



# DATAGROUP Sees Strong Start to the Year – Revenue and Earnings Increased Substantially in Q1

Revenue +13.4 %; EBITDA +29.4 %; EBIT +59.1 %; EPS +84.7 % compared to prior-year period

**Pliezhausen, 22 February 2022. DATAGROUP SE (WKN A0JC8S) posts record results in the first quarter of FY 2021/2022. Good order intake, additional business with existing customers and successful integration of last year's acquisitions lead to significant improvement in revenue, earnings and margins.**

In the first quarter of the fiscal year (01.10.- 31.12.2021) revenue grew by 13.4 % to EUR 123.2m (previous year EUR 108.6m). The increase in revenue was driven by the expansion of the customer base as well as by upselling among existing customers. Growth was also supported by the first-time full consolidation of Urano Informationssysteme GmbH and dna Gesellschaft für IT Services mbH (now DATAGROUP BIT Oldenburg GmbH), which were acquired in the last fiscal year. Organic growth over the last 12 months was 5.6%, in line with the Executive Board's expectations.

Operating earnings before taxes, interest, depreciation and amortization (EBITDA) increased by 29.4 % to EUR 19.2m (PY EUR 14.8m). The EBITDA margin grew from 13.7 % to 15.6 %. Earnings before interest and taxes (EBIT) improved by 59.1 % to EUR 10.4m (PY EUR 6.6m), the EBIT margin increased significantly from 6.0 % to 8.5 % and thus is further approaching management's long-term ambition of 9 %.

Investments in property, plant and equipment and intangible assets (CAPEX) had increased significantly in the past years, especially due to the centralisation of our production. Already in the 2020/2021 business year, these could be halved from around 22m EUR to approx. 11m EUR after completion of this measure and are now again in a reasonable relationship to the development of turnover. Earnings per share were 76 cents compared to 41 cents in the previous year, corresponding to an increase by 84.7 %.

"We are looking to the further course of this fiscal year with great confidence", Max H.-H. Schaber sums up "The last two years have provided massive impetus for digitization, from which DATAGROUP will benefit sustainably as the engine room of digitization. We also see continuing strong demand for AI-based services and the development of software robots, for example for automation of back-office processes, a service provided by our subsidiary Almato", Schaber continues.

Acquisitions have also developed positively in the last fiscal year: Urano, which was acquired in May 2021, has shown an outstanding performance within the group of companies and makes positive contributions to the comprehensive income of DATAGROUP. dna Gesellschaft für IT Services mbH (now DATAGROUP BIT Oldenburg GmbH), which was acquired in April 2021, has also proven to be a fortunate purchase. The unit was allocated to the financial services sector and excellently complements the existing portfolio of DATAGROUP's BIT companies.



## **CORBOX ENSURES STABLE ORDER INTAKE**

In the first quarter of FY 2021/2022, DATAGROUP has acquired 6 new customers and was able to upsell products to 10 existing customers on the basis of the CORBOX. This has led to 18 contract renewals. CORBOX is a modular and combinable suite of IT services covering all areas of IT operations in companies. Thanks to standardization and highest quality standards, DATAGROUP makes IT simple for its customers. Overall, more than 80 % of gross margin are generated by long-term contracts with terms of between three and seven years. This ensures planning certainty and sustainability for the business.

Traditionally, an outlook for the fiscal year will be provided at the Annual General Meeting which this year will be hosted on 10 March. Shareholders can only participate virtually due to the pandemic. For comprehensive information on the Annual General Meeting please visit [www.datagroup.de/en/annual-general-meeting](http://www.datagroup.de/en/annual-general-meeting).

DATAGROUP offers a conference on the quarterly figures with the Management Board. This will take place on 22 February 2022, at 11:00 am. You can register for the conference under the following link: <https://attendee.gotowebinar.com/register/8685991645446236171>. We will provide a recording of the webcast afterwards.

