



**DATAGROUP**



**IT's that simple.**

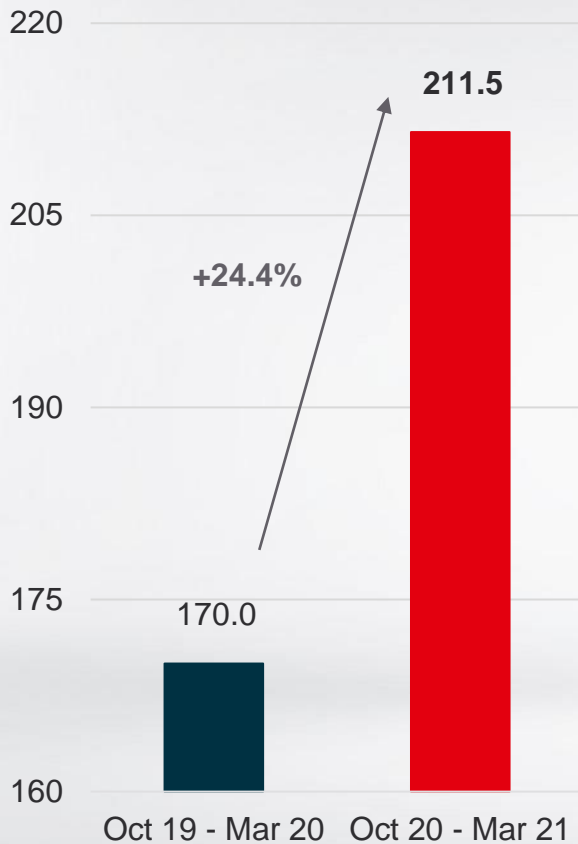
Analyst Presentation July 2021



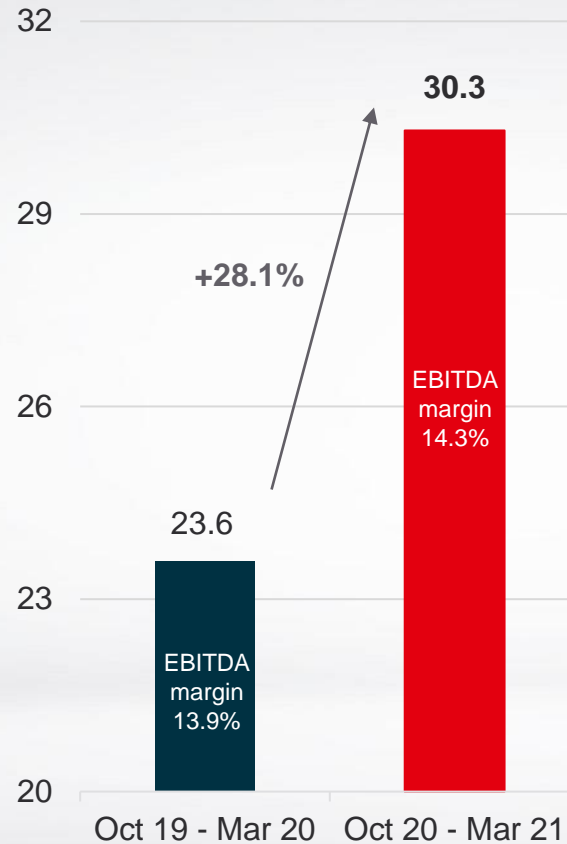


# Excellent Results in HY 20/21

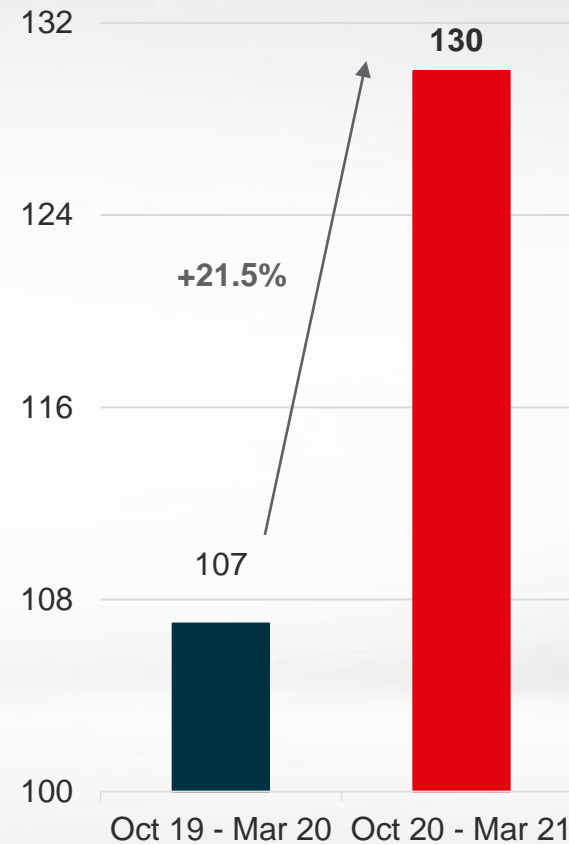
**Revenue €m**



**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

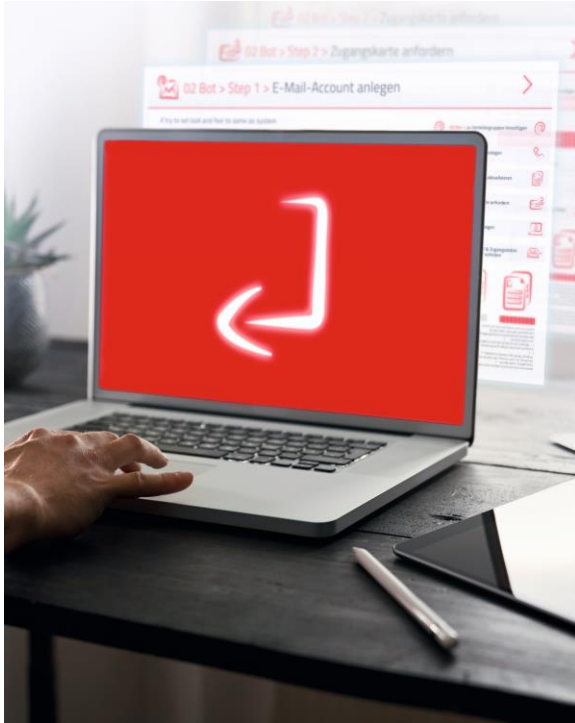
## The challenge

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

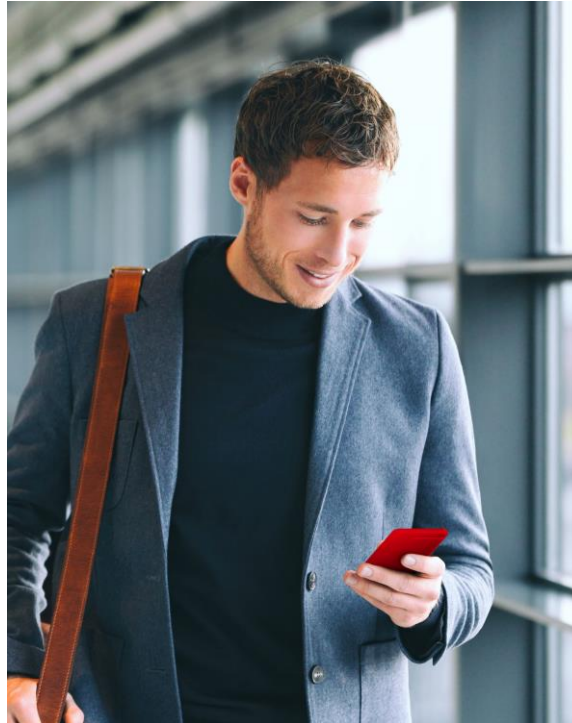




# Digitalisation on the Rise: Good Order Intake With AI and Automation and Mobilisation of Business Processes



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.

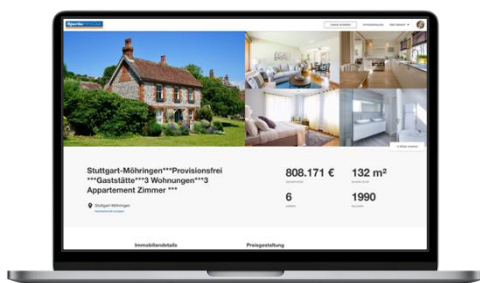
- Recognition of bills for bonus programs with smartphone app
- Recognition of handwritten text on forms
- Recognition of custom documents for the automation of Brexit procedures



# 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



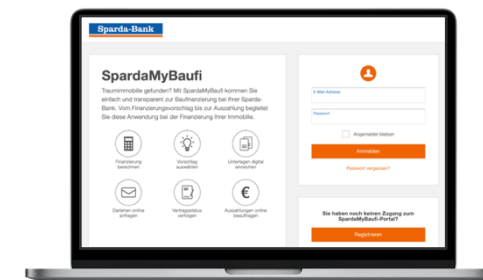
**Realization and support for property portal with innovative AI services based on AWS public cloud**



**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 <sup>1)</sup> (in %)	21.6	21.0	-2.8%
Return on equity <sup>2)</sup> (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%	Significant decrease of Capex
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	./.	Short-term cash investments to avoid negative interest payments
Cash inflow/outflow from investments in fully consolidated companies	35,555	-6,319	./.	
Interest received	232	430	85.5%	
<b>Net cash used for investing activities</b>	<b>24,710</b>	<b>-20,346</b>	<b>-182.3%</b>	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%
<b>Cash flow from operating activities</b>	<b>-3,147</b>	<b>23,923</b>	<b>-860.1%</b>

- 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)





**DATAGROUP**

IT just works.

