



**DATAGROUP**



**IT's that simple.**

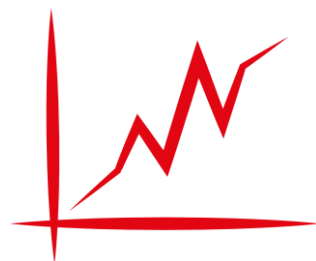
Analyst Presentation September 2020

# 14 Consecutive Years of Growth

## An Invest in DATAGROUP is that...



... PROFITABLE



**15.2 %**  
EBITDA margin

**7.7 %**  
EBIT margin

... SECURE



**16.2 %**  
Revenues CAGR  
09/10 – 18/19

**83 %**  
Recurring revenues

... STRONG



**>2,700**  
Employees

**> 30**  
Main locations  
throughout Germany

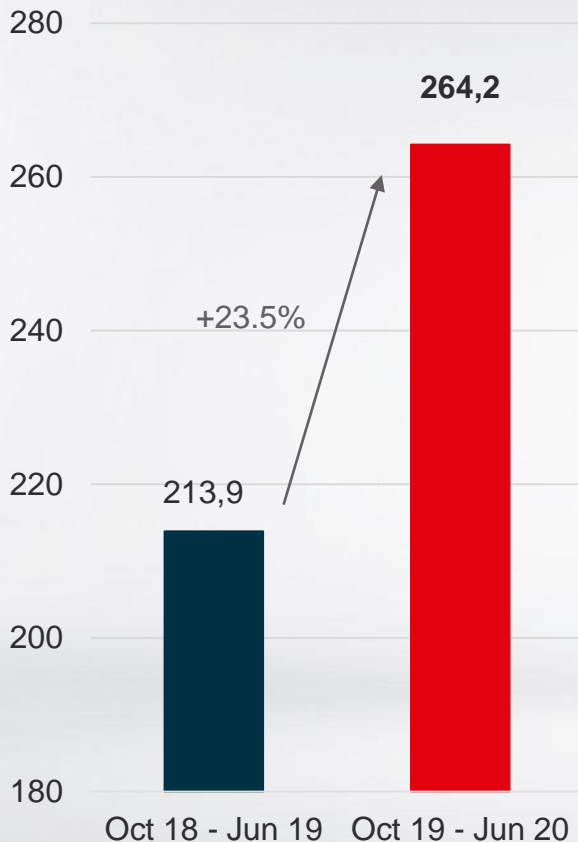
Fiscal Year 18/19

IT's that simple.

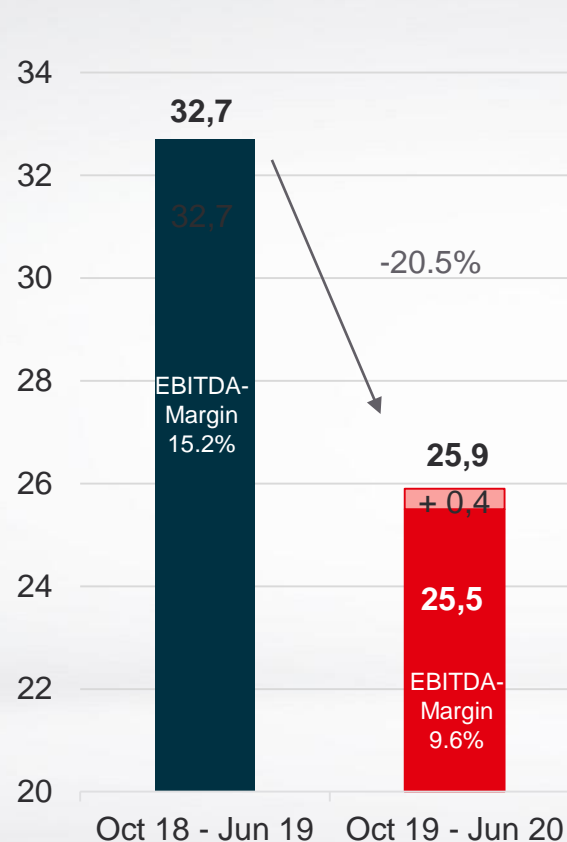


# Q1 – Q3 19/20: Significant increase in revenues

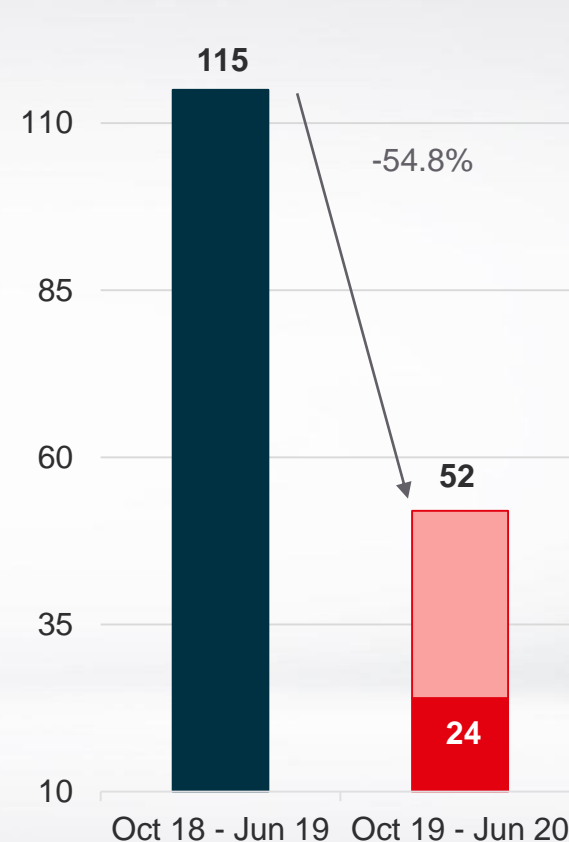
**Revenue €m**



**EBITDA €m**



**EPS cents**



Strong increase in revenue, EBITDA and EPS decline

- Extraordinary Effects
- € 11.6m positive effect from Portavis bad will
- € 12.0m provisions

One-off effect, bad will Portavis and provisions



# Selected Key Balance Sheet Figures

Figures in € thousand	30.06.19	Change 30.06.19 – 30.06.20	30.09.19	Change 31.09.19 – 30.06.20	30.06.20
Goodwill	58,998	8.5%	64,027	0.0%	64,027
Long-term financial liabilities	155,941	24.6%	157,009	23.7%	194,267
<i>thereof liabilities to financial institutions</i>	90,331	-13.7%	90,358	-13.7%	77,948
<i>thereof liabilities from finance leases</i>	22,985	83.8%	23,533	79.5%	42,241
<i>thereof pension provisions</i>	37,744	81.4%	37,702	81.6%	68,472
Short-term liabilities	75,348	60.6%	89,022	36.5%	121,513
<i>thereof liabilities to financial institutions</i>	8,682	44.4%	8,729	43.6%	12,535
<i>thereof liabilities from finance lease</i>	9,922	41.3%	8,754	60.2%	14,021
Cash and cash equivalents	62,137	6.4%	47,465	39.3%	66,096
Accounts receivable	30,401	40.3%	45,591	-6.4	42,658
Accounts payable	9,279	92.7%	9,126	95.9	17,882
Net financial debt (short and long term)	66,865	-7.6%	65,745	-6.0%	61,771
Equity ratio <sup>1)</sup> (in %)	23.3	-21.5%	23.4%	-21.8%	18.3%
Return on equity <sup>2)</sup> (in %)	18.8	-80.5%	20.5%	-82.1%	3.7%
Balance sheet total	300,720	28.4%	320,077	20.6%	386,078

1) Modified equity ratio incl. quasi-equity funds

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



# Selected Profit and Loss Statement Figures Q1 – Q3 19/20

Figures in € thousand	Q1 – Q3 18/19	Q1 – Q3 19/20	Changes
Revenues	213,919	264,243	23.5%
Other own work capitalised	457	724	36.8%
Total revenues	214,376	264,967	23.6%
<i>Material expenses / expenses for purchased services</i>	60,395	86,756	43.6%
Gross profit	153,981	178,211	15.7%
<i>Personnel expenses</i>	107,455	136,894	27.4%
EBITDA	32,663	25,522	-21.9%
EBIT	16,088	3,641	-77.4%
<i>Financial result</i>	-1,748	-1,940	11.0%
EBT	14,340	1,701	-88.1%
Net income	9,615	1,989	-79.3%
EPS (in €)	1.15	0.24	-79.1%

Fiscal year 01.10. – 30.09.



# Cash Flow from Investing Activities Q1 – Q3 19/20

Figures in € thousand	Q1 – Q3 18/19	Q1 – Q3 19/20	Changes
Cash inflow from sale of property, plant and equipment	79	872	1,001.4%
Cash outflow for investment in property, plant and equipment	-11,787	-11,639	-1.3%
Cash inflow from intangible assets	386	25	-93.6%
Cash outflow for investments in intangible assets	-1,952	-3,286	68.4%
Cash inflow from sale of financial assets	0	-921	./.
Cash outflow for investments in financial assets	0	-205	./.
Cash inflow from repayment of financial assets	0	50	./.
Cash inflow/outflow from investments in fully consolidated companies	-16,612	35,555	-314.0%
Interest received	105	401	283.0%
<b>Net cash used for investing activities</b>	<b>-29,781</b>	<b>20,852</b>	<b>-170.0%</b>

- Cash flow from investing activities contains TEUR 3,895 data center operations, TEUR 3,184 for workplaces, TEUR 1,166 for furniture and office equipment
- By acquisition of Portavis DATAGROUP received about TEUR 35,555 net (acquired cash less price of acquisition)



# Cash Flow from Operating Activities Q1 – Q3 19/20

Figures in € thousand	Q1 – Q3 18/19	Q1 – Q3 19/20	Changes
Net income for the period	9,615	1,989	-79.3%
Interest received	-105	-401	283.0%
Interest paid	1,287	1,777	38.1%
Depreciation and amortisation of current assets	-30	0	-100.0%
Depreciation and amortisation of non-current assets	16,575	21,903	32.2%
Changes in pension provisions	806	638	-20.8%
Gains (-) / losses (+) on disposals of non-current assets	50	72	45.6%
Increase (-) / decrease (+) of receivables or liabilities to shareholders, related and associated companies	2,429	599	-75.3%
Increase (-) / decrease (+) of inventories, trade receivables and other assets	-21,054	-5,801	-72.5%
Increase (+) / decrease (-) of trade payables and other liabilities	-1,472	4,802	-426.2%
Income out of business transaction	0	-11,571	
Other non-cash transactions	-1,415	-389	-72.5%
<b>Cash flow from operating activities</b>	<b>6,687</b>	<b>13,619</b>	<b>103.7%</b>

The table has been corrected compared to the initially released version from September 14<sup>th</sup> 2020. The numbers in the lines „Changes in pension provisions“ and „Increase (+) / decrease (-) of trade payables and other liabilities“ have been changed. The changes have no impact on the Cash flow from operating activities and as a consequence does not impact any other KPIs.





**DATAGROUP**

# Leading IT-Service Provider in Germany (Source Lünendonk)

- Full service offering for IT and cloud services
- For companies with 100 – 5.000m € annual revenue as well as institutions
- Close to our customers across Germany
- Competent contact at eye level
- Innovative Service-as-a-Product approach with CORBOX service suite

IT's that simple.



