



DATAGROUP

Expedition DATAGROUP

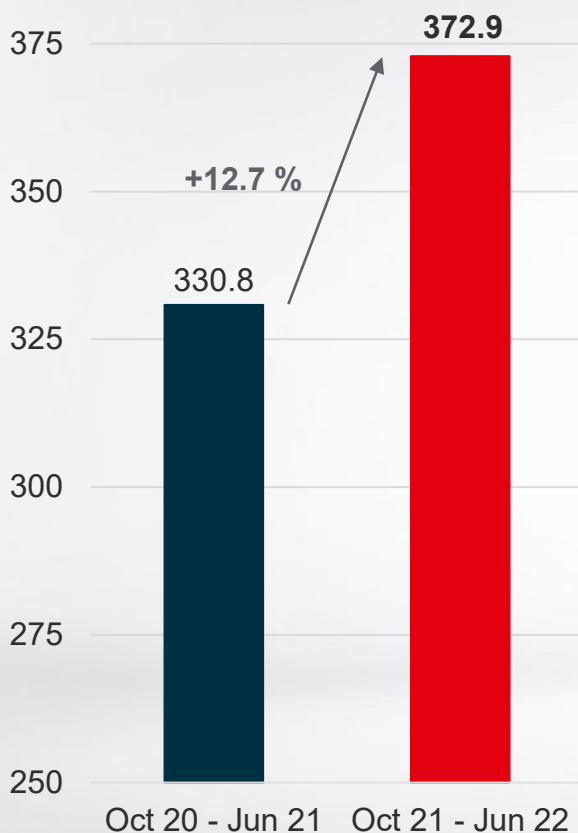
Analyst Presentation September 2022

- Q3 Figures 2021/2022 -

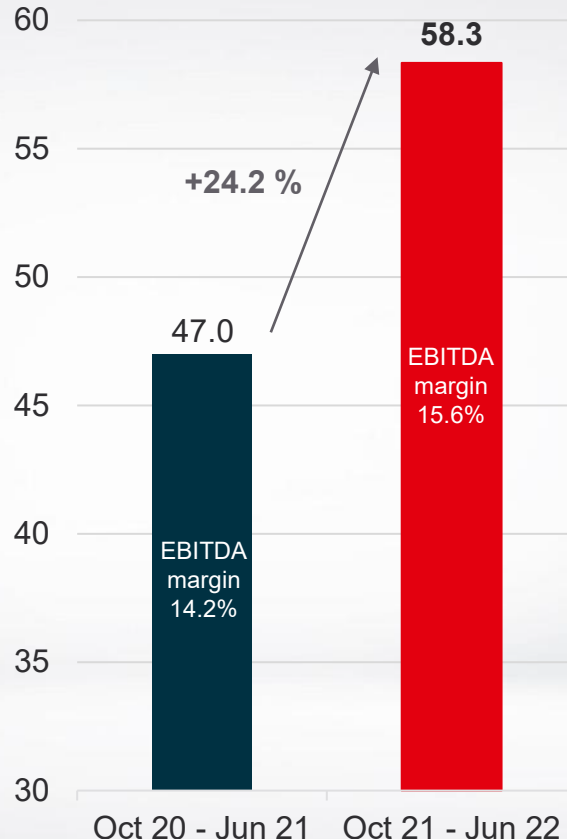
Q1- Q3 21/22 DATAGROUP Continues Success Story

Substantial Increase in Revenue, Margins and Earnings

Revenue €m



EBITDA €m

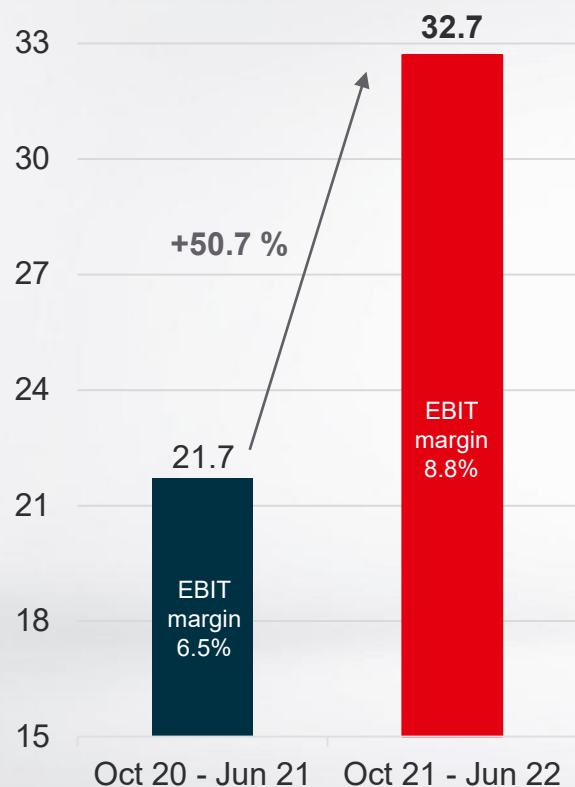


- Management confirms guidance
- Organic growth of 0.5% during last 12 months
- First-time consolidation of URANO and dna (today DATAGROUP BIT Oldenburg) on 1 May 2021
- First-time consolidation of Hövermann IT on 1 May 2022
- Solid sales performance with CORBOX
 - 15 new customers > 250k € p.a.
 - 32 contracts renewed
 - 19 contracts expanded

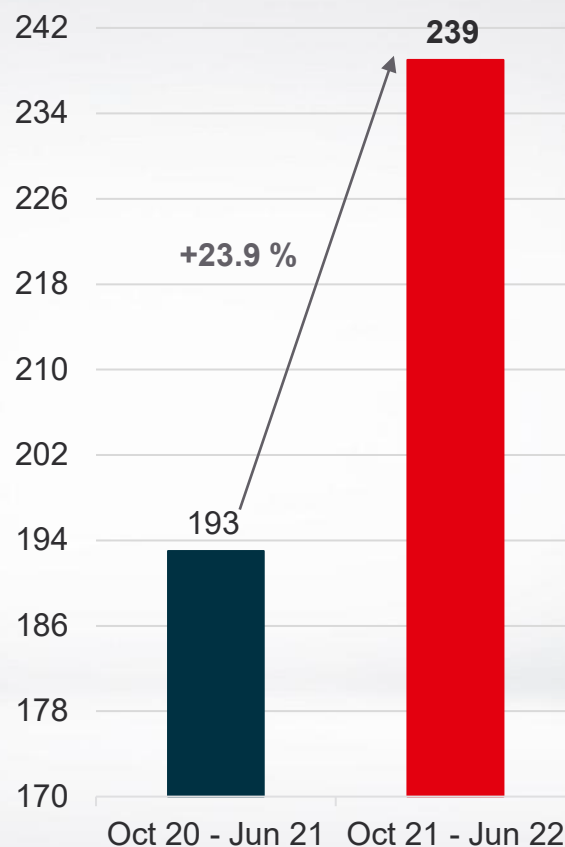
Q1-Q3 21/22 DATAGROUP Continues Success Story

Substantial Increase in Revenue, Margins and Earnings

EBIT €m



EPS cents



- Disproportionate increase in EBIT and EBITDA margins driven by significant improvement in efficiency

Excellent Q3 Results



- Strong performance across all DATAGROUP market units
- No negative impact from war in Ukraine and supply chain bottlenecks
- Outstanding performance of the two new acquisitions Urano and dna (today DATAGROUP BIT Oldenburg)
- Good order intake and contract renewals / expansions
- Acquisition of Hövermann IT

Kölnmesse Entrusts all its IT Services to DATAGROUP



- International exhibition corporation, no. 3 in Germany, and among the Top 10 worldwide
- Hosts some 80 exhibitions and 2,000 conferences and events per year
- Key business driver of the region

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

- 60-month operations with an option for another 5 years
- 10-month transition
- High availability environment for 24x7 operations
- Approx. 1,000 clients in full-service
- Approx. 600 smartphones/tablets
- Approx. 250 printers and 40 MFPs
- Support of POS systems, hubs, Infoscout terminals, vending machines
- On-site team to support exhibitions and events
- Large public cloud share and cloud governance with M365 and Intune



Selected P&L Ratios in Q3 21/22

Figures in € k	Q3 20/21	Q3 21/22	Change
Revenue	330,825	372,855	12.7%
Other own work capitalized	1,303	880	-32.5%
Changes in capitalized contract costs	-1,048	-2,299	119.4%
Total revenues	331,080	371,436	12.2%
<i>Material expenses / Expenses for purchased services</i>	116,673	131,434	12.7%
Gross profit	214,407	240,002	11.9%
<i>Personnel expenses</i>	154,322	168,505	9.2%
EBITDA	46,983	58,341	24.2%
EBIT	21,662	32,654	50.7%
<i>Financial result</i>	-1,509	-1,810	19.9%
EBT	20,153	30,844	53.0%
Net income	16,088	19,935	23.9%
EPS (in €)	1.93	2.39	23.9%

- Improvement of personnel expense ratio/ material expense ratio reflects efficiency gains in organization
- Proportion of services remains at 82.2% on a high level



Selected Balance Sheet Ratios in Q3 21/22

Figures in € k	30.06.21	30.06.22	Change
Goodwill	108,586	128,084	18.0%
Non-current liabilities	215,936	186,586	-13.6%
<i>thereof liabilities to banks</i>	78,009	69,049	-11.5%
<i>thereof leasing liabilities</i>	40,022	36,140	-9.7%
<i>thereof pension provisions</i>	68,892	52,682	-23.5%
Current liabilities	130,284	139,662	7.2%
<i>thereof liabilities to banks</i>	4,853	9,185	89.3%
<i>thereof leasing liabilities</i>	17,337	18,104	4.4%
Cash and cash equivalents	49,970	42,215	-15.5%
Trade receivables	50,937	55,538	9.0%
Trade payables	15,776	14,011	-11.2%
Total net debt	86,884	85,993	-1.0%
Equity ratio (in %)	19.8	25.9	
Equity ratio ¹⁾ (in %)	28.3	25.5	
Balance sheet total	431,769	440,543	2.0%

- Increase in goodwill due to acquisitions of Hövermann IT URANO and dna (today DATAGROUP BIT Oldenburg)
- Net debt amounts to € 85,993k
- Net debt / EBITDA = 1.1

1) Equity ratio = net income / average equity



Cash Flow in Q3 21/22

Figures in € k	Q3 20/21	Q3 21/22	Change	Notes
Cash flow from operating activities	40,720	58,275	43.1%	<ul style="list-style-type: none"> Shows the financial strength of the DATAGROUP companies
Cash flow from investing activities	-39,366	-40,400	2.6%	<ul style="list-style-type: none"> CAPEX : € 5,844k in Q3 21/22 after € 5,587k in Q3 20/21 Outflow of € 34,555k for acquisitions
Cash flow from financing activities	-15,293	-19,751	29.2%	<ul style="list-style-type: none"> Outflow for finance leases as a lessee € 9,915k in Q3 21/22 after € 6,194k in Q3 20/21 Outflow for dividend payment 8,331k in Q2 21/22 after € 0 in Q2 20/21
Changes in cash and cash equivalents	-13,938	-1,877	-86.5%	
Cash and cash equivalents on 30.06.	49,967	42,215	-15.5%	

