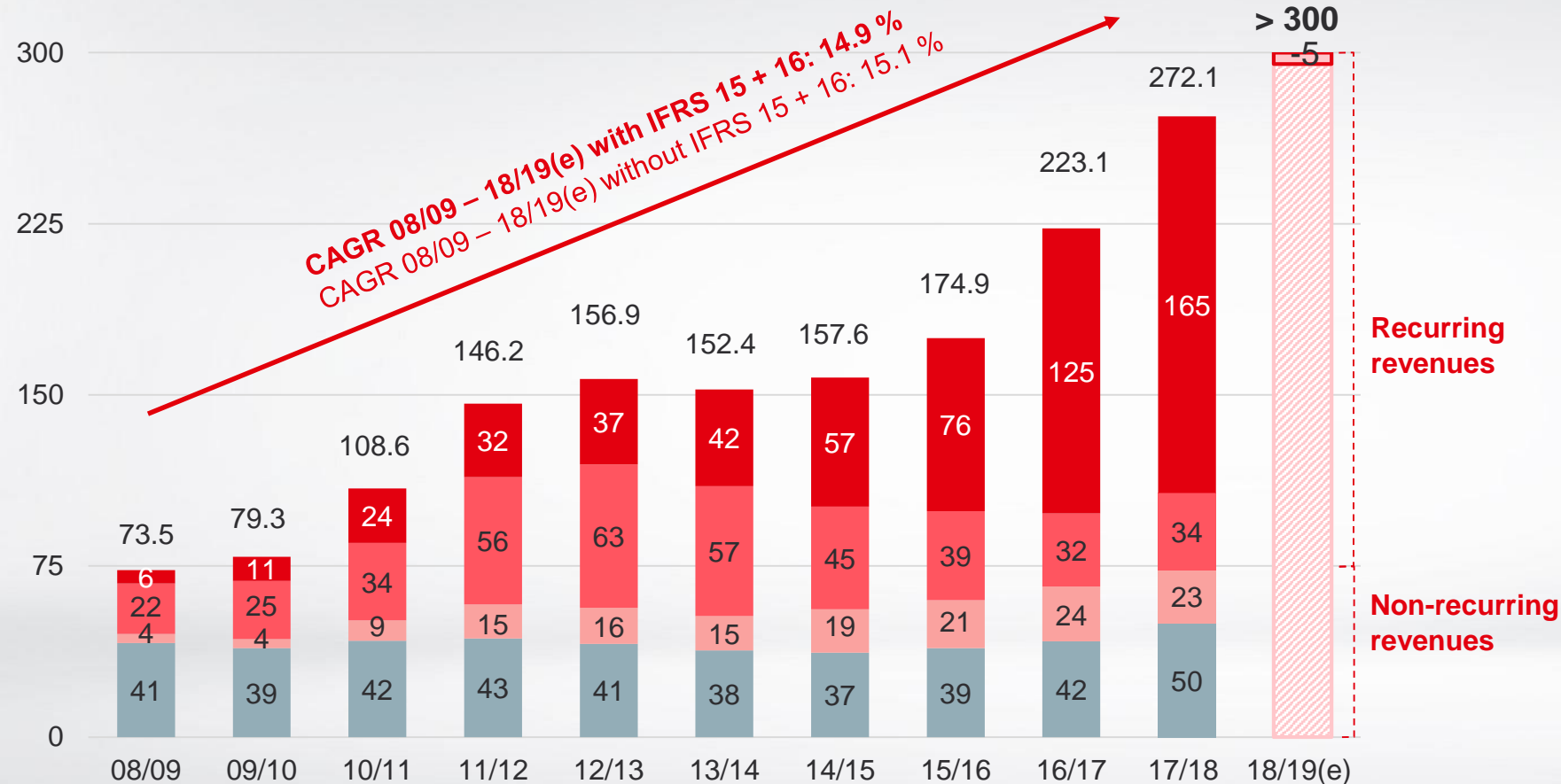
3) Figure referencing to the entire year

Strong growth in recurring revenues from high margin services



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m € Revenues 08/09 – 18/19(e)



**Significant increase of
the guidance 18/19
(prev. 280-285 m€)**

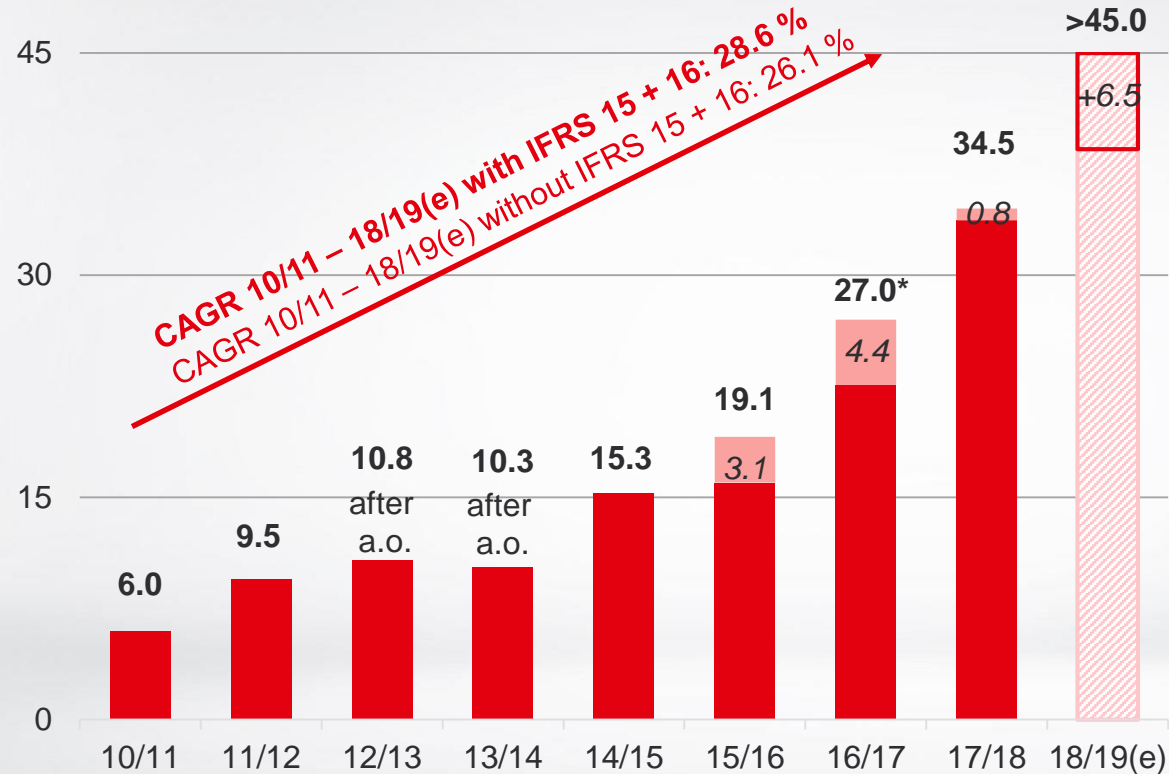
**88% gross margin 17/18
by recurring revenues**