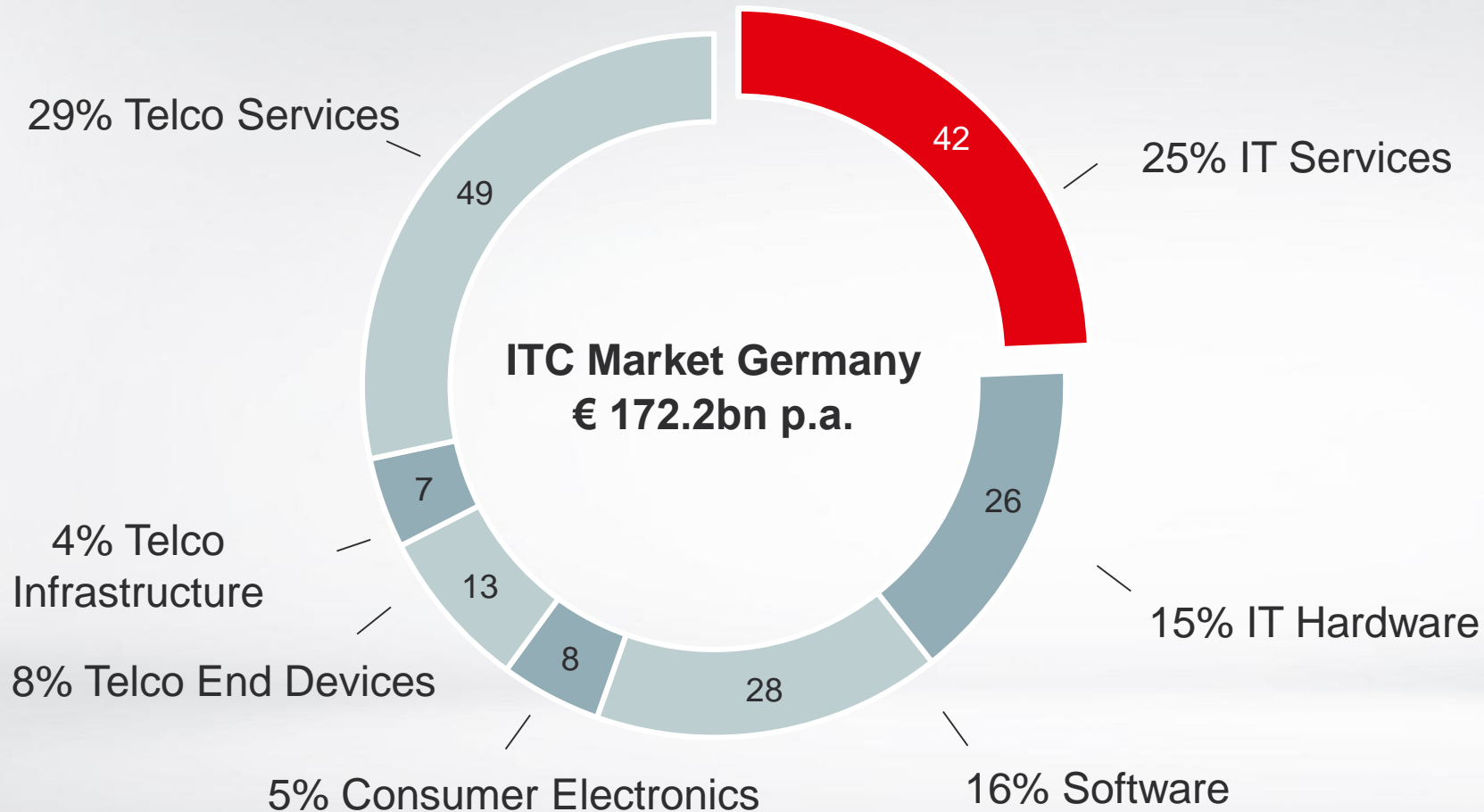


# Growth Strategy

## DATAGROUP Grows Stronger Than the Market



**DATAGROUP**



- Annual growth ITC market according to Bitkom: 2.4 %
- Having generated organic growth of 4 - 6 % in the last years, DATAGROUP clearly exceeds this growth rate
- And also grows inorganically by c. 8 - 12 %

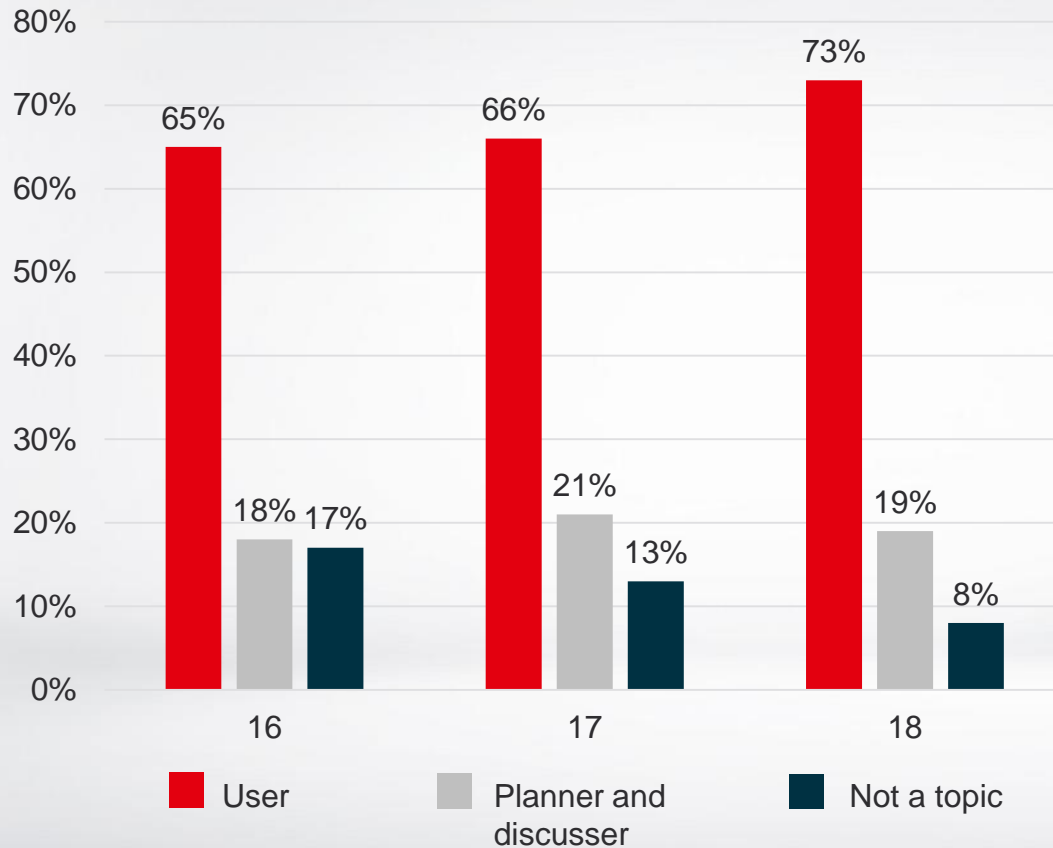
in € bn

Source: Bitkom, January 2020

# 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

# Advanced Training to Empower our Employees



**DATAGROUP**



IT's that simple.

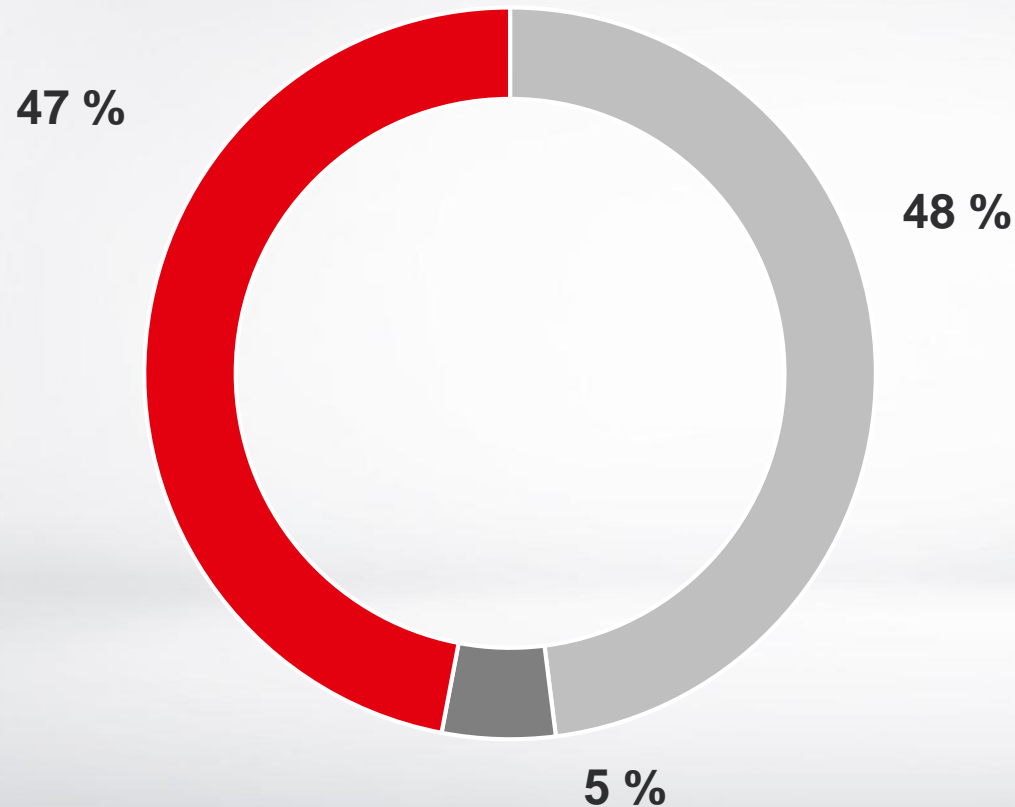
## Training offensive to Microsoft Azure is nearly completed

We have today:

- **48** employees trained as **Azure administrator**
- **28** employees in training to become **Azure architects**
- **26** employees starting their training to become **Azure developers** soon

# 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

# Uncertainty from Covid-19 for 19/20



**DATAGROUP**

- Long-term service contracts with high level of recurring revenues provide strong shield against Corona-related downturn of business
- Negative impacts on the small part of our business which has project-character
  - Transitions
  - RPA-Business and Mobilisation of Business Apps
- Slight impact on on-site services / service desk might affect SLAs
- Final forecast of the impact on FY 19/20 results is actually not possible
- As a consequence we have withdrawn our guidance.



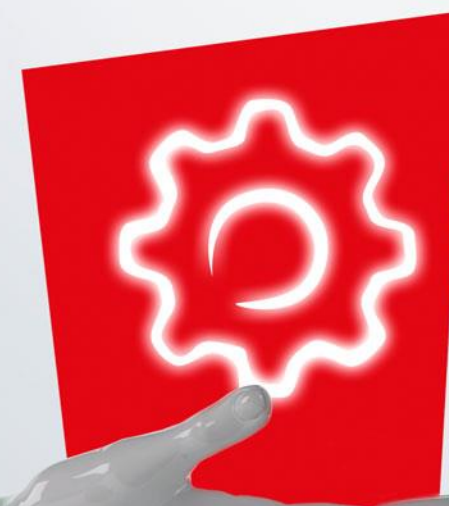




**DATAGROUP**

IT just works.