## **FINANCIAL CALENDAR**

02./04.03.2022	Virtual Roadshow Berenberg Bank
04.03.2021	Annual General Meeting
30.03.2022	Pareto Securities, TechIT Conference
11.-13.05.2022	HAIB Stock Picker Summit, Berlin
19.05.2022	Stifel SMID Cap Forum, Frankfurt
23.-25.05.2022	Spring Conference, Frankfurt
23.-25.05.2022	Berenberg Conference USA 2022, Tarrytown
24.05.2022	Publication of Q2 and H1 Results
01.-02.06.2022	Quirin Champions Conference
22.-23.06.2022	Stifel 2022 International Technology Conference, New York
23.08.2022	Publication of Q3 Results
17.-18.10.2022	CF&B European Midcap Event, Paris
22.11.2022	Publication of Preliminary Full-Year Results

## **ABOUT DATAGROUP**

DATAGROUP is one of the leading German IT service companies. Some 3,500 employees at locations across Germany design, implement, and operate IT infrastructures and business applications such as SAP. With its CORBOX product, DATAGROUP is a full-service provider, supporting global IT workplaces for medium and large enterprises as well as public authorities. The company is growing organically and through acquisitions.



# DATAGROUP

The acquisitions strategy is particularly noted for its optimal integration of new companies. DATAGROUP is actively participating in the IT service market's consolidation process with its "buy and turn around" and its "buy and build" strategy.

## **CONTACT**

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## Overview of Key Figures

Figures in TEUR

	Changes YoY		Q1 2021/2022		Q1 2020/2021	
<b>Revenues</b>	<b>14,546</b>	<b>13.4%</b>	<b>123,162</b>	<b>100.0%</b>	<b>108,616</b>	<b>100.0%</b>
Therof services and maintenance	15,759	18.2%	102,349	83.1%	86,590	79.7%
Thereof trade	-875	-4.0%	20,957	17.0%	21,832	20.1%
Therof other/consolidation	-338	-174.2%	-144	-0.1%	194	0.2%
Other own work capitalised	129	35.0%	498	0.4%	369	0.3%
Change in capitalized contractual costs	-1,497	-236.1%	-863	-0.7%	634	0.6%
<b>Total revenues</b>	<b>13,178</b>	<b>12.0%</b>	<b>122,797</b>	<b>99.7%</b>	<b>109,619</b>	<b>100.9%</b>
Material expenses / Expenses for purchased services	3,510	8.5%	44,839	36.4%	41,329	38.1%
<b>Gross profit</b>	<b>9,668</b>	<b>14.2%</b>	<b>77,958</b>	<b>63.3%</b>	<b>68,290</b>	<b>62.9%</b>
Personnel expenses	5,791	11.9%	54,529	44.3%	48,738	44.9%
Other income etc.	834	42.8%	2,783	2.3%	1,949	1.8%
Other expenses etc.	346	5.2%	6,998	5.7%	6,652	6.1%
<b>EBITDA</b>	<b>4,365</b>	<b>29.4%</b>	<b>19,214</b>	<b>15.6%</b>	<b>14,849</b>	<b>13.7%</b>
Depreciation from PPA	391	33.5%	1,557	1.3%	1,166	1.1%
Other depreciation	101	1.4%	7,231	5.9%	7,130	6.6%
<b>EBIT</b>	<b>3,873</b>	<b>59.1%</b>	<b>10,426</b>	<b>8.5%</b>	<b>6,553</b>	<b>6.0%</b>
Financial result	-17	3.0%	-576	-0.5%	-559	-0.5%
<b>EBT</b>	<b>3,856</b>	<b>64.3%</b>	<b>9,850</b>	<b>8.0%</b>	<b>5,994</b>	<b>5.5%</b>
Taxes on income and profit	940	36.8%	3,493	2.8%	2,553	2.4%
<b>Net income</b>	<b>2,916</b>	<b>84.7%</b>	<b>6,357</b>	<b>5.2%</b>	<b>3,441</b>	<b>3.2%</b>
Shares (in 1.000 pieces)			8,331		8,331	
Plus treasury shares (in 1,000 pieces)			18		18	
<b>EPS</b>	<b>0.35</b>	<b>84.7%</b>	<b>0.76</b>		<b>0.41</b>	
<b>Tax rate</b>			<b>35.5%</b>		<b>42.6%</b>	