Fiscal Year 01/10 – 30/09



Development of EBITDA

EBITDA 10/11 – 18/19(e) (m €)



- Increase in productivity
- Newly acquired companies exceed forecast

Significant increase of the guidance 18/19
(prev. 37-43 m€)

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

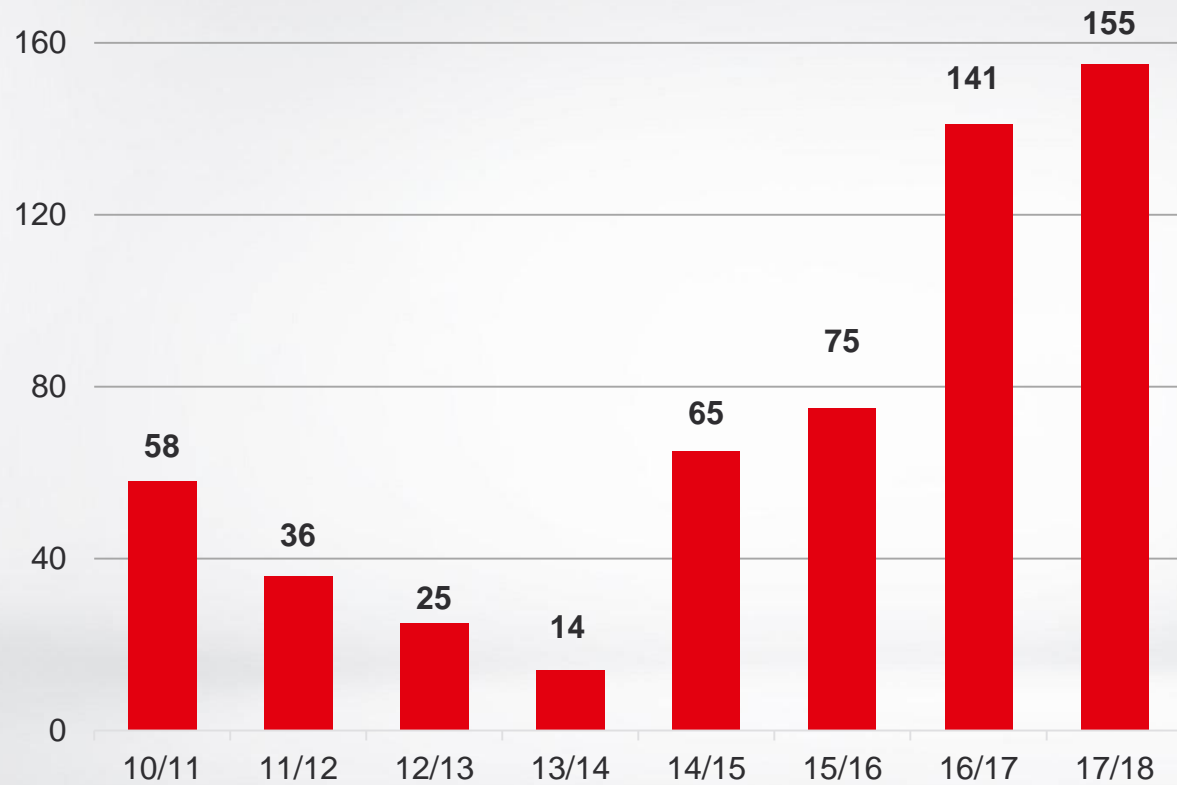
Fiscal Year 01/10 – 30/09

*Including 2.7 m € one-off effects out of lucky buy “HanseCom” and 1.7 m € HPE/DXC



Development of EPS

EPS 10/11 – 17/18 (cent)

