



DATAGROUP

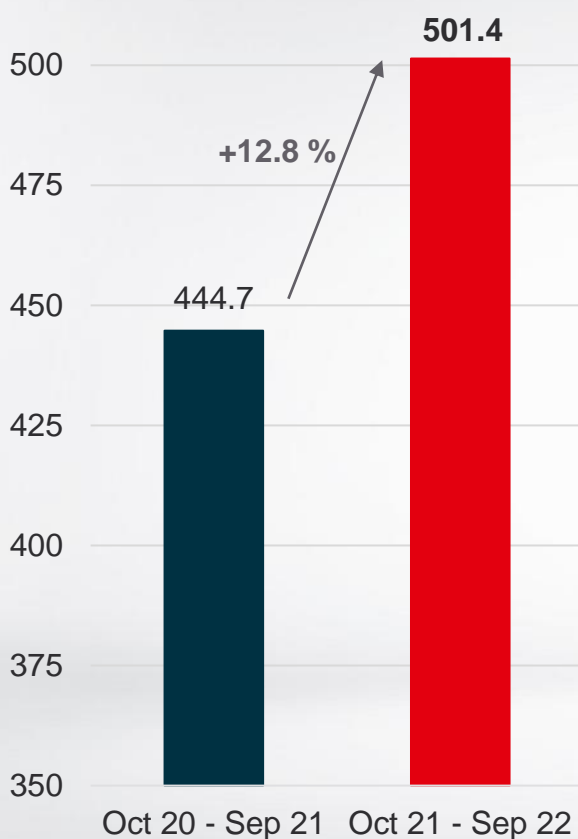
Expedition DATAGROUP

Analyst Call
- Preliminary Full Year Figures 2021/2022 -

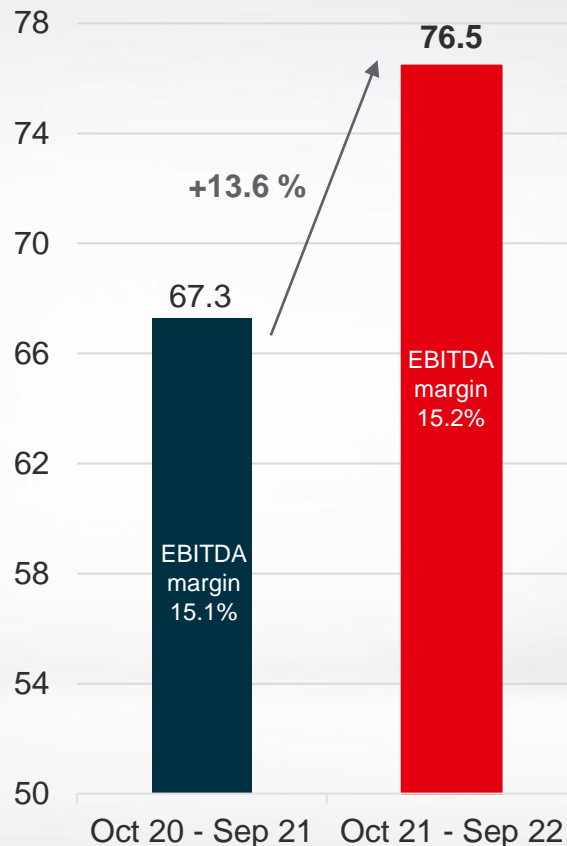
21/22 DATAGROUP Continues Success Story

Record Results in Revenue, Margins and Earnings

Revenue €m (p)



EBITDA €m (p)