Current Assessment of the Ukraine Conflict for DATAGROUP



DATAGROUP



- DATAGROUP employees, suppliers and customers currently not affected directly
- Increase in attacks on IT systems leads to an intensified threat situation

Organisational Security Measures in the Intensified Threat Situation



DATAGROUP

Central IT Governance, Risk and Compliance (IT-GRC)

Update and expansion of key initiatives

- Raising awareness among employees
- Increased alert readiness and testing of emergency plans
- Initiatives to strengthen resiliency and to ensure business continuity

Corporate Security Board (CSB)

Higher rate

- Accelerated implementation of centrally defined measures with all companies
- Intensification of governance and overarching cooperation

Security Competence Team (SCT)

Close monitoring of the current threat situation

- Increased meetings of the expert panel with internal and external expertise
- Analysis and assessment of current developments of the threat situation
- Derivation of needs for action

Security Operation Center (SOC)

Expansion Security Operation

- Staff and expertise expansion
- Greater service coverage 24x7

Expansion of the Security Services in the Intensified Threat Situation



PREVENTION

- Endpoint Detection and Response (EDR), early detection of anomalies and reaction on end devices
- Mailgateway with sandboxing as an option in Managed Exchange
- Net Security, network-level security features to protect against transmission of harmful content



DETECTION

- Security Information and Event Management (SIEM), the overarching alarm system for the detection of attacks in real time
- Vulnerability Management: Identification of IT Security vulnerabilities of the infrastructure in use



REACTION

- Immutable backups help protect against malicious data manipulation or encryption
- The THOR compromise scanner automates and accelerates forensic analysis after an attack

Further Development of Security Services



DATAGROUP



“We are on “red alert”,
at least in some areas
of the information
security sector.”

Arne Schönbohm, President of BSI

DATAGROUP's response:

- New, coordinated CORBOX Security Services along multiple lines of defence for prevention, detection and response
- Own Security Operation Center (SOC) with in-depth security experience and tooling for protection and monitoring of the CORBOX platforms



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
- Around 3,500 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

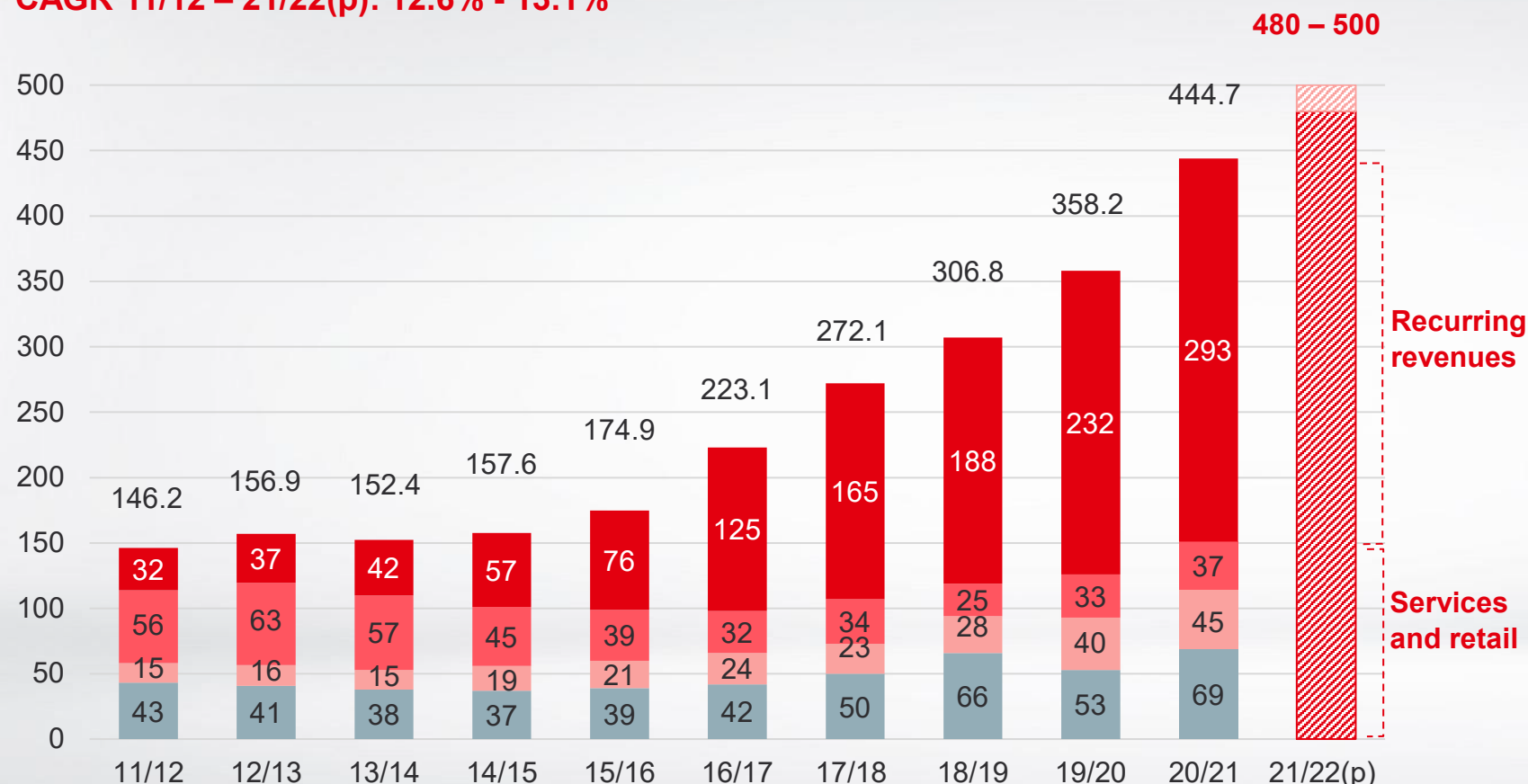


Service as a Product approach with long-term contracts, recurring service revenue and high margins

€m Revenue 11/12– 21/22(p)

Year to Date 10/21 – 06/22: € 372.9m

CAGR 11/12 – 21/22(p): 12.6% - 13.1%



Approx. 80% gross margin with recurring revenues in 20/21

- Recurring CORBOX cloud services
- Recurring non-cloud services
- Services
- Retail + Others

Fiscal year from 01.10. to 30.09.



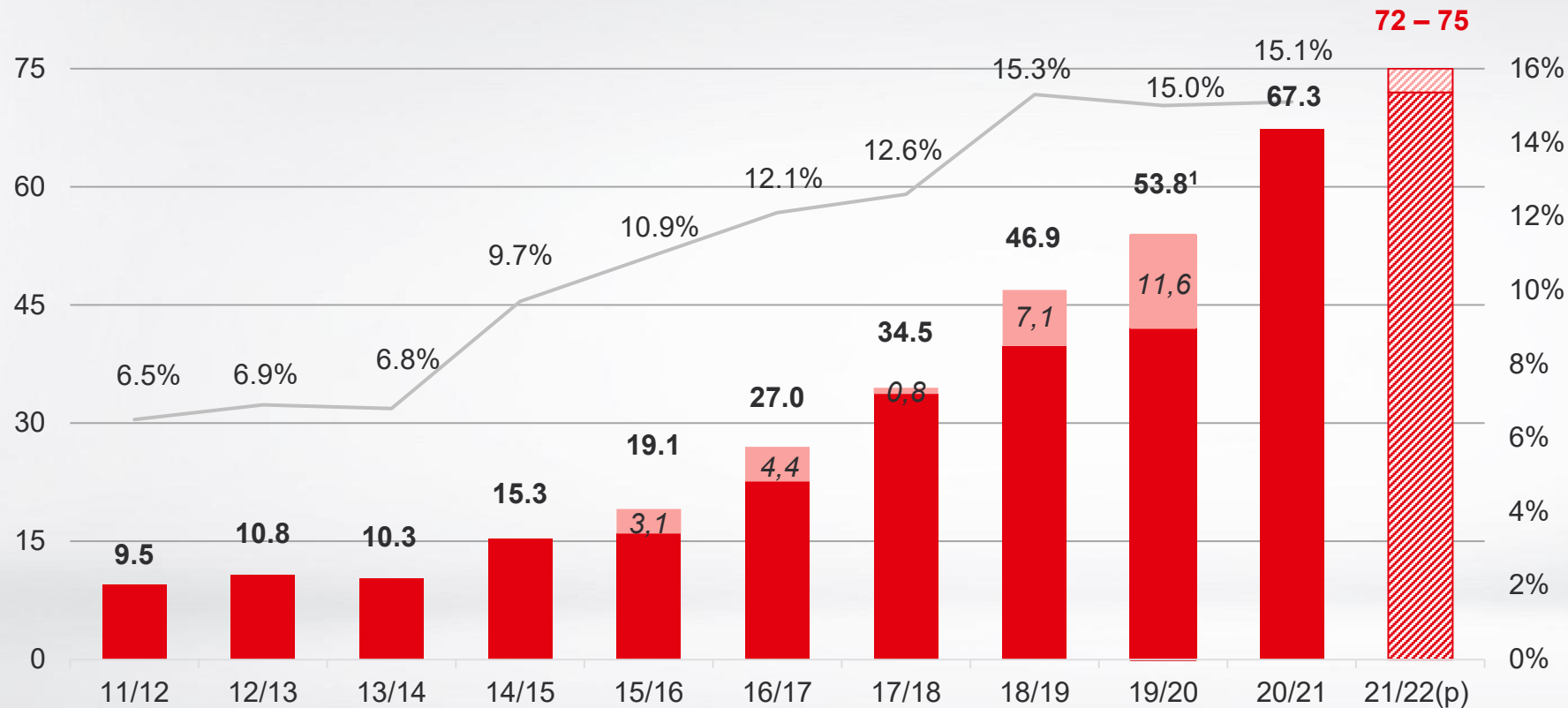
Development of EBITDA

€m EBITDA 11/12 – 21/22(p)