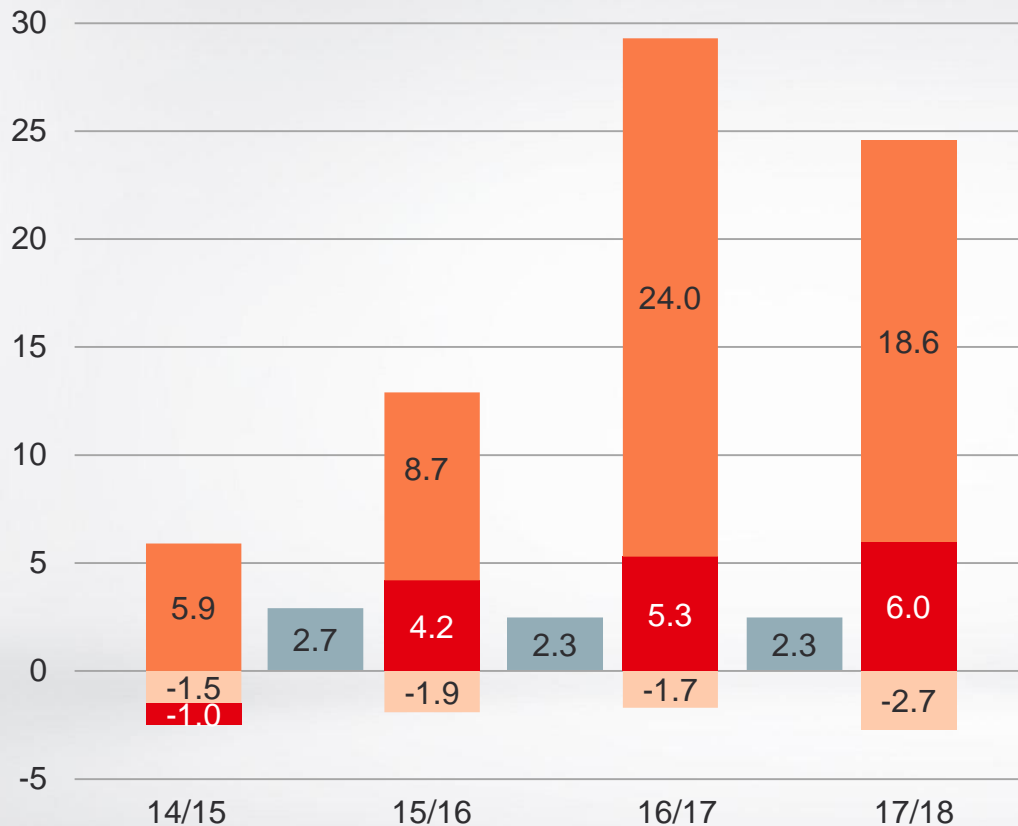


Fiscal Year 01/10 – 30/09



Organic growth of our companies

Growth in %



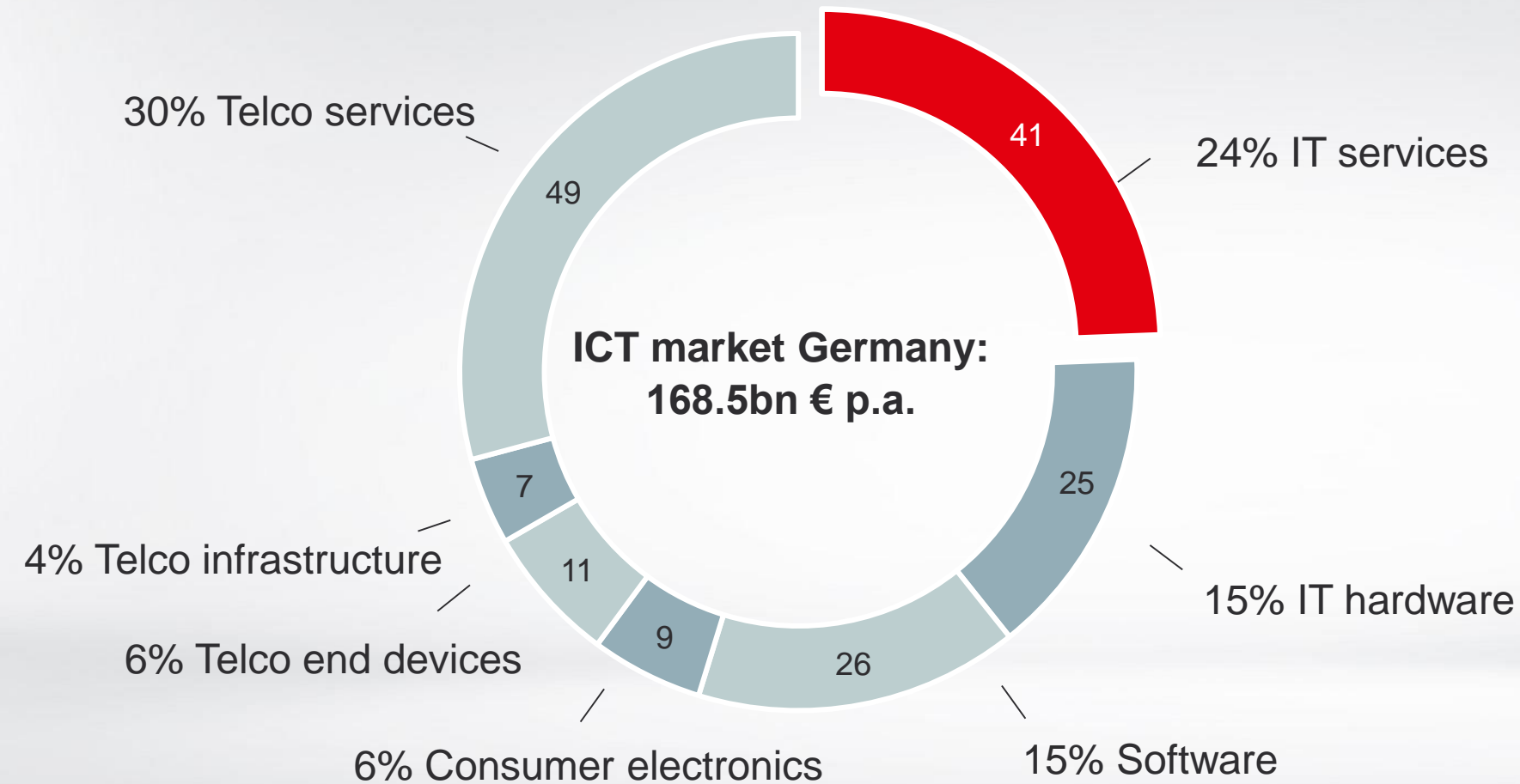
- Newly acquired companies (acquisition growth)
- Parent Companies (organic growth)
- Companies in transformation or reorganization
- Growth rate IT-Services-market Germany according to Bitkom (January 19)

Fiscal Year 01/10 – 30/09

Growth strategy



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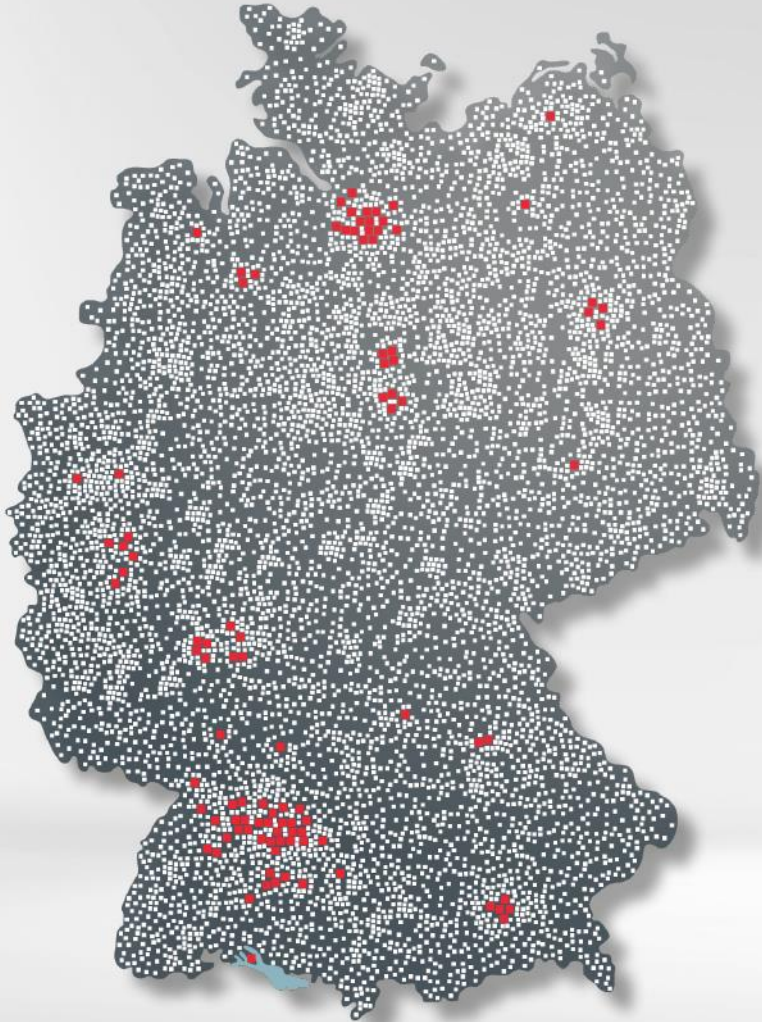


in m €

Source: Bitkom, January 19



Growth pillar 1: New customer acquisition



■ App. 5.000 potential CORBOX customers in segment 100m – 5.000m € in revenues

■ Therefrom currently 165 existing customers

Fiscal Year 18/19 until today

20 new CORBOX customers

(≥ 20 new customers planned per year)

