



DATAGROUP



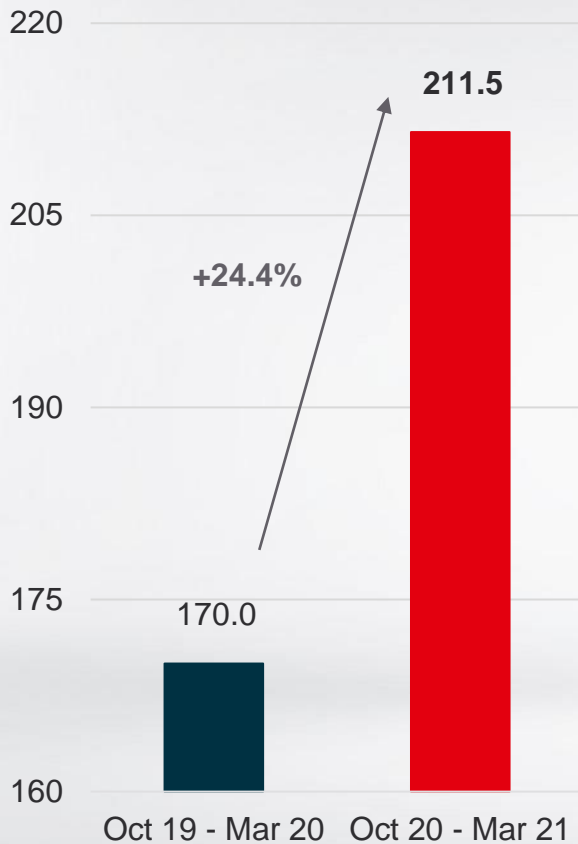
IT's that simple.