Year to Date 10/21 – 06/22: € 58.3m

CAGR 11/12 – 21/22(p): 22,5% - 23,0%

EBITDA margin 11/12 – 20/21



Operative EBITDA development confirms profitable growth course

One-off effects out of acquisitions

EBITDA margin

¹ Before risk provisions
Fiscal Year 01.10 – 30.09



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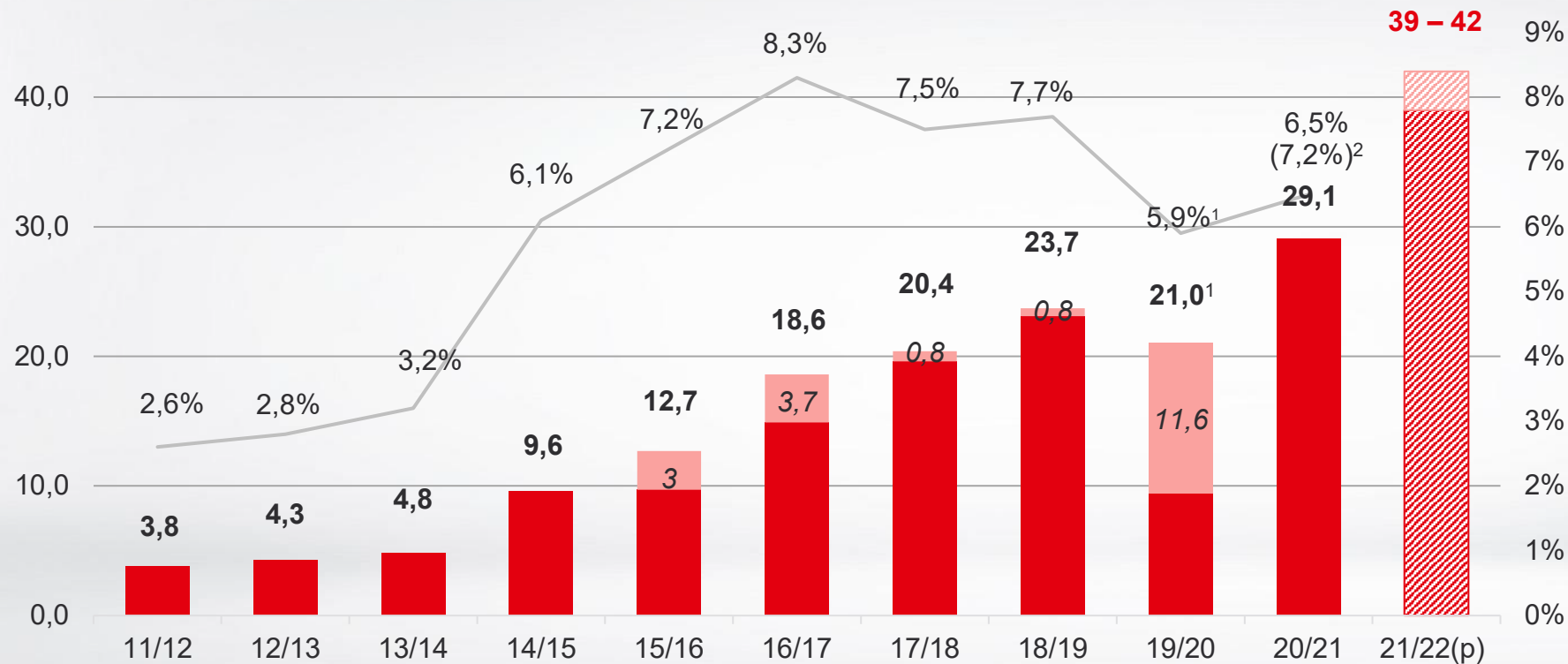
Development of EBIT

€m EBIT 11/12 – 21/22(p)

Year to Date 10/21 – 06/22: € 32.7m

CAGR 11/12 – 21/22(p): 26.2% - 27.2%

EBIT margin 10/11 – 20/21



DATAGROUP had realized extraordinary purchase price bargains over the past five years. In the reporting year, EBIT was achieved without such effects.

One-off effects out of acquisitions

EBIT margin

¹ Before risk provisions

² There were extraordinary write-offs of € 3.15m in the fiscal year. When excluding this special effect, EBIT would have amounted to € 32.21m (EBIT margin 7.2%)

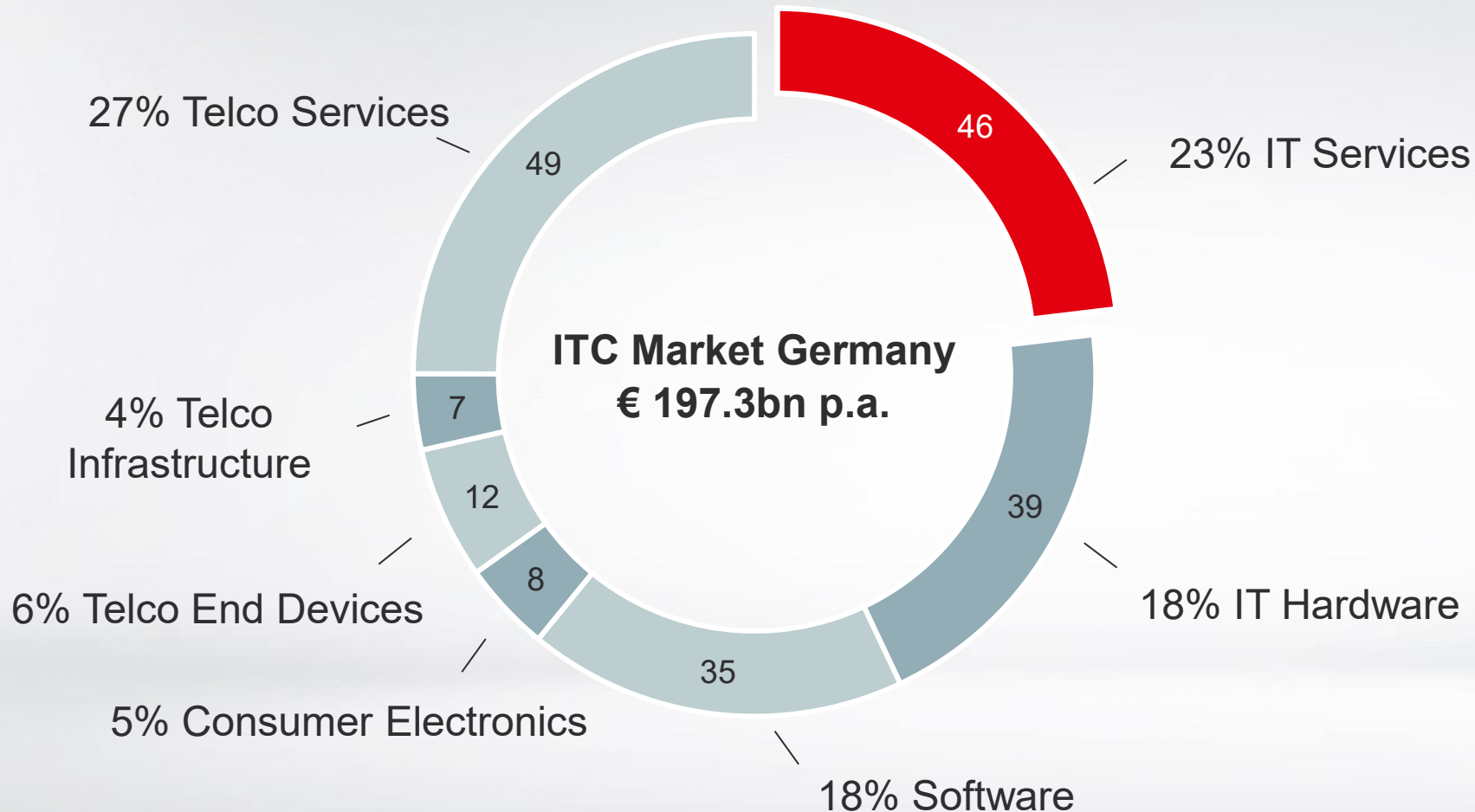
Fiscal Year 01.10 – 30.09.

Growth Strategy

DATAGROUP Grows Stronger Than the Market



DATAGROUP



- Bitkom expects market growth of 4.2% compared to 2022 and thus significant recovery after Corona-related decline
- Major increases in demand of IT services (+ € 2m) Hardware (+ €2.2m) and software (+ € 3m)
- Average sales growth of 15.1% since 10/11 at DATAGROUP