Fiscal Year 01/10 – 30/09

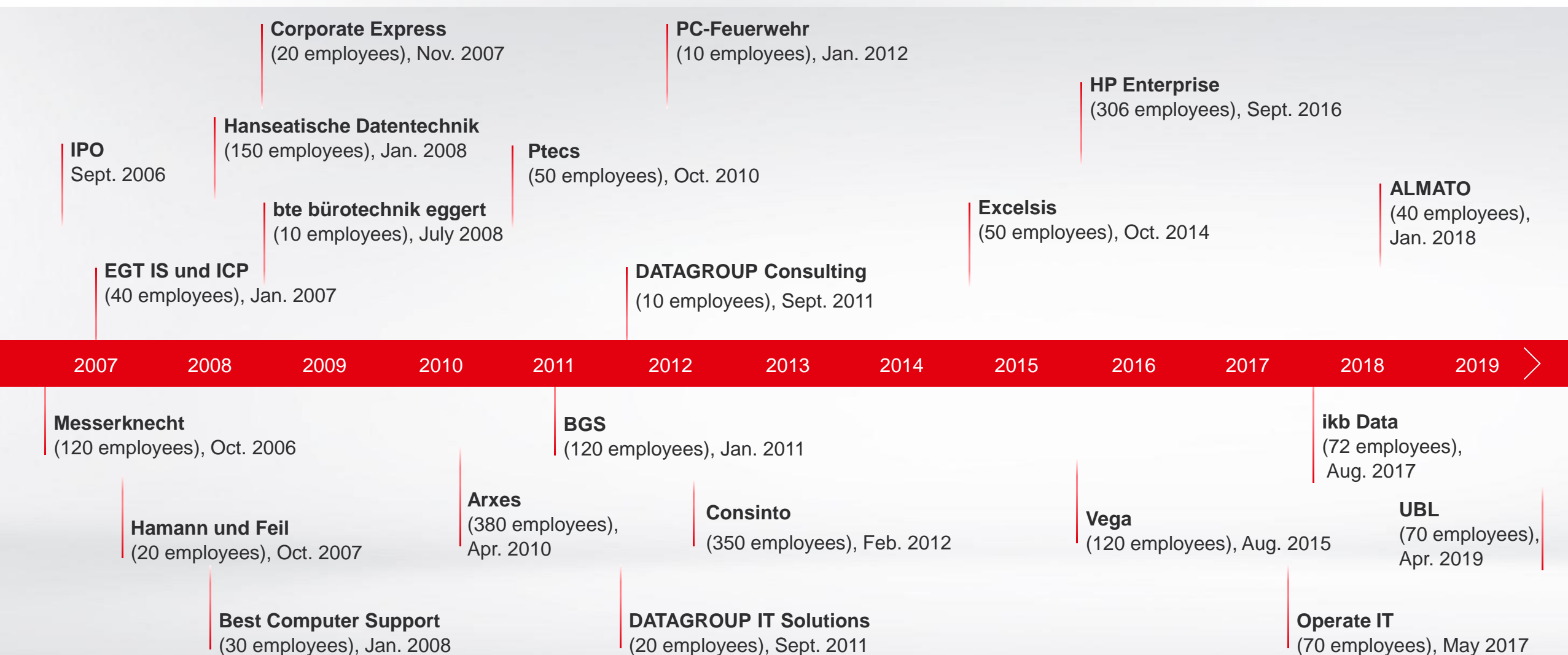


Growth pillar 2: Upselling to existing customers



- Fiscal Year 18/19 significant up- and cross-selling of 9 customers until now
- Growth potential until 20/21: to app. 20m € p.a. additional revenue

Growth pillar 3: Acquisitions



Our latest acquisition on April 1, 2019

UBL Informationssysteme GmbH

UBL
serving IT better!

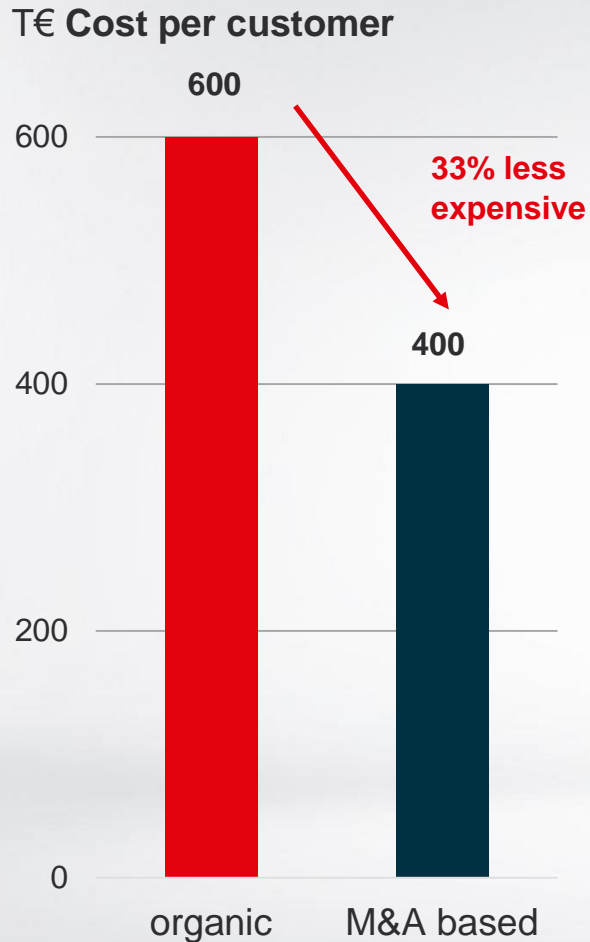


- Experienced multi-cloud and managed service provider from the Rhine-Main region
- 70 employees develop, implement and operate customized data center and cloud solutions
- UBL fits perfectly to DATAGROUP in terms of philosophy and portfolio
- Thanks to UBL we expand our competencies by modern infrastructure and platform services, know-how in public clouds and in container technology
- The still young container technology makes it possible to port applications between different systems and to operate them separately if required – an important advantage
- In 2018, UBL generated revenue of ca. 20m € and a double-digit EBITDA margin

IT's that simple.



Cost of growth organic vs. M&A based



Organic growth

(per customer ca. 600 T€)

- Slow
- Unsecure
- Expensive

M&A based growth

(per customer ca. 400 T€)