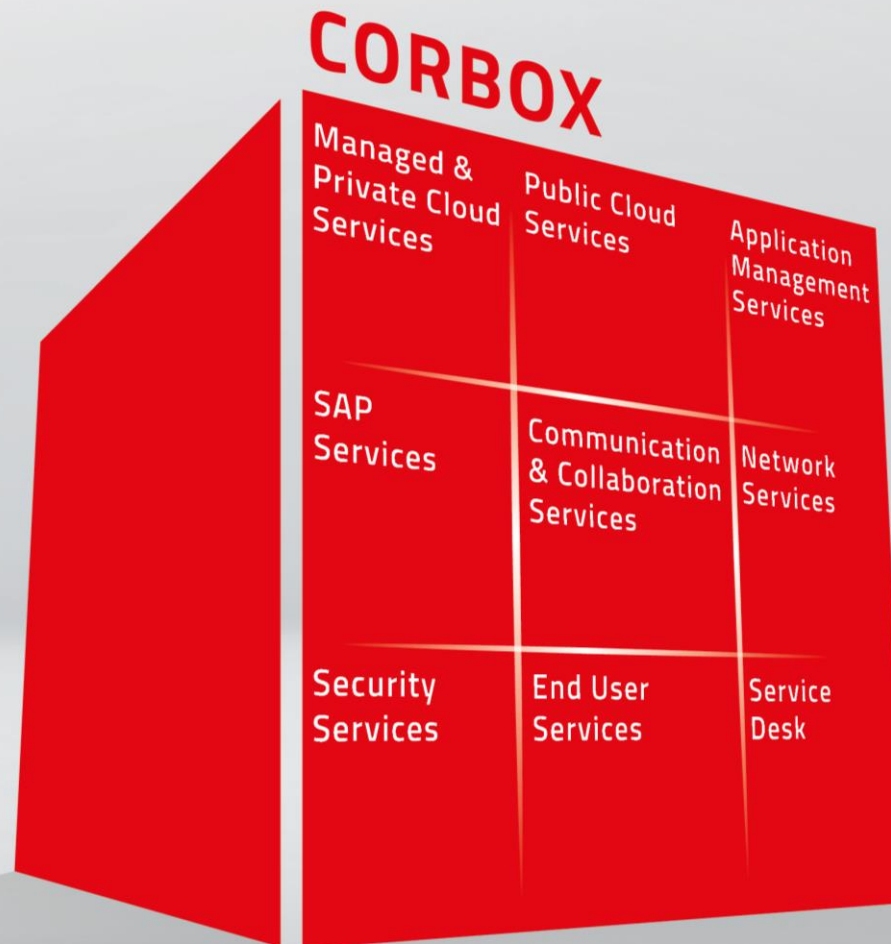
Optimal Combination of Local and  
Centralized production



# Our Full Service Offer for Companies as USP



**DATAGROUP**



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

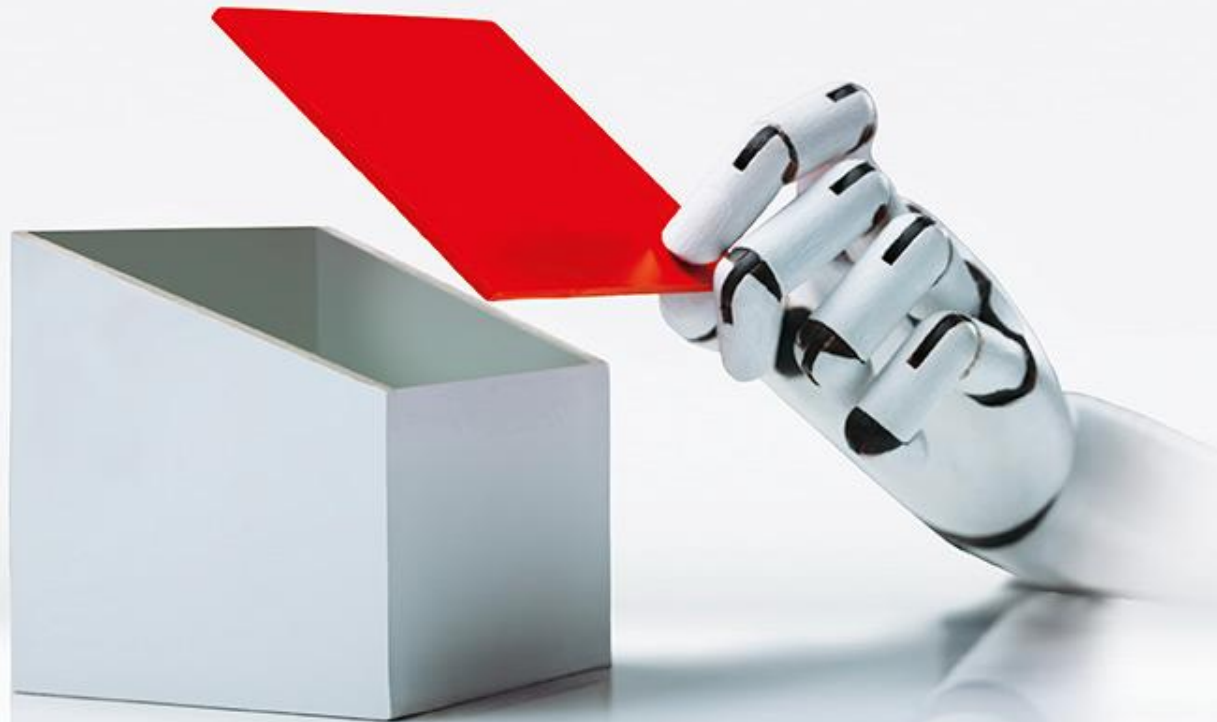


# 1. On the Basis of Standardization

## Factory Manufacturing of IT Operations



**DATAGROUP**

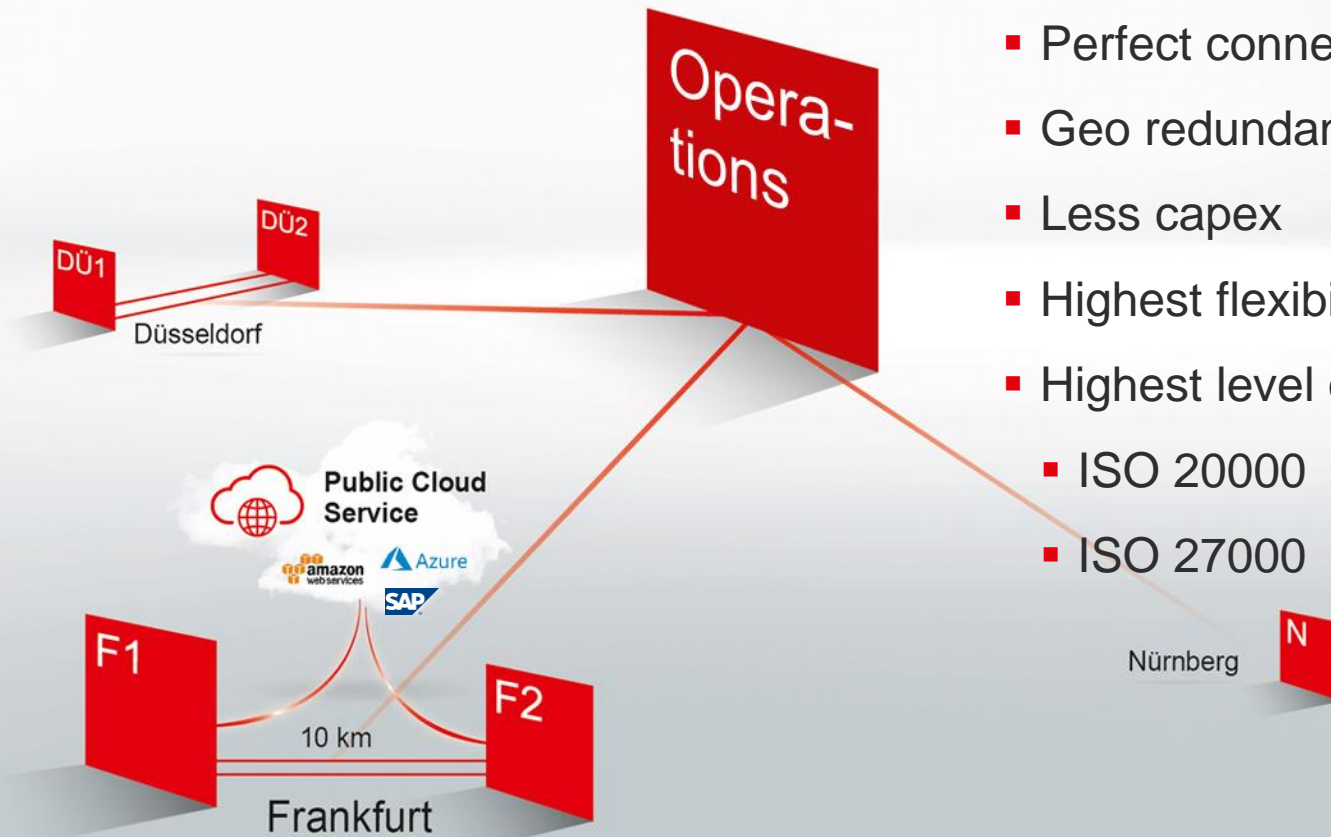


- Provision according to industrial standards on the basis of defined roles, processes and procedures
- Standardization as a basis for automation and efficiency gains
- DATAGROUP as cloud enabler



**DATAGROUP**

## 2. On the Basis of Data Centers in Germany in Colocation



Advantages of colocation strategy:

- Maximum security
- Perfect connectivity to public cloud
- Geo redundancy
- Less capex
- Highest flexibility and scalability
- Highest level of standardization
- ISO 20000
- ISO 27000

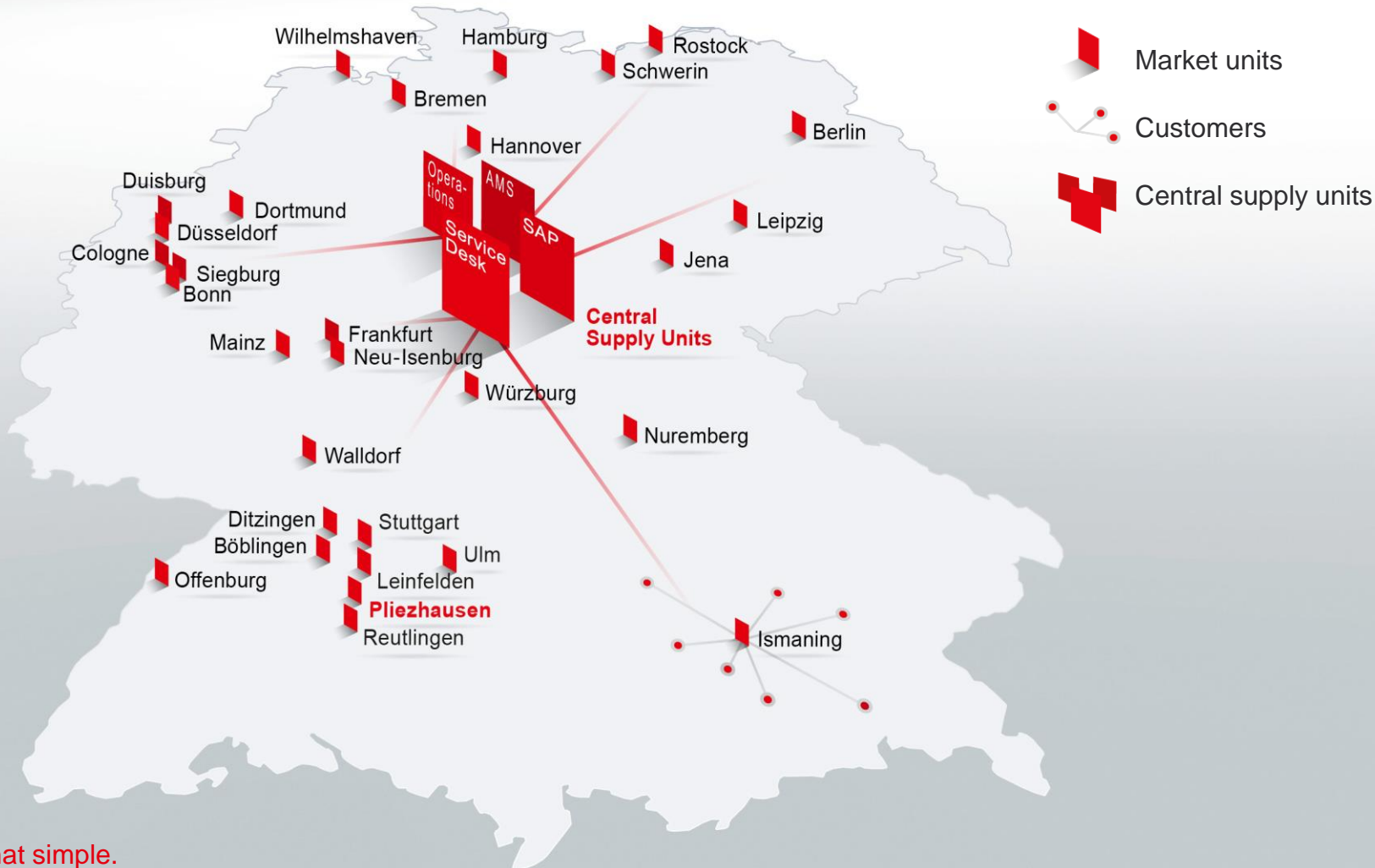


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Analyst presentation 09/20 (1) | 17