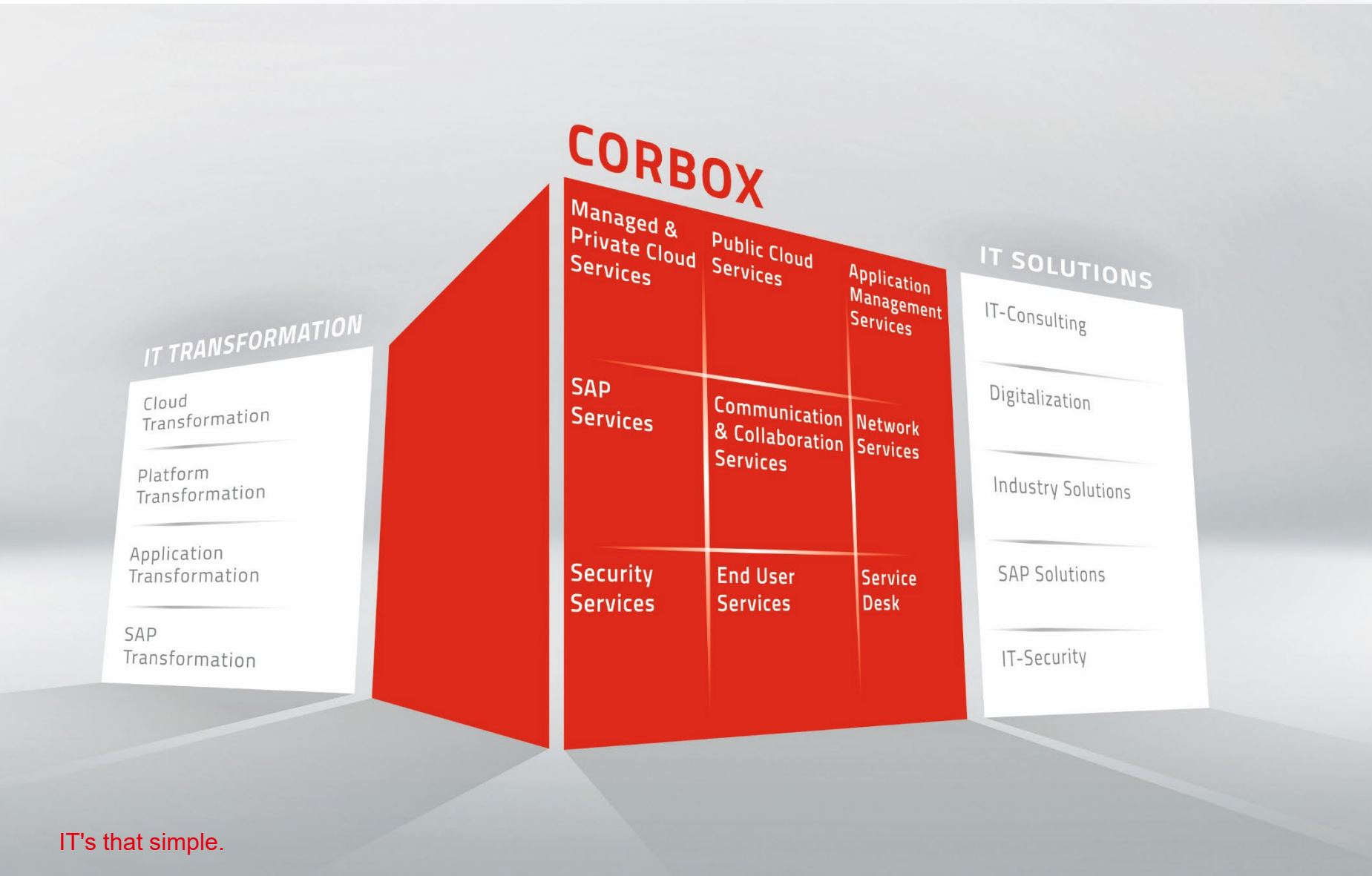
in € bn

Source: Bitkom, July 2022

Our Full Service Offer for Companies as USP



DATAGROUP



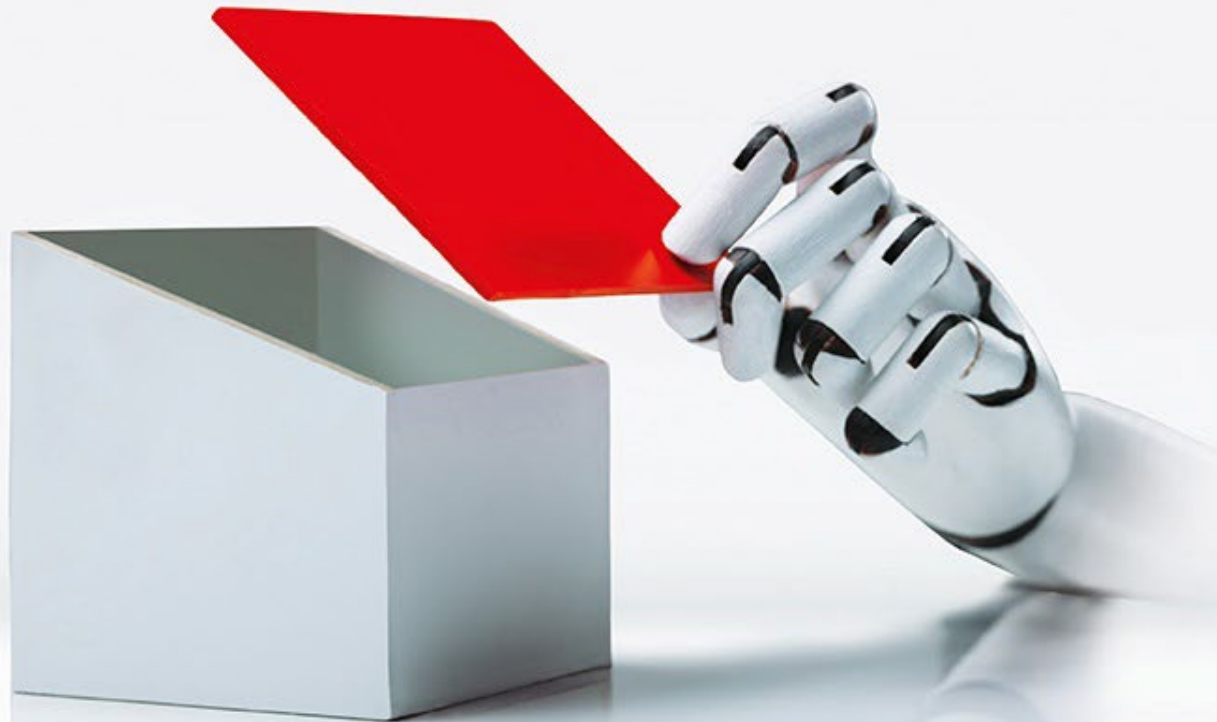
- “Service as a Product” replaces “Time-and-Material”
- Modular offering for care-free IT
- Economies of scale through industrial production
- ISO 20000 certified (TÜV Süd)

1. On the Basis of Standardization

Factory Manufacturing of IT Operations

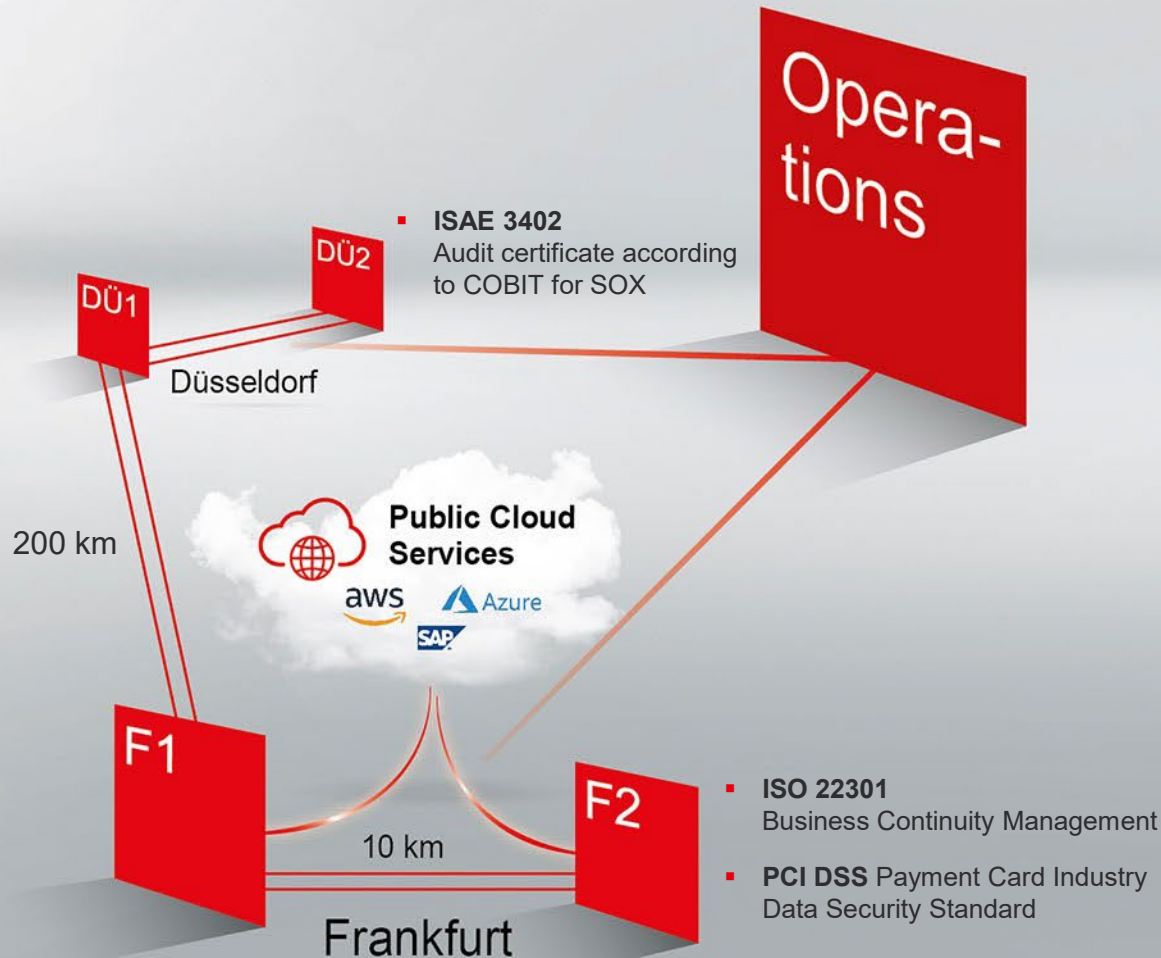


DATAGROUP



- 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

2. On the Basis of Data Centers in Germany in Colocation with public cloud integration



- Improved disaster recovery abilities based on a joint Data Center backbone in Frankfurt-Düsseldorf
- Optimal public cloud connection to DECIX and ECIX
- Integration of Nuremberg Data Center location into the central Data Centers
- Sustainability improved thanks to concentration at energy-efficient locations
- Further integration of acquired Data Center locations
- CAPEX light



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. On the Basis of the Highest Security Standards



Quality of services rendered and information security have the highest priority

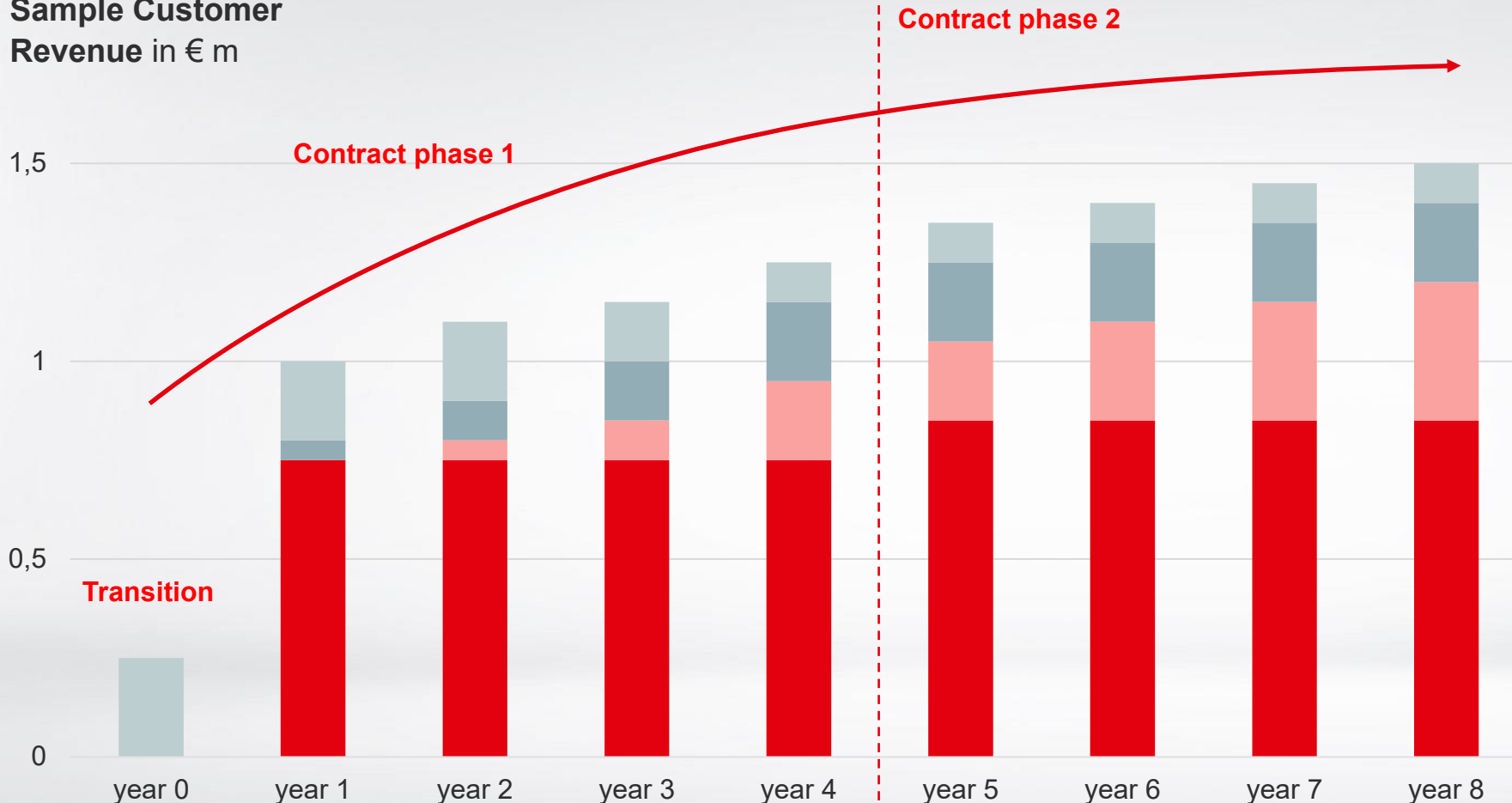
Guidelines, processes and procedures are reviewed on a regular basis, also by external audits:

- **ISO 27001 Native + ISO 27018 (Extension)**
Information security
- **ISO 27001 on the basis of IT Baseline Protection**
Information security
- **ISO 20000**
IT service management
- **ISO 9001**
Quality management
- **ISAE 3402**
Certificate from audit pursuant to COBIT for SOX
- **TISAX**
A standard for information security defined by the automotive industry



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



Exhibition
Full Outsourcing
5 years, ca. € 3.5m / year



Software development
Managed & Private, Public Cloud Services
2 years, ca. € 0.4m / year



Energy
Full Outsourcing
5 years, ca. € 3.4m / year



Public authorities
Managed Cloud, Application Management Services
4.5 years, ca. € 0.8m / year



Logistics
Managed & Private Cloud, Public Services
5 years, ca. € 1.4m / year



Industrial bakery
Managed Cloud, SAP, Service Desk
4 years, ca. € 2.5m / year



Toy manufacturer
Public Cloud, End User Services, Service Desk
3 years, ca. € 0.6m / year

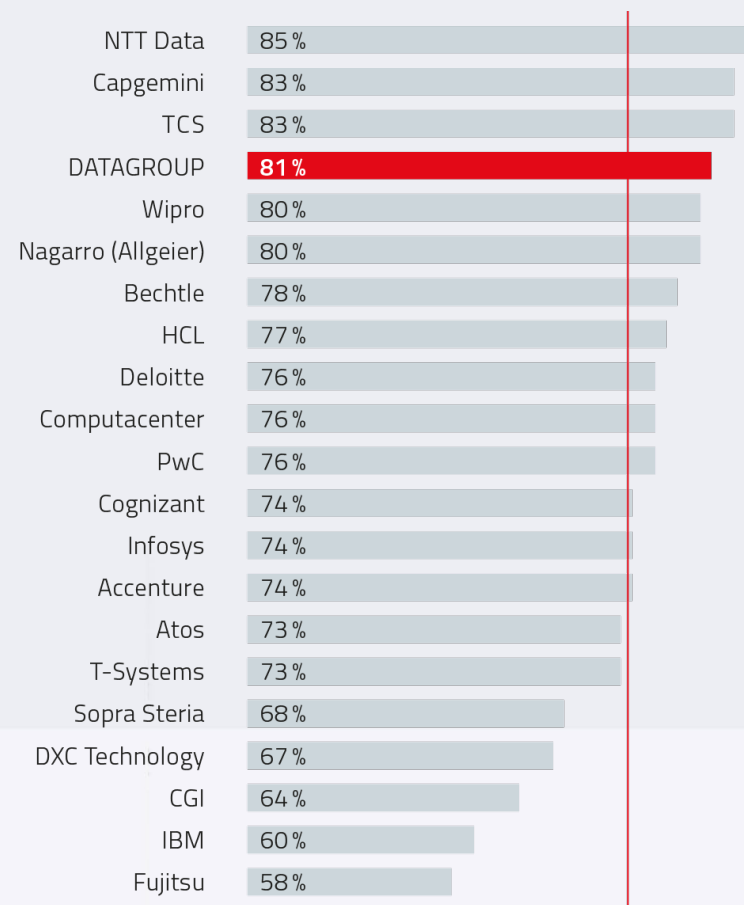
and many more...

- No cluster risk
- No sector risk
- No market risk

DATAGROUP Top in Customer Satisfaction



DATAGROUP



Average = 74 %

- Roughly 830 outsourcing and cloudsourcing contracts rated by customers
- Comparison of 21 IT service providers
- Among the Top 5 again with top ratings in:
 - First place in contractual flexibility, business understanding, transformation quality
 - Second place in cloud capability
- DATAGROUP is far above the average in all disciplines

Source: 2021 Study on IT Outsourcing in Germany by Whitelane Research and Navisco AG

IT's that simple.

Collecting Top Marks as Employer



DATAGROUP



IT's that simple.

- **“50 best employer for IT professionals”**
golem.de in cooperation with Statista, 11/21
- **“Top career opportunities 2021”**
Stern in cooperation with Statista, 05/21
- **“Top employer diversity”**
Stern in cooperation with Statista, 05/2021
- **“Germany’s best employers 2021”**
Stern in cooperation with Statista, 01/2021
- **“Leading Employer Germany 2020”**
Die Zeit, 01/2020
- **“Germany’s most innovative work places”**
Hamburgisches Weltwirtschaftsinstitut, 01/2020
- **“Most attractive IT service provider 2020”**
FAZ Institute, 01/2020

Extract from our Academic Collaborations

An Investment in the Future of our Teams



Technische Hochschule Rosenheim

Cooperation with innovation laboratory

- Cooperation since summer 2021
- Two projects already initiated: in software development and IT consulting



Hochschule Mainz

Cooperation partner in Business Informatics cluster

- Award for outstanding final papers in IT
- Financial support for promotion of new talent



Hochschule Aalen

Member of Economic Advisory Committee of Aalen University

- Participation in shaping degree programs

- Numerous other local campaigns and collaborations
- Furthermore, DATAGROUP currently employs some 180 apprentices and students



Dual Growth Strategy

Anorganic vs. Organic Growth – Ambition



■ Anorganic growth

■ Organic growth from upselling existing customers

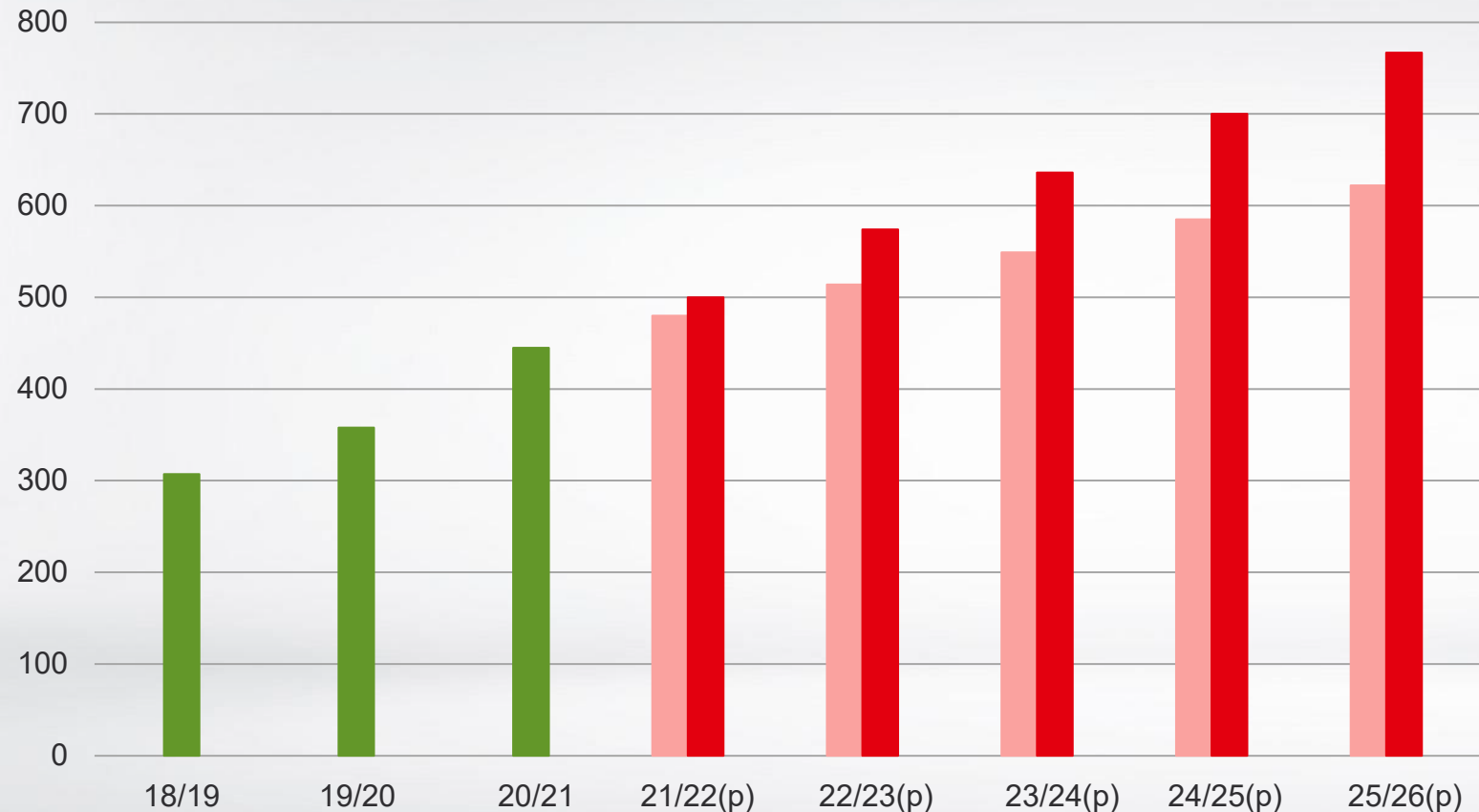
■ Organic growth through new customer acquisition

- 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



New Management Ambition by 25/26: Revenue of € 750M

Revenue in €m



Our ambition
by 25/26:

- Revenue of € 750m
- from 22/23:
- > 15% EBITDA
- > 9% EBIT

- Min. revenue development
- Max. revenue development
- Generated total revenue

Fiscal year from 01.10. to 30.09.