- Faster
- More secure
- Less expensive



Realized purchase price multiples

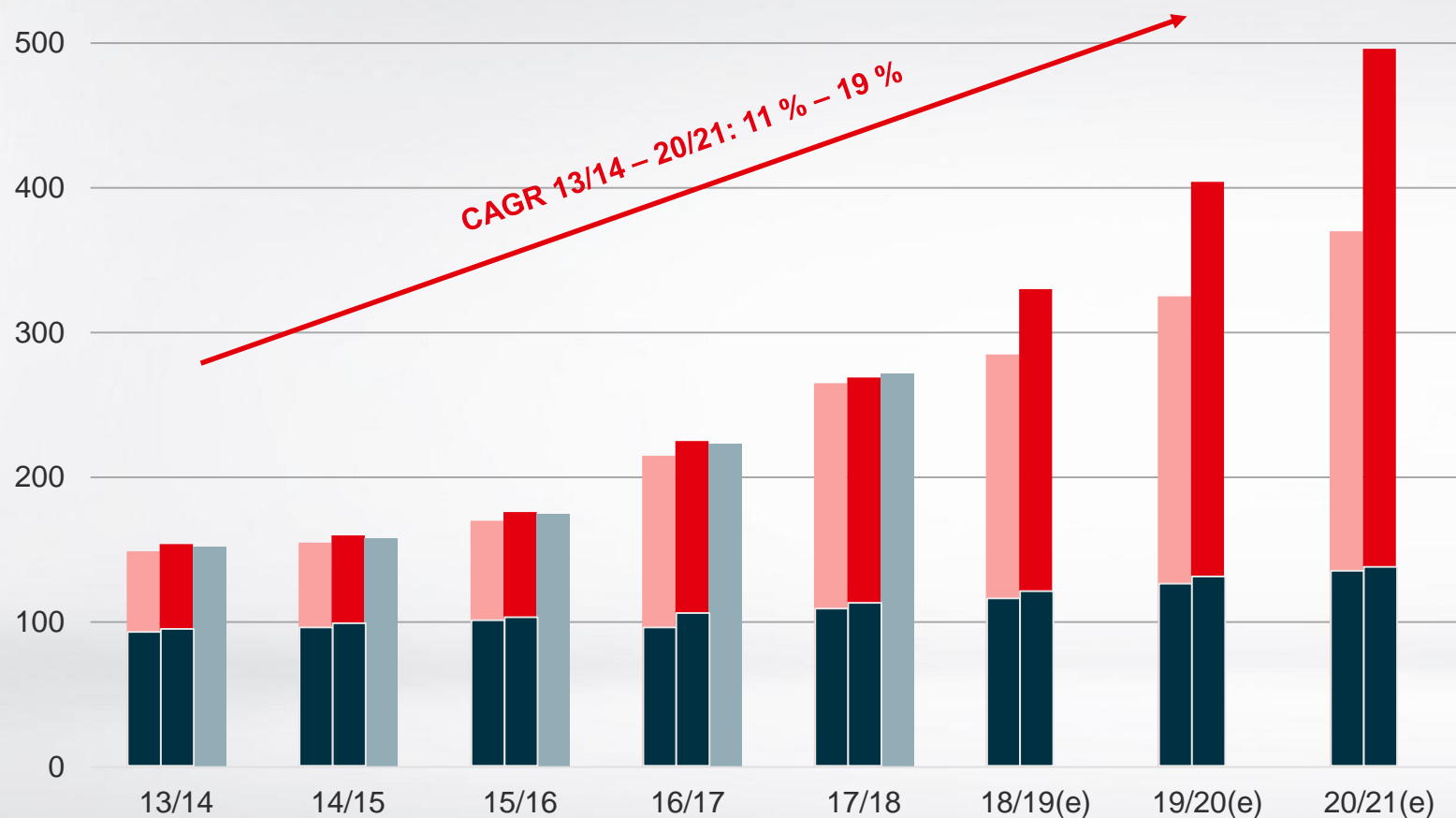
Company (Years of acquisition: 2006 – 2018)	Price of acquisition (net)	Multiples at date of acquisition		Multiples on the basis of actual / forecast 17/18	
	In T€	EBITDA	EBIT	EBITDA	EBIT
Company 1	1,460	1.8	2.1	0.8	0.9
Company 2	13,199	4.7	4.9	2.7	2.7
Company 3	477	2.7	2.4	0.1	0.1
Company 4	1,031	1.1	1.1	0.7	0.8
Company 5	19,649	4.1	4.9	3.6	6.0
Company 6	5,758	4.6	5.4	5.8	7.7
Company 7	-6,147			-1.8	-2.0
Company 8	-54	-0.1	-0.1	0	0
Company 9	9,906	2.2	5.5	2.5	11.8
Company 10	6,829	6.6	7.3	4.1	4.4
Multiples average		3.4	4.6	2.2	3.0

- Prices are rising
- Until now maximum paid of 8 times EBIT
- Further acquisitions in pipeline

Scenarios incl. acquisitions and upselling

Conclusion: Strong growth with 3 pillars possible

Revenues in m €



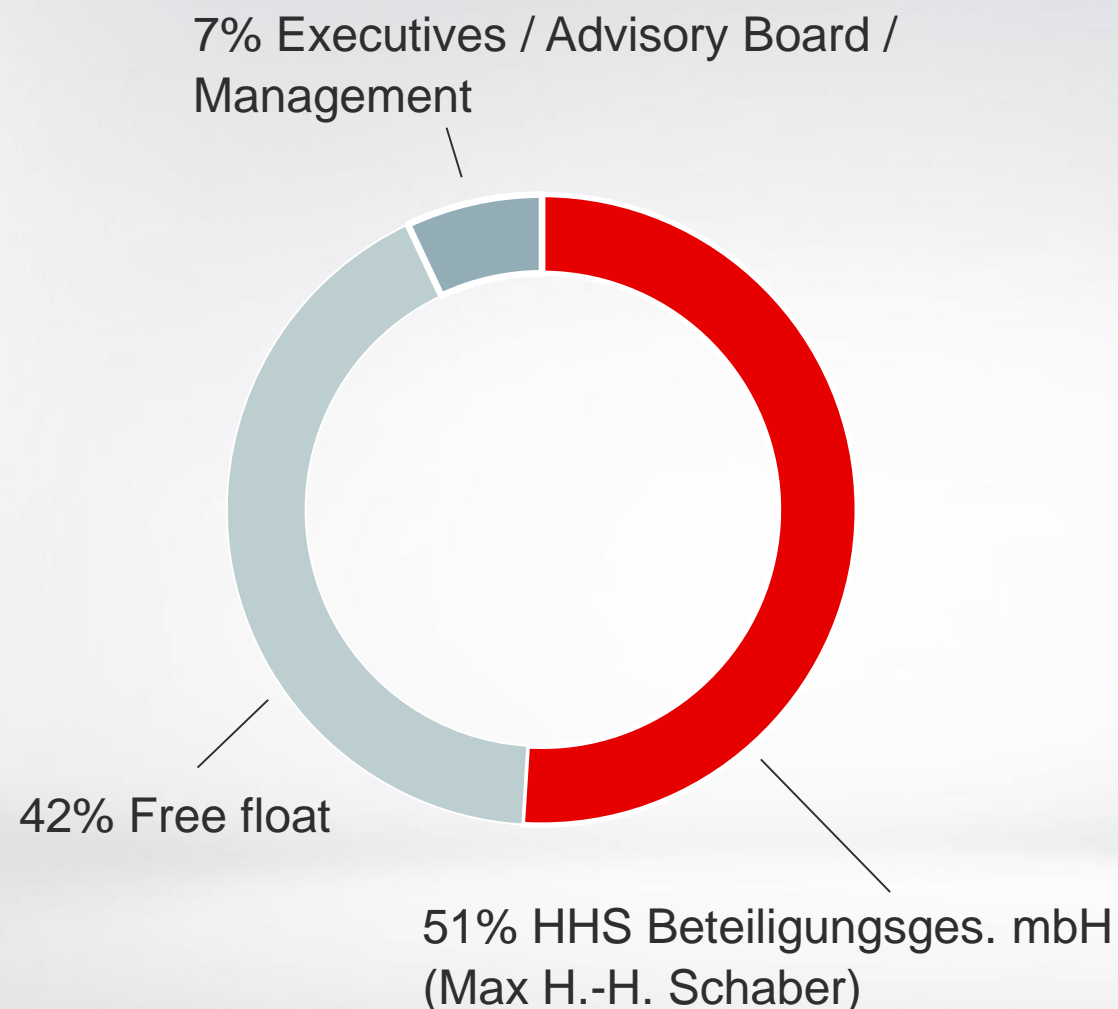
Ambition by 20/21:

- > 13% EBITDA
- > 15% EBITDA after transition to IFRS 15/16
- ~ 10% EBIT

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

Fiscal Year 01/10 – 30/09

Shareholder structure



- 8.349 m shares
- 360.1 m € market cap (01/07/19)

Main shareholder in free float*:

Investor	Percent %
Deutsche Bank AG	4.40
Taaleri Rahastoyhtio	2.04
Universal Investment	1.17
Lannebo Fonder AB/Sw	1.02
Fondbolaget Fondita	0.74
KBC Group NV	0.67
Massachusetts Mutual	0.62
Wallberg Invest SA	0.60
Allianz SE	0.60
Société de Gestion	0.43
Berenberg Lux Invest	0.43

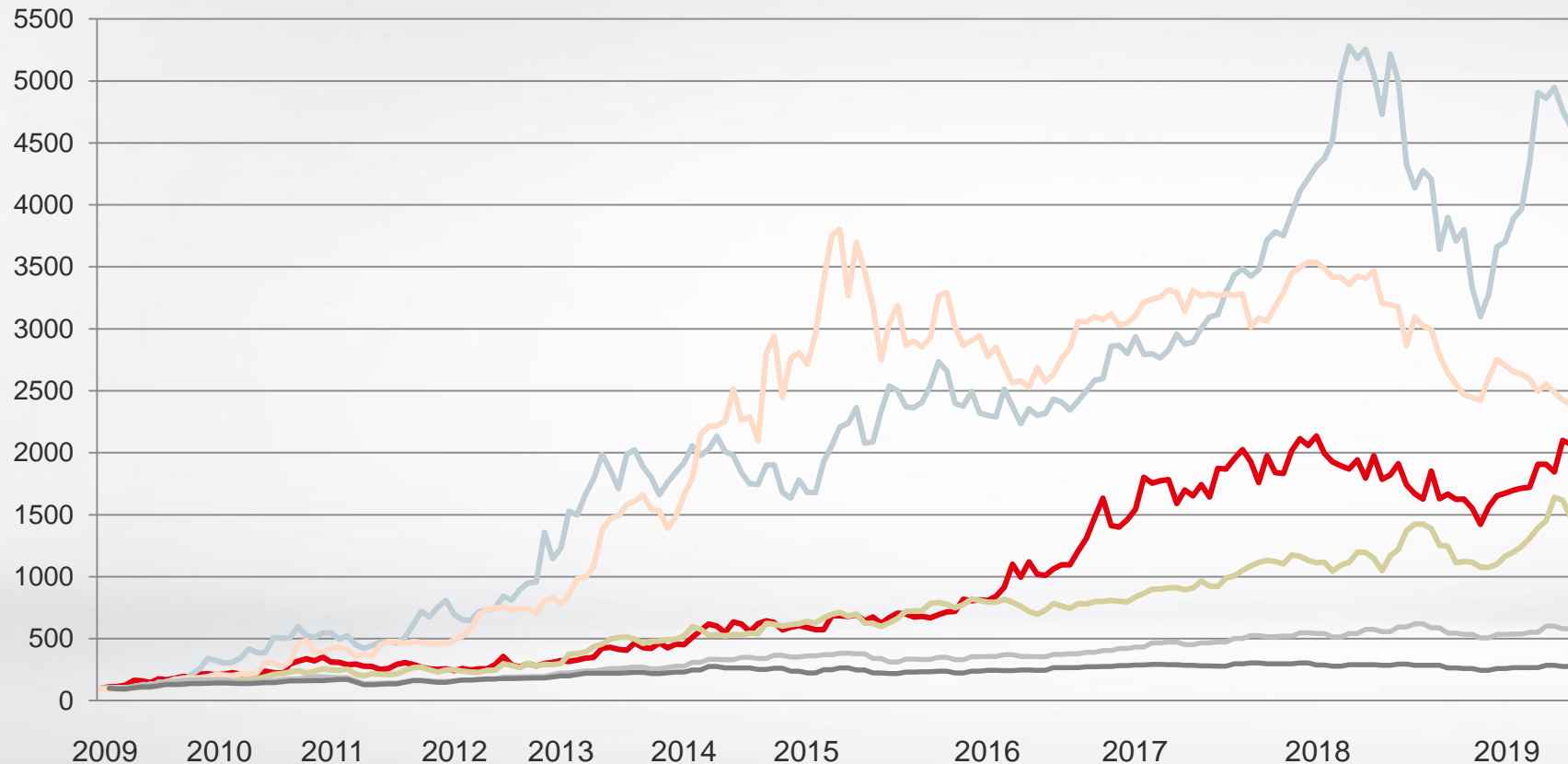
* HAUCK & AUFHÄUSER: Designated Sponsoring Report June 19



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DATAGROUP share vs. indices and peer group

In %



€ 43.25

(Status: 01/07/19)

- DATAGROUP shares
- All for One
- Cancom
- Bechtle
- TecDAX
- DAX



Analysts' comment (Target price/rating)



WARBURG RESEARCH

55.00 €, Buy
(Update)



HAUCK & AUFHÄUSER
PRIVATBANKIERS SEIT 1796

52.00 €, Buy
(Update)



34.00 €, Sell
(Update)



QUIRIN
PRIVATBANK

46.00 €, Buy
(Update)



BERENBERG
PRIVATBANKIERS SEIT 1590

49.00 €, Buy
(Update)