### 3. On the Basis of DATAGROUP Production Model



#### **Virtually centralized supply units**

- Efficiency gains / cost control
- Automation
- Public cloud integration
- Scalability / capacity for growth

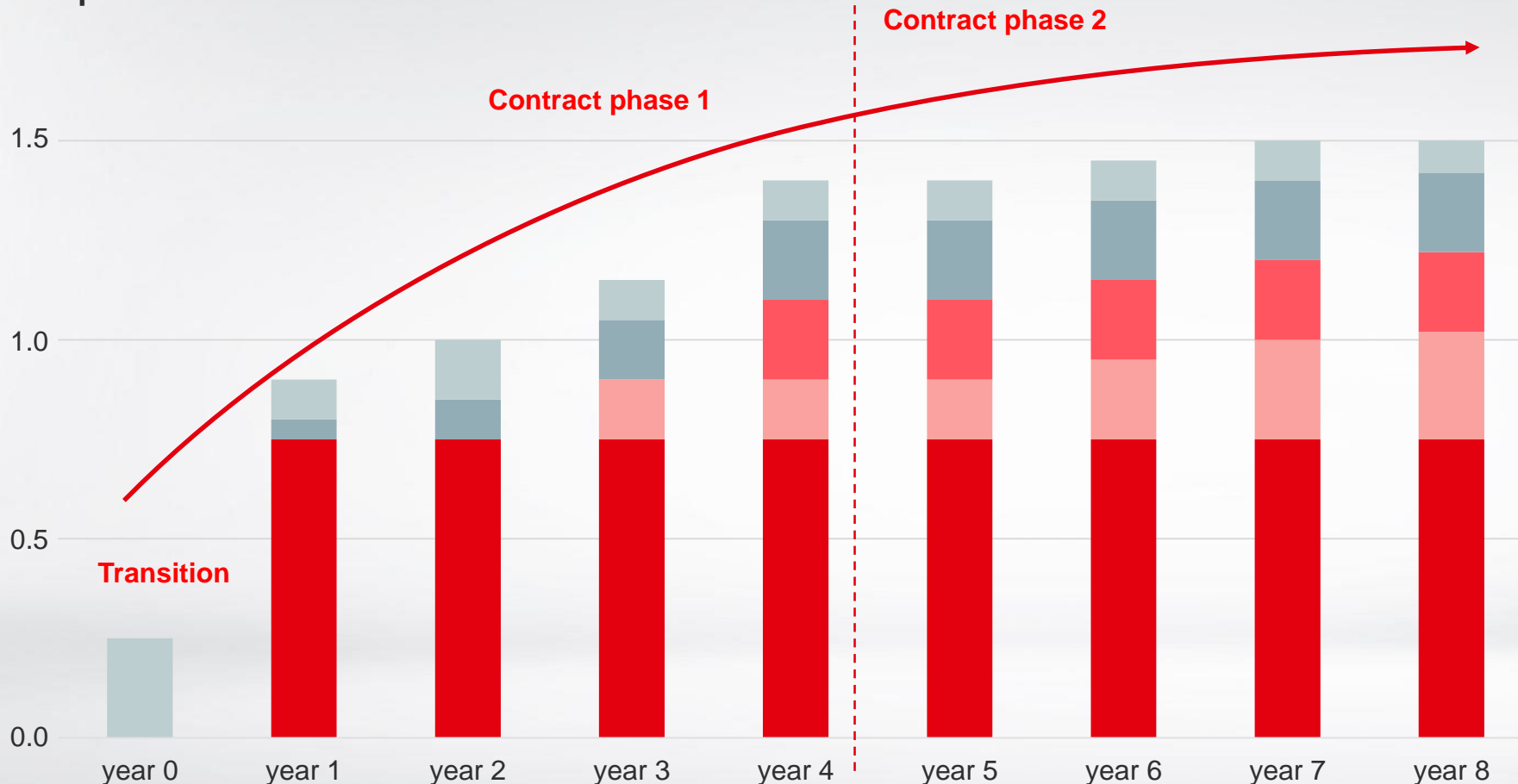
#### **Local presence ensures**

- Eye height
- Proximity
- On-site services
- Sales success



## 4. CORBOX Guarantees Recurring Revenues

Sample Customer Revenue in m €



- Recurring revenues with CORBOX are extended by additional services over time
- Average contract duration ca. 4.5 years

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

# We Manage Our Customer's IT



**DATAGROUP**

**THALES**

- Third largest country organization of the French THALES group
- Specialized in aerospace, security and transport
- 4,000 employees in eight locations with their own production and development

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

- 1,200 SAP users
- 28 SAP systems in the DATAGROUP Private Cloud
- Consolidation to OneSAP
- Service Desk (on premise + shared support units)
- Business process harmonization
- Infrastructure projects (relocation, renewal, innovation)
- Stability and performance of standard and specialized applications



# Strong Order Intake with CORBOX



## Logistics

### Full Outsourcing

5 years, ca. 1m € / year



## Technology

### Full Outsourcing

4 years, ca. 0.5m € / year



## Financial Service Provider

### Full Outsourcing

5 years, single digit million € / year



## Exhibition Provider

### Full Outsourcing

6 years, ca. 3m € / year



## Materials trade

### Full Outsourcing

5 years, ca. 2.5m € / year



## Energy

### SAP, Service Desk, Network, Managed and Private Cloud

3 years, ca. 1.3m € / year



## Wood Trade

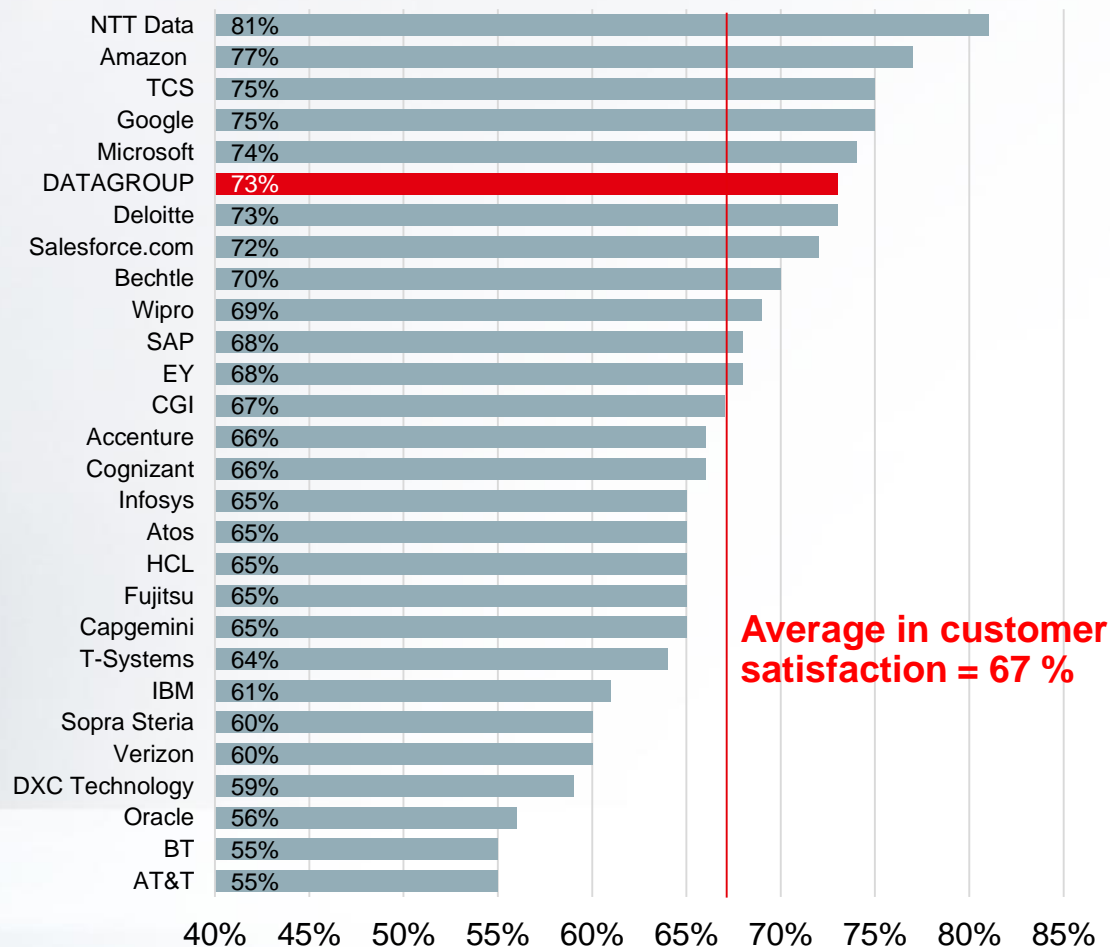
### Full Outsourcing

3 years, ca. 0.5m € / year

and many more...