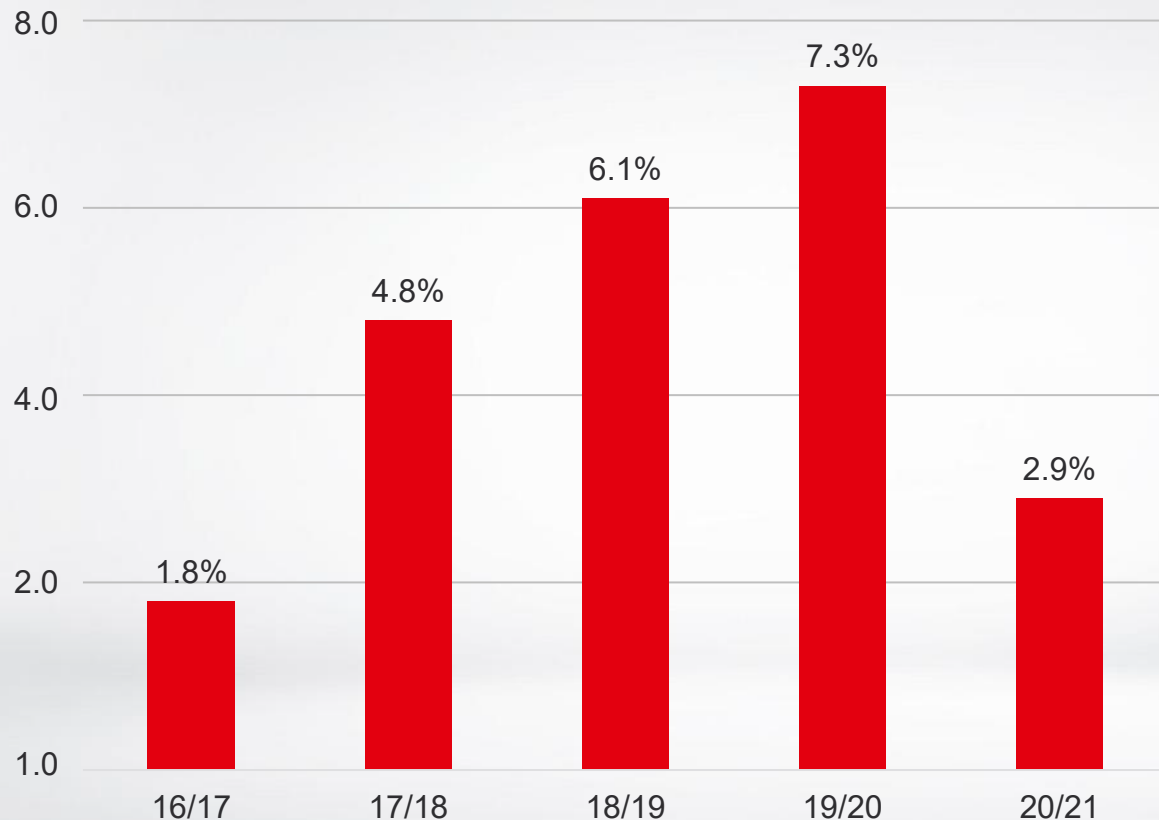
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- EBIT guidance: € 39 – 42m
- Medium-term EBIT target: 9%
- Measures to achieve the objective
 - Reduction of capex and depreciation (AfA)
 - Absolute and relative reduction in rental expenses and depreciation (AfA) due to reduction in office space as a result of the Covid pandemic.
 - Profitabilization of currently underperforming subsidiaries DG BIT Düsseldorf (prev. DG FIS) and DG Ulm
 - Growing degree of digitalization and automation of our services leads to higher efficiency



End of Investment Cycle – Depreciation Returns to Normal

Development of investments in relation to service revenue 16/17 – 20/21 in %



- Increased investment activity since 2017/18
 - Acquisition of IKB Data (today DATAGROUP BIT Düsseldorf) in August 2017 triggers platform investment in second Data Center location in Düsseldorf
 - Streamlining of organization and consolidation of production and production units
 - Centralization of locations, e.g. in Hamburg

M&A-Historie



DATAGROUP

Messerknecht
(120 employees), Oct. 2006

ICP
(15 employees), Oct. 2006

EGT Informationssysteme
(25 employees), Jan. 2007

Hamann und Feil
(20 employees), Oct. 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
(104 employees), Apr. 2021

URANO Informationssysteme
(300 employees), May 2021

Hövermann IT
(55 employees), Apr. 2022



Our Most Recent Acquisition: Hövermann IT



- Acquisition of 100 % of the shares in Hövermann IT, consisting of Hövermann IT-Gruppe GmbH, Hövermann ERP Consulting GmbH, and Hövermann Rechenzentrum GmbH with headquarters in Ibbenbüren
- Hövermann is running its own data center and has acknowledged expertise in SAP Business One, an SAP ERP solution focused on Mittelstand companies
- The company has been a certified SAP and Microsoft Gold Partner for years
- Hövermann is the largest full-service provider of its region with its IT services and IT consulting offering and its expertise in SAP Business One
- With a staff of some 55 employees, the company is focused on small and mid-sized corporate customers and has generated annual revenues of some € 9m in the last reporting period
- This acquisition strengthens DATAGROUP's footprint in North Rhine-Westphalia and expands its SAP expertise in SAP Business One



New Acquisitions in 20/21: dna GmbH



- Acquisition of 100% of the shares in dna Gesellschaft für IT Services mbH based in Berlin, Hanover and Oldenburg
- dna is specialized in services and user support for IT infrastructures and IT applications, especially for the financial services companies of the German Sparkassen Finanzgruppe
- DATAGROUP Banking & Insurance IT Services (BIT) was established together with DATAGROUP BIT Düsseldorf (previously DATAGROUP Financial IT Services) and DATAGROUP BIT Hamburg (previously Portavis), which resulted in significant synergy potential for the services provided to our customers from the banking and financial services sectors
- Has 104 employees and generates revenues in the high single-digit million euro ranges in the current fiscal year
- Change of name to DATAGROUP BIT Oldenburg GmbH in December 2021

New acquisitions in 20/21: URANO Informationssysteme GmbH



DATAGROUP



- Participation agreement for the acquisition of 70% of the shares in URANO Informationssysteme GmbH and for the remaining 30% in 2023
- URANO has roughly 300 employees providing IT services for private sector and public sector organizations.
- The company has thirty years of experience and has been a reliable partner for public authorities in Hessen and Rhineland-Palatine for years
- The acquisition was a classical win-win situation:
 - CORBOX expands the portfolio of URANO, for instance by SAP and Security Services
 - DATAGROUP strengthens its footprint in Hessen and Rhineland-Palatine and expands its portfolio by interesting solutions, for instance in the school system



DATAGROUP

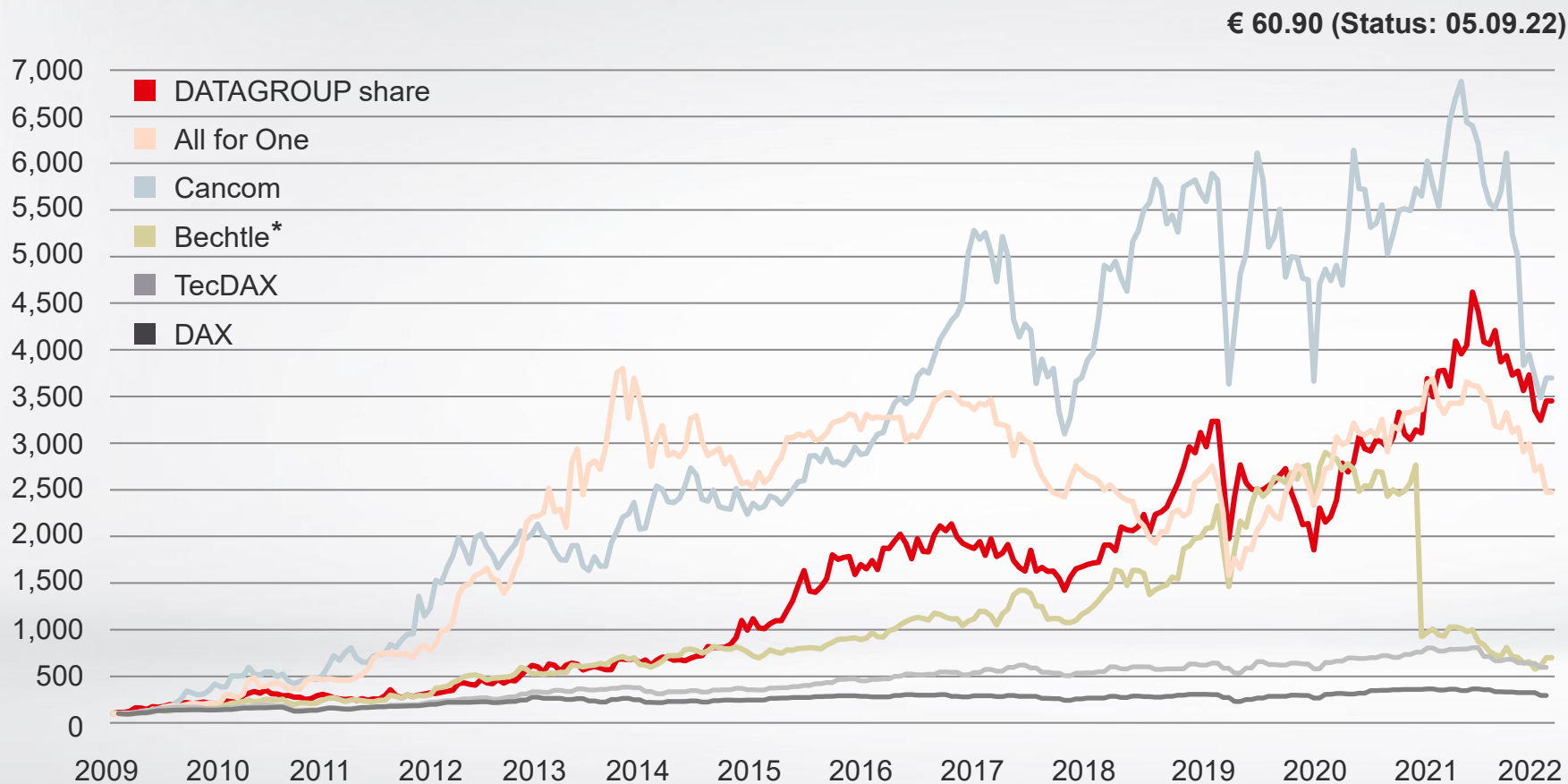
IT's that promising.
Share Information



DATAGROUP

DATAGROUP Share vs. Indices and Peer Group

In %



* Share split in the ratio 1:3 as of 16.08.2021

IT's that simple.