Optimally Positioned to Meet Market Requirements







# 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
- Over 3,000 employees exclusively in Germany
- Close to our customers across Germany
- Competent contact at eye level
- Innovative Service-as-a-Product approach with CORBOX service suite

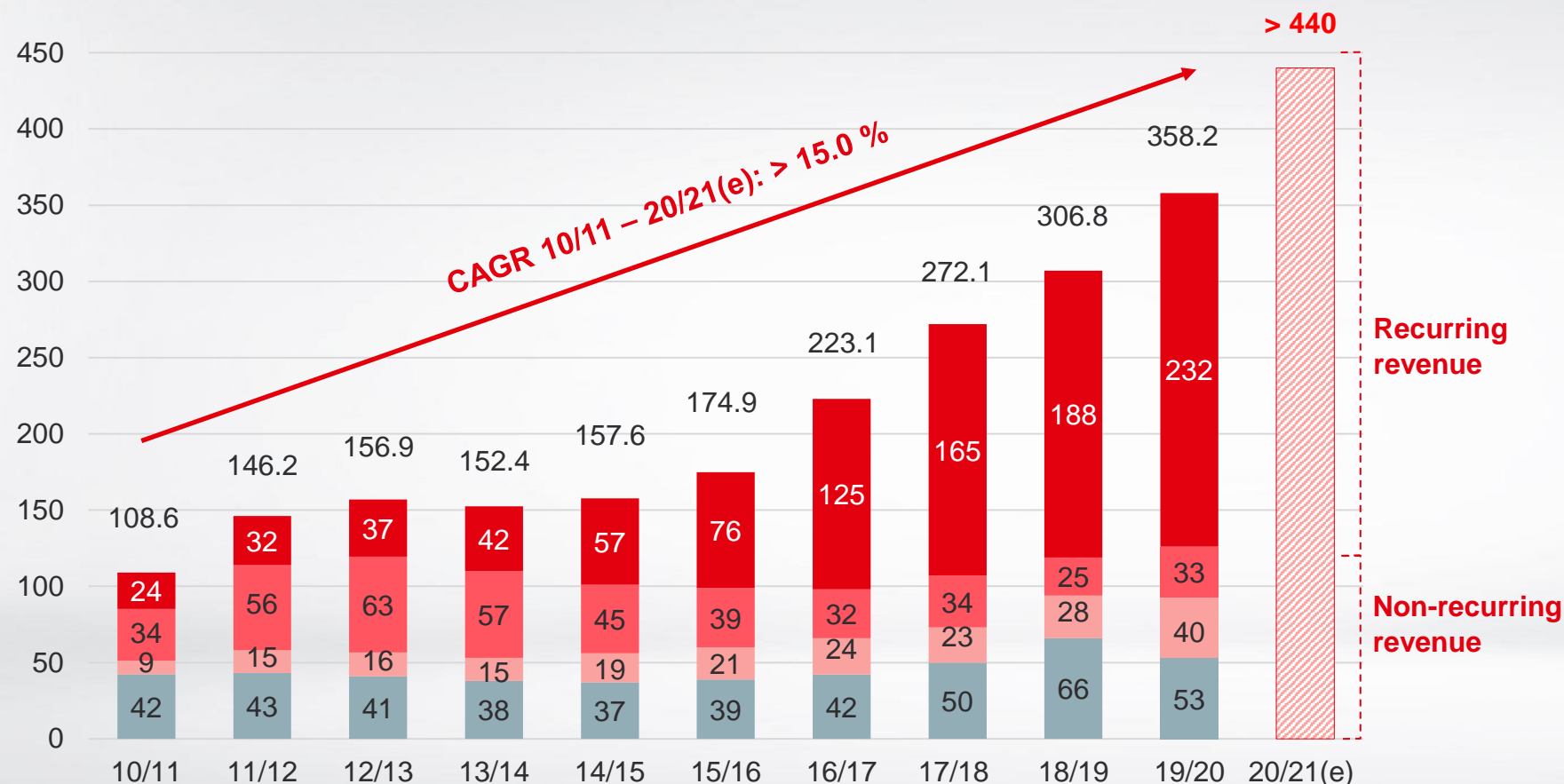




# Strong Growth in Recurring Revenues

## With High Margin Services Accelerates in 20/21

Revenues 10/11 – 20/21(e) in €m



**82% gross margin 19/20 through recurring revenue**

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

Fiscal Year 01.10 – 30.09.

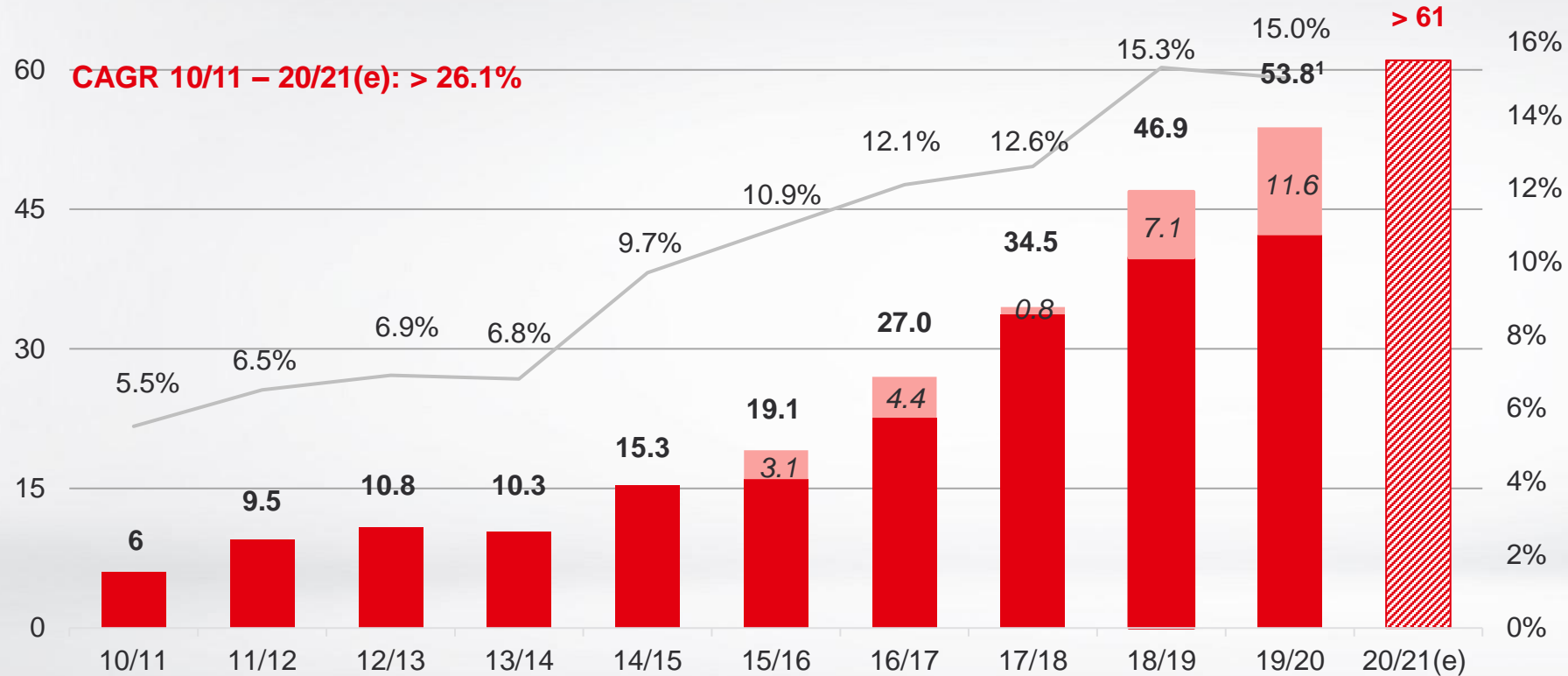




# Development of EBITDA

EBITDA 10/11 – 20/21(e) in €m

EBITDA margin 10/11 – 19/20 in %



One-off effects out of acquisitions

EBITDA margin

<sup>1</sup> Before risk provisions  
Fiscal Year 01.10 – 30.09



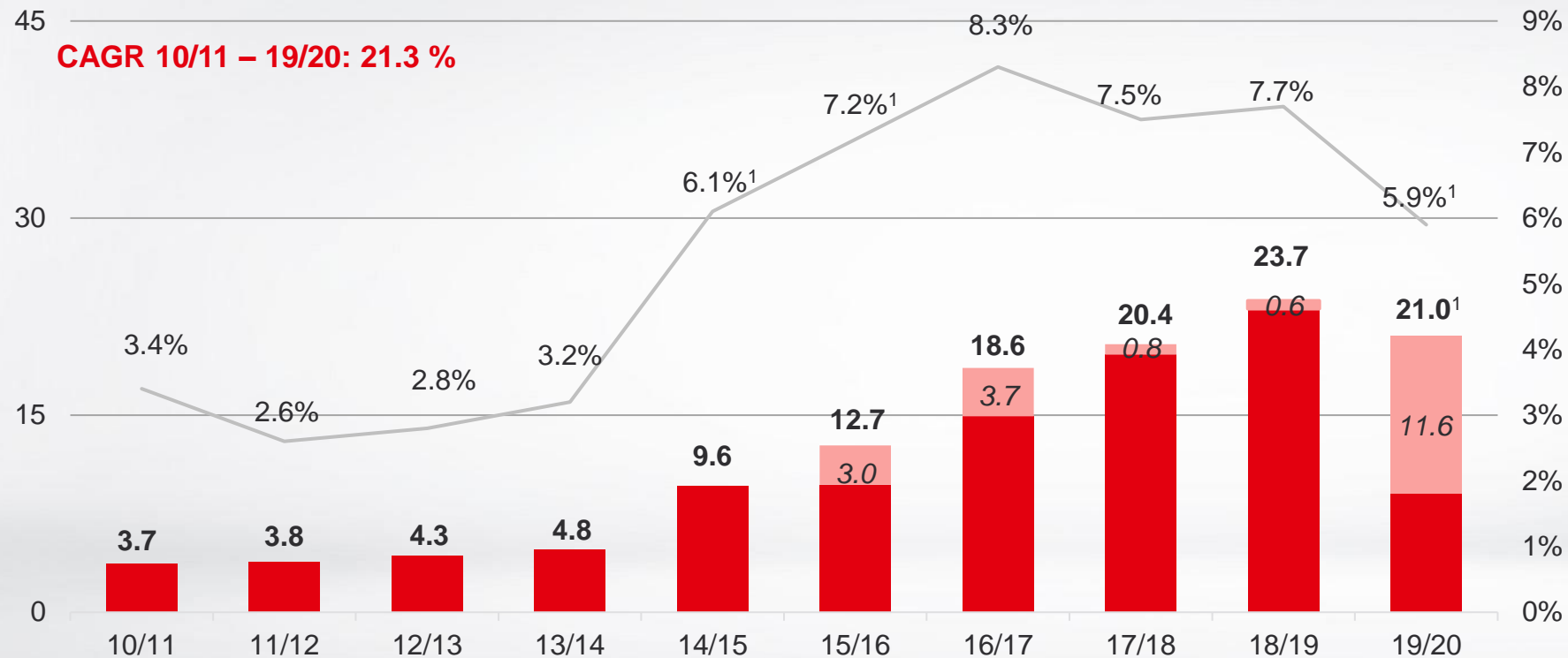


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# Development of EBIT

EBIT 10/11 – 19/20 €m

EBIT Margin 10/11 – 19/20 in %



**DATAGROUP realized extraordinary purchase price bargains over the past five years**

■ One-off effects out of acquisitions

■ EBIT margin

<sup>1</sup> Before risk provisions  
Fiscal Year 01.10 – 30.09.