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

# DATAGROUP Ranks Top in Customer Satisfaction

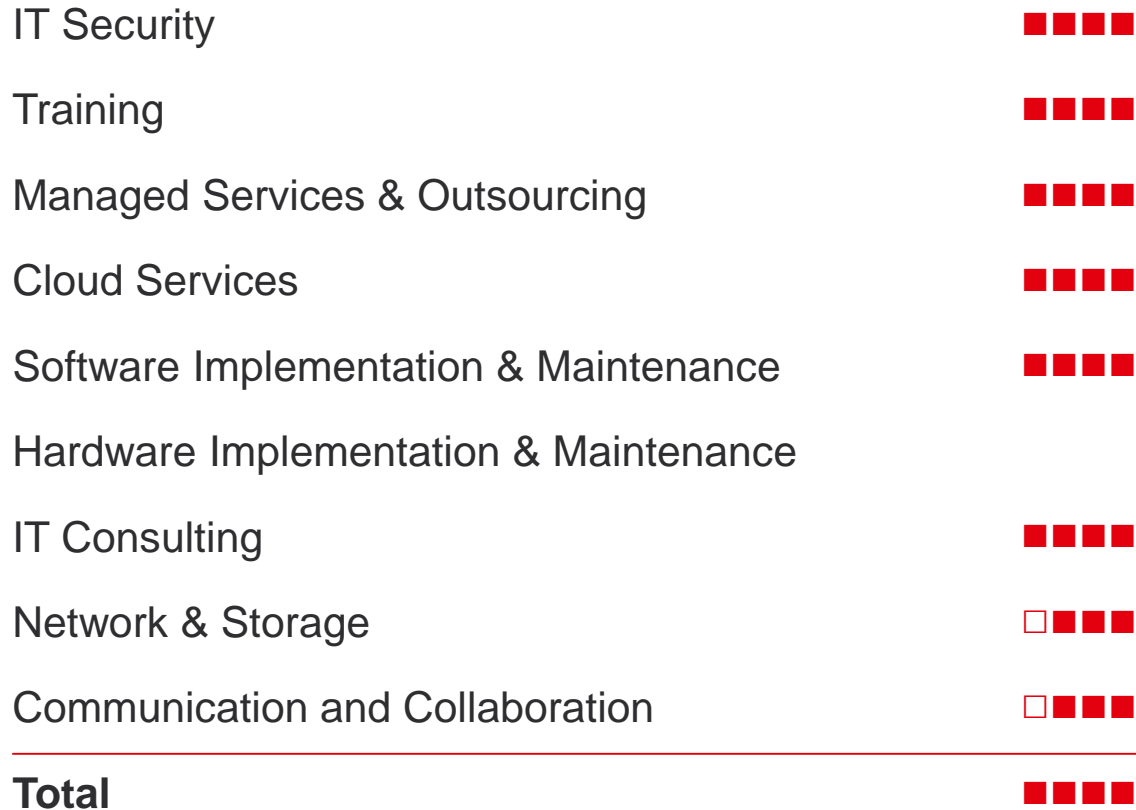


- Over 620 evaluated IT outsourcing contracts
- 29 IT service provider evaluated
- For the 5th time at the top of customer satisfaction
- Best medium sized company
- Top ranks in contractual flexibility and business understanding

Source: IT Outsourcing Study Germany 2019 by Whitelane Research and Navisco AG



# Brand 1 and Statista Rank DATAGROUP as TOP Player in the Most Comprehensive German Market Survey



■ More than 5,000 experts and customers rank 204 companies in 10 criteria

IT's that simple.



# Collecting Top Marks as Employer



**DATAGROUP**

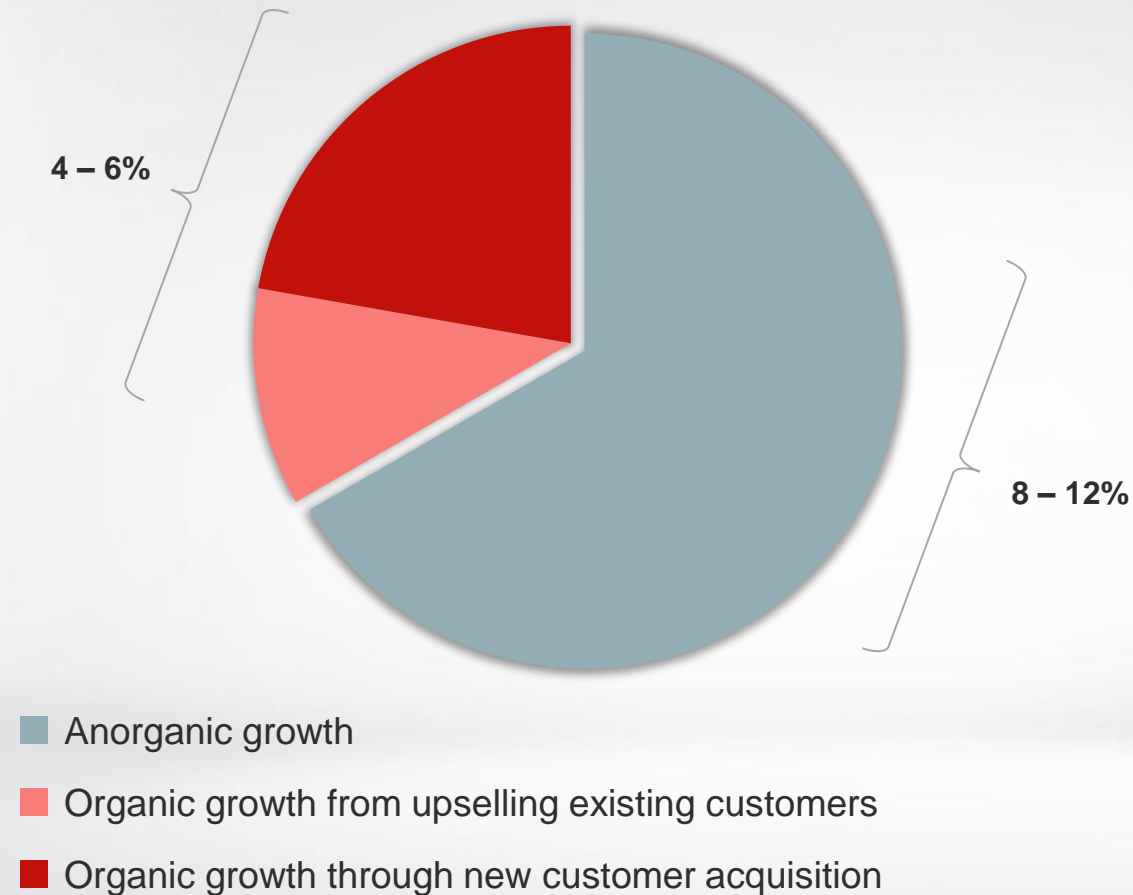


- **“Best employer 2020“**  
Focus Business in cooperation with kununu, 02/2020
- **“Leading Employer Germany 2020“**  
Die Zeit, 01/2020
- **“Germanys most innovative work places“**  
Hamburgisches Weltwirtschaftsinstitut, 01/2020
- **“Most attractive IT service provider 2020“**  
FAZ Institute, 01/2020
- **“Germany’s best employers“**  
Die Welt, 08/2019



# 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



# 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

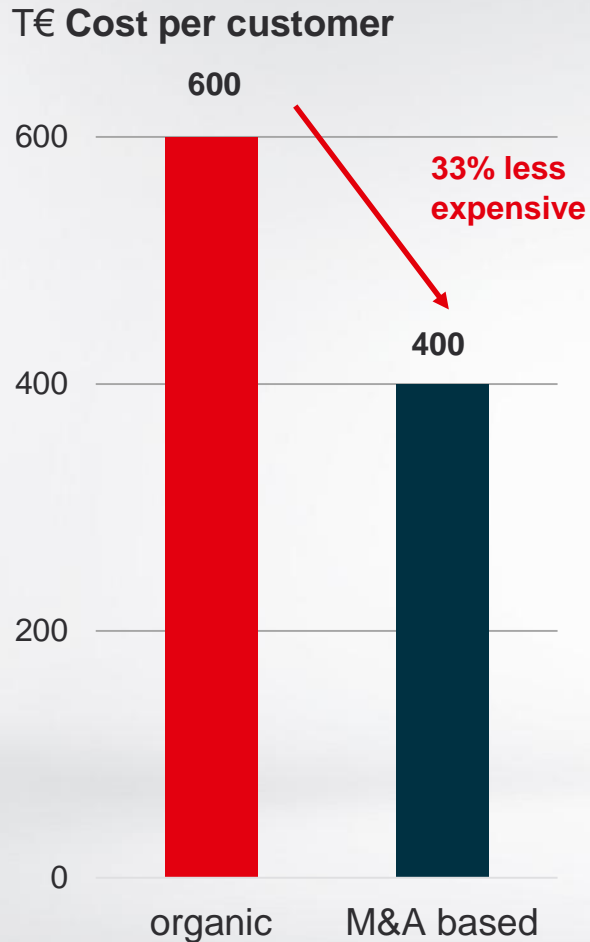
Company (Years of acquisition: 2006 – 2020)	Price of acquisition (net)	Multiples at date of acquisition	
	In k€	EBITDA	EBIT
Company 1	1,460	1.8	2.1
Company 2	869	2.9	3.0
Company 3	280	1.4	1.9
Company 4	282	3.5	4.7
Company 5	0	2.0	2.0
Company 6	289	1.5	1.5
Company 7	13,199	4.7	4.9
Company 8	0	3.0	3.0
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



# Cost of Growth Organic vs. M&A Based



## Organic growth

(per customer ca. 600 T€)

- Slow
- Uncertain
- Expensive

## M&A based growth

(per customer ca. 400 T€)

- Faster
- More secure
- Less expensive



# 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 (Closing on March 2, 2020, consolidation in 03/20)



**DATAGROUP**



- DATAGROUP has acquired 68 % of the shares in Diebold Nixdorf Portavis; 25% will remain with Hamburg Sparkasse (reflected in financial debt) and 7% with Sparkasse Bremen. DATAGROUP has options to acquire further outstanding shares.
- 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%.

# Verticalization in the „Banking“ Sector



**DATAGROUP**



- Creation of a high-class IT Service Provider for the financial industry from DATAGROUP Financial IT Services, Portavis and possibly further acquisitions
- Consolidation of experience and services in a highly regulated market
- Common leadership of all activities
  - Dr. Jan Saat
  - Ambition: more than EUR 100m. Annual turnover



# Our Acquisitions FY 18/19

## On August 1, 2019



- 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
- New corporate name with immediate effect: DATAGROUP Ulm GmbH

## On April 1, 2019



*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



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IT's that empowering.