Ratings

Berenberg

95.00€, Buy

Stifel Europe

93.00€, Buy

M.M. Warburg Research

93.00€, Buy

Baader Helvea

69.00€, Add

Quirin Private Bank

108.00€, Buy

Hauck & Aufhäuser

125.00€, Buy

Bankhaus Metzler

88.00€, Buy

Analyst Consensus Estimates



In €m	Actual data	Consensus estimates			
	20/21	20/21	21/22	22/23	23/24
Revenue	444.7	449.7	497.4	527.2	556.2
<i>Change year-on-year (%)</i>	<i>24.1</i>	<i>25.5</i>	<i>11.8</i>	<i>6.0</i>	<i>5.5</i>
EBITDA	67.3	64.2	77.4	84.6	90.3
<i>EBITDA margin (%)</i>	<i>15.1</i>	<i>14.3</i>	<i>15.6</i>	<i>16.1</i>	<i>16.2</i>
EBIT	29.1	30.1	41.1	47.9	53.2
<i>EBIT margin (%)</i>	<i>6.5 (7.2)*</i>	<i>6.7</i>	<i>8.3</i>	<i>9.1</i>	<i>9.6</i>
Earnings after taxes	21.0	20.0	26.6	31.3	35.3
<i>EAT margin (%)</i>	<i>4.7</i>	<i>4.4</i>	<i>5.4</i>	<i>5.9</i>	<i>6.3</i>

*Extraordinary write-downs of € 3.15m in the fiscal year When excluding this special effect, EBIT would have amounted to € 32.21m (EBIT margin 7.2%)

Source: Bloomberg as of 18.08.22

Our Commitment to the Environment, Social Affairs and Corporate Governance

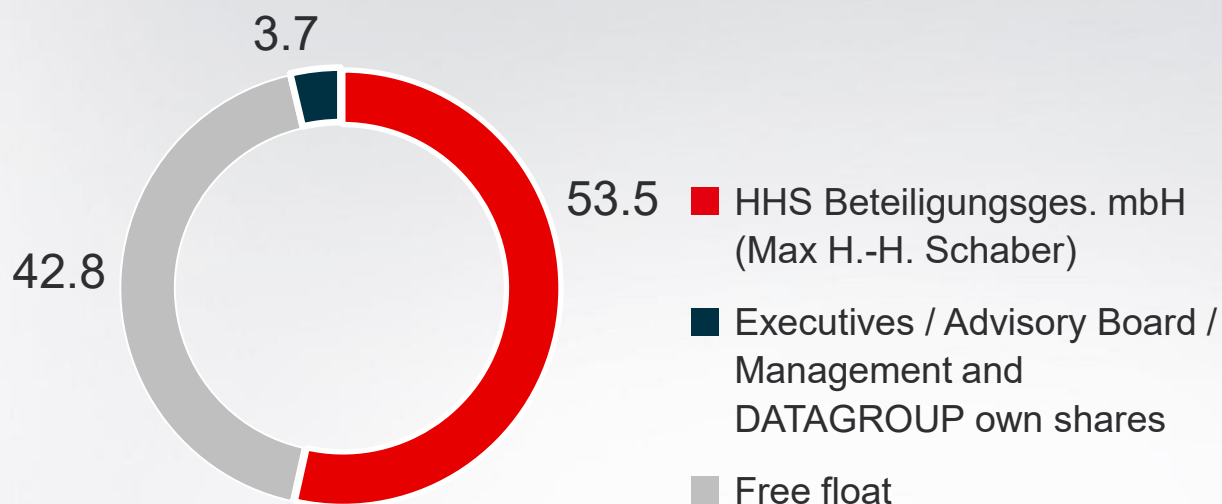


- Publication of an ESG report for the first time
- We give insight into our leitmotifs and principles of sustainable business management, our activities for the protection of the environment and selected social projects that support our employees

„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,
Founder and Member of the Supervisory Board

Shareholder Structure and Stock



Investor	Percent %
KBC Group NV	1.32
Universal Investment	1.06
CM-CIC Asset Management	0.96
Mandatum Life Fund	0.93
TaaleriTehtaan Rahas	0.81
Lazard Ltd	0.69
Deutsche Bank AG	0.59
Massachusetts Mutual	0.57

* Hauck & Aufhäuser - Report, August 2022

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

IPO

- Initial public offering: 14. September 2006
- Issue price: 3.20 €

Share

- Share value: 60.90 € (05.09.22)
- Market Cap: 508.5m € (05.09.22)



Extract From the Financial Calendar



- **23.08.22** Publication of Q3 Results for FY 21/22
- **19.09.22** Berenberg and Goldman Sachs German Corporate Conference, Munich
- **23.09.22** Baader Investment Conference 2022, Munich
- **17.-18.10.22** CF&B European Midcap Event
- **22.11.22** Publication of Preliminary Results for FY 21/22
- **28.-30.11.22** Deutsches Eigenkapitalforum, Frankfurt
- **06.12.22** Berenberg European Conference, Pennyhill Park

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DATAGROUP



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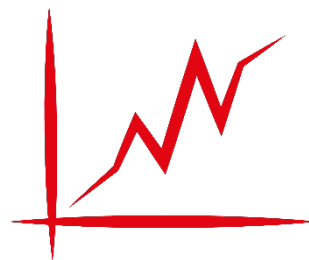
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16 Consecutive Years of Growth

An Invest in DATAGROUP is that...



... PROFITABLE



15.1%
EBITDA margin

6.5%
(7.2%)*
EBIT margin

... SECURE



15.1%
Revenues CAGR
CAGR 10/11 – 20/21

74%
Recurring revenues

... STRONG



around 3,500
Employees

>30
Main locations
throughout Germany

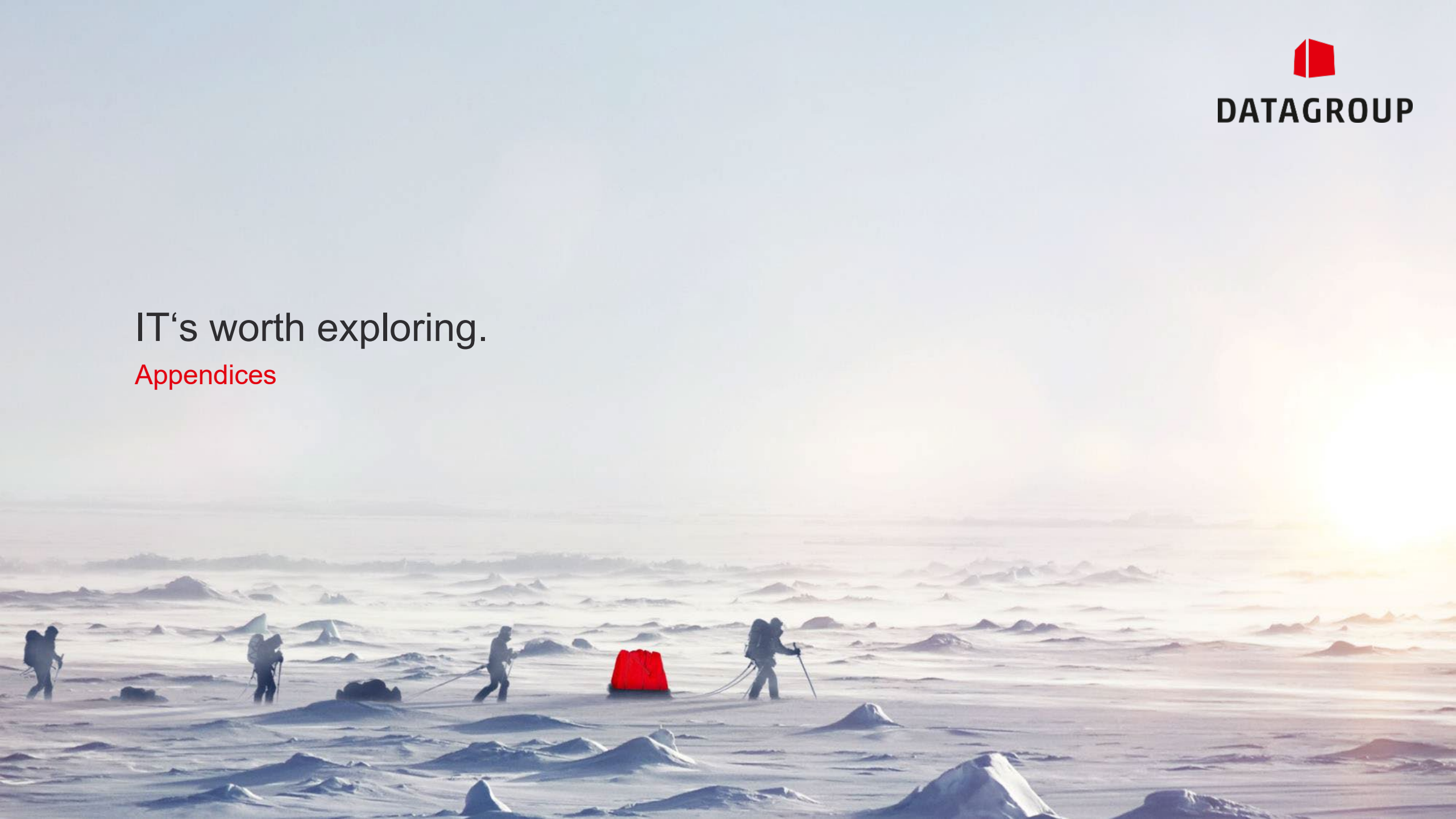
*There were extraordinary write-offs of € 3.15m in the fiscal year.
When excluding this special effect, EBIT would have amounted to € 32.21m (EBIT margin 7.2%)
Fiscal Year 20/21



DATAGROUP

IT's worth exploring.

Appendices





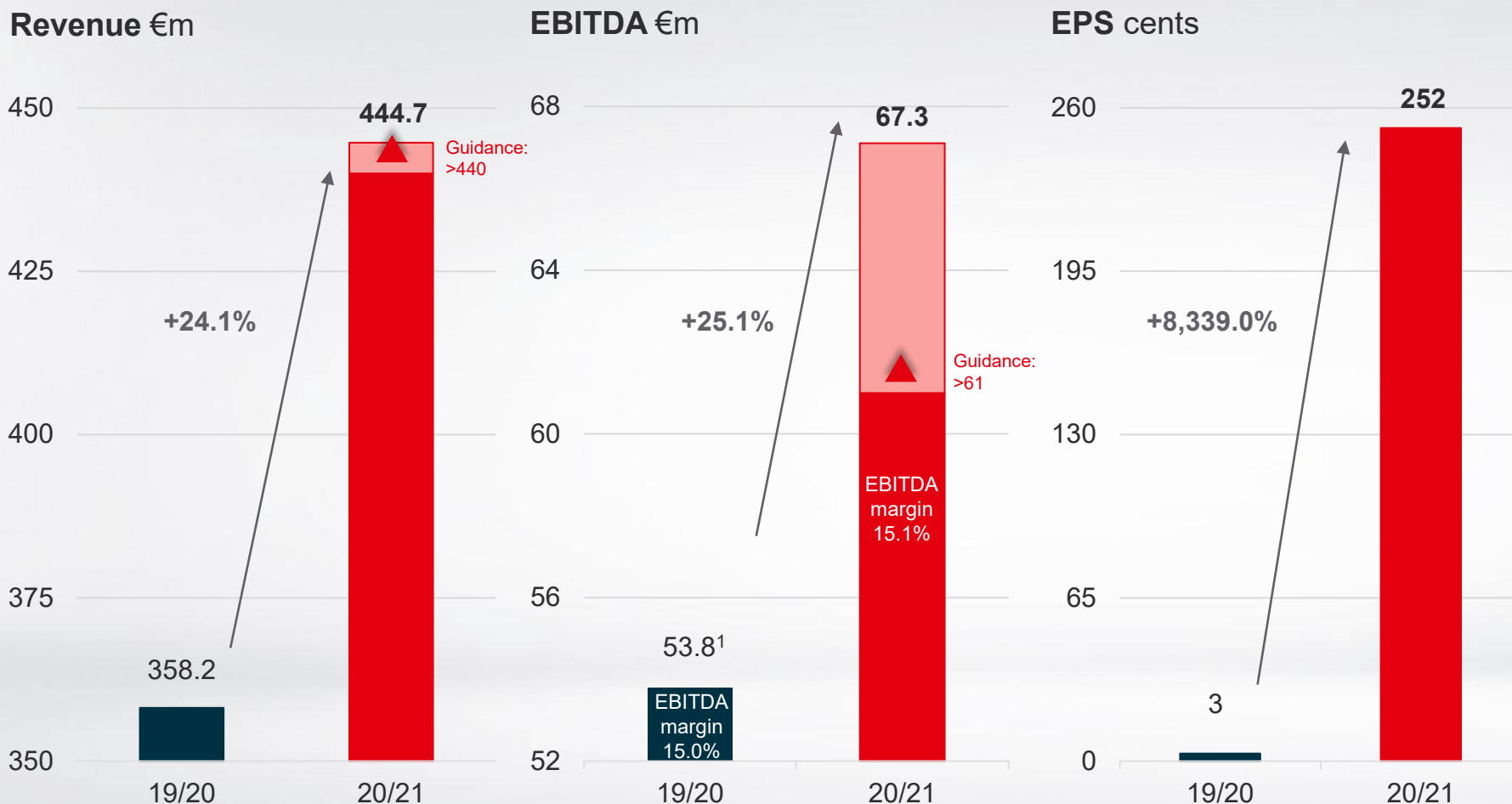
DATAGROUP

IT's that promising.

