



DATAGROUP

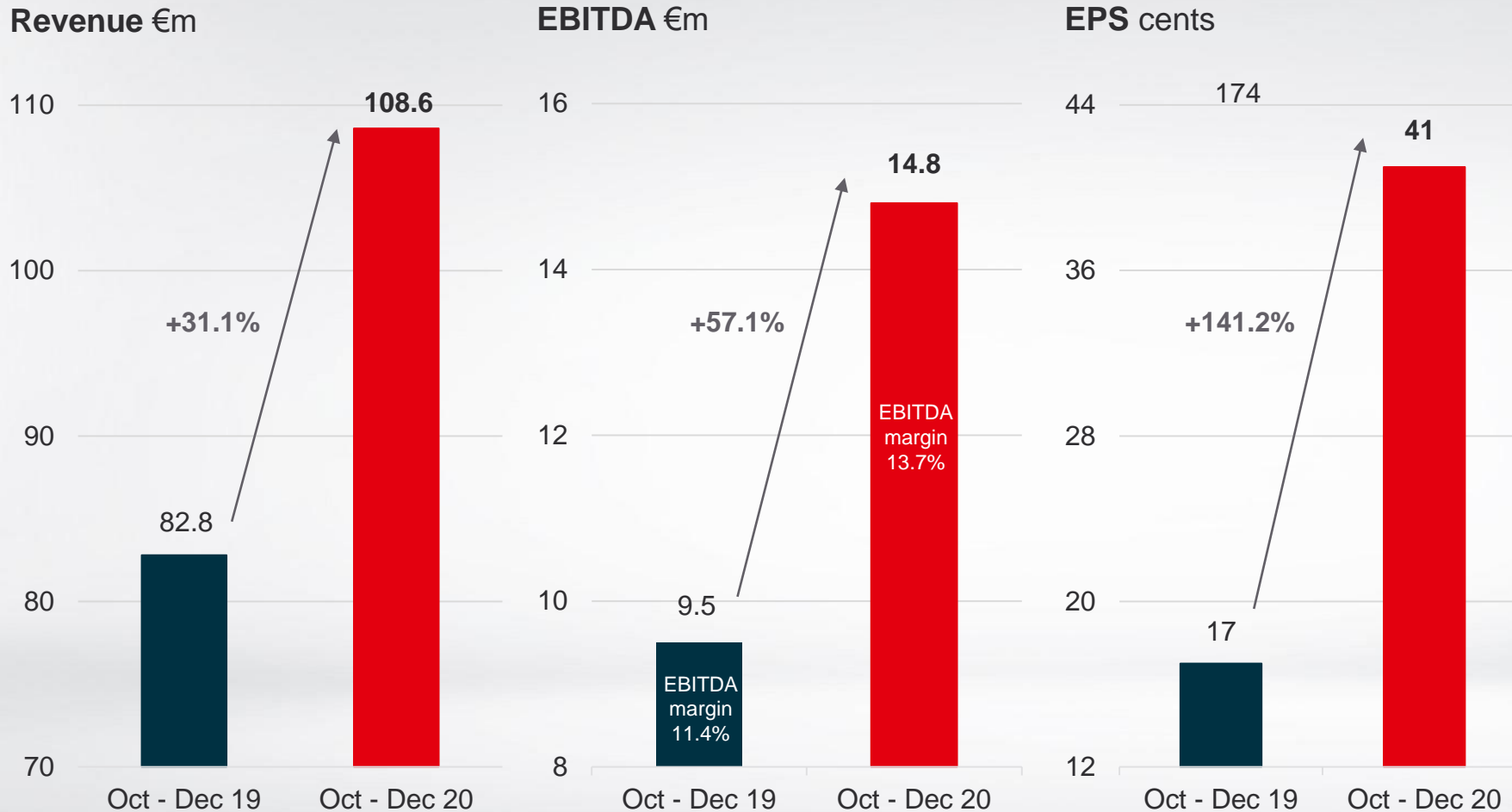


IT's that simple.