Analyst Call HY Figures 2020/2021

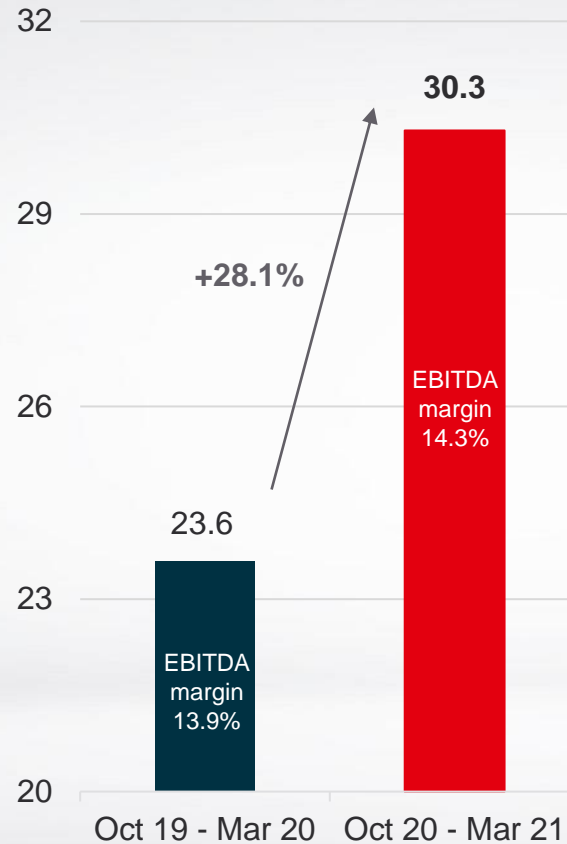


Excellent Results in HY 20/21

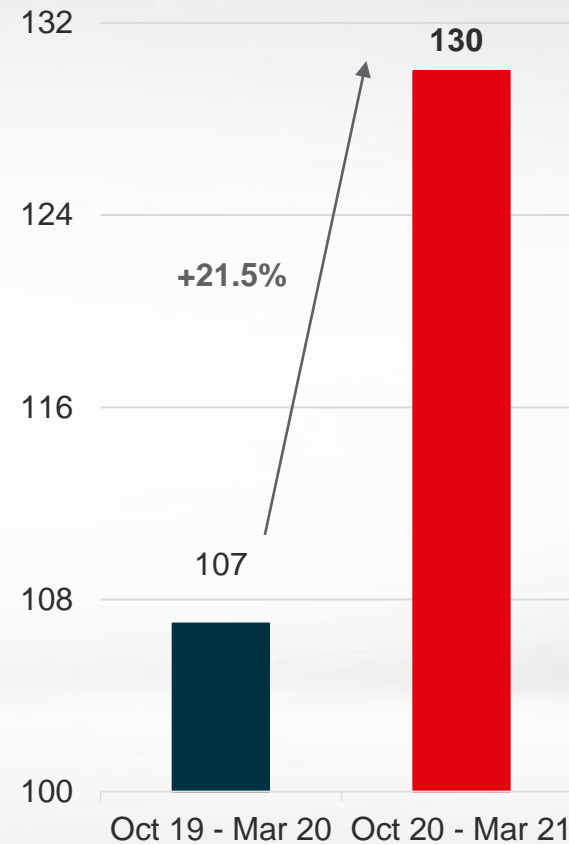
Revenue €m



EBITDA €m



EPS cents



- Strong organic growth
- Complete consolidation of Portavis GmbH
- 83.3% share of service revenue
- Special effects out of deferred taxes

Excellent Interim Results at the Half-year and Increase in Guidance

- Development of all DATAGROUP market units exceeds expectations
- Restructuring of FIS progressing better than expected
- Two successful corporate acquisitions completed
- Commissioning of new customer systems and in some cases significant extensions to existing customer situations lead to strong organic growth
 - 14 new customers
 - 26 contract renewals
 - 15 contract extensions
- Increase of the guidance:
Revenue > 440m € and EBITDA > 61m €



Corona Related Order Intake: Equipment of Vaccination Centers in Baden-Württemberg

Equipment of 60 vaccination centers in Baden-Württemberg with Microsoft-based digital infrastructure

The Project

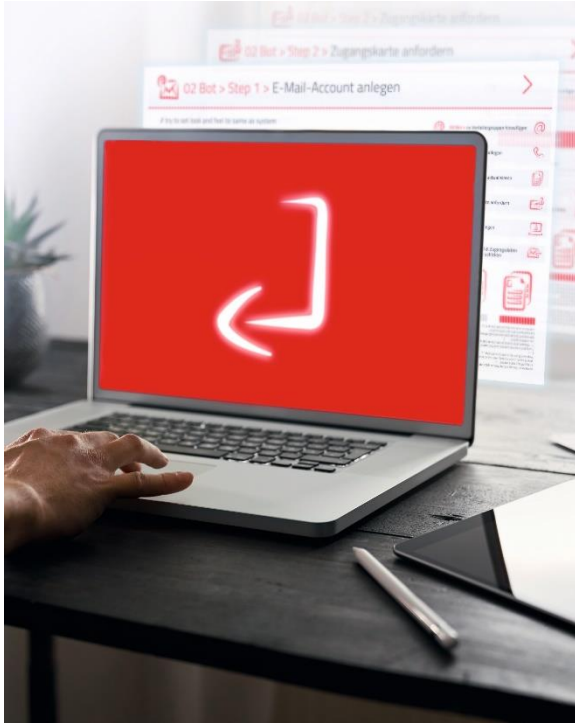
- Design of the entire solution in Public Cloud
- Set-up, roll-out and operation of managed clients
- Service desk and technical support of vaccination centers
- Since January 2021 the entire vaccination process is supported by the DATAGROUP solutions

