



**DATAGROUP**

# DATAGROUP - A Firm Eye on the Future

Welcome to the 2024 Annual General Meeting

# Report of the Supervisory Board



- A total of six Supervisory Board meetings in attendance
- Regular written and verbal reports from the Management Board on the course of business and the budget approved by the Supervisory Board
- Regular consultations between the Chairman of the Supervisory Board and the Management Board
- The Supervisory Board closely monitored the Management Board during the financial year and was involved in all key decisions, in particular
  - Company acquisitions and development of individual subsidiaries
  - Personnel policy decisions and employee recruitment
  - Strategy development, sustainability and ESG



# Risk Management



IT's that simple.

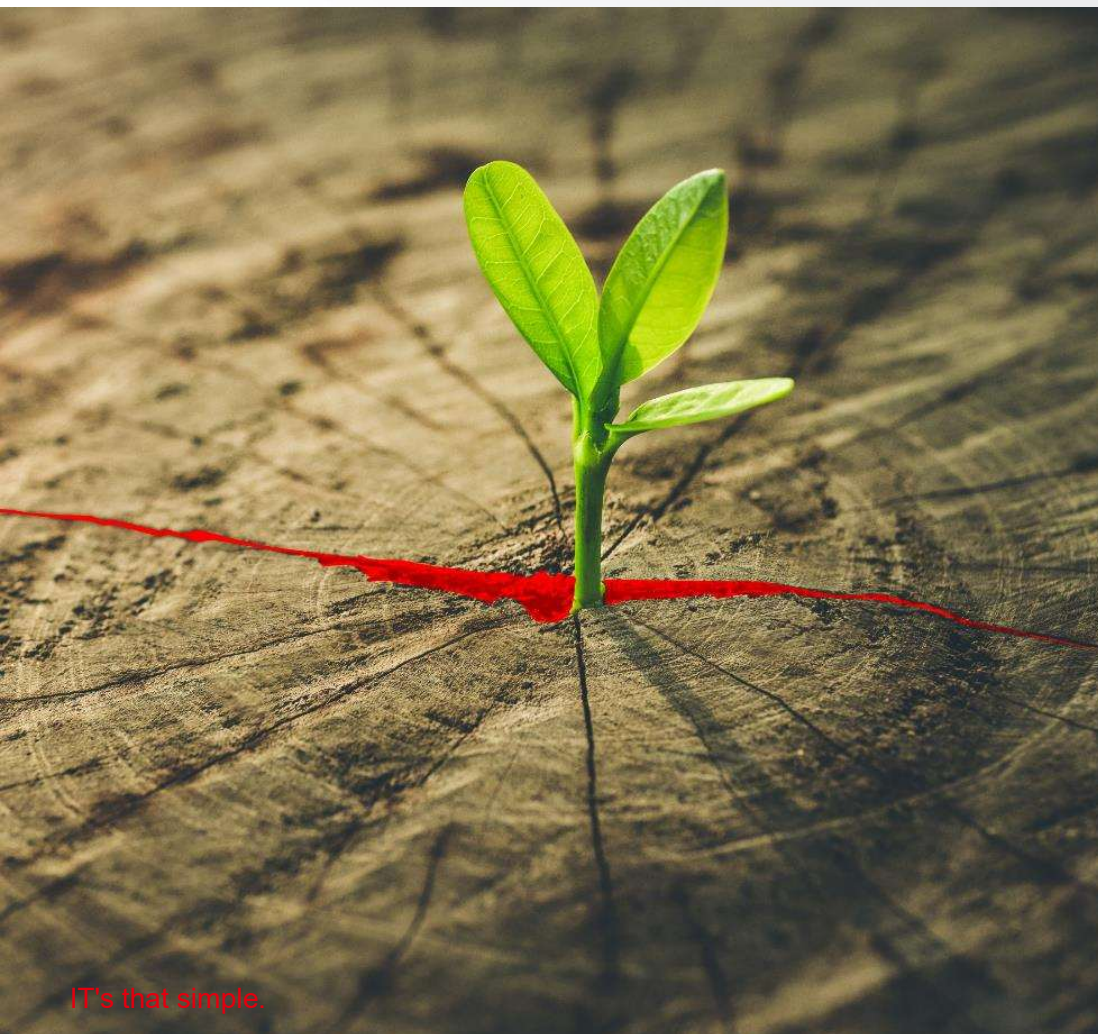
Examination of the risk situation of DATAGROUP SE on the basis of semi-annual risk audits with a comprehensive written report and discussion in the Supervisory Board.

**There were no existential risks at any time.**

**Focus areas in the 2022/23 financial year:**

- Effects of the war in Ukraine
- Business development in the subsidiaries
- IT security and cyber security
- Market and competition analysis
- Employee retention and recruitment

# Opportunities Report



IT's that simple.

Exploring opportunities and new business possibilities

## **Focus areas in the 2022/23 financial year:**

- Further development of the product and service portfolio
- Expansion of the digitalization and cloudification strategy
- Increasing efficiency in production
- Optimization of sales and pricing policy
- Potential of artificial intelligence in the further development of the product portfolio
- Integration of recent acquisitions



# Transactions Requiring Approval

## DATAGROUP Continues to Grow Through Acquisitions



IT's that simple.