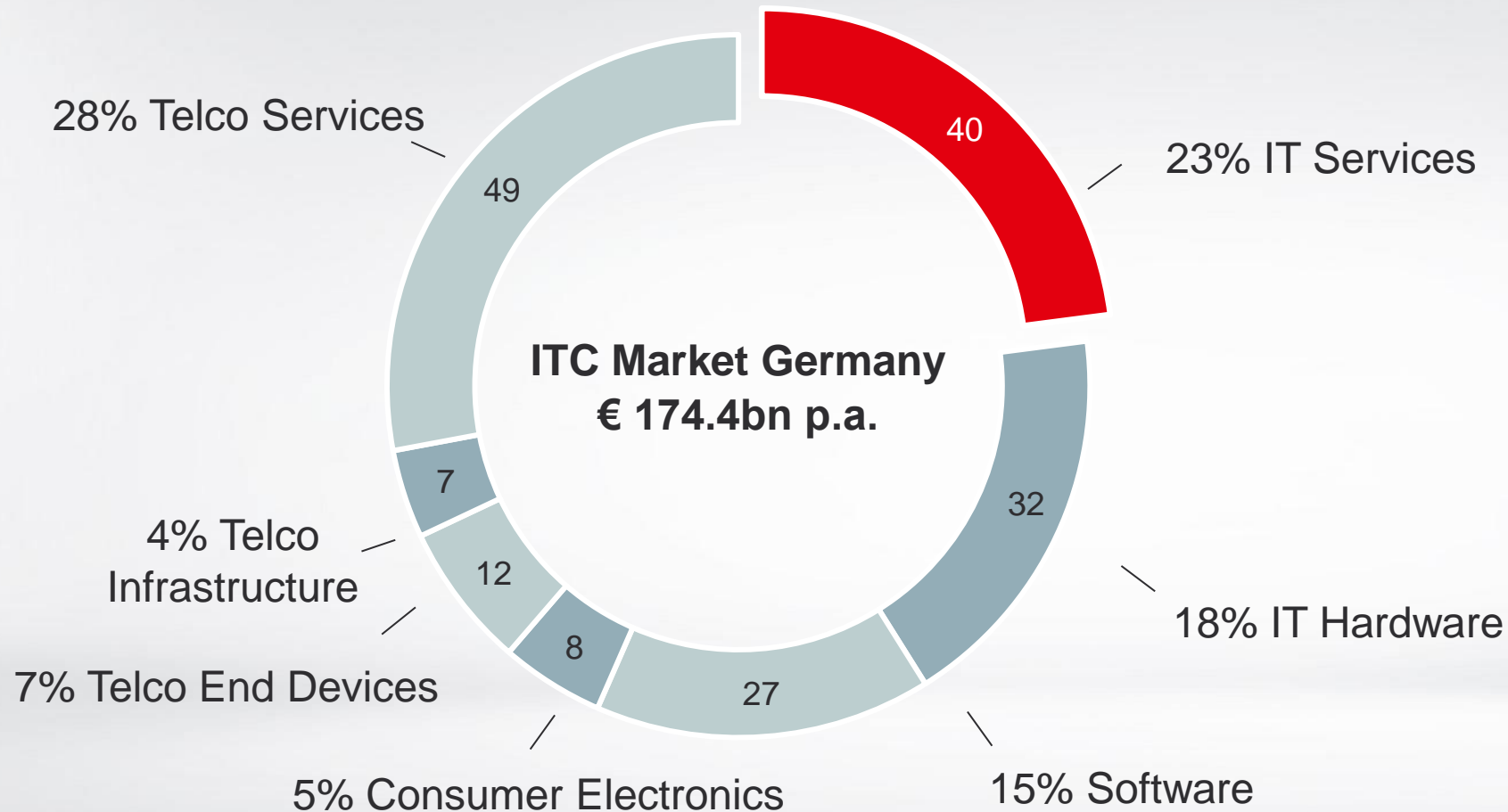


# Growth Strategy

## DATAGROUP Grows Stronger Than the Market



**DATAGROUP**



- Bitkom expects market to recover after Covid-19-related downturn
- Projected market growth of 2.7% for 2021
- Average sales growth of 14.2% since 10/11 at DATAGROUP