Figures in TEUR

	31.12.2021	30.09.2021
<b>Balance sheet total</b>	438,356	431,783
<b>Equity</b>	100,083	94,297
Equity ratio (in %)	22.8	21.8
Net debt	69,104	87,520
Net debt to EBITDA	0.9	1.3



## Consolidated Balance Sheet

Figures in EUR

**31.12.2021****30.09.2021**

<b>ASSETS</b>		
Long-term assets		
Goodwill	103,084,280.41	103,084,280.41
Other intangible assets	41,109,954.93	43,076,480.19
Property, plant and equipment	61,461,449.60	65,149,119.73
Long-term financial assets	2,717,816.59	1,555,089.25
Capitalized contractual costs	14,973,952.00	15,836,476.57
Finance leasing receivables	21,715,190.36	23,373,608.99
Claims from reinsurance coverage for pension obligations	4,634,533.70	4,664,533.70
Other long-term assets	1,455,628.49	2,373,011.80
Deferred taxes	17,099,345.04	17,703,996.91
	<b>268,252,151.12</b>	<b>276,816,597.55</b>
Short-term assets		
Inventories	6,255,470.11	3,770,189.52
Contract assets	3,107,214.12	3,475,645.71
Trade receivables	50,511,458.95	56,362,817.12
Finance leasing receivables	10,039,135.18	10,216,186.00
Short-term financial assets	1,548,132.85	1,674,772.65
Other short-term assets	38,472,296.11	35,374,339.64
Cash and cash equivalents	60,170,596.36	44,091,986.09
	<b>170,104,303.68</b>	<b>154,965,936.73</b>
	<b>438,356,454.80</b>	<b>431,782,534.28</b>



Figures in EUR	31.12.2021	30.09.2021
<b>LIABILITIES</b>		
<b>Equity</b>		
Subscribed capital	8,349,000.00	8,349,000.00
Capital reserve	32,337,372.27	32,337,372.27
Repayment of capital	-98,507.73	-98,507.73
Retained earnings	61,955,660.42	55,598,769.10
Accumulated other comprehensive income	-2,452,254.23	-1,884,668.84
Balancing item for foreign currency translation	-8,724.22	-4,587.78
	<b>100,082,546.51</b>	<b>94,297,377.02</b>
<b>Long-term liabilities</b>		
Long-term financial liabilities	130,195,738.11	133,540,012.90
Pension provisions	65,260,230.47	64,037,964.78
Other provisions	1,132,910.93	1,749,993.12
Other long-term liabilities	29,265.65	28,265.65
Deferred taxes	5,893,880.37	7,963,451.17
	<b>202,512,025.53</b>	<b>207,319,687.62</b>
<b>Short-term liabilities</b>		
Short-term financial liabilities	30,832,770.79	31,661,561.71
Other Provisions	15,790,625.39	16,426,900.08
Contract liabilities	11,641,903.33	13,530,734.55
Trade payables	14,904,798.44	11,421,574.49
Income tax liabilities	11,580,696.51	9,798,742.41
Other liabilities	51,011,088.30	47,325,956.40
	<b>135,761,882.76</b>	<b>130,165,469.64</b>
	<b>438,356,454.80</b>	<b>431,782,534.28</b>