Transactions discussed and approved by the Supervisory Board:

- April 2023:
  - 100% systemzwo GmbH, Ulm
- April 2023:
  - Increase in shares in Urano Informationssysteme GmbH to 100%
- July 2023:
  - Acquisition of the assets of arago GmbH (today Almato AI)





DATAGROUP

IT's that dynamic.

Financial Year 2022/23 and Start in 2023/24



# Strong CORBOX Order Intake in the 2023/24 Financial Year so far



**Process industry**  
**Onsite Support**  
3 years, approx. EUR 5.3m p.a.



**Student Union**  
**Application Management**  
5 years, approx. EUR 1.25m p.a.



**Heat and electricity generation**  
**Managed IT Services**  
5 years, approx. EUR 5.3m p.a.

- In FY 2023/24, new CORBOX customers with a total annual revenue volume of over EUR 18m acquired to date



**Medical and care products**  
**Private cloud**  
5 years, approx. EUR 1.5m p.a.



**Defense**  
**Management IT Services**  
3 years, approx. EUR 3.1m p.a.

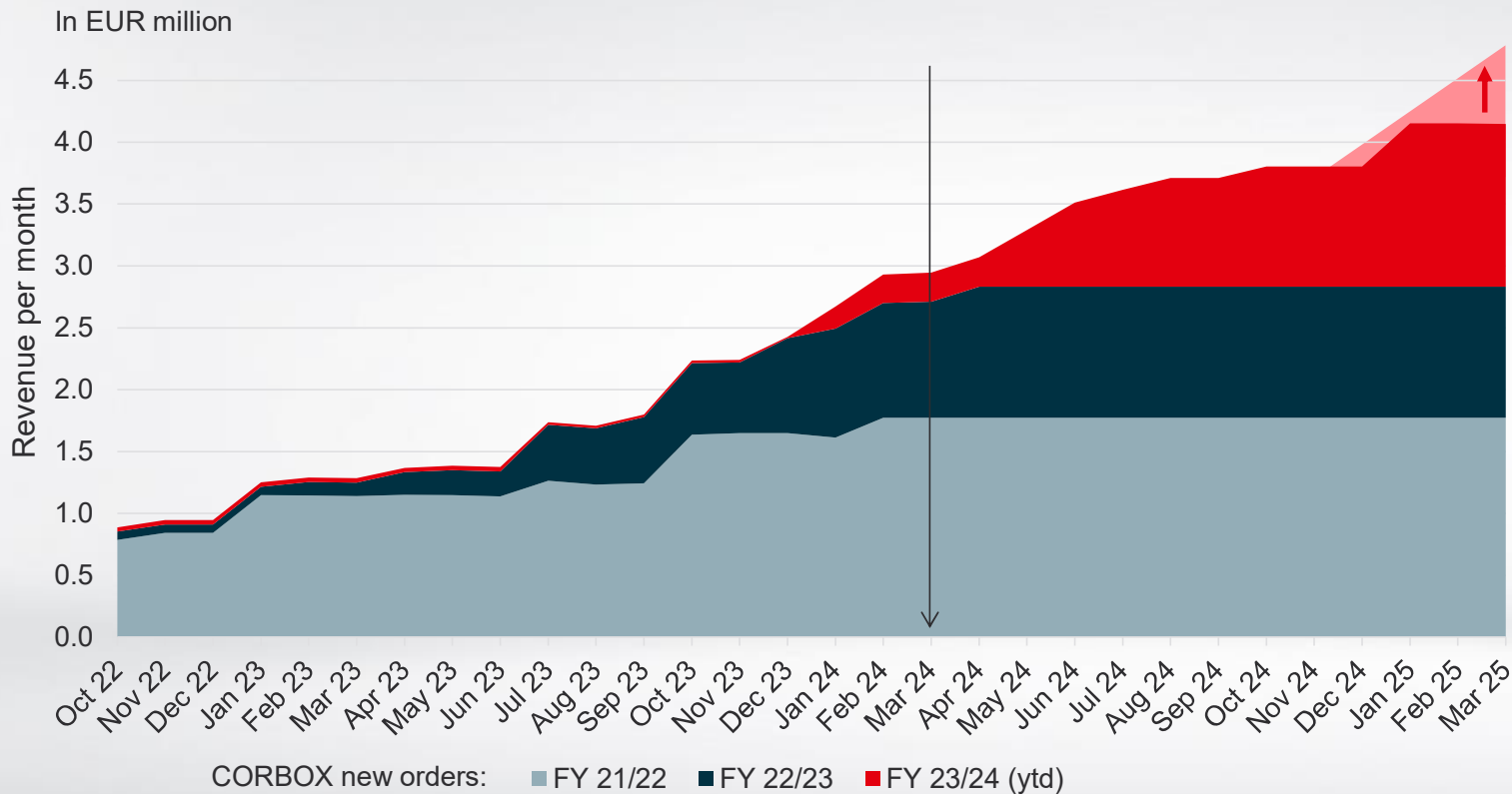


**Automotive supplier**  
**SAP**  
3 years, approx. EUR 1.0m p.a.

IT's that simple.