The challenge

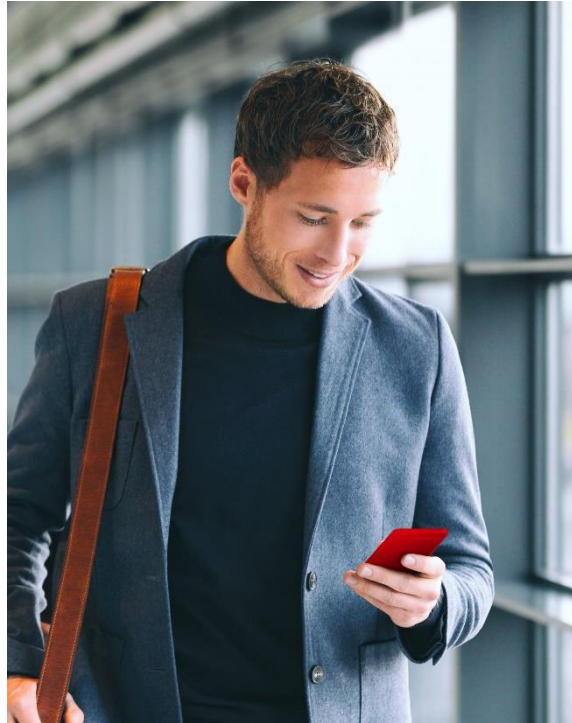
- Only one month from offer to productive roll-out
- 8.000 users over 60 locations



Digitalisation on the Rise: Good Order Intake With AI and Automation and Mobilisation of Business Processes



Contract prolongation (Telco)
Robotic Process Automation Platform
ca. 2.0m €



New order intake (Retail)
Mobile App for Contactless Cashier
ca. 1.2m €



New order intake (Bank)
Development of Software Robot for Backoffice Processes
ca. 0.6m €

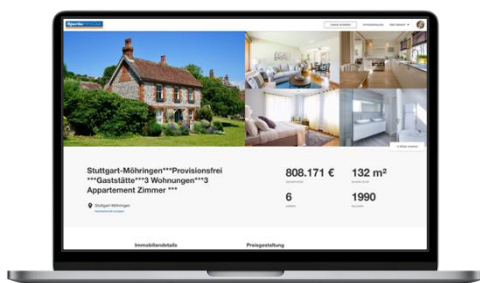
Additional contracts for the development of **innovative AI-based** services, e.g.

- Recognition of bills for bonus programs with smartphone app
- Recognition of handwritten text on forms
- Recognition of custom documents for the automation of Brexit procedures

Digitalisation on the Rise: Sparda Bank Counts on Almato as Partner

„The cooperation with the team has been outstanding. Our high expectations on the solutions and the targets related have been fully met.“

Michael Lichtner, Head of production, Sparda Bank Baden-Württemberg



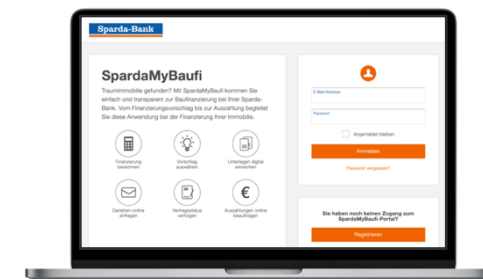
Realization and support for property portal with innovative AI services based on AWS public cloud



Development of service app for banking customers with integration of innovative fintech services



Automation of backoffice processes based on the DATAGROUP Robots-as-a-Service-Platform (private cloud)



Development and support of customer self service centers for mortgages

Lockdown II Does Not Have Any Negative Impact on Business Operations



DATAGROUP



- 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 HY 20/21

Figures in € thousand	H1 19/20	H1 20/21	Changes
Revenues	170,010	211,482	24.4%
Other own work capitalized	633	394	-37.8%
Change of capitalized contractual costs	3,863	-199	-105.2%
Total revenues	174,506	211,677	21.3%
<i>Material expenses / expenses for purchased services</i>	55,588	71,930	29.4%
Gross profit	118,918	139,747	17.5%
<i>Personnel expenses</i>	90,768	100,199	10.4%
EBITDA	23,639	30,279	28.1%
EBIT	9,636	13,874	44.0%
<i>Financial result</i>	-1,160	-1,119	-3.5%
EBT	8,476	12,755	50.5%
Net income	8,925	10,828	21.3%
EPS (in €)	1.07	1.30	21.5%