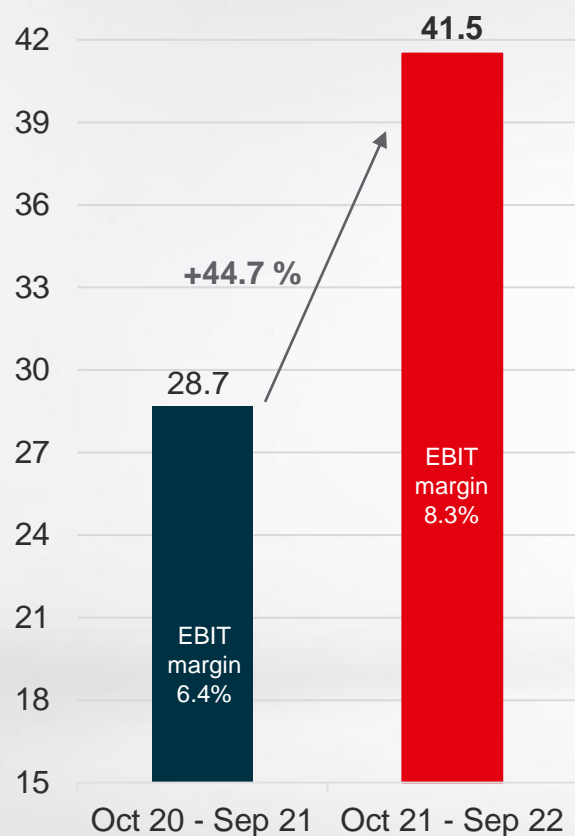


- DATAGROUP exceeds guidance
 - Revenue 480-500 €m
 - EBITDA guidance 72-75 €m
 - EBIT 39-42 €m
- Full consolidation of URANO and dna (today DATAGROUP BIT Oldenburg)
- First-time consolidation of Hövermann IT

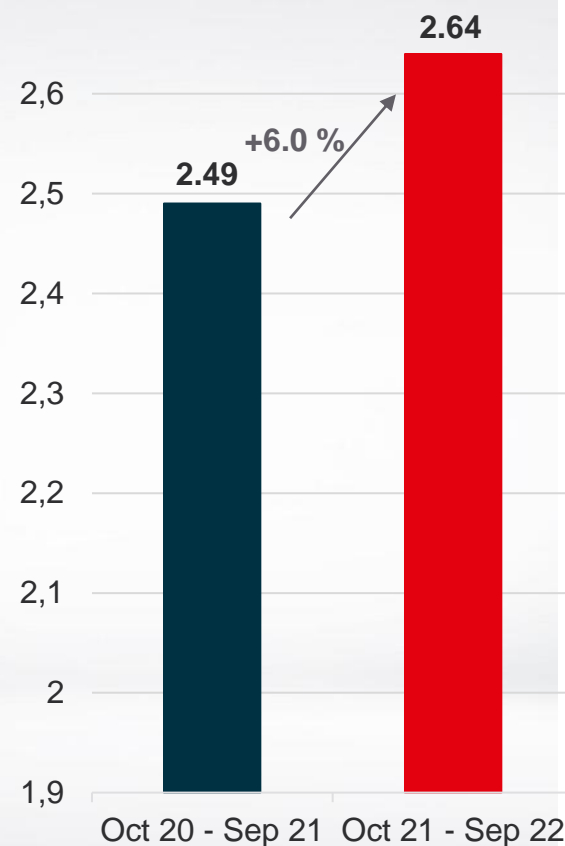
21/22 DATAGROUP Continues Success Story

Record Results in Revenue, Margins and Earnings

EBIT €m (p)



EPS € (p)



- Overproportionate increase in EBIT against EBITDA
- 8,3% EBIT margin driven by significant improvements in CAPEX efficiency
- Service-as-a-product approach with centralized production units is the basis for operational leverage

Key drivers of outstanding performance



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It's that simple.