# The CORBOX Order Intake Will Only Lead to Sustainable Growth in the Core Business after the Start-up Phase

## Ramp-up operating revenues of new CORBOX orders



IT's that simple.

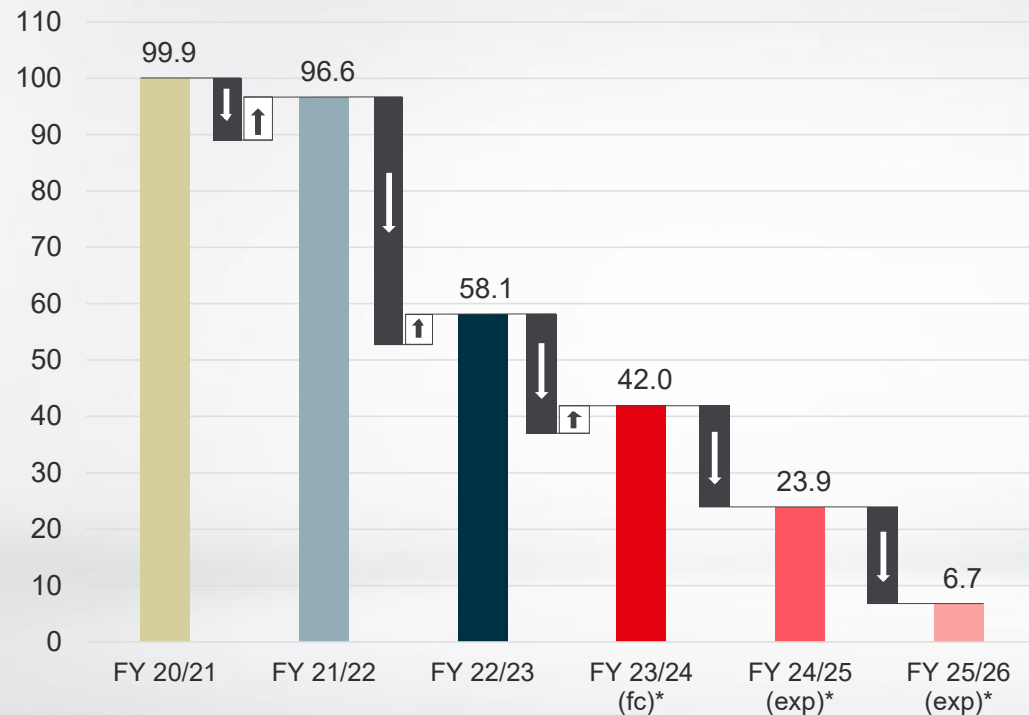
- CORBOX new orders have a ramp-up phase of approx. 9 months
- Thereafter 3-5 years contract term for operation and on average 3 extensions
- Further revenue growth expected by the end of the financial year
- Further CORBOX potential in the pipeline



# High Reduction in Transformation Revenues in the 2022/23 Financial Year

## Development of backlog in transformation revenues from legacy contracts

In EUR million



IT's that simple.

- High reduction in transformation revenues from legacy contracts of around EUR -38m from previous acquisitions in the 2022/23 financial year
- Backlog of transformation revenues significantly reduced
- "Normal" level of around EUR -15-20m per year expected again in the coming financial years