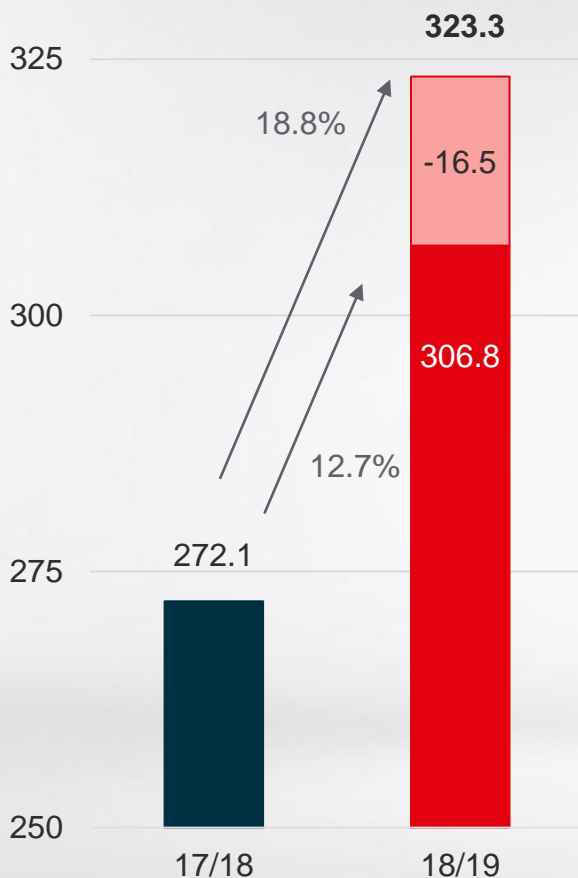
Fiscal Year 18/19 Numbers



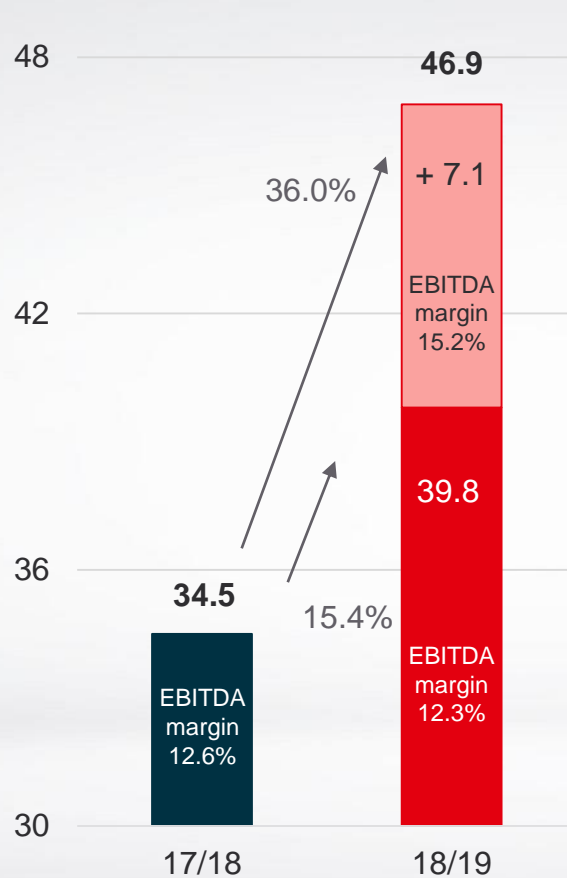
# Fiscal Year 18/19

## Sound Numbers Prove Strategy

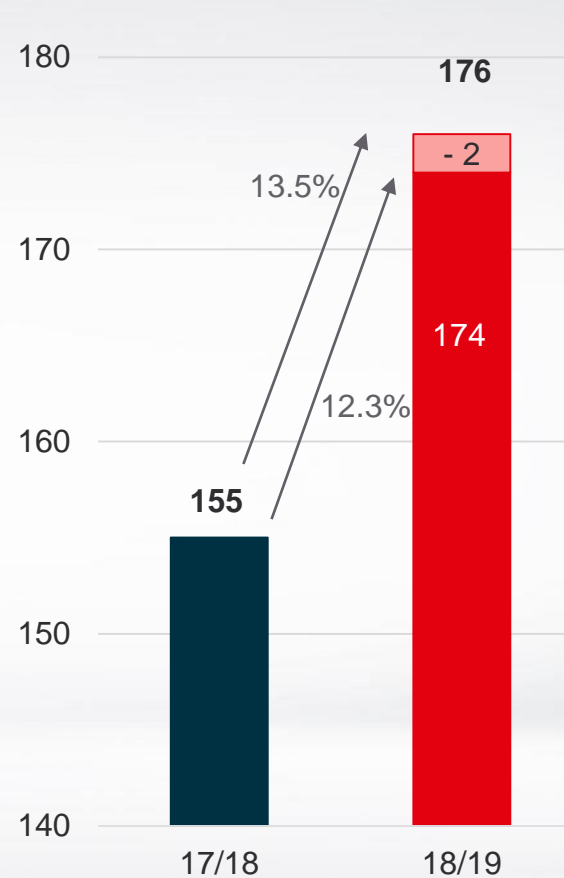
m € Revenues



m € EBITDA



Cent EPS



Effects from transition to IFRS 15/16



# Selected Key Balance Sheet Figures FY 18/19

Figures in € thousand	30.09.18	30.09.19 after transition to IFRS 15/16		30.09.19 before transition to IFRS 15/16	
Goodwill	46,556	64,027	37.5%	64,027	37.5%
Long-term financial liabilities	86,707	157,009	81.1%	136,562	57.5%
<i>thereof liabilities to financial institutions</i>	29,764	90,358 <sup>a)</sup>	203.6%	90,358	203.6%
<i>thereof liabilities from finance leases</i>	1,915	23,533 <sup>b)</sup>	1.128.9%	3,086	61.1%
<i>thereof pension provisions</i>	40,610	37,702	-7.2%	37,702	-7.2%
Short-term liabilities	61,488	89,022	44.8%	75,648	23.0%
<i>thereof liabilities to financial institutions</i>	9,943	8,729	-12.2%	8,729	-12.2%
<i>thereof liabilities from finance lease</i>	2,090	8,754 <sup>b)</sup>	318.9%	2,224	6.4%
Cash and cash equivalents	38,700	47,465	22.6%	47,465	22.6%
Accounts receivable	31,236	45,591	46.0%	47,144	50.9%
Accounts payable	5,419	9,126	68.4%	9,126	68.4%
Net financial debt (short and long term)	12,130	65,745 <sup>c)</sup>	442.0%	38,767	219.6%
Equity ratio <sup>1)</sup> (in %)	31.9	23.4	-26.7%	26.2	-17.9%
Return on equity <sup>2)</sup> (in %)	20.3	20.5	1.2%	20.7	2.2%
Balance sheet total	215,450	320,077 <sup>d)</sup>	48.6%	286,360	32.9%

- 1) Modified equity ratio incl. quasi-equity funds  
2) ROE = surplus (extrapolated for the entire year) / average equity ratio

- a) Liabilities to banks: Increase due to promissory note loan in the amount of € 69m  
b) Increase due to changes in accounting of long-term leases as finance lease  
c) Distortive effects: Increase due to IFRS 16: + 27.0m; acquisition UBL: +19.9m; acquisition IT-Informatik/Mercoline 3.1m; NRW Bank pre-financing: +28.8m  
d) Higher balance sheet total due to IFRS 15+16 and new promissory note loan (69m)

Fiscal year 01.10. – 30.09.



# Selected Profit and Loss Statement Figures FY 18/19

Figures in € thousand	17/18	18/19 after transition to IFRS 15/16		18/19 before transition to IFRS 15/16	
Revenues	272,100	306,765	12.7%	323,261	18.8%
Other own work capitalised	685	777	13.4%	777	13.4%
Total revenues	272,785	307,542	12.7%	324,038	18.8%
<i>Material expenses / expenses for purchased services</i>	80,401	99,206	23.4%	107,593	33.8%
Gross profit	192,384	208,336	8.3%	216,445	12.5%
<i>Personnel expenses</i>	134,734	145,179	7.8%	153,241	13.7%
EBITDA	34,463	46,881	36.0%	39,755	15.4%
EBIT	20,423	23,626	15.7%	23,506	15.1%
<i>Financial result</i>	-1,945	-1,936	-0.5%	-1,599	-17.8%
EBT	18,478	21,690	17.4%	21,907	18.6%
Net income	12,873	14,514	12.7%	14,663	13.9%
EPS (in €)	1.55	1.74	12.3%	1.76	13.5%

Fiscal year 01.10. – 30.09.





# Cash Flow from Investing Activities FY 18/19

Figures in € thousand	17/18	18/19	
Proceeds from the sale of items of property, plant and equipment	27	141	429.1%
Payments for investments in property, plant and equipment	-11,285	-15,610	38.3%
Proceeds from disposals of intangible assets	357	17	-95.2%
Payments for investments in intangible assets	-3,523	-3,062	-13.1%
Cash outflow for investments in financial assets	128	344	168.1%
Cash inflow from repayment of financial assets	-142	-1,040	631.1%
Payments for investments in fully consolidated companies	-4,819	-21,716	350.6%
Received interest	153	359	135.3%
<b>Net cash used for investing activities</b>	<b>-19,104</b>	<b>-40,567</b>	<b>112.4%</b>

- Investing cashflow mainly driven by acquisitions

Fiscal year 01.10. – 30.09.



# Cash Flow from Operating Activities FY 18/19

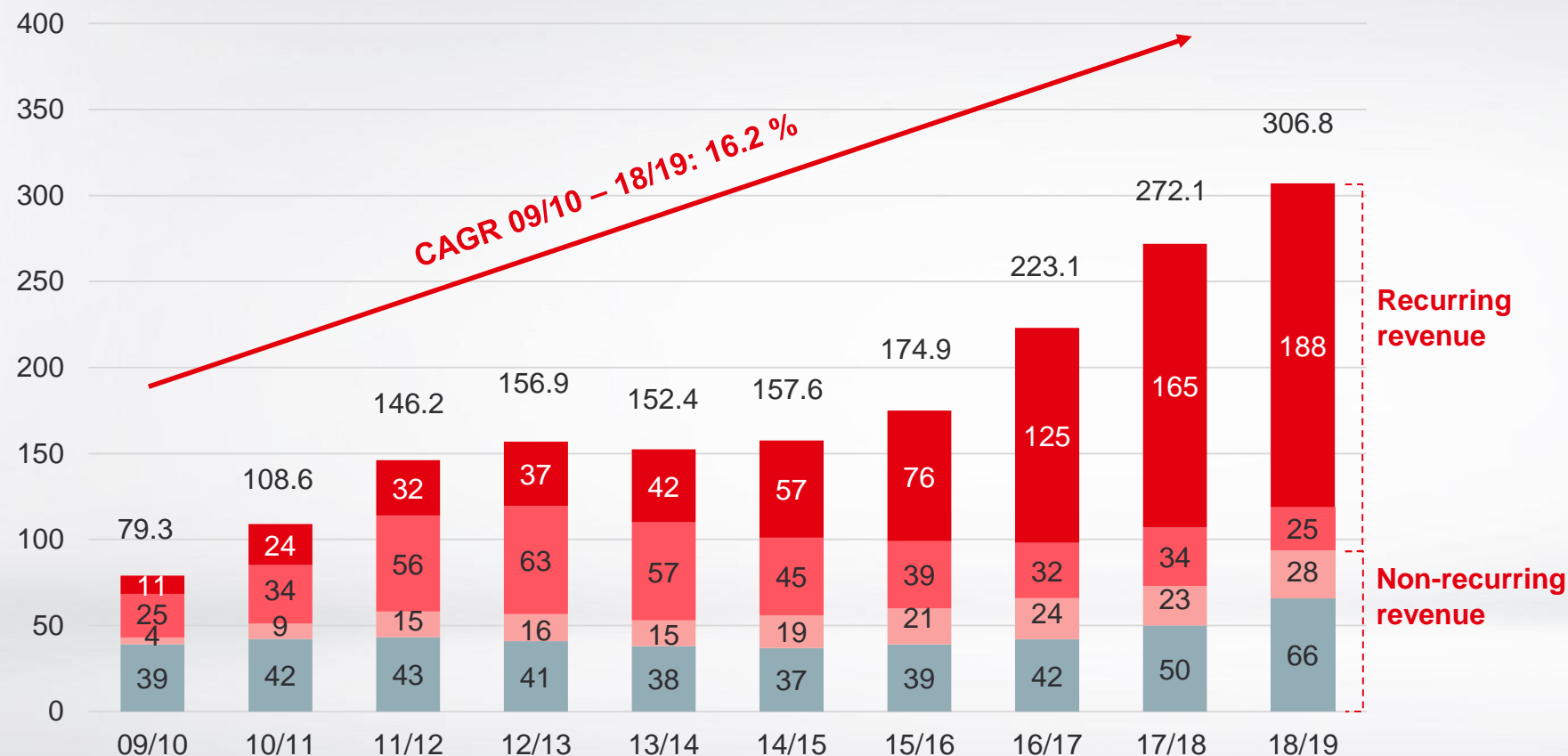
Figures in € thousand	17/18	18/19	
Net income for the period	12,873,310.65	14,513,915.52	12.7%
Interest received	-152,676.58	-359,213.98	135.3%
Interest paid	1,391,851.74	1,138,664.94	-18.2%
Depreciation and amortisation of non-current assets	14,040,999.46	23,337,058.58	66.2%
Changes in pension provisions	1,148,346.14	795,976.98	-30.7%
Gains (-) / losses (+) on disposals of non-current assets	189,447.33	35,937.18	-81.0%
Increase (-) / decrease (+) of receivables or liabilities to shareholders, related and associated companies	-898,661.95	-294,414.10	-67.2%
Increase (-) / decrease (+) of inventories, trade receivables and other assets *	-5,300,762.81	47,191,372.88	790.3%
Increase (+) / decrease (-) of trade payables and other liabilities	-4,292,643.16	12,587,716.75	-393.2%
Other non-cash transactions	-9,189.51	-41,795.80	354.8%
<b>Cash flow from operating activities</b>	<b>18,990,021.30</b>	<b>4,522,473.19</b>	<b>-76.2%</b>

\* 29.8m Hardware and transition expenses in connection with new customer projects (reflected in long-term financial assets and inventories). Without this effect, cash-flow from operating activities would have amounted to EUR 34,301,658.11

Fiscal year 01.10. – 30.09.