Analyst Call Q1 20/21



Q1 20/21 is Another Proof of Our Success



- Q1 19/20 was adversely affected by DATAGROUP Ulm and Almato



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Phantastic Start to the New Fiscal Year

- Performance of all DATAGROUP market units much better than expected
- Better than expected progress in restructuring FIS
- Risk provisions in 19/20 cover all budgeted cost related to DATAGROUP FIS
- M&A pipeline is well filled
- Sales activities have been sucessfully shifted to virtual formats
- High customer satisfaction
- Additional Corona-related revenues (e.g. vaccination centers)

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Lockdown II Does Not Have Any Negative Impact on Business Operations



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- Services can be delivered as usual to our customers
- Our strong customer base with long-term contracts delivers stable, recurring revenues and all market units are running at good / increasing profitability
- High level of remote work among the DATAGROUP Workforce: Up to 90% of our employees are home-office-enabled
- Strong focus on health protection for employees and customers
- Sales activities have been shifted to virtual formats and we expect an increase in new customer wins



Selected Profit and Loss Statement Figures Q1 20/21

Figures in € thousand	Q1-19/20	Q1-20/21	Changes
Revenues	82,849	108,616	31.1%
Other own work capitalized	279	369	32.3%
Change of capitalized contractual costs	2,120	634	-70.1%
Total revenues	85,248	109,619	28.6%
<i>Material expenses / expenses for purchased services</i>	26,778	41,329	54.3%
Gross profit	58,470	68,290	16.8%
<i>Personnel expenses</i>	44,056	48,738	10.6%
EBITDA	9,453	14,849	57.1%
EBIT	2,706	6,553	142.2%
<i>Financial result</i>	-515	-559	8.5%
EBT	2,191	5,994	173.6%
Net income	1,395	3,441	146.7%
EPS (in €)	0.17	0.41	141.2%

- Growth of revenue because of first time consolidation of Portavis
- Organic growth about 10%



Selected Key Balance Sheet Figures Q1 20/21

Figures in € thousand	31.12.19	31.12.20	Changes
Goodwill	64,027	62,501	-2.4%
Long-term financial liabilities	162,598	209,711	29.0%
<i>thereof liabilities to financial institutions</i>	90,257	78,273	-13.3%
<i>thereof liabilities from finance leases</i>	30,736	42,478	38.2%
<i>thereof pension provisions</i>	37,595	77,652	106.5%
Short-term liabilities	89,408	107,737	20.5%
<i>thereof liabilities to financial institutions</i>	8,857	12,073	36.3%
<i>thereof liabilities from finance lease</i>	10,155	15,431	52.0%
Cash and cash equivalents	39,241	60,693	54.7%
Accounts receivable	45,909	38,694	-15.7%
Accounts payable	11,441	13,632	19.2%
Net financial debt (short and long term)	83,871	57,252	-31.7%
Equity ratio ¹⁾ (in %)	23.3	17.3	-25.8%
Return on equity ²⁾ (in %)	7.5	20.8	178.5%
Balance sheet total	327,637	383,846	17.2%

- Reduction of goodwill due to PPA DATAGROUP Ulm
- € 12m tranche of promissory note repaid
- Increase in pension provisions related to Portavis

1) Modified equity ratio incl. quasi-equity funds

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



Cash Flow from Operating Activities Q1 20/21

Figures in € thousand	Q1-19/20	Q1-2021	Changes
Net income for the period	1,395	3,441	146.7%
Interest received	-107	-208	94.1%
Interest paid	304	350	15.2%
Depreciation and amortisation of non-current assets	6,655	8,296	24.7%
Changes in pension provisions	180	234	30.2%
Gains (-) / losses (+) on disposals of non-current assets	76	-21	-127.9%
Increase (-) / decrease (+) of receivables or liabilities to shareholders, related and associated companies	1,554	-5,805	-473.5%
Increase (-) / decrease (+) of inventories, trade receivables and other assets	-6,710	3,364	-150.1%
Increase (+) / decrease (-) of trade payables and other liabilities	-4,597	-6,669	45.1%
Other non-cash transactions	205	83	-59.3%
Cash flow from operating activities	-1,045	3,065	-393.2%

- Distorting effect: BFL loan of € 842k repaid (categorized as cash flow from operating activities)