Fiscal Year 20/21



DATAGROUP Significantly Exceeds Guidance with Record Results



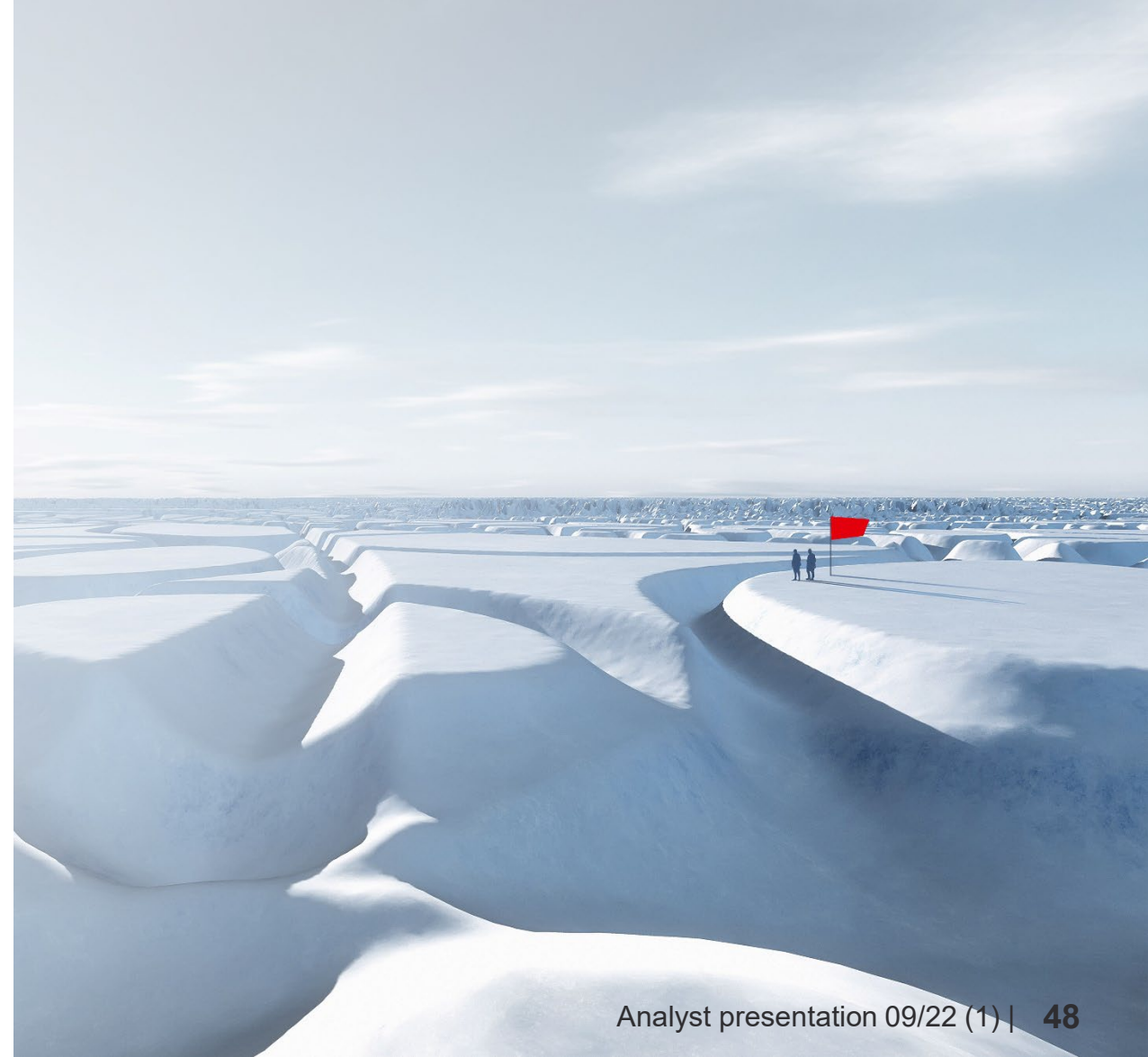
- Organic growth of 7.7%
- First-time consolidation of URANO and dna (today DATAGROUP BIT Oldenburg) as of 01.05.21

¹ Before risk provision



The Basis of Our Record Results

- Performance of fully integrated DATAGROUP companies exceeds expectations
 - Higher contribution from CORBOX
 - Increase in efficiency in central production
 - CAPEX reduction
- Start-up of new customer systems and, in part, significant upselling into existing customers lead to strong organic growth (7.7%):
 - 18 new customers
 - 42 contracts renewed
 - 27 contracts expanded
- Impetus for digitization due to Covid-19





Selected Profit and Loss Statement Figures FY 20/21

Figures in € k	19/20	20/21	Change
Revenue	358,211	444,708	+24.1%
Other own work capitalized	1,743	1,720	-1.3%
Changes in capitalized contract costs	7,274	-1,938	-126.6%
Total revenues	367,228	444,490	+21.0%
<i>Material expenses / Expenses for purchased services</i>	119,143	149,495	+25.5%
Gross profit	248,085	294,995	+18.9%
<i>Personnel expenses</i>	187,991	213,038	+13.3%
EBITDA	53,807¹	67,286	+25.1%
EBITDA margin (in %)	15.0	15.1	
EBIT	20,988¹	29,058	+38.5%
EBIT margin (in %)	5.9	6.5 (7.2)*	
<i>Financial result</i>	-2,375	-1,927	-18.9%
EBT	6,613	27,131	+310.3%
Net income	249	21,013	+8,339.0%
EPS (in €)	0.03	2.52	

*There were extraordinary write-offs of € 3.15m in the fiscal year. When excluding this special effect, EBIT would have amounted to € 32.21m (EBIT margin 7.2%)

To this end, provisions had been set up on June 30, 2020 in the total amount of € 12.0m which were offset by other operating income due to a negative difference from the purchase price allocation (badwill) of € 11.6m from the acquisition of Portavis. Further, operating losses of some € 12m were handled.

¹ Before risk provision



Selected Balance Sheet Numbers and Ratios FY 20/21

Figures in € k	30.09.20	30.09.21	Change
Goodwill	62,501	103,084	+64.9%
Non-current liabilities	206,019	207,320	+0.6%
<i>thereof liabilities to banks</i>	78,163	78,224	+0.1%
<i>thereof leasing liabilities</i>	42,664	40,059	-6.1%
<i>thereof pension provisions</i>	72,790	64,038	-12.0%
Current liabilities	113,181	130,165	+15.0%
<i>thereof liabilities to banks</i>	12,314	0	-100.0%
<i>thereof leasing liabilities</i>	15,945	17,079	+7.1%
Cash and cash equivalents	63,937	44,092	-31.0%
Trade receivables	41,255	56,363	+36.6%
Trade payables	12,491	11,422	-8.6%
Total net debt	63,044	87,520	+38.8%
Equity ratio ¹⁾ (in %)	17.2	21.8	+26.7%
Return on equity ²⁾ (in %)	0.4	26.2	+6,448.2%
Balance sheet total	385,352	431,783	+12.0%

- Increase in net debt by € 35m due to investments in acquisitions
- Increase in goodwill is due to acquisition of Urano and dna (today DATAGROUP BIT Oldenburg)

URANO Informationssysteme GmbH and dna Gesellschaft für IT Services GmbH have been included in the consolidated financial statements for the first time as per 1.5.21. The purchase price allocations drawn up for this purpose should be considered provisional. The acquired assets and liabilities were subject to a preliminary assessment.

1) Modified equity ratio incl. equity-like instruments

2) Return on equity = net income / average equity



Cash Flow FY 20/21

Figures in k€	19/20	20/21	Change	Comments
Cash flow from operating activities	21,684	49,998	130.6%	<ul style="list-style-type: none"> Driven by good operating earnings
Cash flow from investing activities	12,595	-44,568	-453.9%	<ul style="list-style-type: none"> Outflow of € 35.7m in FY for acquisition of URANO and dna (today DATAGROUP BIT Oldenburg), inflow of € 35.6m in previous year from Portavis deal Capex € 11.0m, € 22.2m in PY
Cash flow from financing activities	-17,679	-25,244	42.8%	<ul style="list-style-type: none"> No dividend distribution (€ 5.8m in PY) Repayment of promissory note loan € 12m (PY: € 8m)
Change in cash and cash equivalents	16,601	-19,814	-219.4%	

Management Board



Andreas Baresel
Chief Executive Officer, responsible for Supply Units & Production

Member of the Management Board (CPO) of DATAGROUP SE since October 2018. He is responsible for the Production department. Takeover of the position of Chairman of the Executive Board from Max H.-H. Schaber since March 2022.

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 2012 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.



Oliver Thome
Chief Financial Officer

Oliver Thome has been a member of the DATAGROUP SE Managing Board since October 2021 and is responsible for the Finance department.

The business economist already has 15 years of management experience in the IT sector, both in listed and owner-managed medium-sized companies.

Before joining DATAGROUP, he was Managing Director and CFO at the Controlware Group, a managed service provider from Germany.



Dr. Sabine Laukemann
Chief Officer, responsible for Human Resources, Strategy and Organization

Dr. Sabine Laukemann has been a member of the Management Board of DATAGROUP since April 2022 and is responsible for Human Resources, Strategy and Legal Affairs.

She studied communication science and received her PhD in M&A on the topic of communication in change management.

She has held several management positions at DATAGROUP since 2003, initially as IT Consultant and Head of Corporate Communications, and then as Managing Director of a predecessor company of today's DATAGROUP Consulting Services GmbH, and finally as Representative Director HR since 2018. During her career in the company, she has played a key role in numerous strategic projects, including the IPO in 2006, the establishment of the Investor Relations segment, the guidelines for business combinations ("100 Days DATAGROUP") and of the DATAGROUP 2020/2025 strategy.

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.



Max H.-H. Schaber
Member of the Supervisory Board

Founder of DATAGROUP SE. From 2006 until March 2022 Mr. Schaber has been a member and Chairman of the Executive Board (CEO) of DATAGROUP SE.

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.



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