↓ Reduction of transformation revenues

↑ Addition of transformation revenues

\*Expected development without new acquisitions

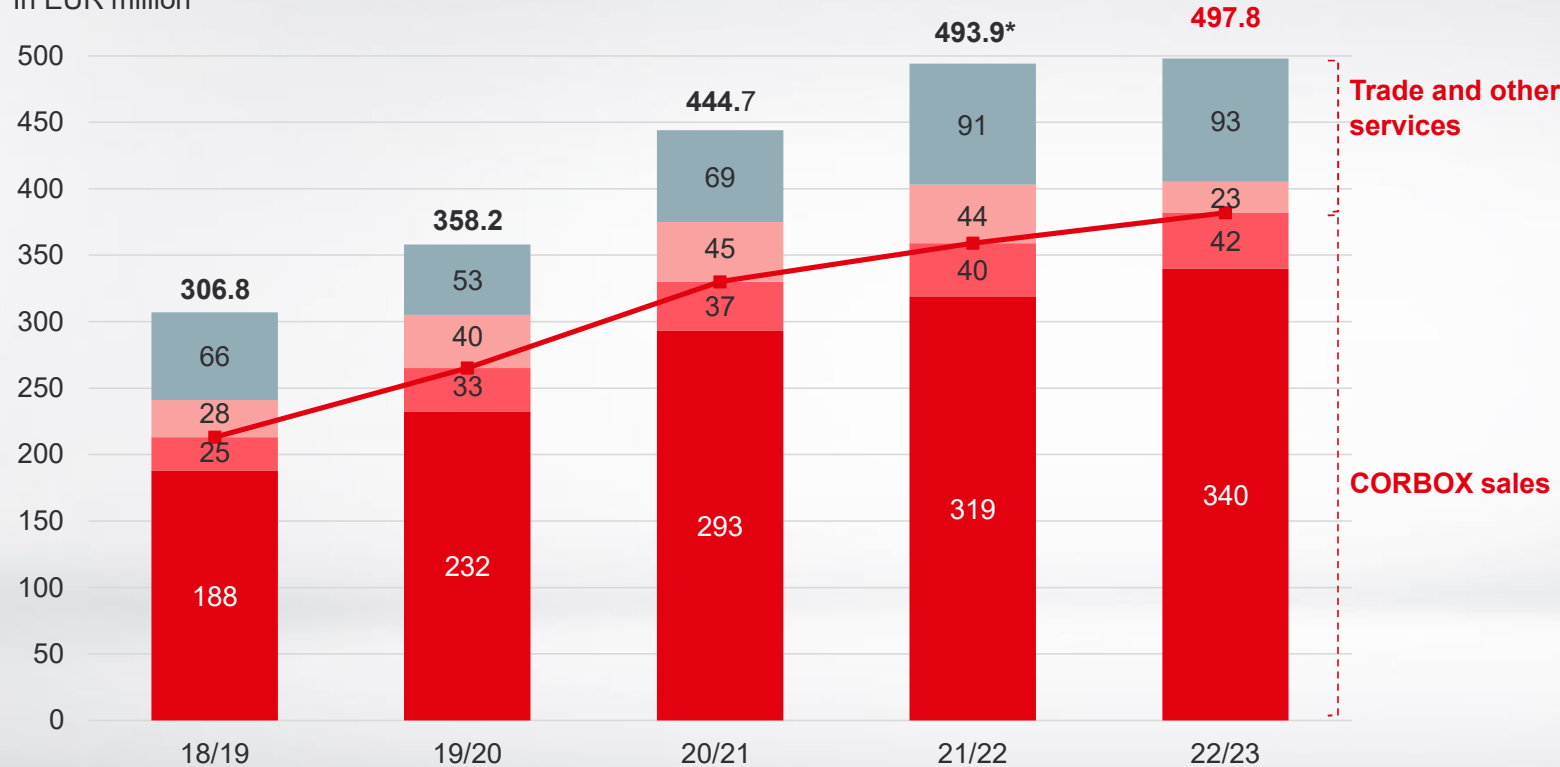
# Revenue Development 2022/23 With Stable Growth in CORBOX Core Business and High Transformation Share



**DATAGROUP**

## CORBOX revenues 2018/19 - 2022/23

In EUR million



IT's that simple.

## The revenue performance is made up of

- EUR +32.9m organic growth
- EUR -38.4m reduction in transformation revenues from old contracts
- EUR +9.3m inorganic growth from M&A

- CORBOX basic contracts
- CORBOX-connected services
- Other services
- Trade & other

\*The previous year's figures have been adjusted. For details, see the 2022/23 Annual Report.





**DATAGROUP**

*"75% of total IT spending will flow into new technologies such as cloud, AI, and security."*

IDC IT Trends

*"The IT industry will feel the impact of the AI disruption more than any other industry"*

IDC IT Industry Predictions



# EUR 6 Million in Investments in Future Technologies as Basis for Accelerated Future Growth



**Artificial Intelligence**



**Cyber Security**



**Cloud Services**

IT's that simple.





**DATAGROUP**

*"AI will trigger a shift in the services provided by humans [...]. By 2025, 40% of service provision will include AI components [...]."*

*IDC IT Industry Predictions*

# Artificial Intelligence - HIRO Technology

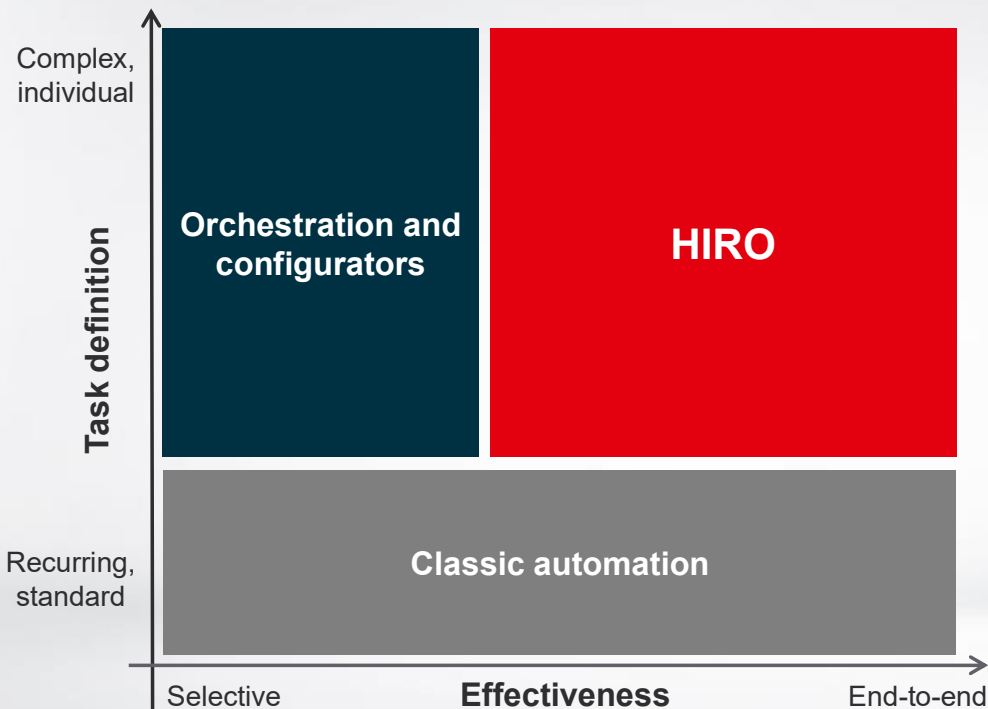
## Opening up a New Dimension of IT Service Production



