



DATAGROUP



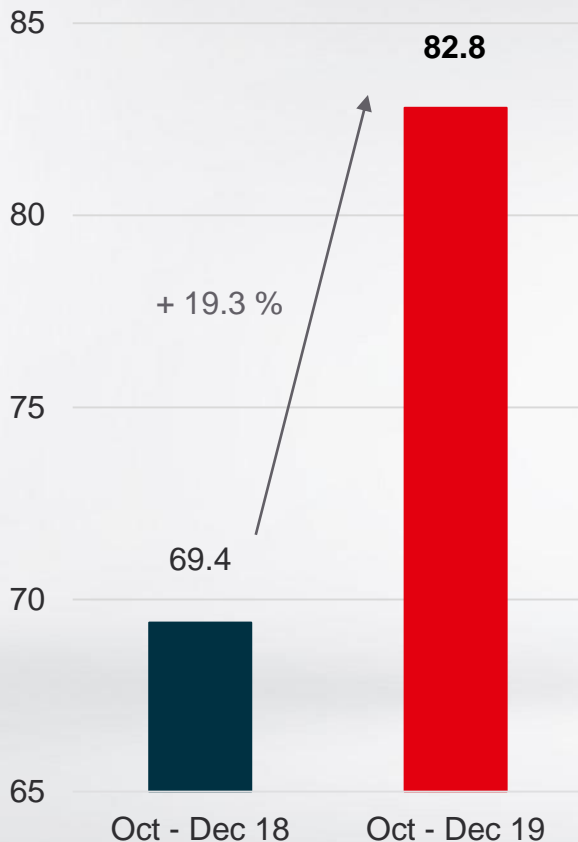
Conference Call

Q1 FY 19/20

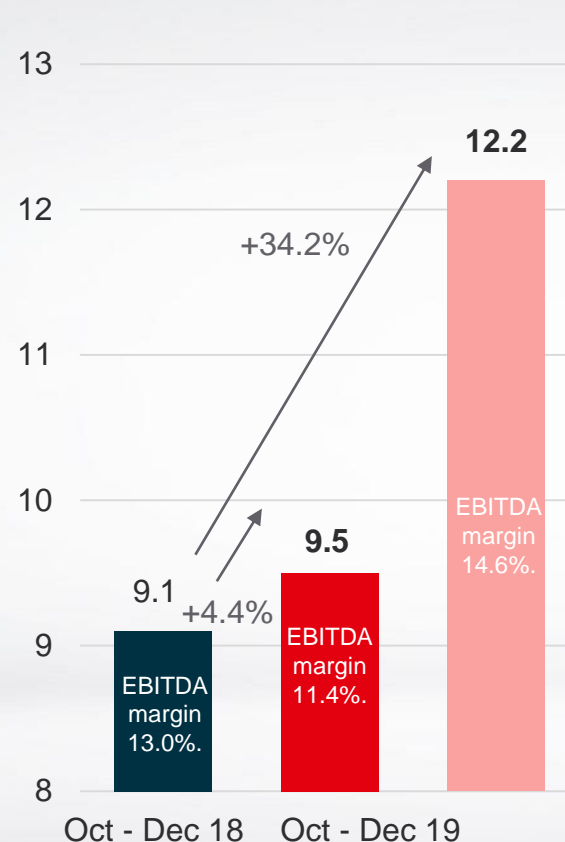


Q1 FY 19/20 once again proves our success

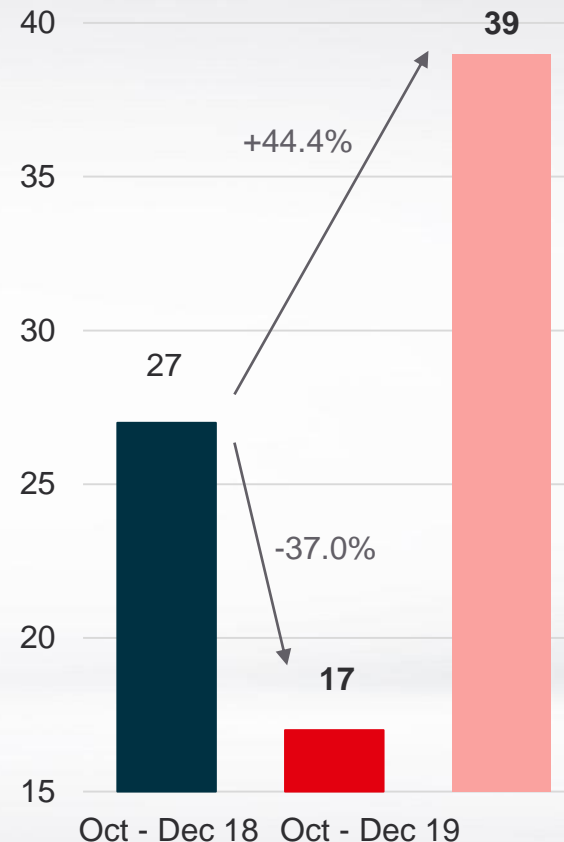
Revenue €m



EBITDA €m



EPS cents



- Strong increase in revenue
- Earnings burdened by
 - restructuring costs and re-start of DATAGROUP Ulm (ITI) c. € 1.3m
 - high start-up costs for large-scale projects c. € 1.1m
 - other one-off costs c. € 0.3m