- Strong performance across the DATAGROUP market units
- Strong sales results with CORBOX services contribute on core business growth
 - 18 additional contracts which will become effective in 22/23 (20 new contracts, only 2 customers not renewed)
 - 20 contracts expanded
 - 34 contracts renewed
- No negative impact from war in Ukraine, related energy scarcity followed by inflation as well as supply chain bottlenecks
- Outstanding performance of the two new acquisitions Urano and dna (today DATAGROUP BIT Oldenburg)

Strong Order Intake with CORBOX



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



Financial industry
**End User Services, Service Desk,
Communication & Collaboration**
5 years, ca. 0,8 Mio.€ / year



Industrial industry
**Managed & Private Cloud Services,
SAP Services**
1 year, ca. € 0.3m / year



Services
**Managed Cloud, Service Desk
Application Management Services**
3 years, ca. 1,9 Mio.€ / year



Retail
Service Desk
3 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



Selected P&L Ratios in 21/22 (p)

Figures in € k	20/21	21/22	Change
Revenue	444,708	501,410	12.8%
Other own work capitalized	1,720	1,643	-4.5%
Changes in capitalized contract costs	-1,938	-3,580	84.7%
Total revenues	444,490	499,473	12.4%
<i>Material expenses / Expenses for purchased services</i>	149,494	171,369	14.6%
Gross profit	294,995	328,103	11.2%
<i>Personnel expenses</i>	213,038	233,440	9.6%
EBITDA	67,286	76,459	13.6%
EBIT	28,653	41,453	44.7%
<i>Financial result</i>	-1,927	-4,719	144.9%
EBT	26,726	36,733	37.4%
Net income	20,727	22,028	6.3%
EPS (in €)	2.49	2.64	6.0%

- Proportion of services remains at 80.9% on a high level
- Over proportional increase of EBIT and EBT due to reduced depreciation
- Net income and EPS burdened by increase in tax ration from 22.5% to 40.0%



Selected Balance Sheet Ratios in 21/22 (p)

Figures in € k	30.09.21	30.09.22	Change
Goodwill	125,951	151,436	20.2%
Non-current liabilities	237,353	161,479	-32.0%
<i>thereof liabilities to banks</i>	78,224	69,225	-11.5%
<i>thereof leasing liabilities</i>	40,059	34,442	-14.0%
<i>thereof pension provisions</i>	64,038	36,103	-43.6%
Current liabilities	131,627	194,647	47.9%
<i>thereof liabilities to banks</i>	0	9,008	
<i>thereof leasing liabilities</i>	17,079	18,052	5.7%
Cash and cash equivalents	44,092	47,042	6.7%
Trade receivables	56,363	55,148	-2.2%
Trade payables	11,422	15,827	38.6%
Total net debt	116,555	109,302	-6.2%
Equity ratio (in %)	20.3	26.4	
Equity ratio ¹⁾ (in %)	26.2	19.9	
Balance sheet total	462,991	483,584	4.4%

- Balance sheet prolongation caused by first-time-consolidation of new companies)
- Reduction in net debt despite €35 million investment in acquisitions
- Net debt / EBITDA = 1.4