- HIRO, with its combination of knowledge graphs and reasoning model, is based on state-of-the-art AI technology, integrated into our sovereign CORBOX cloud
- HIRO can capture and multiply expert knowledge for IT service production
- Scaling of service capacity independent of access to skilled labor and at minimal marginal costs



# Artificial Intelligence IT Automation for the Previously Unattainable

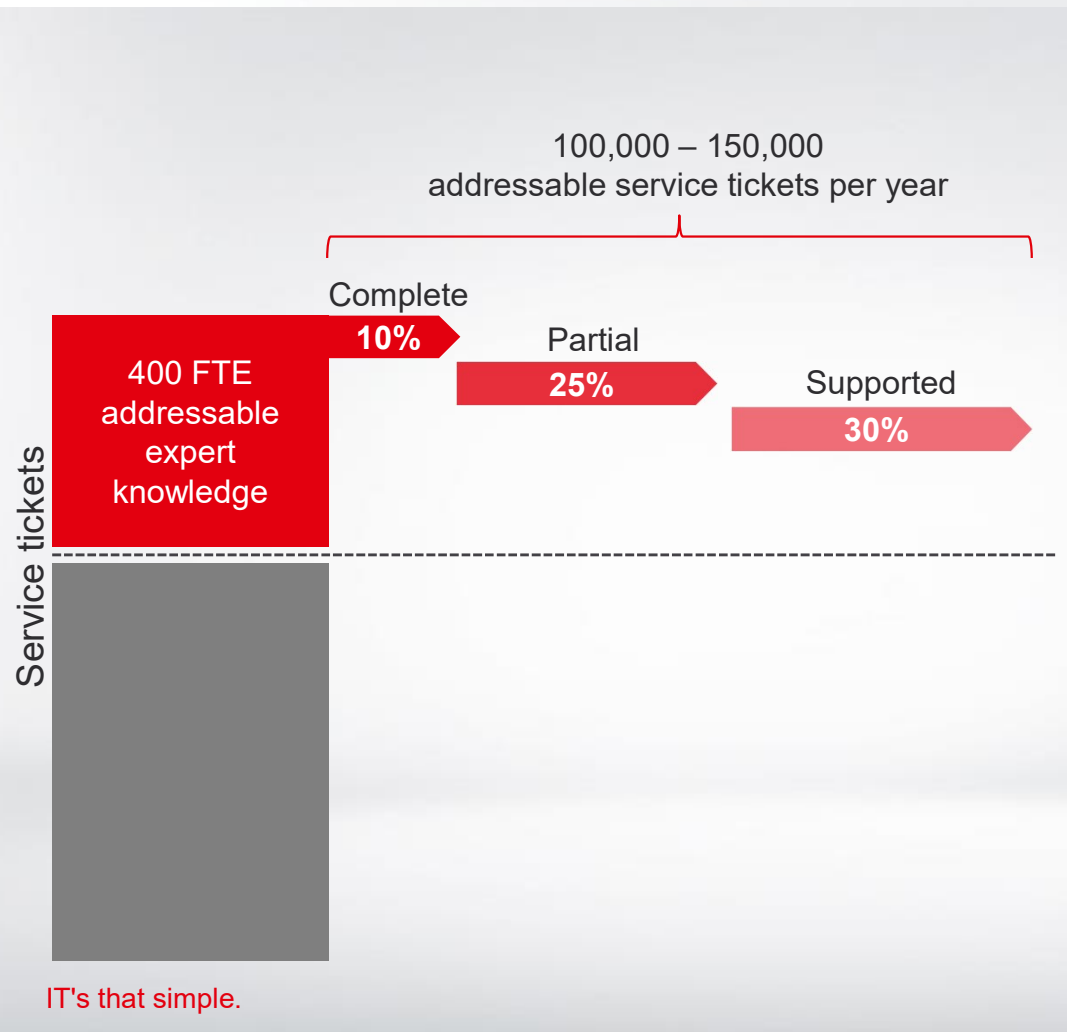


IT's that simple.