in € bn

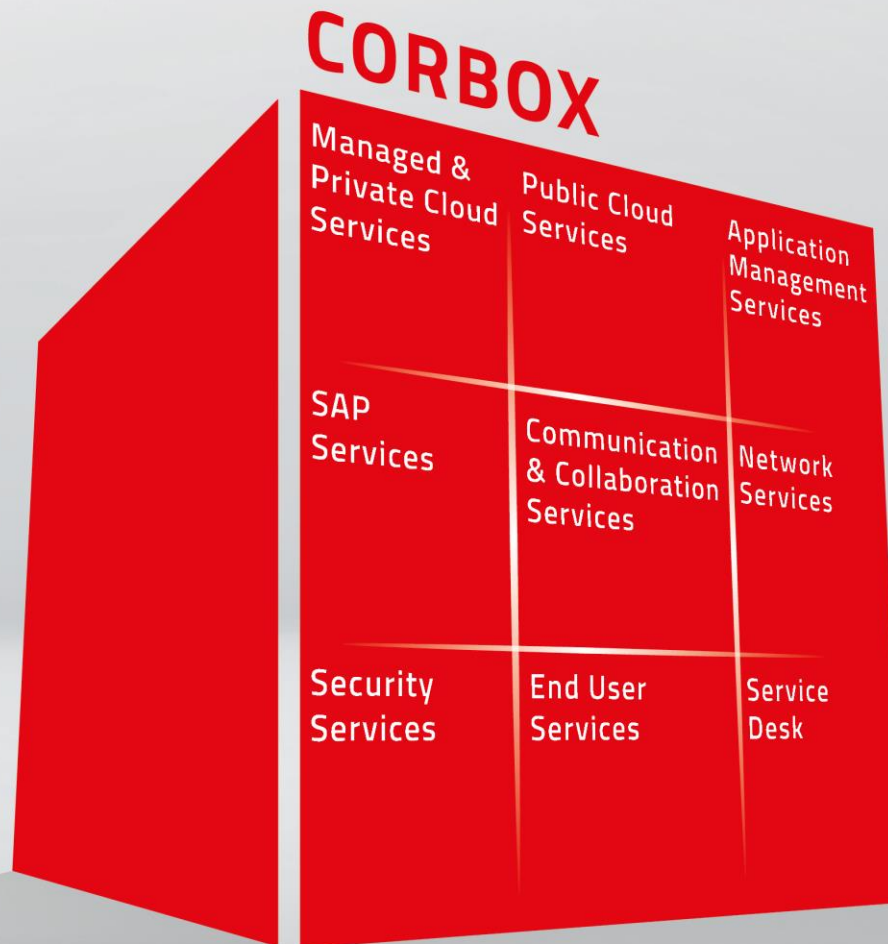
Source: Bitkom, January 2021



# 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)

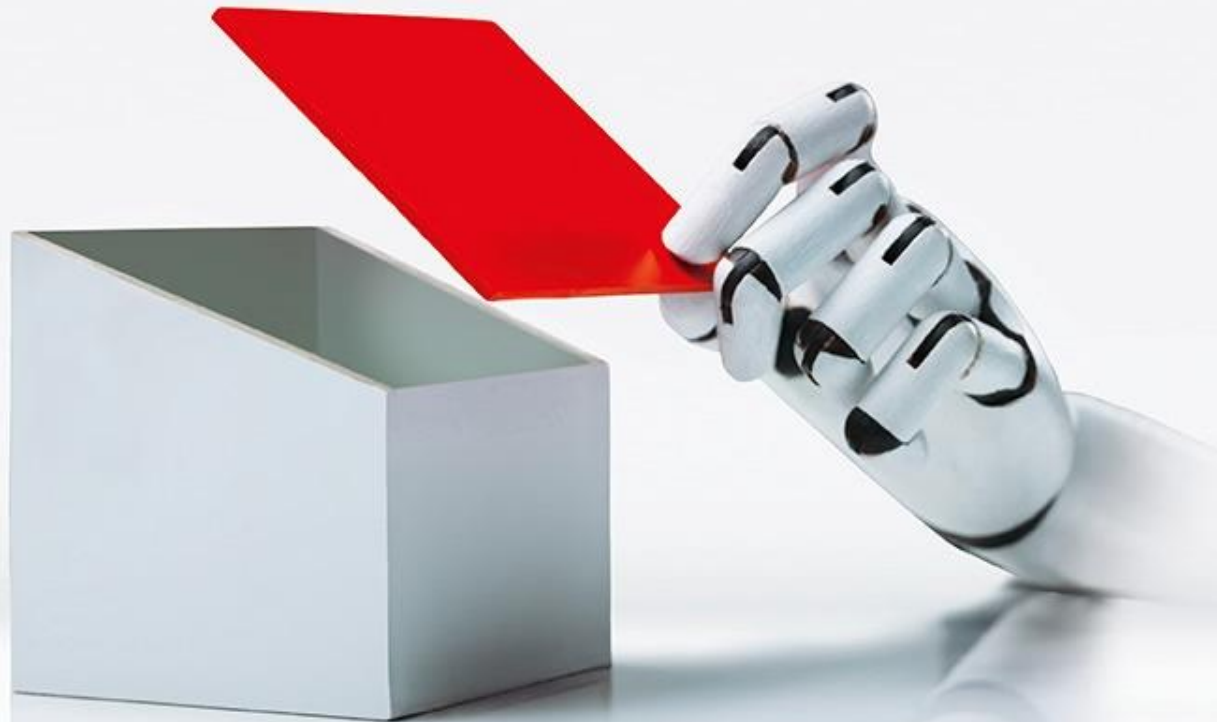


# 1. On the Basis of Standardization

## Factory Manufacturing of IT Operations



**DATAGROUP**



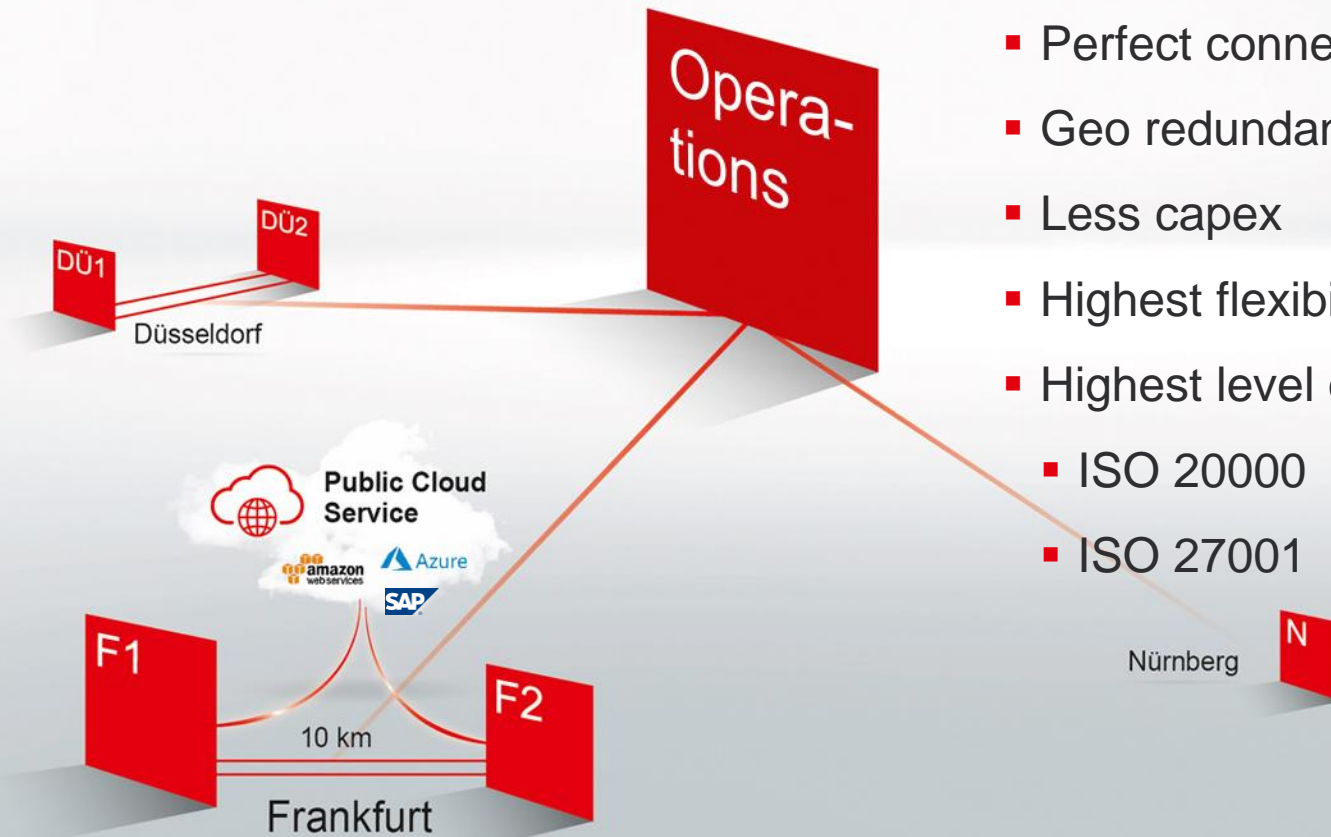
- Provision according to industrial standards on the basis of defined roles, processes and procedures
- Standardization as a basis for automation and efficiency gains
- DATAGROUP as cloud enabler





**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 27001



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Analyst presentation 07/20 (1) | 20





### 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**

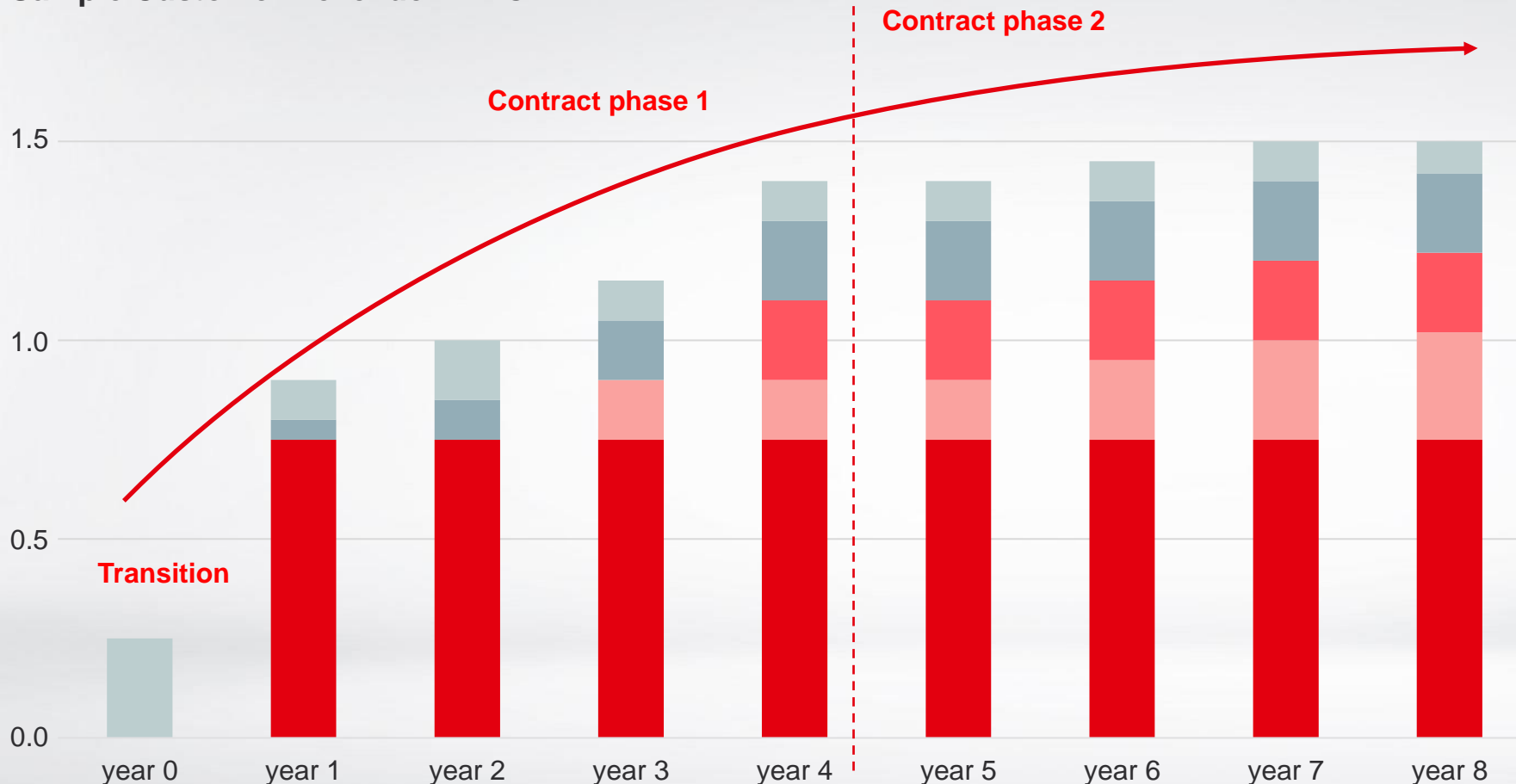
- Eye height
- Proximity
- On-site services
- Sales success





## 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)



# Strong Order Intake with CORBOX



## **Automotive**

**Managed Cloud, AMS, SAP**

5 years, ca. 8.5m € / year



## **Real estate**

**Full Outsourcing**

3.5 years, ca. 1.2m € / year



## **Logistics**

**Service Desk, End User Services**

3 (+1) years, ca. 1.8m € / year



## **Building industry**

**Full Outsourcing**

5 years, ca. 0.6m € / year



## **Public sector**

**Service Desk, End User, Public Cloud, Security**

Tbd., ca. 4m € total



## **Financial service provider**

**Full Outsourcing**

7 years, single digit million € / year



## **Whole sale**

**End User Services**

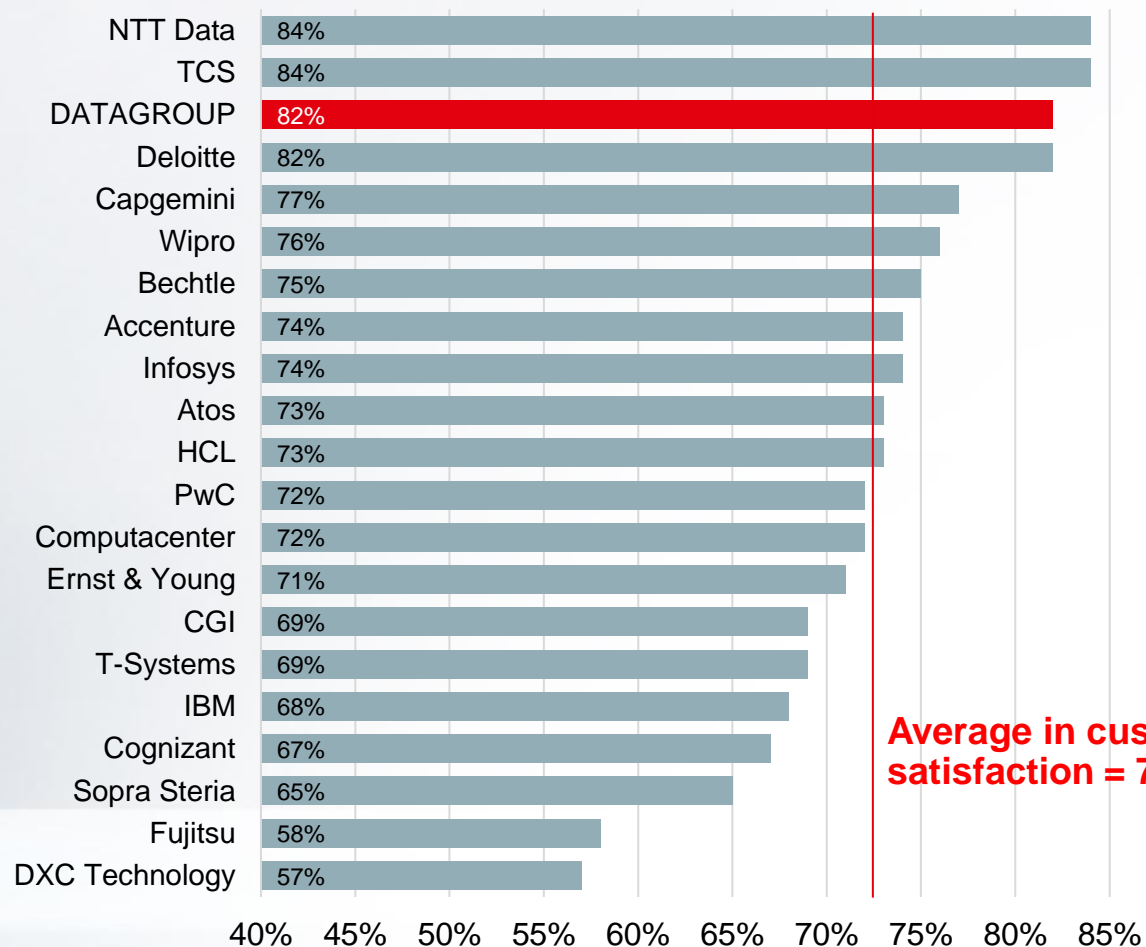
3 years, ca. 0.4m € / year

and many more...