1) Equity ratio = net income / average equity



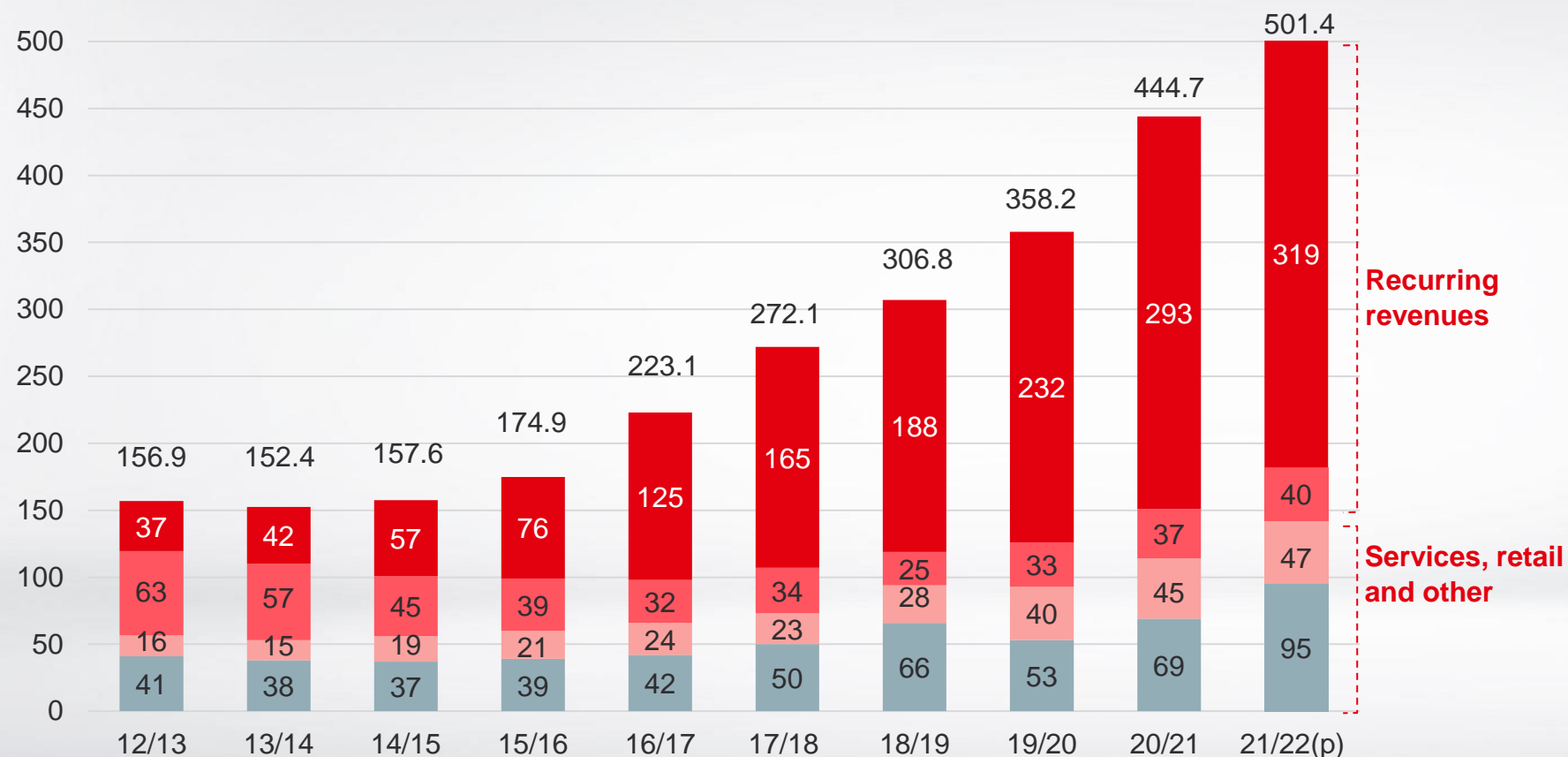
Cash Flow in 21/22 (p)

Figures in € k	20/21	21/22	Change	Notes
Cash flow from operating activities	49,998	70,253	40.5%	▪ Shows the financial strength of the DATAGROUP companies
Cash flow from investing activities	-44,568	-44,778	0.5%	▪ CAPEX : € 8,810k in 21/22 after € 11,037k in 20/21 ▪ Outflow of € 35,855k for acquisitions
Cash flow from financing activities	-25,244	-22,525	-10.8%	▪ Outflow for finance leases as a lessee ▪ € 12,789k in 21/22 after € 10,165k in 20/21 ▪ Outflow for dividend payment 8,331k in Q2 21/22 after € 0 in Q2 20/21
Changes in cash and cash equivalents	-19,814	2,950		
Cash and cash equivalents on 30.09.	44,092	47,042	6.7%	

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

€m Revenue 12/13– 21/22(p)

CAGR 12/13 – 21/22(p): 13.1%



Approx. 80% gross margin with recurring revenues in 21/22 (p)