- HIRO enables automation of heterogeneous and individual tasks
- The AI model is trained to individually compile and execute suitable work steps

# Artificial Intelligence

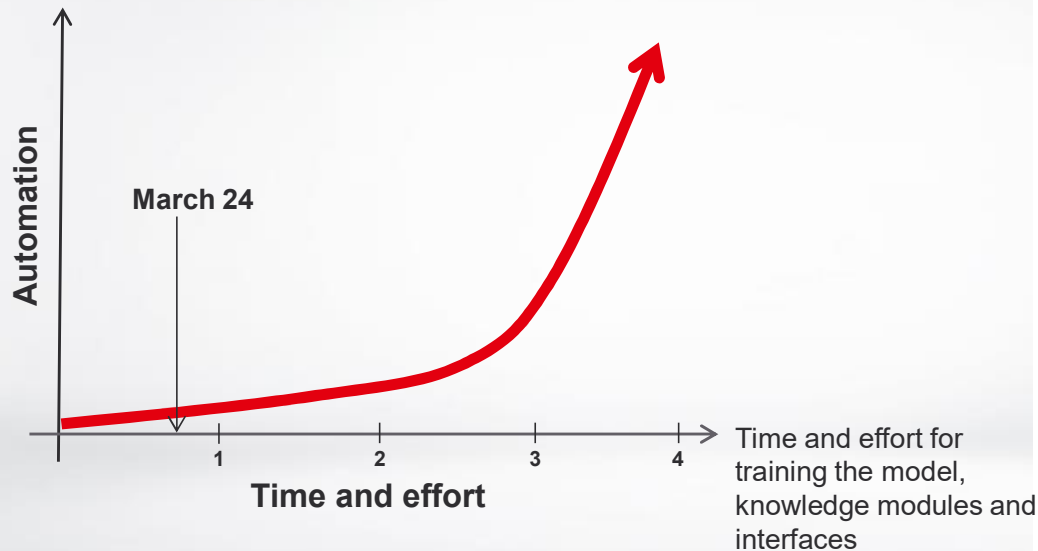
## High Potential in the DATAGROUP Production Model



- The production model, which is based on central tools and platforms, offers great potential
- Target: 15% additional unit cost reduction in the relevant services in 2-3 years through HIRO

# Artificial Intelligence Exponential Growth in Automation

Automation progress, further  
use cases, customers,  
platforms



IT's that simple.

- More time and effort for training the model, knowledge modules and interfaces in the start-up phase
- Fewer and fewer new skills are required for new tasks and the platform's capability is growing exponentially
- The combination of own intellectual property (IP) of the technology and the training of the model creates a valuable asset





**DATAGROUP**



*By using our HIRO AI technology, we achieve significant increases in productivity, greater scalability, and a decisive competitive advantage.*



**DATAGROUP**



*"If you want to minimize your exposure to cyber security threats, you need to be among the minority of companies that comprehensively and systematically manage security risks of all kinds and in all areas."*

**IDC IT Security Leadership Strategies**

# Cyber Security is Existential for Companies and Organizations



DATAGROUP

## Excerpt from the BSI situation report 2023 on ransomware:

2 

Ø Ransomware attacks on local authorities or municipal companies per month.

More than **2,000**   
**vulnerabilities in software products**  
(15% of which were critical) became known on average per month during the reporting period.  
This is an **increase of 24%**.



68

successful ransomware attacks on companies.



**A quarter of a million**

new **malware variants** were found on average every day during the reporting period.

66%



of all **spam emails** in the reporting period were **cyberattacks**:  
34% blackmail emails,  
32% scam emails.

84%



of all fraudulent e-mails were **phishing e-mails** to steal authentication data, mostly from banks.

Source: BSI Situation Report 2023, presentation based on IT-Service.Network,  
Reporting period: June 1, 2022 to June 30, 2023

IT's that simple.

- Increasing digitalization increases the attack surface and dependence on secure IT systems
- According to the "Hiscox Cyber Readiness Report 2023", one in five companies was on the brink of insolvency after a cyber attack
- Effective IT security is now more vital than ever for companies, organizations and IT service providers



# Cyber Security - Increasing Legal Requirements on Companies Lead to Growth Potential for IT Security Services

## "7-Lines of Defense"

Mail Gateway / Firewall

Proxy / Intrusion  
Detection & Prevention

Endpoint Detection and  
Response

Virus scanner / Patching

Vulnerability  
Management System

Compromise Scanner

Immutable Backup



Requirement level  
NIS 2 directive mandatory  
from October 2024 for  
approx. 30,000 additional  
companies



IT's that simple.

- Today's security requirements can no longer be met by many customers on their own infrastructures and are drivers for cloud and managed IT services
- Increasing regulatory requirements for large parts of the economy regarding cyber security are reinforcing this development

# Cyber Security - DATAGROUP's Security Portfolio and Capabilities Have Been Significantly Expanded



IT's that simple.