- No cluster risk
- No sector risk
- Hardly any economic risk



# DATAGROUP Again Top 3 in Customer Satisfaction

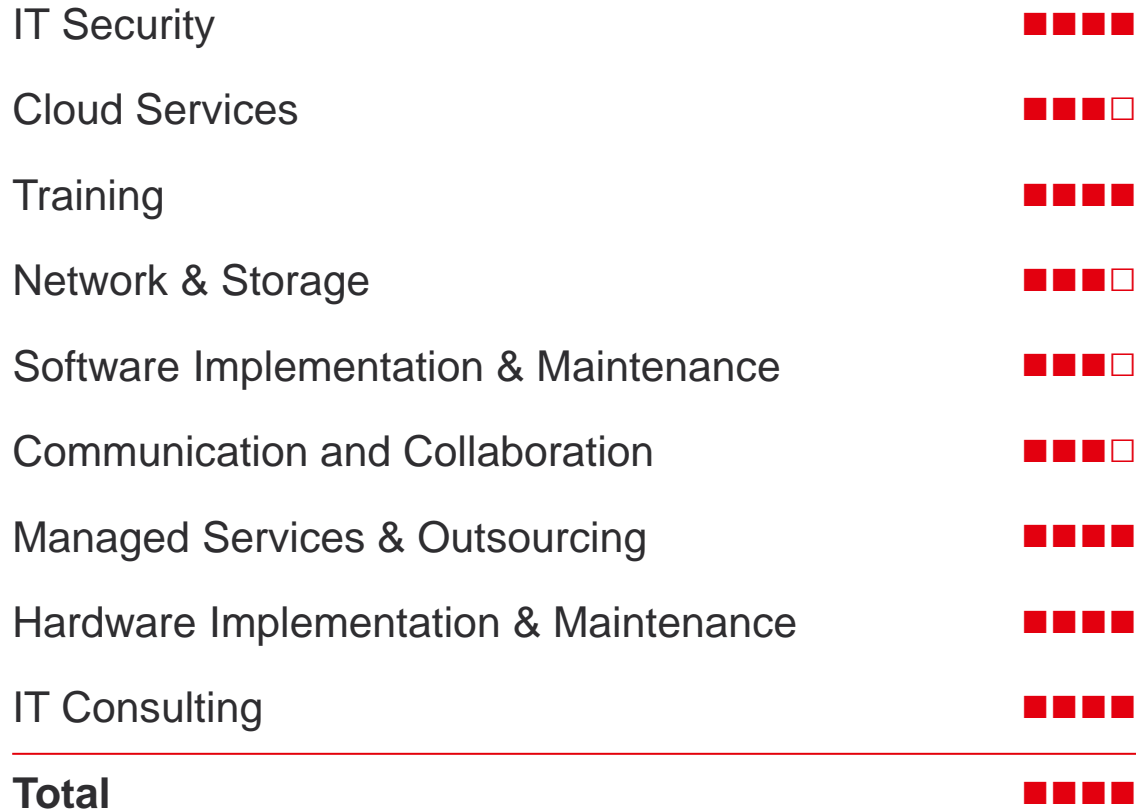


- Among 850 evaluated IT out- and cloud sourcing contracts
- 21 evaluated IT service providers
- Top 3 with top ranks in:
  - Cloud capability (rank 1)
  - Innovation (rank 1)
  - Business understanding (rank 2)
- Best in customer loyalty

Source: IT Outsourcing Study Germany 2020 by Whitelane Research and Navisco AG



# Brand eins and Statista Rank DATAGROUP Among the Best IT Service Providers in 2021



■ More than 5,500 experts and customers rank 230 companies in 10 criteria

IT's that simple.





# Collecting Top Marks as Employer



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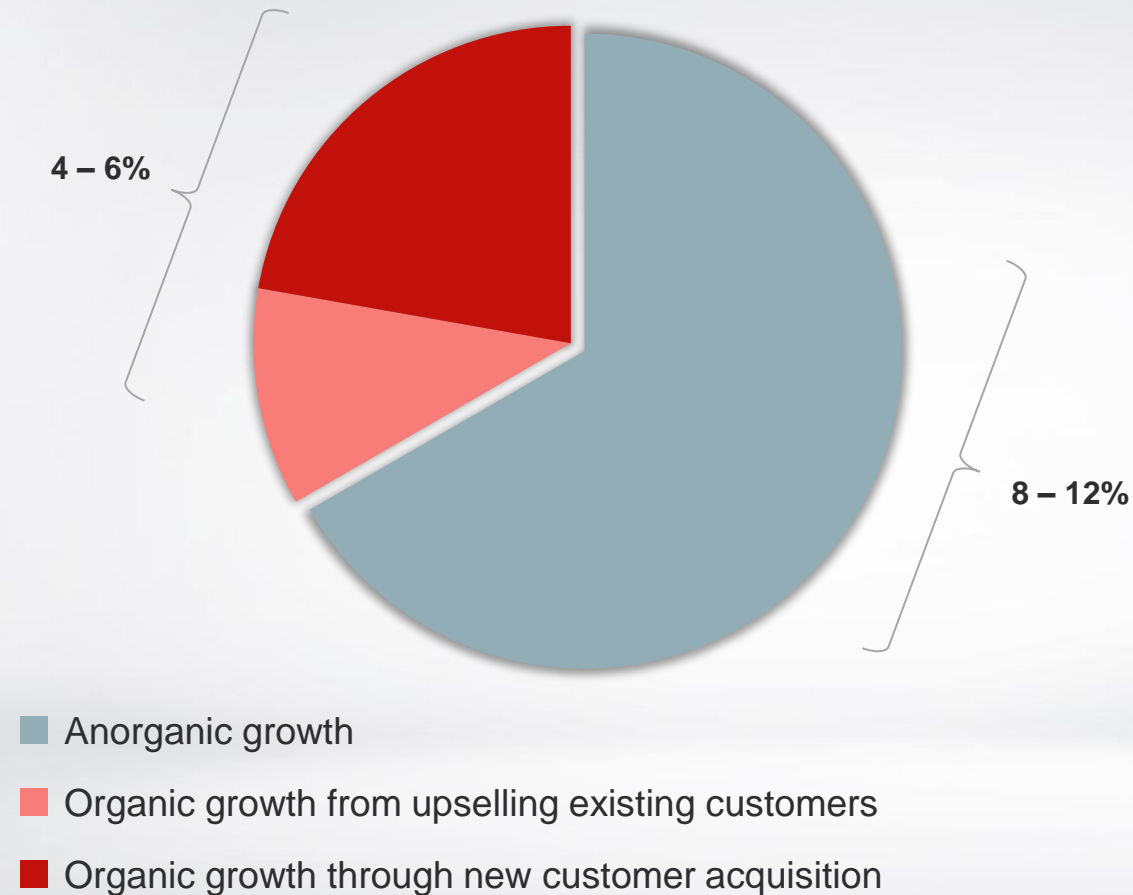
- **“Top Employer Diversity”**  
Stern in cooperation with Statista, 05/2021
- **“Germany’s best employers 2021”**  
Stern in cooperation with Statista, 01/2021
- **“Best employer 2020“**  
Focus Business in cooperation with kununu, 02/2020
- **“Leading Employer Germany 2020“**  
Die Zeit, 01/2020
- **“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

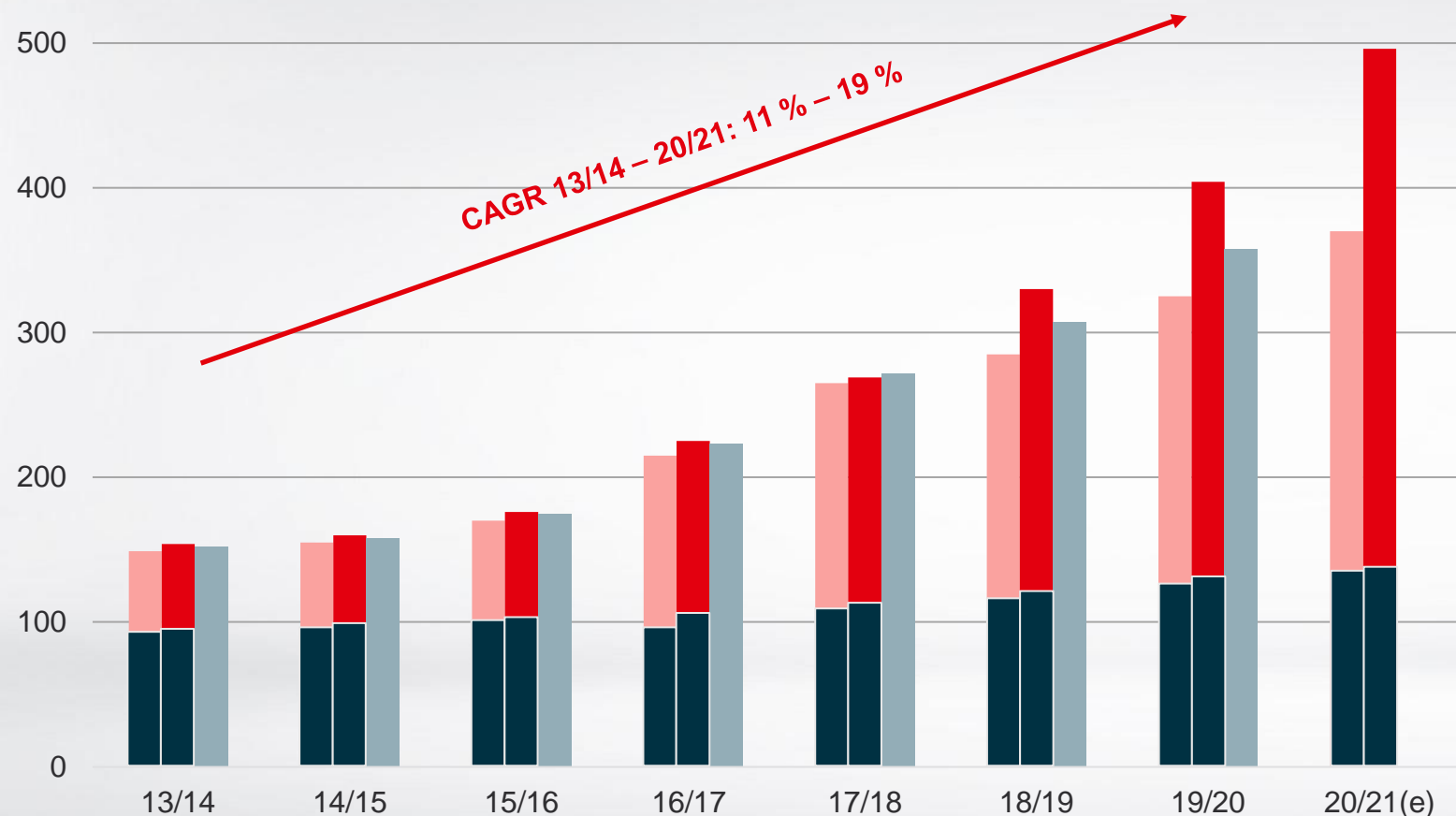


- Growth through new customer acquisition
  - Market potential: around 5,000 potential CORBOX customers in the segment of 100 – 5,000m € revenue p.a. in Germany
- Growth from upselling existing customers
  - Ca. 10m € increase p.a.
- Growth from M&A activities
  - 2-3 new acquisitions per year on average



# Scenarios incl. Acquisitions and Upselling Growth Always in Line With Projections

Revenues €m



Ambition by 22/23:

- > 15% EBITDA
- > 9% EBIT

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

Fiscal Year 01.10 – 30.09.