## Consolidated Income Statement

Figures in EUR	Q1 2021/2022	Q1 2020/2021
<b>Revenues</b>	<b>123,162,417.54</b>	<b>108,616,205.36</b>
Other own work capitalised	497,986.41	369,009.74
Change in capitalized contractual costs	-862,524.57	633,609.73
<b>Total revenues</b>	<b>122,797,879.38</b>	<b>109,618,824.83</b>
Other operating income	2,782,505.45	1,949,187.62
Material expenses / Expenses for purchased services	44,839,300.42	41,330,130.09
Personnel expenses	54,529,148.09	48,737,540.69
Depreciation of property, plant and equipment and other intangible assets	8,787,819.02	8,295,918.16
Other operating expenses	6,998,079.99	6,651,885.49
<b>Operating income</b>	<b>10,426,037.31</b>	<b>6,552,538.02</b>
Financial income	249,163.95	261,702.24
Financial expenses	825,185.22	820,652.61
<b>Financial result</b>	<b>-576,021.27</b>	<b>-558,950.37</b>
<b>Earnings before taxes</b>	<b>9,850,016.04</b>	<b>5,993,587.65</b>
Taxes on income and profit	3,493,124.72	2,552,766.67
<b>Net income</b>	<b>6,356,891.32</b>	<b>3,440,820.98</b>

## Consolidated Statement of Comprehensive Income

Figures in EUR	Q1 2021/2022	Q1 2020/2021
<b>Net income</b>	<b>6,356,891.32</b>	<b>3,440,820.98</b>
<b>Other earnings before taxes</b>		
Recalculations of defined benefit obligations	-814,327.70	-4,628,121.92
Change in balancing items from currency conversion	-4,136.44	-1,809.74
<b>Other earnings before taxes</b>	<b>-818,464.14</b>	<b>-4,629,931.66</b>
<b>Income tax effects on other income</b>	<b>-246,742.31</b>	<b>-1,435,295.28</b>
<b>Comprehensive income</b>	<b>5,785,169.49</b>	<b>246,184.61</b>



## Consolidated Cash Flow Statement

Figures in EUR

	01.10.2021- 31.12.2021	01.10.2020- 31.12.2020
<b>Cash flow from operating income</b>		
Net income for the period	6,356,370.87	3,440,820.98
Interest received	0.00	-208,074.97
Interest paid	242,429.99	349,770.59
Depreciation and amortisation of current assets	8,787,819.02	8,295,918.16
Changes in pension provisions	407,938.83	233,851.06
Gains (-) / losses (+) on disposals of non-current assets	-4,190.97	-21,137.72
Increase (-) / decrease (+) of receivables or liabilities to shareholders, related and associated companies	-233,234.96	-5,804,877.81
Increase (-) / decrease (+) of inventories, trade receivables and other assets	5,770,367.33	3,364,058.10
Increase (+) / decrease (-) of trade payables and other liabilities	3,689,464.52	-6,669,003.08
Other non-cash transactions	238,330.52	83,266.21
<b>Cash flow from operating activities</b>	<b>25,255,295.15</b>	<b>3,064,591.52</b>
<b>Cash flow from investing activities</b>		
Cash inflow from sale of property, plant and equipment	14,567.66	162,167.86
Cash outflow for investment in property, plant and equipment	-1,071,828.62	-1,134,097.00
Cash inflow from sale of intangible assets	0.00	644.00
Cash outflow for investments in intangible assets	-583,905.78	-832,071.90
Cash outflow from investments in fully consolidated companies	-2,225,845.25	0.00
Cash inflow from liquidation of affiliated companies	30,000.00	0.00
Cash outflow for investments in long-term financial assets	-1,192,564.22	-1,045,150.00
Dividends received and investment income	5,200.00	0.00
Interest received	0.00	208,074.97
<b>Net cash used in investing activities</b>	<b>-5,024,376.21</b>	<b>-2,640,432.07</b>
<b>Cash flow from financing activities</b>		
Cash inflow from receipt of liabilities to banks	6,412.44	0.00
Cash outflow for the repayment of liabilities to banks	0.00	-229,163.00
Outflow for finance lease contracts as part of investments in own property, plant and equipment (as lessee)	-3,916,291.12	-3,058,018.30
Interest paid	-242,429.99	-349,770.59
<b>Net cash used in financing activities</b>	<b>-4,152,308.67</b>	<b>-3,636,951.89</b>
<b>Changes in cash and cash equivalents</b>	<b>16,078,610.27</b>	<b>-3,212,792.44</b>
Cash and cash equivalents at the beginning of the period	44,091,986.09	63,905,589.85
Cash and cash equivalents at the end of the period	60,170,596.36	60,692,797.41