# Strong Growth in Recurring Revenues from High Margin Services

m € Revenues 08/09 – 18/19



**83% gross margin 18/19 through recurring revenue**

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

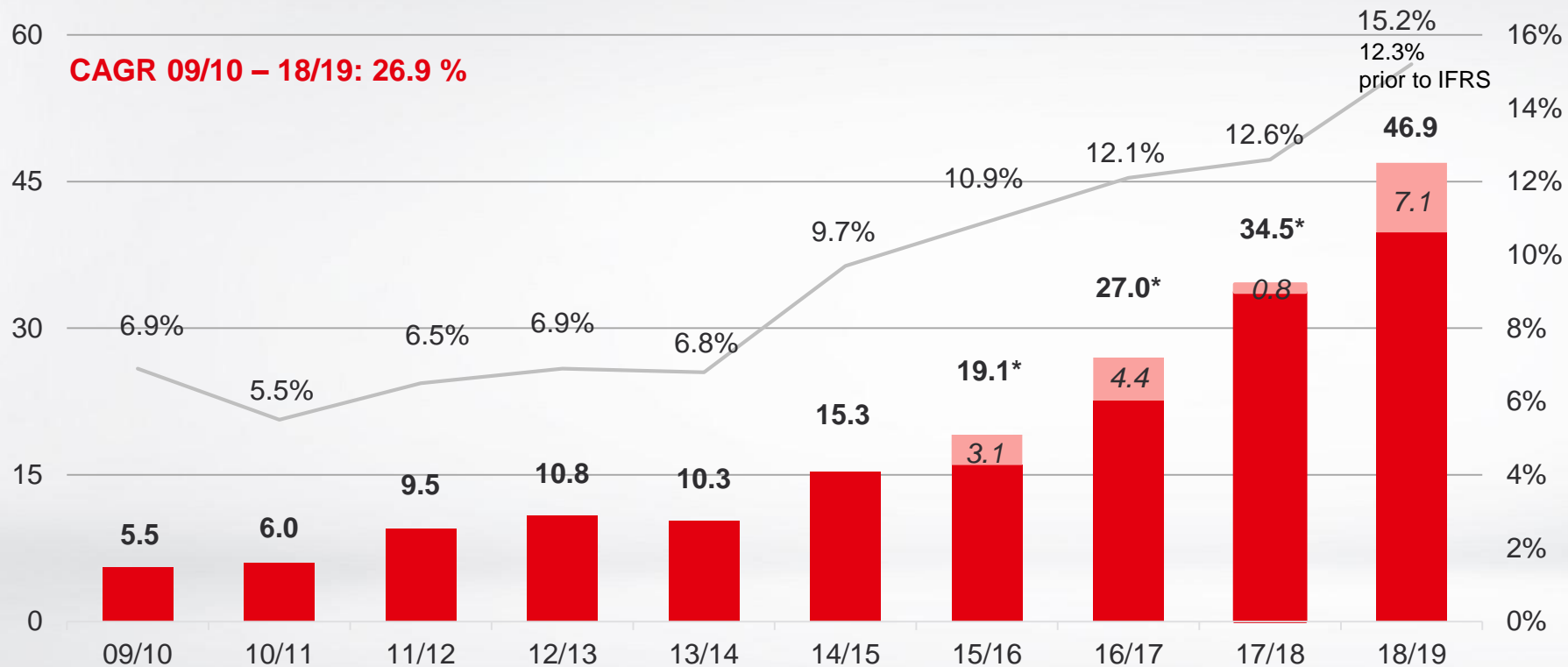
Fiscal Year 01.10 – 30.09.



# Development of EBITDA

EBITDA 09/10 – 18/19 (m €)

EBITDA Margin 09/10 – 18/19 (in %)



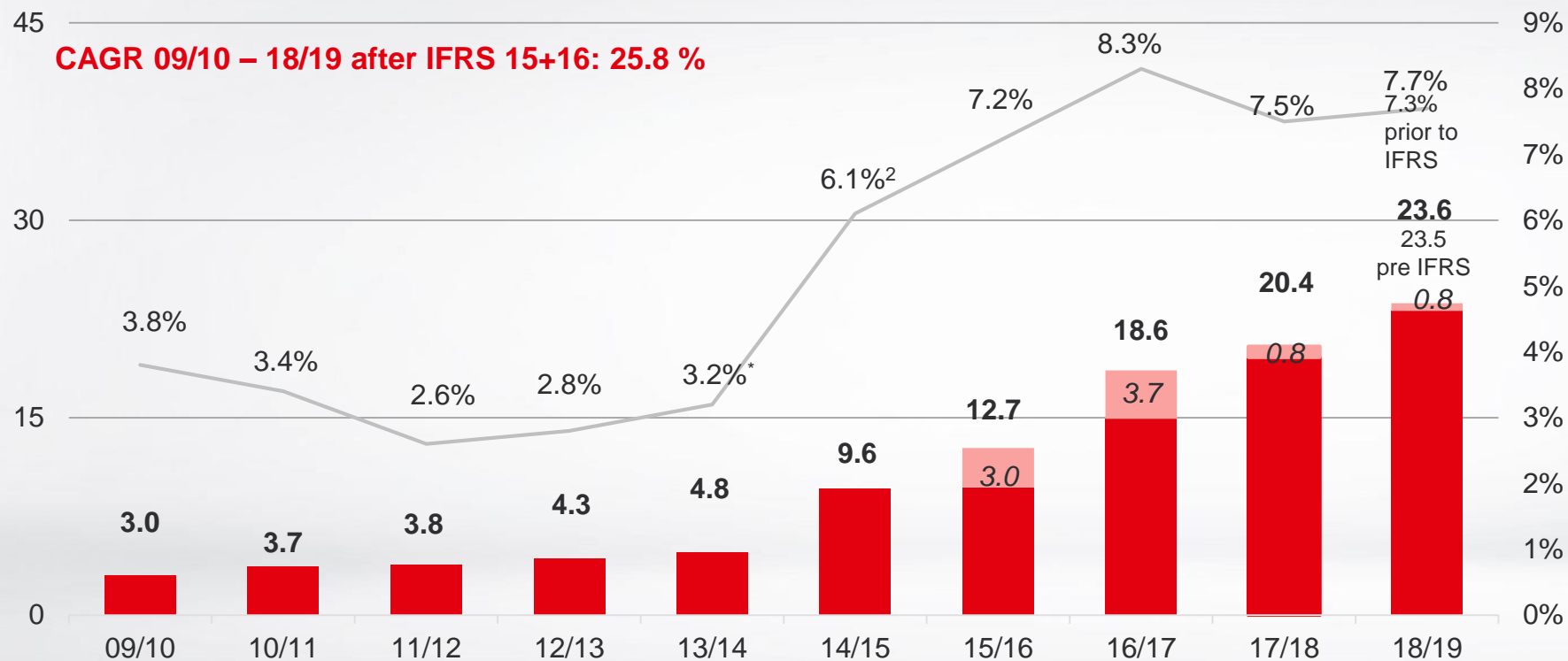
Fiscal Year 01.10 – 30.09  
\*Including one-off effects out of lucky buy “HanseCom” and HPE/DXC



# Development of EBIT

EBIT 09/10 – 18/19 (m €)

EBIT Margin 09/10 – 18/19 (in %)



EBIT margin at a stable level

One-off effects

EBIT margin

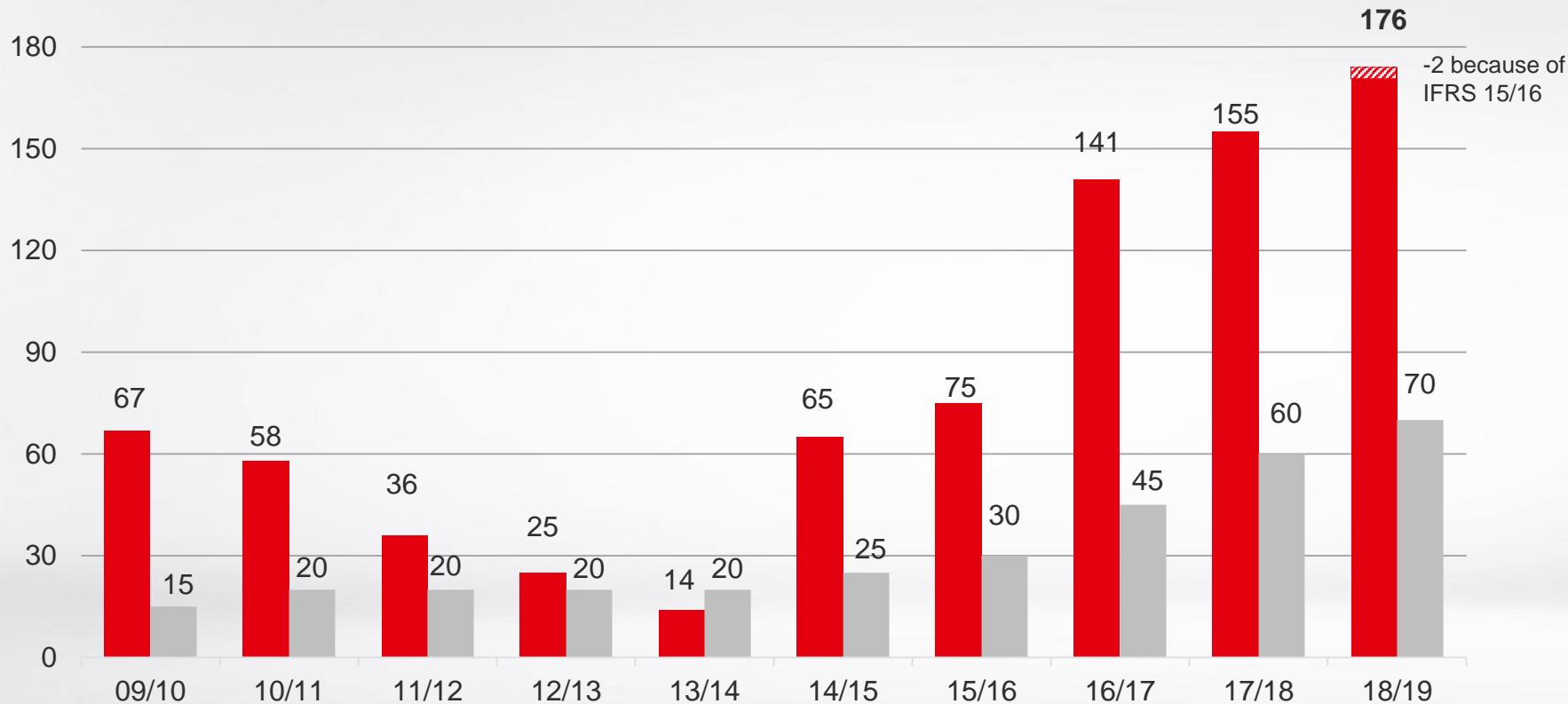
\* After restructuring expenses  
Fiscal Year 01.10 – 30.09.