HSBC 
Global Research

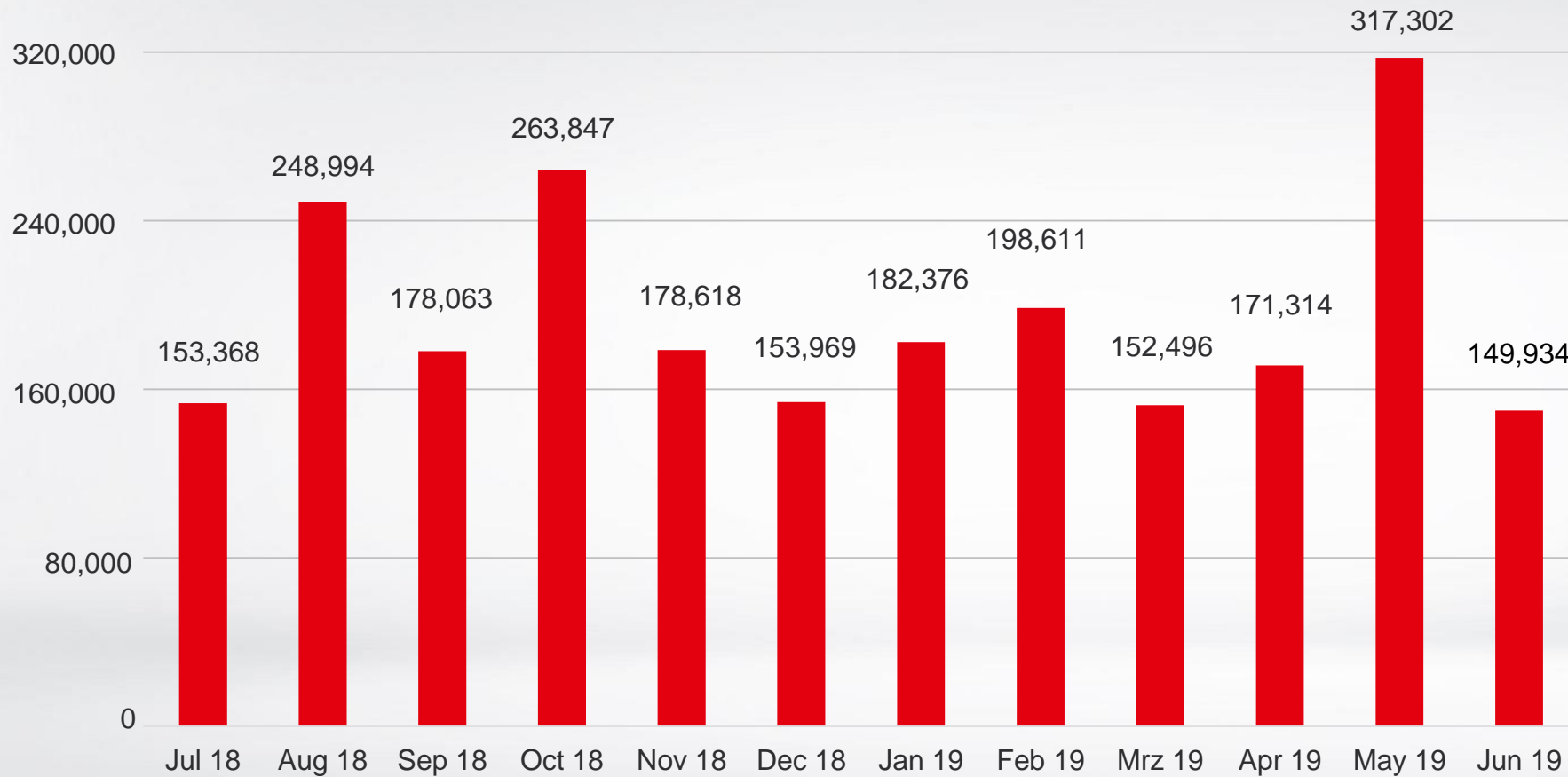
51.00 €, Buy
(Update)

Share trading volume



DATAGROUP

Trading volume per month (shares)



Source: Hauck & Aufhäuser

Why invest in DATAGROUP? IT's that profitable.



- Leading IT service provider for the German “Mittelstand”
- Strong Profitability: EBITDA-Margin 12.0% (14.7% after transition to IFRS 15/16)
- 7.4 % EBIT margin (first HY 18/19)
- Strong Growth: CAGR of 15% from FY 08/09 until 17/18
- Recurring revenues: 88% of gross profit are based on service level agreements
- High resilience: Basic IT run business is almost independent of worldwide economic developments
- No sector risk and no cluster risk in the customer base

IT's that simple.

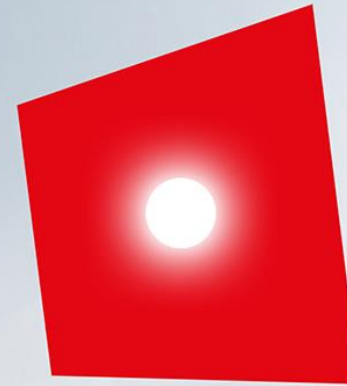
Upcoming events



- **20/08/19** Publication of Q3 and 9M figures
- **23-24/09/19** Goldman Sachs & Berenberg German Corporate Conference
- **23-27/09/19** Baader Investment Conference
- **25/11/19** Publication of the preliminary figures for the fiscal year 18/19



DATAGROUP



IT's that inspiring.

We think differently.

We work differently.

We find better solutions.





Selected profit and loss statement figures FY 17/18

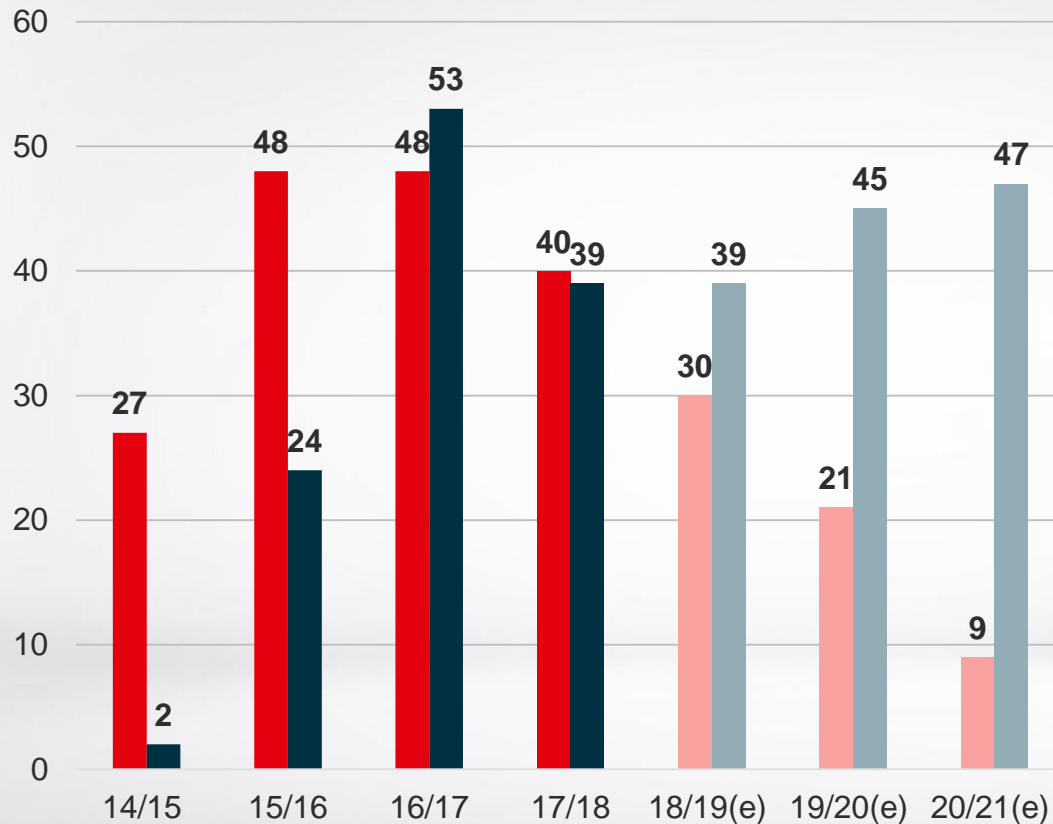
In T€	1 st HY 17/18	1 st HY 18/19 with IFRS 15/16		1 st HY 18/19 without IFRS 15/16	
Revenues	133,513	138,722	3.9%	143,076	7.2%
Other own work capitalised	350	302	-13.7%	302	-13.7%
Total revenues	133,863	139,024	3.9%	143,378	7.1%
<i>Material expenses / expenses for purchased services</i>	39,260	39,184	-0.2%	42,956	9.4%
Gross profit	94,603	99,840	5.5%	100,422	6.2%
<i>Personnel expenses</i>	66,193	70,577	6.6%	71,099	7.4%
EBITDA	15,570	20,415	31.1%	17,208	10.5%
EBIT	8,646	10,228	18.3%	10,212	18.1%
<i>Financial result</i>	-1,353	-1,122	-17.1%	-970	-28.3%
EBT	7,293	9,106	24.9%	9,242	26.7%
Net income	5,016	6,160	22.8%	6,253	24.7%
EPS (in €)	0.60	0.74	23.3%	0.75	25.0%