# 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





# 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



# 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.





## Acquisition No. 25: 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.





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IT's worth it.  
Share Information



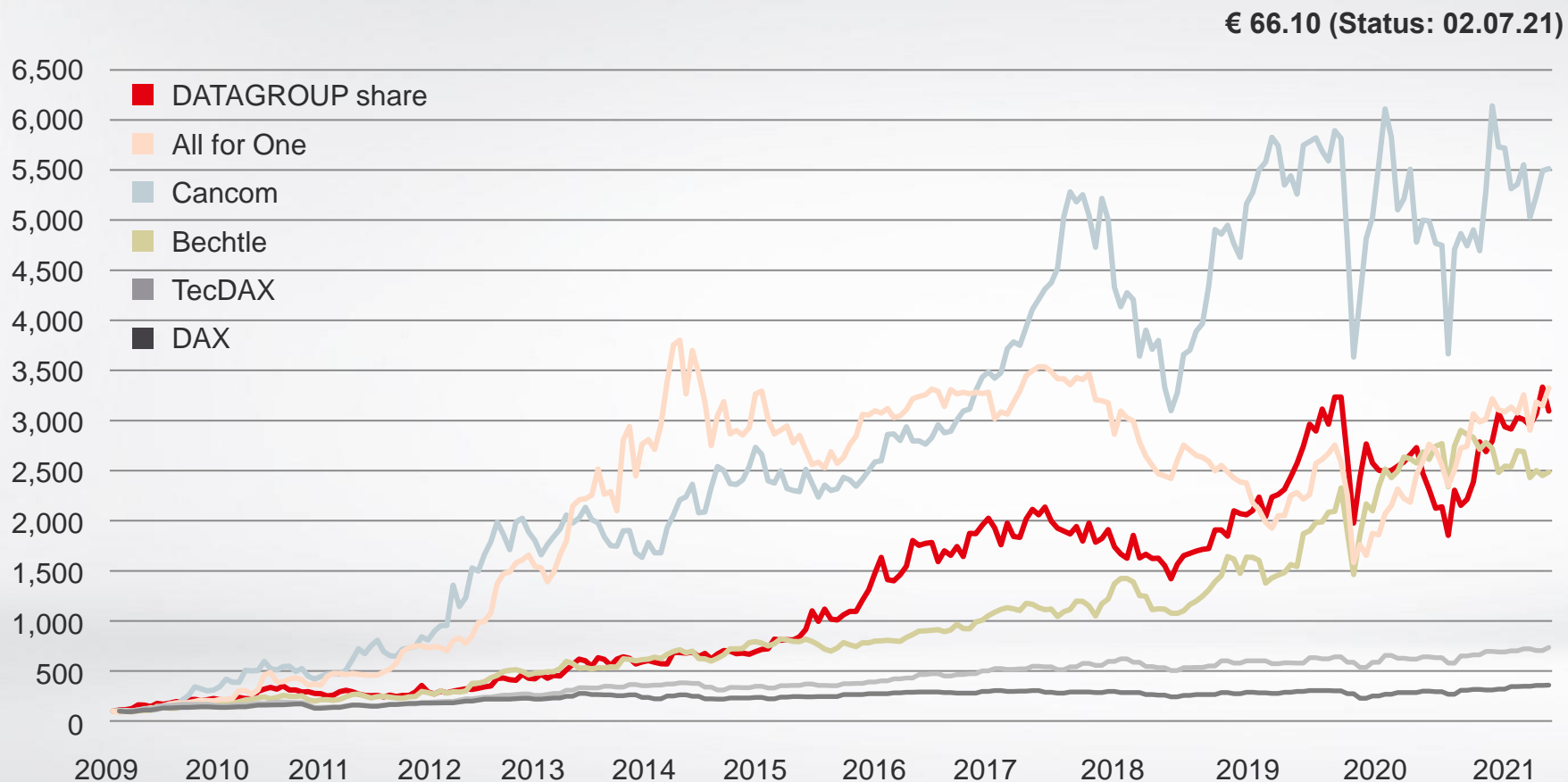




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# DATAGROUP Share vs. Indices and Peer Group

In %



## Ratings

### Berenberg

77.00€, Buy

### Stifel Europe

79.00€, Buy

### M.M. Warburg Research

71.50€, Buy

### Baader Helvea

53.00€, Sell

### Quirin Private Bank

76.50€, Buy

### Hauck & Aufhäuser

88.00€, Buy

### Landesbank Baden-Württemberg

Hold

### Edison

Qualitative analysis





# Consensus Estimate of Our Analysts

Figures in €m	20/21	21/22	22/23
Revenues	425.3	454.8	480.8
<i>Change in comparison to previous year (in %)</i>	18.7	6.9	5.7
EBITDA	59.2	67.2	72.9
<i>EBITDA margin (in %)</i>	13.9	14.8	15.2
EBIT	26.4	33.9	39.0
<i>EBIT margin (in %)</i>	6.2	7.4	8.1
Earnings after taxes (EAT)	15.4	20.3	23.8
<i>EAT margin (%)</i>	3.6	4.5	5.0

- Management Guidance 20/21 higher than consensus

Source: Bloomberg as of 20.05.21



# Our Commitment to the Environment, Social Affairs and Corporate Governance



- Publication of an ESG report for the first time
- We give insight into our leitmotifs and principles of sustainable business management, our activities for the protection of the environment and selected social projects that support our employees

*„As a company, we see ourselves as part of society. We are responsible for our employees, customers, investors and fellow human beings. We want to live up to this responsibility, both internally and externally.“*

Max H.-H. Schaber, CEO





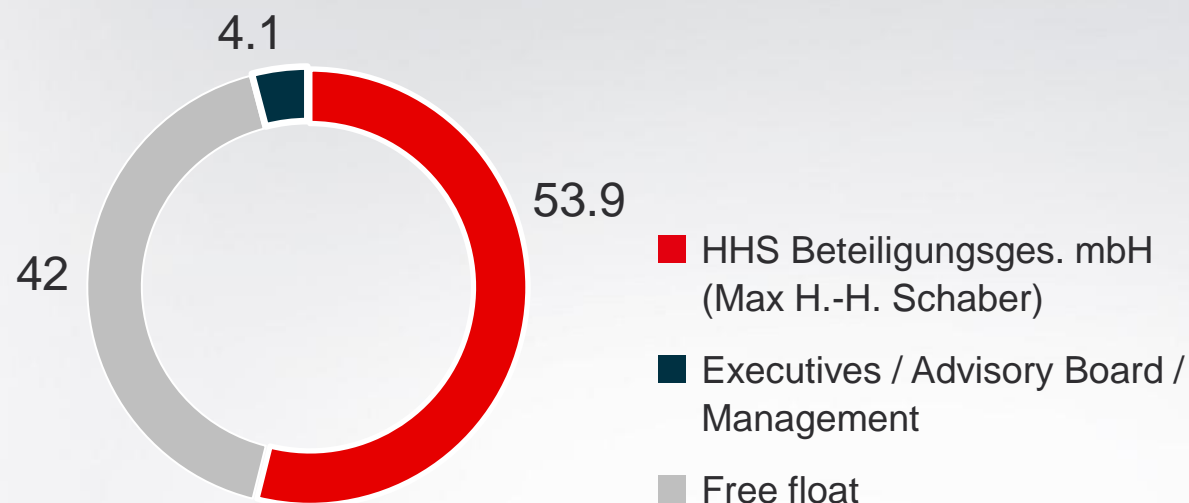
# Management Share Purchases Underline Share Price Potential



Date	Notifiable person	Function	Type of transaction	Amount in €	Pcs.
28.01.20	Andreas Baresel	Board Member	Buy	45,360	700
12.03.20	Hubert Deutsch	Supervisory Board	Buy	4,255	100
23.03.20	Max Schaber	CEO	Buy	399,230	10,000
14.10.20	Max Schaber	CEO	Buy	234,999	5,000
17.10.20	Andreas Baresel	Board Member	Buy	17,500	400
18.10.20	Andreas Baresel	Board Member	Buy	70,300	1,600
18.11.20	Dirk Peters	Board Member	Sell	9,046,452	196,662
18.11.20	Max Schaber	CEO	Buy	9,046,452	196,662
20.11.20	Dirk Peters	Board Member	Sell	368,000	8,000
20.11.20	Andreas Baresel	Board Member	Buy	368,000	8,000



# Shareholder Structure and Stock



Investor	Percent %
Deutsche Bank AG	2.79
Montagu Private Equity	1.77
Taaleri Wealth Management	0.96
Massachusetts Mutual	0.63
Allianz SE	0.60
Mandatum Life Fund	0.55
Falcon Fund Management	0.54
KCB Group	0.51

\* Hauck & Aufhäuser - Report, June 2021

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: 66.10 € (02.07.21)
- Market Cap: 551.9m € (02.07.21)



# Upcoming Events



- **24.08.21** Publication of Q3 figures
- **06.-07.09.21** Equity Forum German Fall Conference 2021
- **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



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Appendixes







## **Solid numbers with significant TOP-line growth**

- Share of service revenues further increased – low-margin hardware decreased
- This brings the recurring revenues further up
- Solid business in all DATAGROUP market units – some of the local branches showed record results
- 21 new Corbox customers, 14 upsells with existing customers