■ Adjusted for one-off effects



Selected Key Balance Sheet Figures Q1 FY 19/20

Figures in k€	31.12.19	31.12.18	Changes
Goodwill	64,027	46,556	37.5%
Long-term financial liabilities	162,598	84,001	93.6%
<i>thereof liabilities to financial institutions</i>	90,257	29,669	204.2%
<i>thereof liabilities from finance leases</i>	30,736	15,506	98.2%
<i>thereof pension provisions</i>	37,595	33,558	12.0%
Short-term liabilities	89,408	77,898	14.8%
<i>thereof liabilities to financial institutions</i>	8,857	13,955	-36.5%
<i>thereof liabilities from finance lease</i>	10,155	7,042	44.2%
Cash and cash equivalents	39,241	43,866	-10.5%
Accounts receivable	45,909	30,961	48.3%
Accounts payable	11,441	8,625	32.6%
Net financial debt (short and long term)	83,871	23,246	260.8%
Equity ratio ¹⁾ (in %)	23.3	30.5	-23.6%
Return on equity ²⁾ (in %)	7.5	13.3	-43.9%
Balance sheet total	327,637	231,159	41.7%

1) Modified equity ratio incl. quasi-equity funds

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

Strong Order Intake with CORBOX



Technology

Full Outsourcing

4 years, ca. 0.5m € / year



Financial Service Provider

Full Outsourcing

7 years, ca. 1.5m € / year



Transportation

Full Outsourcing

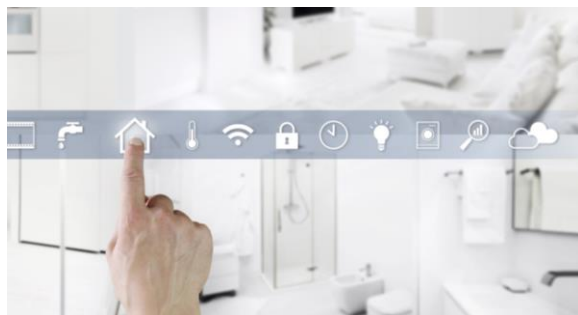
5 years, ca. 2m € / year



Broadcasting Company

Service Desk and End User Services

4 years (+4), Single digit million € / year



Systems Technology

Full Outsourcing

3 years, ca. 0.5m € / year



Materials trade

Full Outsourcing

5 years, ca. 2.5m € / year



Real Estate

Full Outsourcing

3 years, ca. 0.3m € / year

and many more...

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



Covid-19 not expected to have severe impact on business

- Long-term service contracts with high level of recurring revenues provide strong shield against Corona-related downturn of business
- Decentralised structure of DATAGROUP reduces risk in case of quarantine
- Remote working possibilities well advanced
- Slight impact on on-site services / service desk might affect SLAs
- Slight impact on partly project-driven Almato Business
- Increasing demand for remote access services from customers expected in the long run



Our Latest Acquisition

Diebold Nixdorf Portavis (Closing on March 2, 2020, consolidation in 03/20)



DATAGROUP



- DATAGROUP has acquired 68 % of the shares in Diebold Nixdorf Portavis; 32 % will remain with Hamburg Sparkasse and Sparkasse Bremen.
- Portavis is an experienced service provider for IT services in the financial services sector.
- Support of Hamburger Sparkasse AG, Sparkasse Bremen and Hamburg Commercial Bank on the basis of long-term service agreements.
- With Portavis, we expand our existing sector know-how and our customer relationships in the financial sector and can establish ourselves in the market even stronger as bank-independent operational service provider for bank IT operations
- Portavis has c. 200 employees and is expected to generate revenue of some € 66m in the current fiscal year (some € 35m will be consolidated in DATAGROUP's fiscal year)
- At present, Portavis has an EBIT margin of ca. 4 %, medium-term target >10 %



Expansion of our “Banking” Field of Competence



IT's that simple.