Fiscal Year 01/10 – 30/09



Development in bank liabilities

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



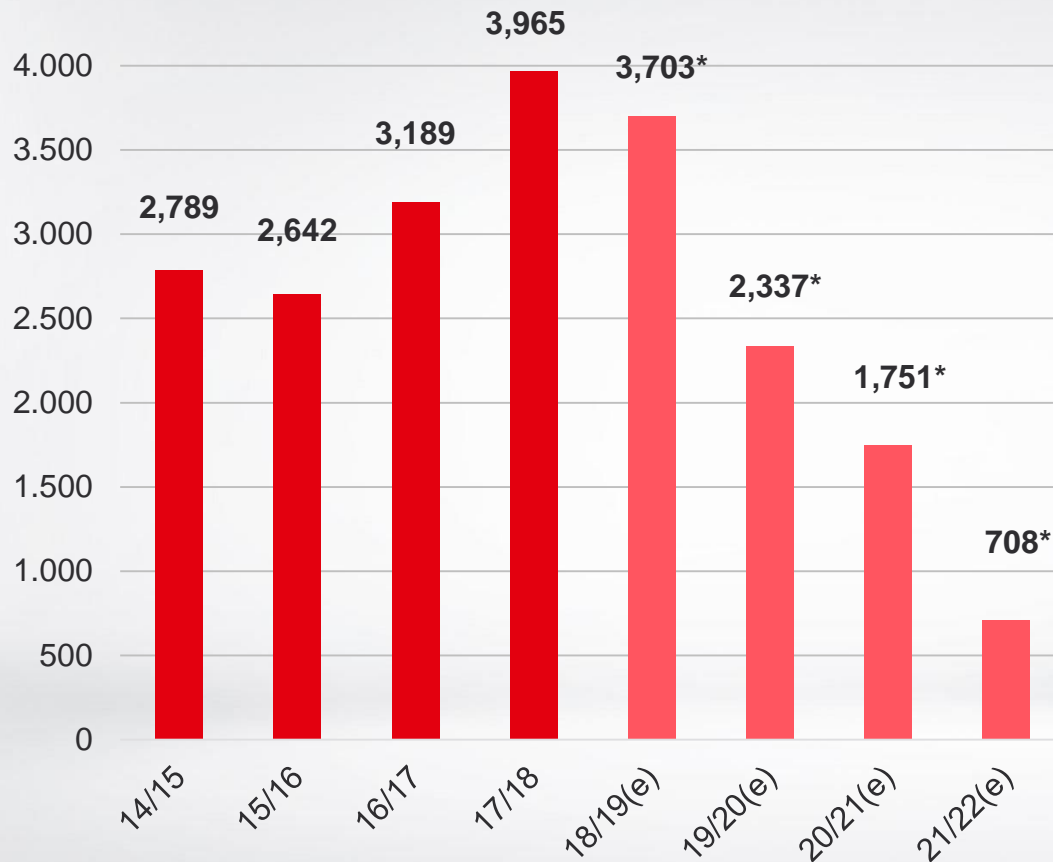
■ Cash
■ Existing liabilities

Fiscal Year 01/10 – 30/09



Development in amortisation from PPA well on track

T€ Development in amortisation from PPA (as at 30/09)



* Without considering acquisition of UBL
Fiscal Year 01/10 – 30/09



Max H.-H. Schaber
CEO

Founder of DATAGROUP. member and Chairman of the Management Board of DATAGROUP SE since 2006

- Responsible for Finances. Legal. HR and Corporate Development
- Degree as a chartered engineer (Diplom-Ingenieur (FH)) in mechanical engineering. followed by a position as a system engineer and management assistant at Friedrich und Co. Gesellschaft für Software- und System-Entwicklung mbH. In 1983. he established DATAPEC. Gesellschaft für Datenverarbeitung mbH. which later became DATAGROUP GmbH.



Dirk Peters
COO

Founder and Manager of DATAGROUP Hamburg GmbH (prev. HDT Hanseatische Datentechnik). member of DATAGROUP's Management Board since 2008

- Responsible for Service Management
- Training as an information electronics technician. followed by studies in informatics (FH) while in employment. and senior positions in the IT industry. In 1992. he established HDT. which started out as a traditional system house to become a high-performance group of companies in IT service management. HDT was incorporated into DATAGROUP in 2008.



Andreas Baresel CPO

Member of the Management Board (CPO) of DATAGROUP SE since October 2018

- Responsible for the Production department
- 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 2012 by the acquisition of DATAGROUP Business Solutions GmbH (previously Consinto GmbH).
- He started at Consinto GmbH 2006 and took over management of DATAGROUP Business Solutions GmbH in 2016.



Heinz Hilgert

Chairman of the Supervisory Board

Chairman of the Supervisory Board since 2011

- CEO and founder of TransVise GmbH. senior management consulting in the financial services industry
- Prior to this he held senior positions in the German and European financial sector amongst others as CEO of WestLB and Deputy CEO of DZ Bank as well as corporate mandates as Chairman of the Supervisory Board of Union Asset Management Holding AG.



Dr.-Ing. Helmut Mahler

Deputy Chairman of the Supervisory Board

Member of the Supervisory Board since 2017

- In 2014 foundation of IT security specialist Code White GmbH
- Prior to this Dr.-Ing. Helmut Mahler held several senior positions in IT management at the Daimler Group. most recently as Vice President and CIO of Daimler Trucks
- Before work at the IBM Research Laboratory in Zurich
- Doctorate at the Institute for Information Processing Technology at the University of Karlsruhe



Dr. Carola Wittig

Member of the Supervisory Board

Member of the Supervisory Board since 2016

- Presiding Judge at the District Court in Stuttgart
- Lecturer at various research institutes for specialist lawyers, engineers and appraisers
- Prior to this lawyer at Arthur Andersen Wirtschaftsprüfer Steuerberater GmbH in Stuttgart and Dresden, responsible for company law and tax matters in the context of restructurings, acquisitions and MBOs
- Law studies at the Eberhard Karls University in Tübingen.

Contact information



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