- Previous year lucky buy Portavis T€ 11,571
- Previous year risk provision T€ 5,500
- Strong organic growth
- Improved productivity
- Depreciation and amortization decrease according to plan



Selected Key Balance Sheet Figures HY 20/21

Figures in € thousand	31.03.20	31.03.21	Changes
Goodwill	64,027	62,501	-2.4%
Long-term financial liabilities	186,092	196,578	5.6%
<i>thereof liabilities to financial institutions</i>	90,514	78,489	-13.3%
<i>thereof liabilities from finance leases</i>	32,620	40,382	23.8%
<i>thereof pension provisions</i>	57,684	67,939	17.8%
Short-term liabilities	110,392	105,740	-4.2%
<i>thereof liabilities to financial institutions</i>	782	12,114	1,449.1%
<i>thereof liabilities from finance lease</i>	10,844	14,930	37.7%
Cash and cash equivalents	54,414	61,346	12.7%
Accounts receivable	43,253	43,974	1.7%
Accounts payable	19,305	8,778	-54.5%
Net financial debt (short and long term)	60,792	55,813	-8.2%
Equity ratio ¹⁾ (in %)	21.6	21.0	-2.8%
Return on equity ²⁾ (in %)	23.0	29.6	28.4%
Balance sheet total	377,409	382,603	1.4%

- Good cash flow leads to increase in cash and cash equivalents and reduces liabilities
- Comfortable equity ratio
- Significant improvement in return on equity

1) Modified equity ratio incl. quasi-equity funds

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



Cash Flow from Investing Activities HY 20/21

Figures in € thousand	H1 19/20	H1 20/21	Changes
Cash inflow from sale of property, plant and equipment	699	307	-56.2%
Cash outflow for investment in property, plant and equipment	-9,634	-1,659	-82.8%
Cash inflow from intangible assets	5	38	711.7%
Cash outflow for investments in intangible assets	-2,346	-1,657	-29.4%
Cash inflow from sale of financial assets	229	0	-100.0%
Cash outflow for investments in financial assets	-30	-11,486	./.
Cash inflow/outflow from investments in fully consolidated companies	35,555	-6,319	./.
Interest received	232	430	85.5%
Net cash used for investing activities	24,710	-20,346	-182.3%

Significant decrease of Capex

Short-term cash investments to avoid negative interest payments

Payment for acquisition of Portavis 32%



Cash Flow from Operating Activities HY 20/21

Figures in € thousand	H1 19/20	H1 20/21	Changes
Net income for the period	8,925	10,828	21.3%
Interest received	-232	-430	85.5%
Interest paid	622	592	-4.8%
Depreciation and amortisation of non-current assets	14,071	16,405	16.6%
Changes in pension provisions	408	-46	-111.3%
Gains (-) / losses (+) on disposals of non-current assets	59	-33	-156.2%
Increase (-) / decrease (+) of receivables or liabilities to shareholders, related and associated companies	920	503	-45.4%
Increase (-) / decrease (+) of inventories, trade receivables and other assets	-5,155	889	-117.2%
Increase (+) / decrease (-) of trade payables and other liabilities	-11,939	-5,083	-57.4%
Result from corporate transaction	-11,059	0	-100.0%
Other non-cash transactions	232	298	28.4%
Cash flow from operating activities	-3,147	23,923	-860.1%

- Strong improvement in operating cash flow
- In the previous year, heavy burden on OPEX from commissioning of new customers in the financial services sector
- Distorting effect: repayment of BFL loan of T€ 1,757 (classified as operating cash flow)

M&A-History

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

Cloudeeter
(29 employees), June 2020

dna GmbH
(104 employees), Apr. 2021

URANO Informationssysteme
(300 employees), May 2021

Our Recent Aquisitions:

1. URANO Informationssysteme GmbH



DATAGROUP



- Participation agreement to acquire 70% of the shares in URANO Informationssysteme GmbH and a purchase option for the remaining 30% of the shares after two years.
- URANO provides IT services with around 300 employees and is active both in the private sector and for the public sector.
- The company looks back on 30 years of experience in the field of IT services and has been a reliable partner for the public sector in Hesse and Rhineland-Palatinate for many years.
- The takeover creates a classic win-win situation:
 - Through CORBOX, URANO expands its portfolio to include, among others, SAP and security services.
 - DATAGROUP strengthens its presence in Hesse and Rhineland-Palatinate and adds interesting solutions to its portfolio, e.g. in the school sector.

Our Recent Aquisitions:

2. dna GmbH



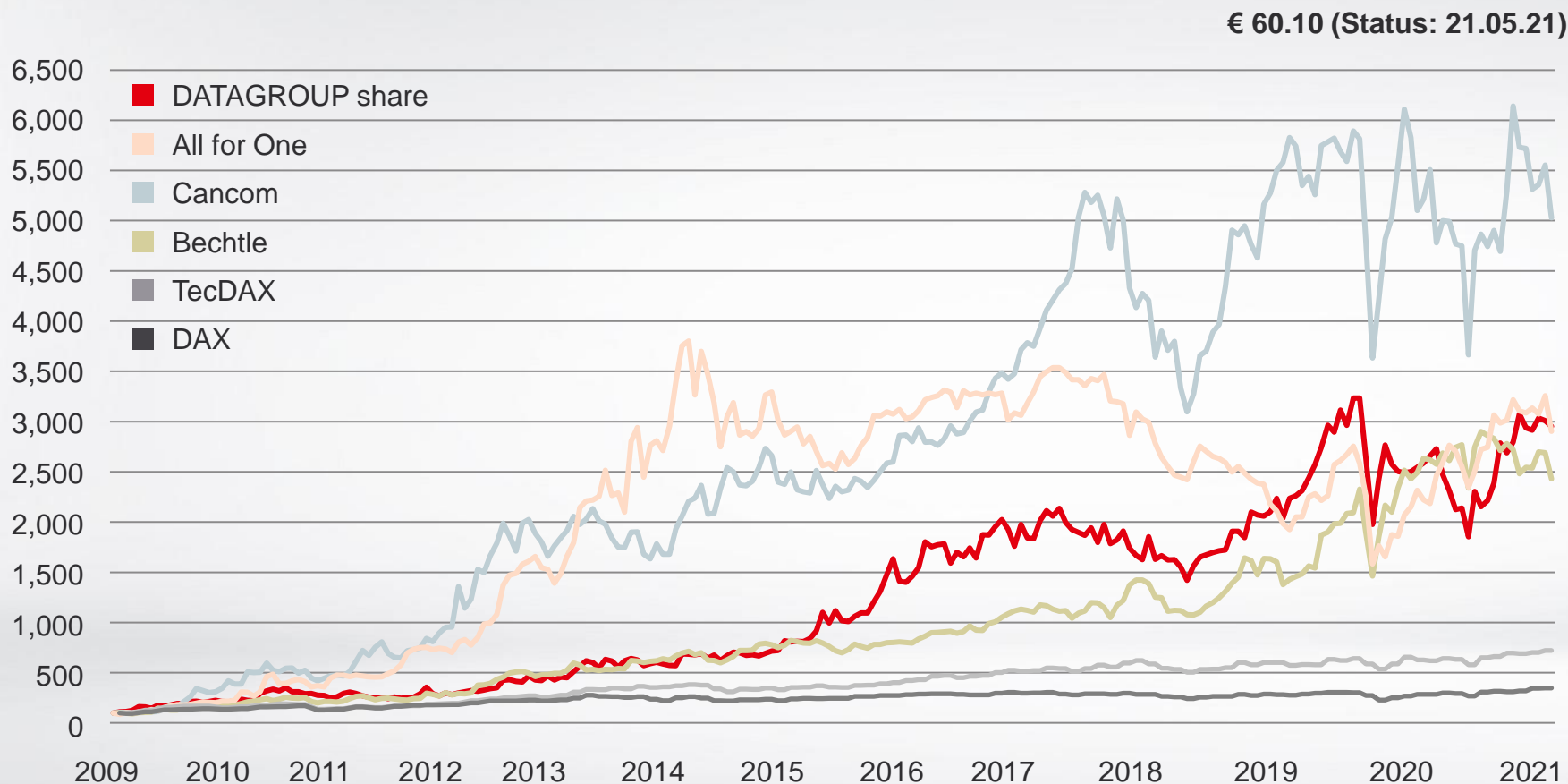
- Acquisition of 100% of the shares in dna Gesellschaft für IT Services mbH which is based in Hamburg, Berlin, Hannover, and Oldenburg.
- dna is specialized in service provision for IT infrastructures and IT applications, particularly for banks and financial service providers.
- Beyond providing IT administration services, dna also offers industry-specific professional assistance, consultation on integration processes, implementation of new systems and support in software development processes.
- In combination with DATAGROUP Financial IT Services and Portavis there is significant synergy potential in the provision of services for our customers from the banking and financial services sector.
- dna currently has 104 employees and generates revenues in the high single-digit million € ranges in the current fiscal year.