Cash Flow from Investing Activities Q1 20/21

Figures in € thousand	Q1-19/20	Q1-20/21	Changes
Cash inflow from sale of property, plant and equipment	815	162	-80.1%
Cash outflow for investment in property, plant and equipment	-3,600	-1,134	-68.5%
Cash inflow from intangible assets	4	1	-85.6%
Cash outflow for investments in intangible assets	-1,399	-832	-40.5%
Cash inflow from sale of financial assets	199	0	-100.0%
Cash outflow for investments in financial assets	0	-1,045	./.
Interest received	107	208	94.1%
Net cash used for investing activities	-3,873	-2,640	-31.8%

- Significant decrease of Capex
- No payment for acquisition of new companies

IT's worth it.
Share Information

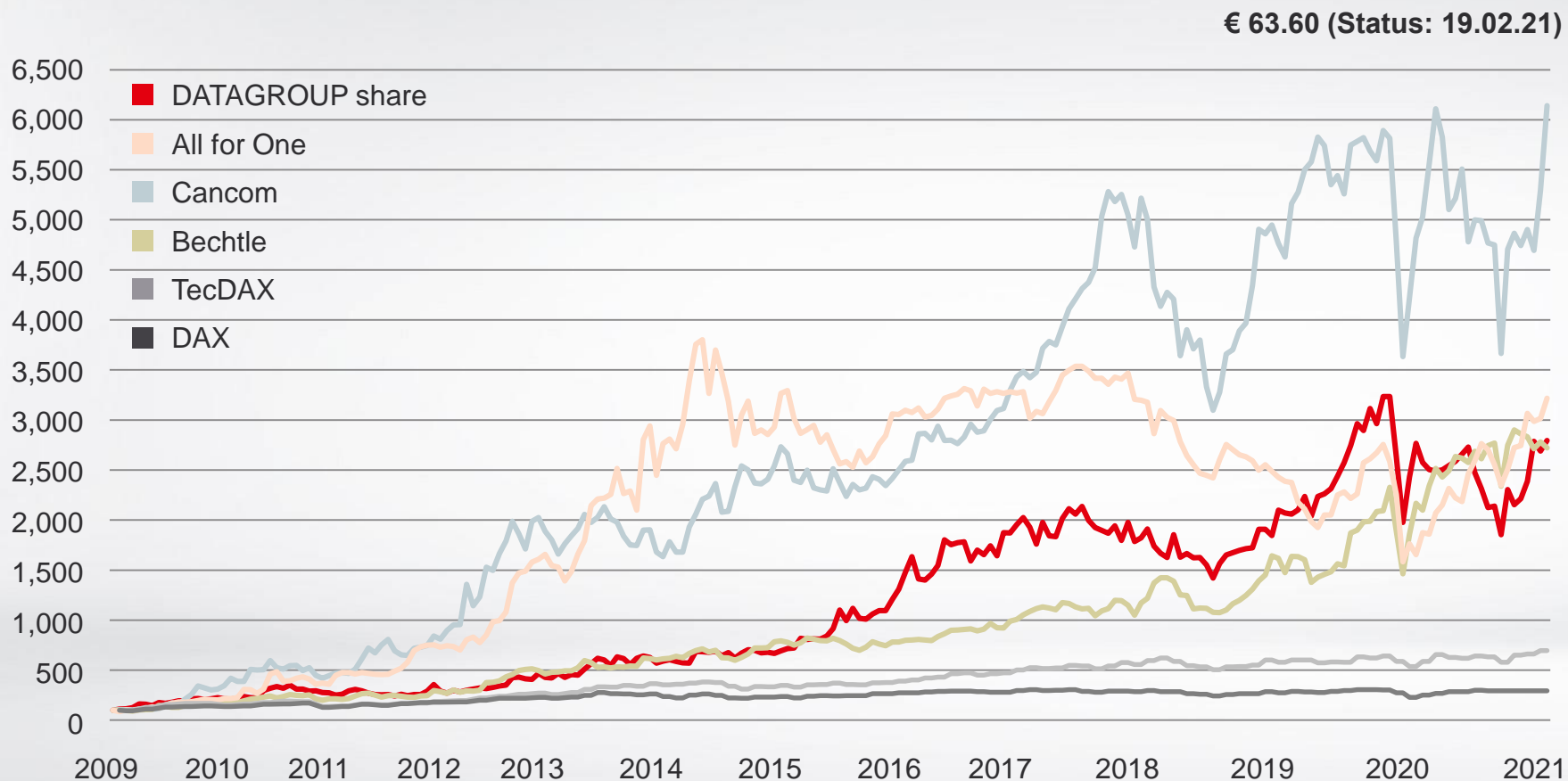




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DATAGROUP Share vs. Indices and Peer Group