- Security operation capacity now expanded to 230 specialists
- Foundation of DATAGROUP Cyber Security GmbH as a specialized unit
- Strong partner network:



- Exclusive German partner of the CISCO CRETE program



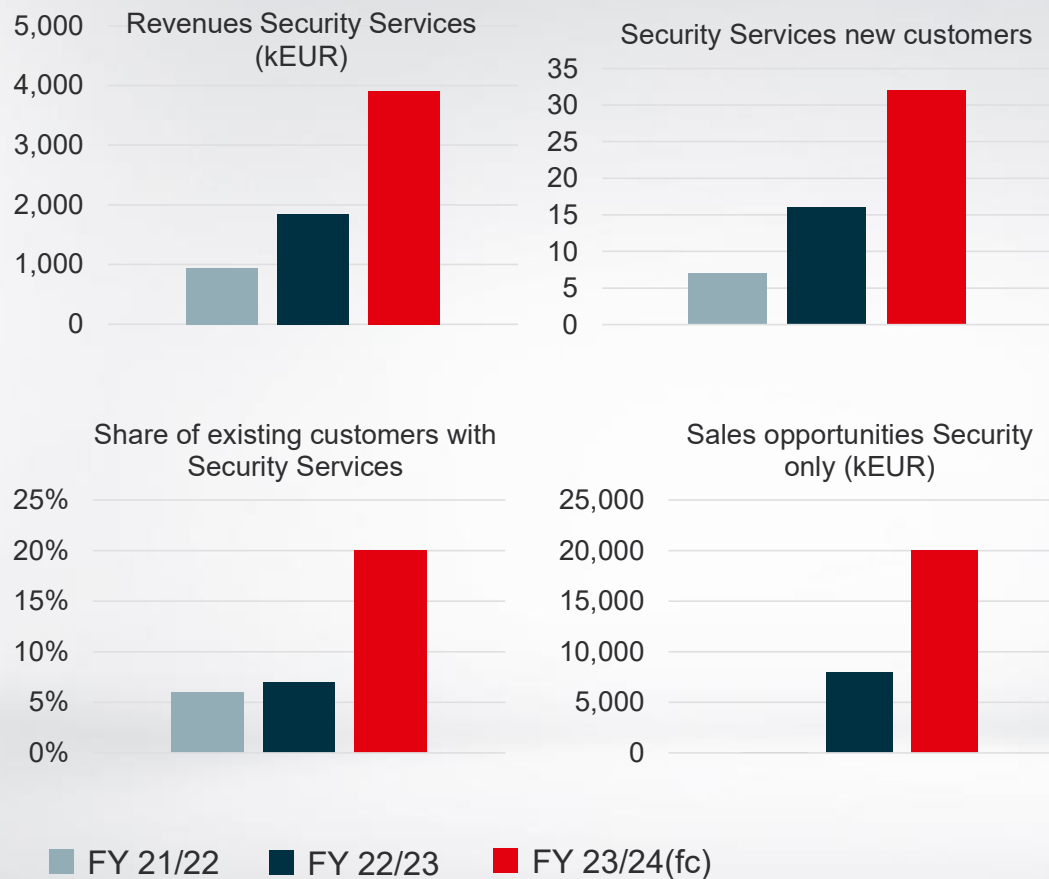
- Co-founder of the DIRT - German Incident Response Team



- Managed Services Partner of XM Cyber a company of the of the schwarz digits group



## Cyber Security - Investments Are Already Having an Impact



IT's that simple.

- Good growth in security sales and new customers
- High potential in cross-selling and upselling in the CORBOX existing customer base
- Volume of sales opportunities with pure security scope increased significantly





**DATAGROUP**

*With our expanded cyber security capabilities and capacities, we protect our customers and DATAGROUP from increasing cyber risks.*



**DATAGROUP**

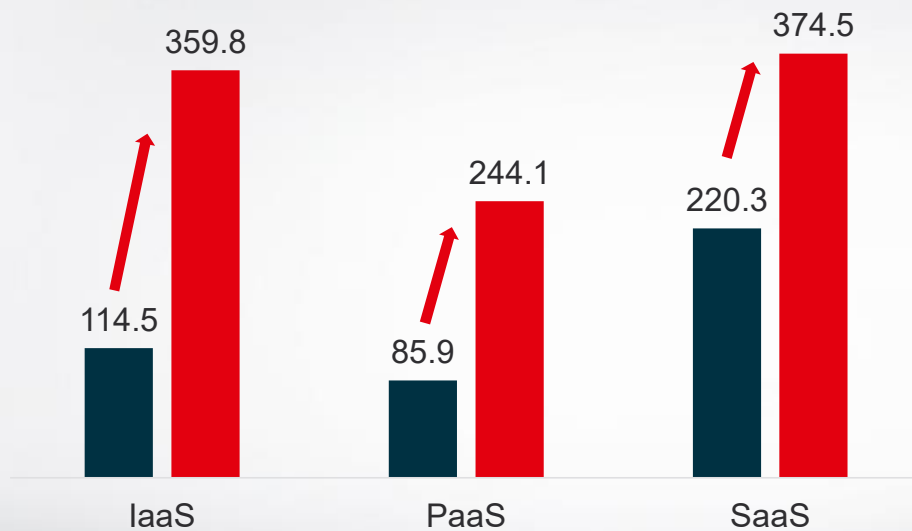


*"By 2025, 95% of new digital workloads  
will be delivered on cloud platforms."*

**Gartner**

# Cloud Services are Becoming the Dominant Operating Model

## Continued growth of the cloud market



Public cloud revenues in billion US\$

■ 2022 ■ 2028

Source: Statista Market Insights 2023

IT's that simple.