DATAGROUP

DATAGROUP Share vs. Indices and Peer Group

In %



Ratings

Berenberg

75.00€, Buy

Stifel Europe

70.00€, Buy

M.M. Warburg Research

71.50€, Buy

Baader Helvea

35.00€, Sell

Quirin Private Bank

69.50€, Buy

Hauck & Aufhäuser

87.00€, Buy

Landesbank Baden-Württemberg

Hold

Edison

Qualitative analysis

Upcoming Events



- **08.06.21** Warburg Highlights Conference
- **09.06.21** Quirin Conference
- **24.08.21** Publication of Q3 figures
- **20.-22.09.21** Berenberg German Corporate Conference
- **12.-13.10.21** CF&B Paris Conference
- **23.11.21** Publication of the preliminary figures for the fiscal year 20/21
- **06.-09.12.21** Berenberg European Conference

Contact Information



DATAGROUP



Claudia Erning
Investor Relations

T +49 7127 970 015
M +49 160 968 98171
Claudia.Erning@datagroup.de

DATAGROUP SE
Wilhelm-Schickard-Straße 7
72124 Pliezhausen
datagroup.de



DATAGROUP

IT's that promising.

Appendixes



Management Board



Max H.-H. Schaber
Chief Executive Officer, responsible for Finance, Human Resources and Company Strategy

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
Board Member, responsible for Sales

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
Board Member, responsible for Supply Units & Production

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
Board Member, responsible for Investor Relations, Mergers & Acquisitions 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.



Disclaimer

This presentation has been produced by DATAGROUP SE with the sole purpose of providing decision support for the recipient.

This presentation is no prospectus and in no way is intended to be an offer or solicitation to purchase or subscribe to corporate shares or other securities.

This presentation has been produced to the best of our knowledge. However, DATAGROUP assumes no responsibility for the correctness and completion of the statements explicitly or implicitly made in this presentation. This also applies to any other written or oral statement, which was made to the interested recipient or her/his consultants. Any liability is expressly excluded.

This presentation contains statements, estimates and projections related to the expected future development. They are based on different assumptions made by the management of DATAGROUP SE in relation to the expected results and may prove to be true or false depending on the actual development. We assume no liability for the correctness of these statements. The statements made in this presentation represent only a selection and are therefore not exhaustive. Extensions, modifications or adjustments are explicitly subject to change. DATAGROUP SE assumes no liability for the correctness of figures and estimates taken from publicly accessible sources that have been explicitly marked.

This presentation is confidential and may not be redistributed in whole or in part to third parties.

Under no circumstances should employees, representatives, agents, consultants, customers or suppliers of DATAGROUP SE be contacted without prior agreement.