- Creation of an efficient IT service provider for the financial industry out of DATAGROUP Financial IT Services, Portavis and additional future acquisitions
- Consolidation of knowledge and performance of the players in the regulated area
- Bundling under a joint management:
 - Dr. Jan Saat
 - Ambition: annual revenue of more than € 100m

Divisional Director Dr. Jan Saat



DATAGROUP



- Divisional Director Banking and Insurance since March 1, 2020
- Management and banking expert with several years of experience as strategy and management consultant for the European financial services industry
- Most recently, he was director and divisional head of organization and IT at Bankhaus Lampe
- Graduation in information management / business innovation at the University of St. Gallen, after his studies in business administration at the TU Bergakademie Freiberg

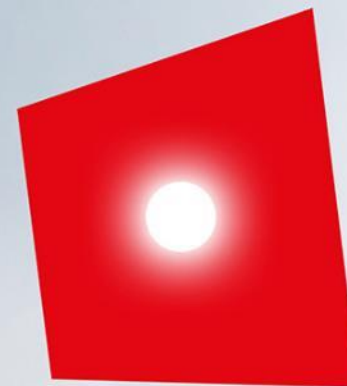
Update on Acquisition DATAGROUP Ulm GmbH (prev. IT-Informatik, acquired on 01.08.19)



- Acquisition of assets and employees as well as individual subsidiaries of IT-Informatik
- Specialist for SAP consulting and maintenance, cloud infrastructure and software development with years of experience (1987)
- 200 employees, around 120 of them SAP experts that further strengthen our SAP competence
- Addition of a broad portfolio of SME customers
- Improvement of our foot prints in Ulm, Berlin and Barcelona
- Low purchase price
- Break-even in February achieved



DATAGROUP



IT's that inspiring.

Outlook





Guidance released on AGM on March 3rd

Guidance released:

- > € 375m in Sales
- > € 55m in EBITDA



IT's worth it.
Share Information

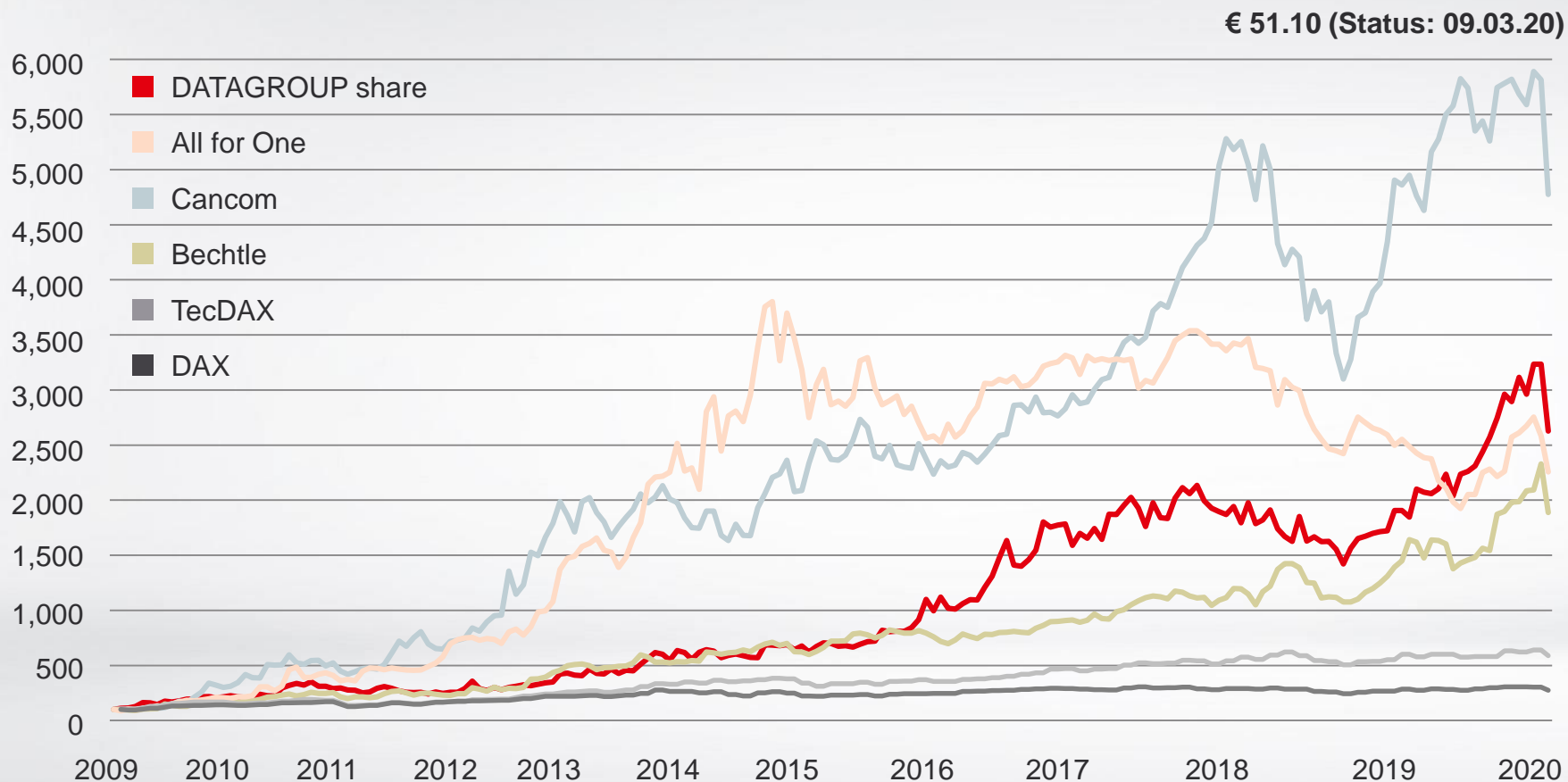




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DATAGROUP Share vs. Indices and Peer Group

In %



Ratings

Warburg Research

74.00€, Buy

Hauck & Aufhäuser

52.00€, Buy

Baader Bank

35.00€, Sell

Quirin

72.00€, Buy

Berenberg

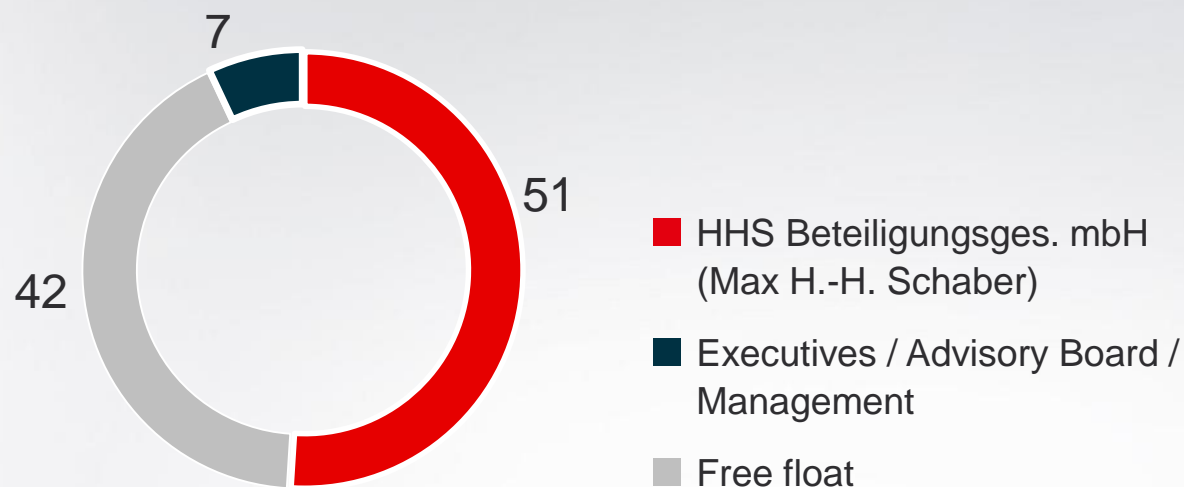
71.00€, Buy

Edison

Qualitative analysis



Shareholder Structure and Stock



Investor	Percent %
Montagu Private Equity LLP	2.95
Joh. Berenberg, Gossler & Co. KG	2.53
DWS Investment GmbH	2.22
Capital Research Global Investors	1.44
Taaleri Wealth Management LTD	1.25
Lannebo Fonder	1.01
Acatis Investment GmbH	0.96
Mandatum Life Insurance Company LTD	0.87

* Berenberg – Corporate Broking Report, January 2020

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: 51.10 € (09.03.20)
- Market Cap: 426.6m € (09.03.20)

Upcoming Events



- **11.03.20** Berenberg Opportunities Conference London
- **12.03.2020** Roadshow Paris
- **17.03.20** Mainfirst Best of Southern Germany Conference, Stuttgart
- **14.05.20** Publication of Q2 and HY report
- **18.-20.05.20** Berenberg Tarrytown 2020 USA
- **18.-20.05.20** Equity Forum Frühjahrskonferenz, Frankfurt
- **03.-05.06.20** Hauck & Aufhaeuser Stock Picker Summit, Stockholm
- **18.06.20** Quirin Champions Konferenz, Frankfurt
- **25.-26.06.20** Warburg Highlights Conference 2020 Hamburg
- **01.09.20** Publication of Q3 figures
- **19.-20.10.20** CF&B Large & Midcap Event, Paris

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IT's that promising.

Appendixes



Management Board



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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