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

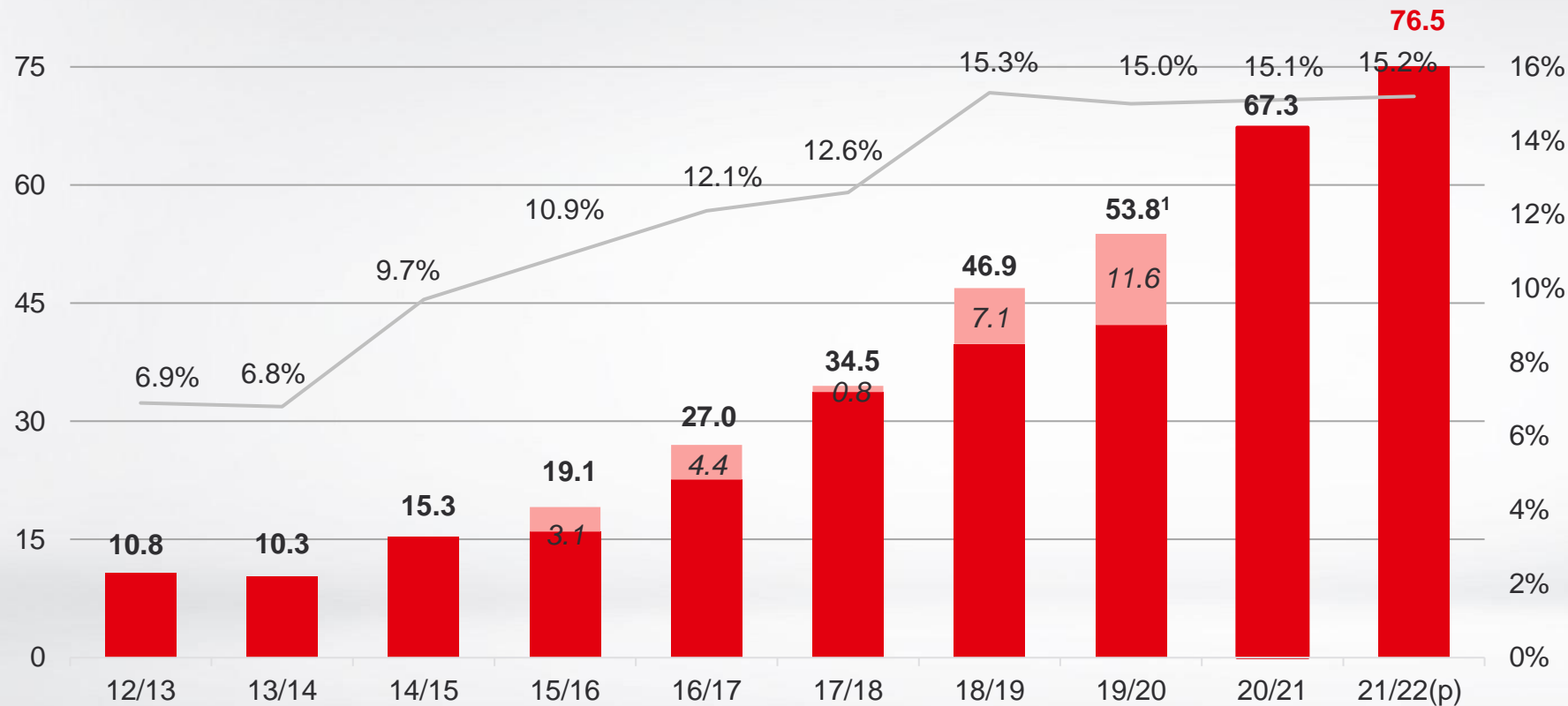
Fiscal year from 01.10. to 30.09.