## **Singular negative events burdened the result heavily**

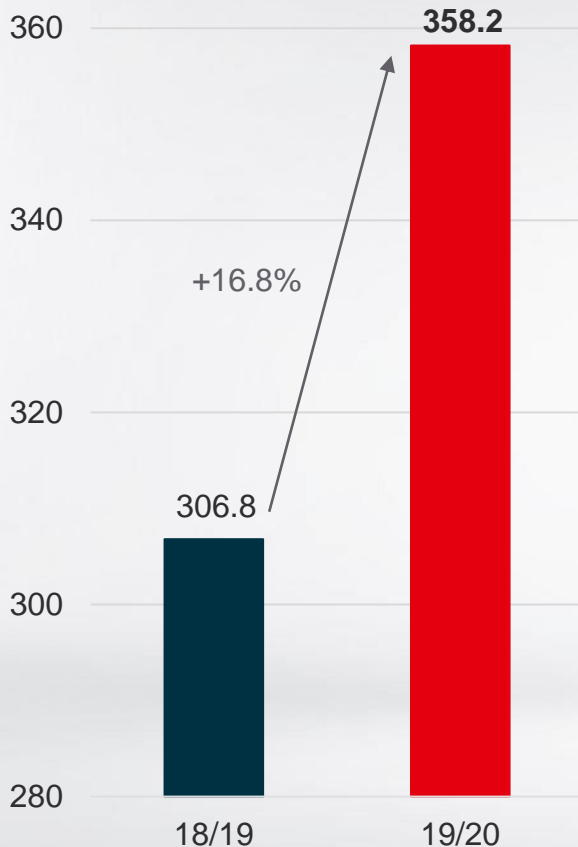
- Some small impacts from the Corona pandemics e.g. on the RPA business and the Ulm branch
- Key issue: Losses and risk provisions in DATAGROUP Financial IT Services GmbH



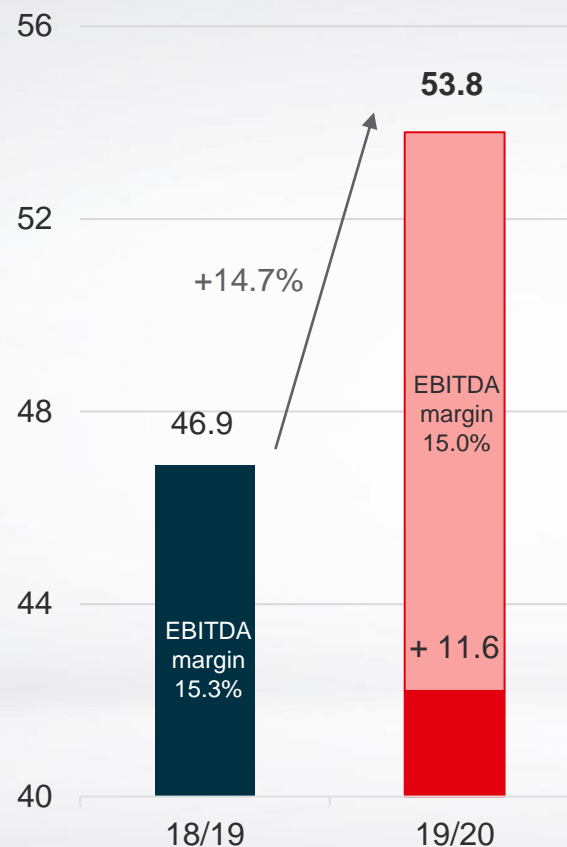


# DATAGROUP Continues Expansion Course despite Corona

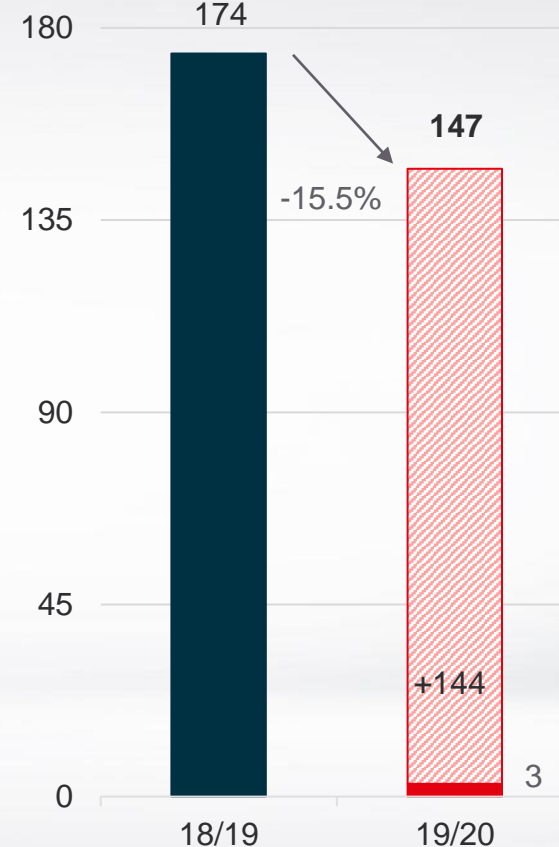
Revenue €m



EBITDA €m (before risk provisions)



EPS cents (before risk provisions)



Strong increase in Revenue, decline in EBITDA and EPS

- 11.6m € positive effect from Portavis bad will
- 24.6m € extraordinary costs in the financial service sector, thereof 12.0m € risk provisions

■ One-off effect, lucky buy Portavis

■ Effects from risk provisions in the financial services sector



# Transitions Burdened DATAGROUP Financial IT Services



- Transitions of new customers of DATAGROUP Financial IT Services GmbH (FIS) required more time and led to higher personnel expenses than expected.
- Production and delivery processes at FIS did not meet DATAGROUP standard.
- Effective countermeasures led to significant improvement in earnings.





**DATAGROUP**



IT's that empowering.

Fiscal Year 19/20





# Selected Profit and Loss Statement Figures Fiscal Year 19/20

Figures in € thousand	18/19	19/20	Changes
Revenues	306,765	358,211	16.8%
Other own work capitalized	777	1,743	124.3%
Change of capitalized contractual costs	14,303 <sup>1)</sup>	7,274	-49.1%
Total revenues	321,845	367,228	14.1%
<i>Material expenses / expenses for purchased services</i>	105,447 <sup>1)</sup>	119,143	13.0%
Gross profit	216,398	248,085	14.6%
<i>Personnel expenses</i>	153,241 <sup>1)</sup>	187,991	22.7%
EBITDA before risk provisions	46,881	53,807	14.8%
<i>EBITDA after risk provisions</i>	46,881	41,807	-10.8%
EBIT before risk provisions	23,626	20,988	-11.2%
<i>EBIT after risk provisions</i>	23,626	8,988	-62.0%
<i>Financial result</i>	-1,936	-2,375	22.7%
Risk provisions financial services sector	0	12,000	0.0%
EBT	21,690	6,613	-69.5%
Net income	14,514	249	-98.3%
EPS (in €)	1.74	0.03	-98.3%
EPS before risk provision	1.74	1.47	-15.5%

- EBITDA contains 11.6m € purchase price bargain from Portavis acquisition
- Risk provisions of 12.0m € burden earnings
- Net income burdened by tax effect which presumably will reverse in the coming year

1) 8.1m € from personnel expenses and 6.2m € from material expenses were reclassified to "Changes in capitalized contract costs".





# Selected Key Balance Sheet Figures Fiscal Year 19/20

Figures in € thousand	18/19	19/20	Changes
Goodwill	64,027	62,501	-2.4%
Long-term financial liabilities	157,009	206,019	31.1%
<i>thereof liabilities to financial institutions</i>	90,358	78,163	-13.5%
<i>thereof liabilities from finance leases</i>	23,533	42,664	81.3%
<i>thereof pension provisions</i>	37,702	72,790	93.1%
Short-term liabilities	89,022	113,181	27.1%
<i>thereof liabilities to financial institutions</i>	8,729	12,314	41.1%
<i>thereof liabilities from finance lease</i>	8,754	15,945	82.1%
Cash and cash equivalents	47,465	63,937	34.7%
Accounts receivable	45,591	41,255	-9.5%
Accounts payable	9,126	12,491	36.9%
Net financial debt (short and long term)	65,745	63,044	-4.1%
Equity ratio <sup>1)</sup> (in %)	23.4	17.2	-26.5%
Return on equity <sup>2)</sup> (in %)	20.5	0.4	-98.3%
Balance sheet total	320,077	385,352	20.4%

1) Modified equity ratio incl. quasi-equity funds

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

- SSD repayment (7.5m €) reduces financial liabilities
- Pension provisions increased due to Portavis
- Leasing agreement BFL (13.5m €) and new rental agreements in Mainz, Ulm and Frankfurt (10.5m €) increased finance lease liabilities
- Cash in Portavis (35.6m €)
- Balance sheet total up because of Portavis





# Cash Flow from Investing Activities Fiscal Year 19/20

Figures in € thousand	18/19	19/20	Changes
Cash inflow from sale of property, plant and equipment	140,869.45	754,130.18	435.34%
Cash outflow for investment in property, plant and equipment	-15,610,402.02	-17,002,404.79	8.92%
Cash inflow from intangible assets	17,151.27	22,621.79	31.90%
Cash outflow for investments in intangible assets	-3,061,652.10	-5,237,681.03	71.07%
Cash inflow from sale of financial assets	343,675.40	-1,349,523.51	-492.67%
Cash outflow for investments in financial assets	-1,039,750.00	-269,450.04	-74.09
Cash inflow from repayment of financial assets	0.00	100,011.49	./.
Cash inflow / outflow from investments in fully consolidated companies	-21,715,884.73	35,554,765.15	-263.73%
Interest received	359,213.98	22,281.79	-93.80%
<b>Net cash used for investing activities</b>	<b>-40,566,778.75</b>	<b>12,594,751.03</b>	<b>-131.05%</b>

- Capex influenced by the projects OneERP and OneHR
- By acquisition of Portavis DATAGROUP received 35.6m € net (acquired cash less price of acquisition)





# Cash Flow from Operating Activities Fiscal Year 19/20

Figures in € thousand	18/19	19/20	Changes
Net income for the period	14,513,915.52	248,735.90	-98.29%
Interest received	-359,213.98	-22,281.79	-93.80%
Interest paid	1,138,664.94	1,963,357.76	72.43%
Depreciation and amortisation of non-current assets	23,337,058.58	32,818,885.14	40.63%
Changes in pension provisions	795,976.98	1,451,433.79	82.35%
Gains (-) / losses (+) on disposals of non-current assets	35,937.18	421,012.07	1,071.52%
Increase (-) / decrease (+) of receivables or liabilities to shareholders, related and associated companies	-294,414.10	-49,202.48	-83.29%
Increase (-) / decrease (+) of inventories, trade receivables and other assets	-47,191,372.88	-4,537,927.85	-90.38%
Increase (+) / decrease (-) of trade payables and other liabilities	12,587,716.75	1,083,863.62	-91.39%
Income out of business transaction	0.00	-11,570,708.49	./.
Other non-cash transactions	-41,795.80	-122,744.65	193.68%
<b>Cash flow from operating activities</b>	<b>4,522,473.19</b>	<b>21,684,423.01</b>	<b>379.48%</b>