In %



Ratings

Berenberg

75.00€, Buy

Stifel Europe

70.00€, Buy

M.M. Warburg Research

60.00€, Buy

Baader Helvea

35.00€, Sell

Quirin Private Bank

65.80€, Buy

Hauck & Aufhäuser

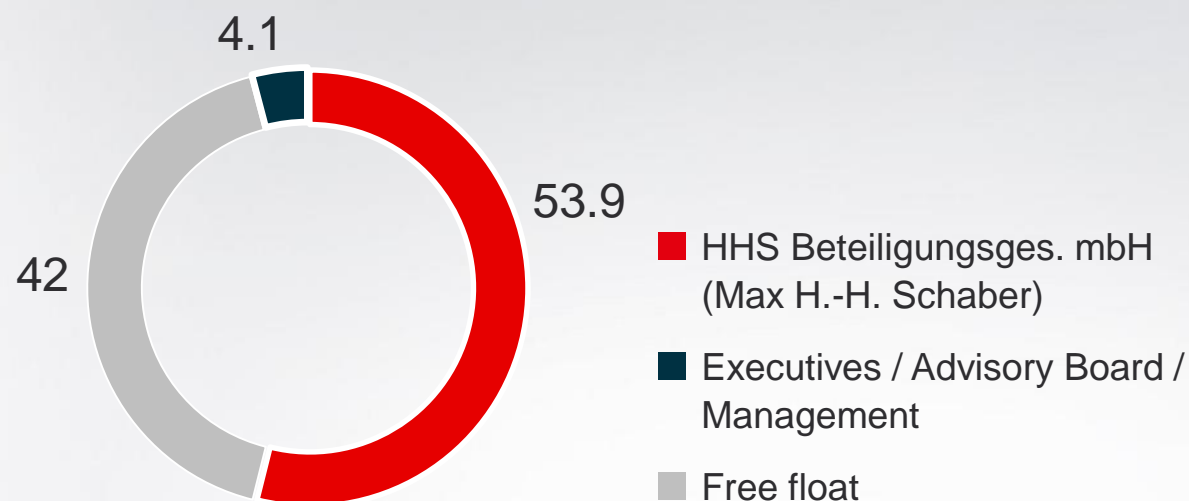
87.00€, Buy

Edison

Qualitative analysis



Shareholder Structure and Stock



Investor	Percent %
Deutsche Bank AG	3.49
Montagu Private Equity	2.24
Taaleri Wealth Management	1.20
Massachusetts Mutual	0.63
Allianz SE	0.57
Mandatum Life Fund	0.55
Falcon Fund Management	0.54
KCB Group	0.51

* Hauck & Aufhäuser - Report, January 2021

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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: 63.60 € (19.02.21)
- Market Cap: 531.0m € (19.02.21)

Upcoming Events



- **24.02.21** Hauck & Aufhäuser Digital Roadshow
- **01.03.21** Hauck & Aufhäuser Digital Roadshow
- **04.03.21** Annual general shareholder meeting
- **17.03.21** Berenberg DACH Nordic Conference
- **20.04.21** Pareto Securities German TechITService Conference
- **11.05.21** Stifel German SMID Cap One-on-One Forum, Frankfurt
- **17.-19.05.21** Equity Forum Spring Conference
- **25.05.21** Publication of Q2 figures and HY report
- **10.06.21** Warburg Highlights Conference
- **10.06.21** Quirin Conference
- **24.08.21** Publication of Q3 figures
- **20.-22.09.21** Berenberg German Corporate Conference
- **23.11.21** Publication of the preliminary figures for the fiscal year 20/21

Contact Information



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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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