Development of EBITDA (p)

€m EBITDA 12/13 – 21/22(p)
CAGR 12/13 – 21/22(p): 21,6%

EBITDA margin 12/13 – 21/22



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



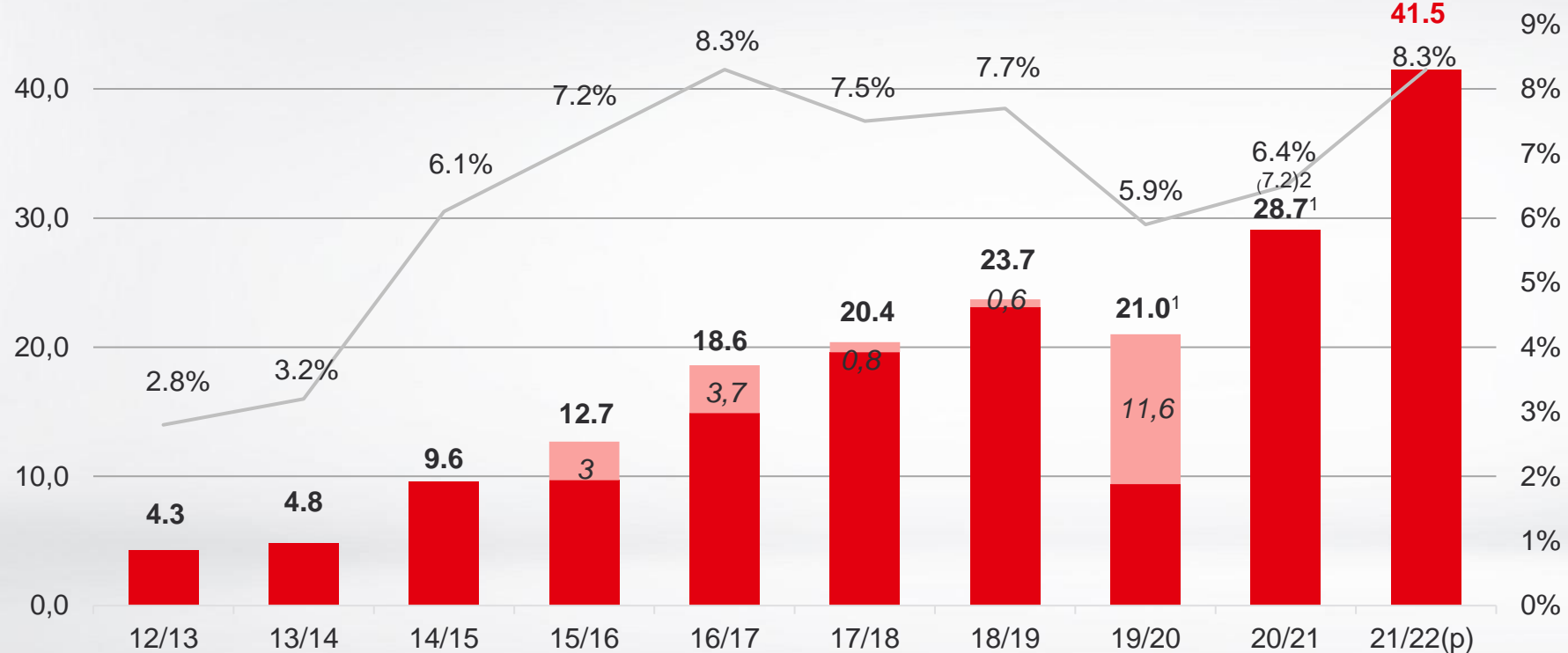
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Development of EBIT (p)

€m EBIT 12/13 – 21/22(p)

CAGR 12/13 – 21/22(p): 25,4%

EBIT margin 12/13 – 21/22



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 € 31.80m (EBIT margin 7.2%)

Fiscal Year 01.10 – 30.09.