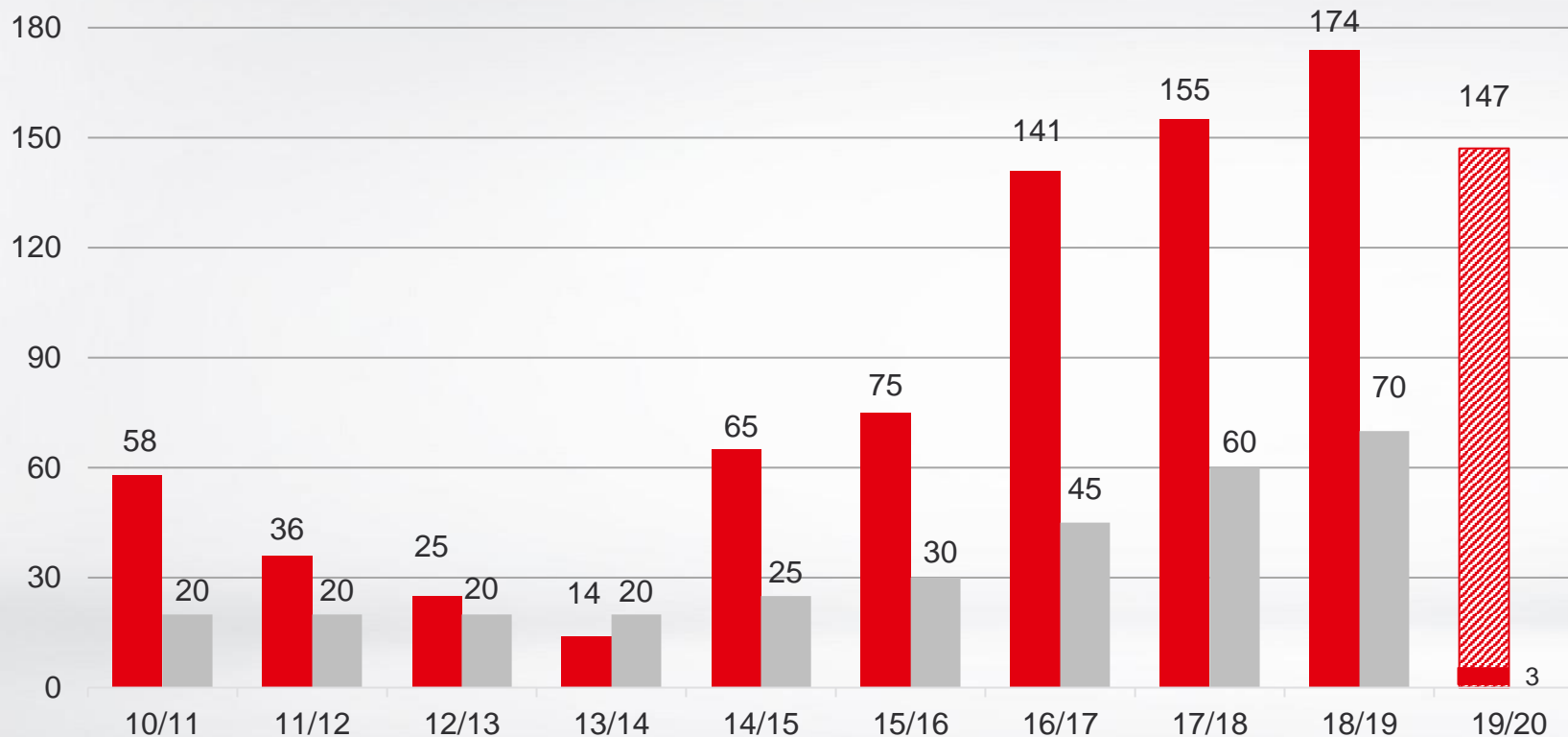
- As in the previous year, the operating cash flow was heavily burdened by the financial services division (17.8m € in the financial year compared to 15.8m € in the previous year)
- The sale of receivables from customers had a cash flow improving effect of 13.4m €





# Development of EPS and Dividend

EPS and dividend 10/11 – 19/20 cents




## Our dividend policy:

ca. 30 – 40% of net profit

EPS burdened by one-off losses and risk provisions in the financial services sector

Appropriation of earnings provides that no dividend be paid

 Effects from risk provisions in the financial services sector

Fiscal Year 01.10 – 30.09.





# Improvement of Investment and Depreciation Ratios

Figures in € thousand	Changes 19 – 20	30.09.20	30.09.19
Service revenue	25.7%	304,717	242,500
Investments <sup>1)</sup>	19.1%	22,240	18,672
<b>Investment ratio in %</b>	<b>-5.2%</b>	<b>7.3</b>	<b>7.7</b>
Goodwill amortization	0.0	0.0	0.0
PPA amortization	11.6%	4,186	4,673
Depreciation of right of use assets buildings / cars	54.9%	10,854	7,006
Depreciation of non-current assets	43.4%	17,292	12,063
<b>Depreciation ratio of non-current assets in %</b>	<b>14.1%</b>	<b>5,7</b>	<b>5.0</b>
<b>Ratio investments / depreciation of assets in %</b>	<b>-17%</b>	<b>129</b>	<b>155</b>

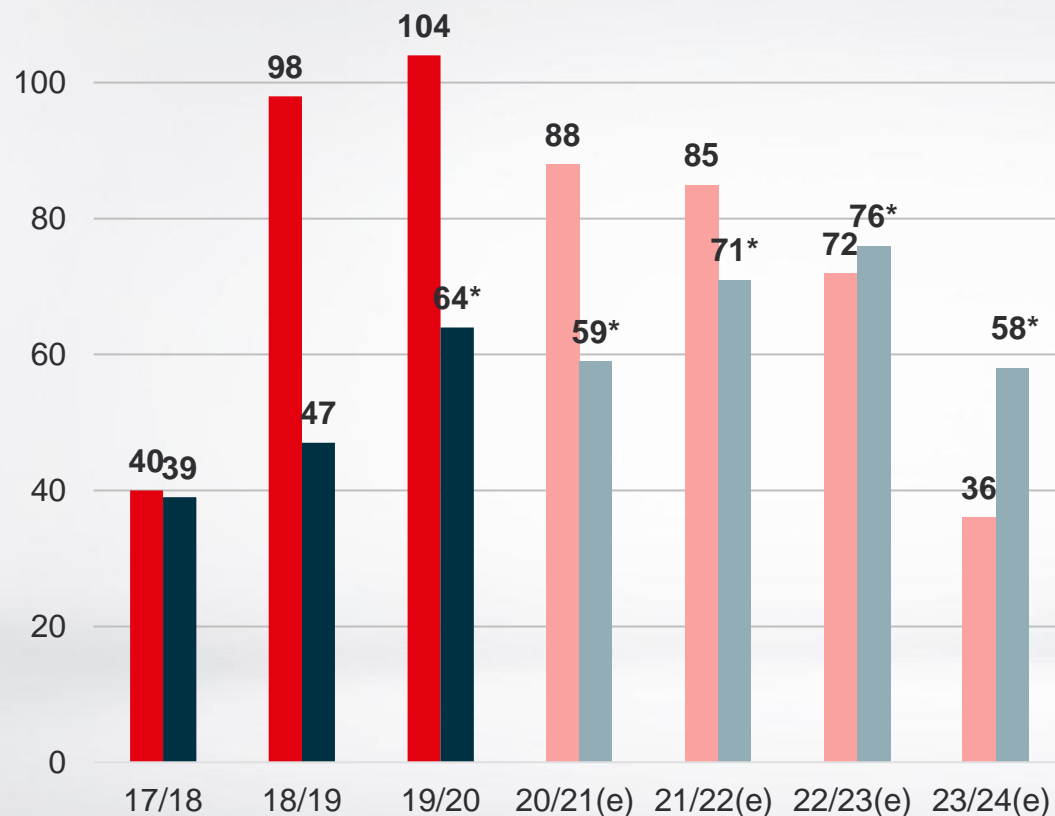
1) Cash outflow for investments in intangible assets and PPE according to consolidated income statement





# Development in Bank Liabilities

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



Existing liabilities

Cash

\* Including cash input from Portavis

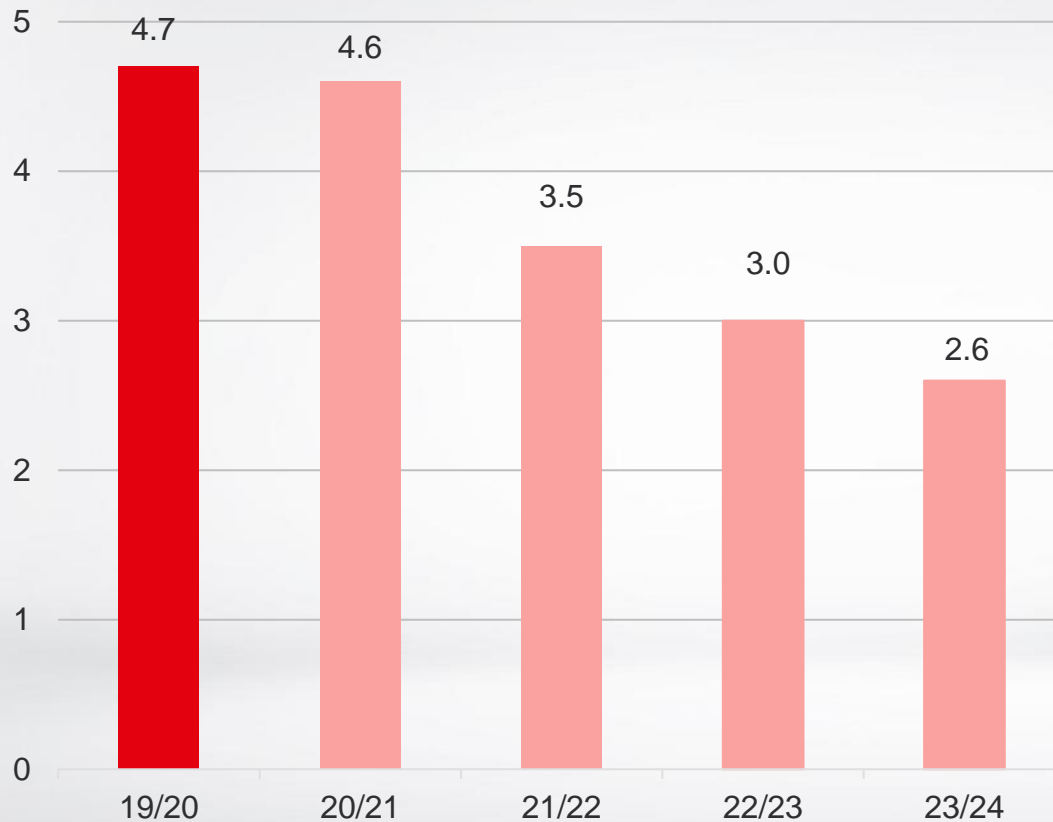
Not taking into account a new borrowing of promissory notes





# Predicted Development in Amortisation from PPA

Development in amortisation from PPA 19/20 – 23/24e €m



Figures do not include further acquisitions  
Fiscal Year 01.10 – 30.09



# 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.



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