# Development of EPS and Dividend

EPS and dividend 09/10 – 18/19 (Cent)



**Further increase of EPS**  
**Dividend up to 70ct (from 60ct)**  
**In line with our dividend policy: c. 30 – 40% of net profit**

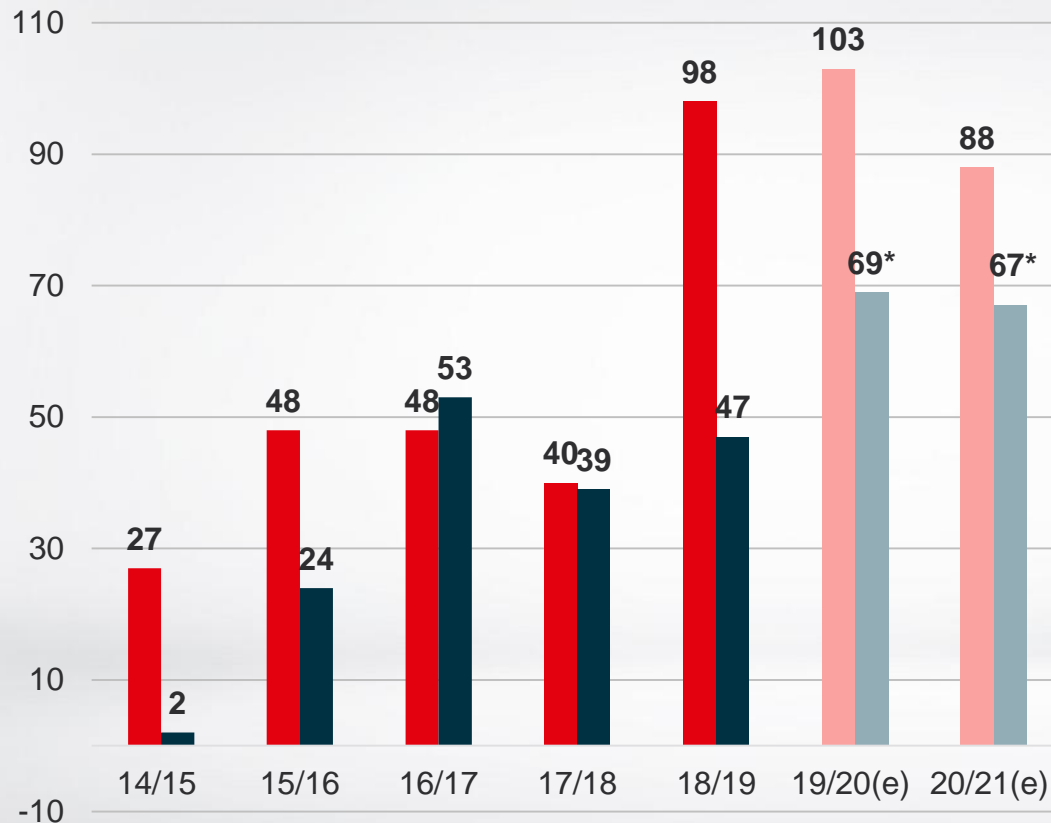
 Effects from transition to IFRS 15/16

Fiscal Year 01.10 – 30.09.



# Development in Bank Liabilities

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



Existing liabilities

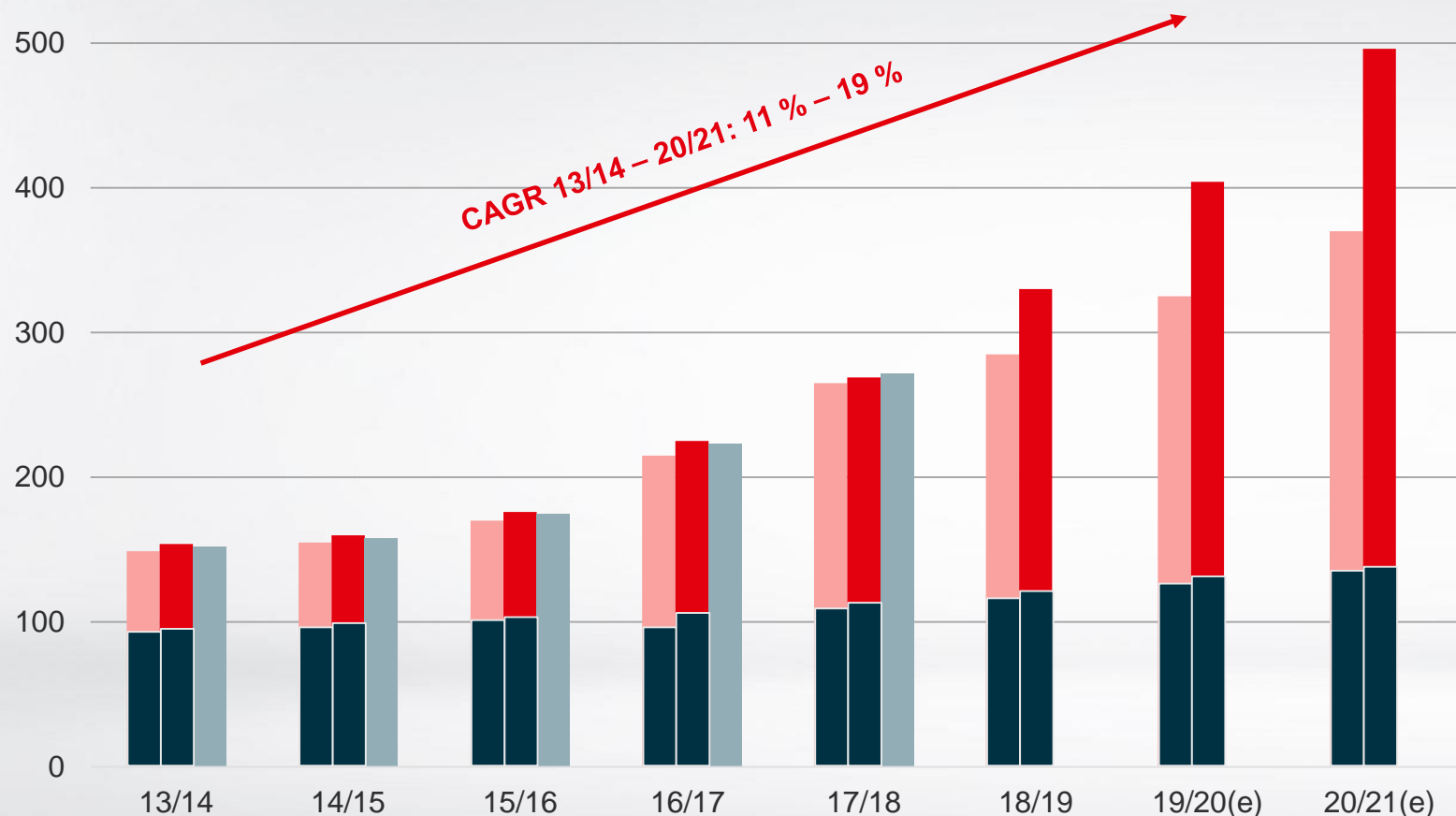
Cash

\* Including cash input from Portavis

# Scenarios incl. Acquisitions and Upselling

## Conclusion: Strong Growth with 3 Pillars Possible

Revenues in m €



Ambition by 20/21:

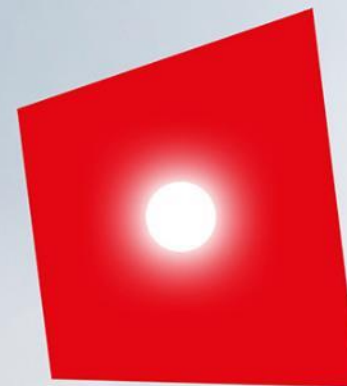
- > 13% EBITDA
- > 15% EBITDA after transition to IFRS 15/16
- > 9% EBIT

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

Fiscal Year 01.10 – 30.09.



**DATAGROUP**



IT's that inspiring.

Outlook



# Merger of Mobile Solutions AG and Almato GmbH to Almato AG



**DATAGROUP**

- Merger of our units from the areas of Mobile Applications and Robotic Process Automation
- Innovation driver for AI-based technologies
- Some 120 employees
- Revenue of c. € 16m





# Where We Go From Here

- New CORBOX services
- Efficiency increase thanks to automation
- Additional acquisitions
- Activities with a focus on skilled staff retention and acquisition

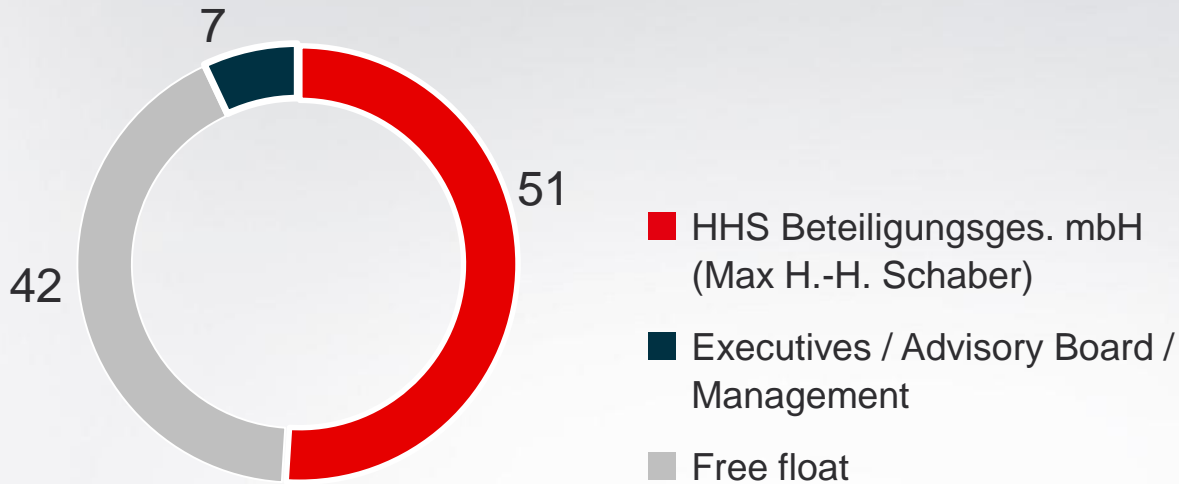


IT's worth it.  
Share Information





# Shareholder Structure and Stock



Investor	Percent %
Deutsche Bank AG	4.19
Montagu Private Equity	2.71
Capital Group Company	1.44
Taaleri Wealth Management LTD	1.20
Lannebo Fonder	0.95
Massachusetts Mutual	0.63
Allianz SE	0.60
Falcon Fund Management	0.54

\* Hauck & Aufhäuser - Report, July 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: 51.50 € (31.08.20)
- Market Cap: 431.4m € (31.08.20)

# Upcoming Events



**DATAGROUP**



- **21.-23.09.20** Berenberg und Goldman Sachs German Corporate Conference
- **19.-20.10.20** CF&B Large & Midcap Event, Paris
- **16.-18.11.20** Eigenkapitalforum, Frankfurt
- **26.-27.11.20** Meet-the-Future Conference, Berlin
- **01.-02.12.20** Midcap Event, Geneva

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**DATAGROUP**

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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