Dual Growth Strategy

Anorganic vs. Organic Growth – Ambition



■ Anorganic growth

■ Organic growth from upselling existing customers

■ Organic growth through new customer acquisition

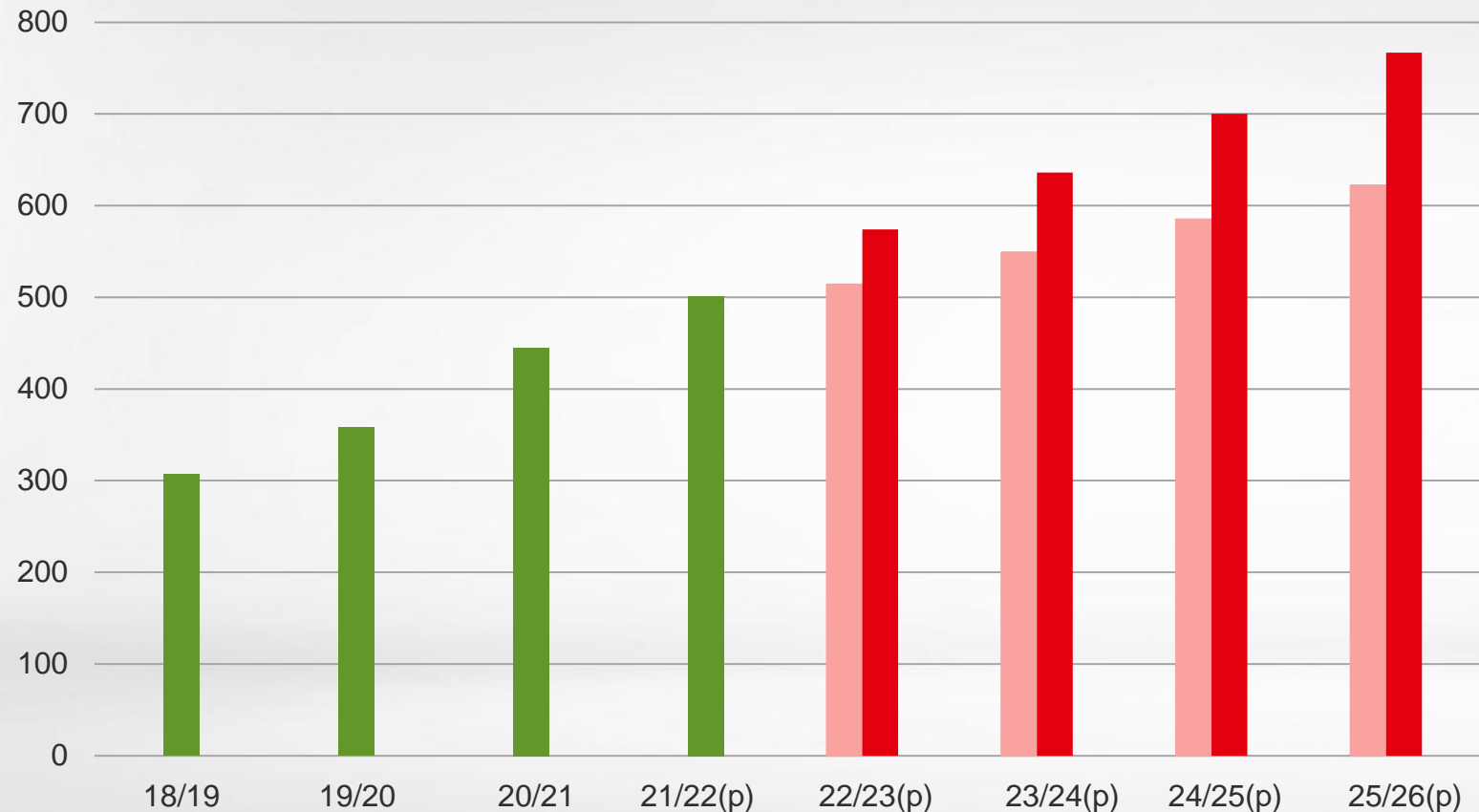
IT's that simple.

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



Mid-term 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.



DATAGROUP

IT just works.

Optimally Positioned to Meet Market Requirements



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