- Cloud services are massively changing the depth and structure of value creation in the IT industry
- Demand for operating and transformation services is shifting to cloud technologies



# In the Growing Cloud Market, Customer Needs are Becoming More Differentiated and Offer New Opportunities

*"Gartner predicts that by 2027 over 70% of companies will use industry-specific clouds."*

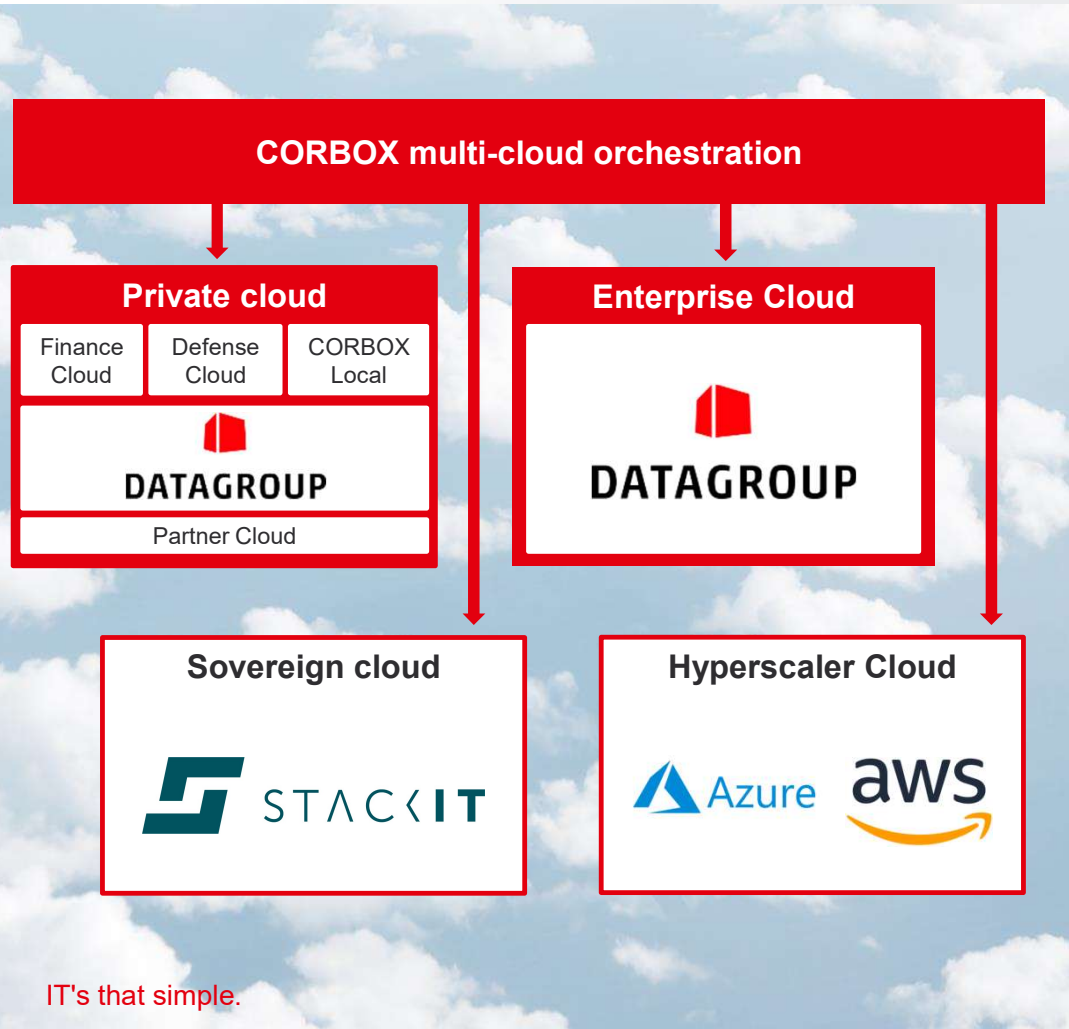
Gartner



IT's that simple.

- In addition to hyperscalers and private clouds, sovereign and industry-specific cloud offerings gain importance
- Multi-cloud strategies avoid dependency and fulfill regulatory requirements

# Full Service Multi-cloud Offering for SMEs



IT's that simple.

- New customers and future-proof portfolio by combining multi-cloud orchestration with own cloud platforms
- Cloud transformation from a single source - with Landing Zone Standard and end-to-end migration expertise



**DATAGROUP**



*We are the leading managed service provider for multi-cloud services in the SME sector with a unique complete offering of all relevant cloud variants.*





DATAGROUP

IT's that fundamental.

Successful M&A Activities  
as a Further Pillar of Growth





# Systematic Approach for Inorganic Growth

## Profiles of Attractive Acquisition Candidates



IT's that simple.

- Profile #1:  
Regional system houses on the way to becoming IT service providers
- Profile #2:  
Strengthening expertise in the CORBOX core business (incl. technology and automation expertise)
- Profile #3:  
IT service provider in the SME target customer market
- Profile #4:  
Strengthening digitalization competence

# Growth Pillar Acquisitions

## Continued Strong Inorganic Growth Course



**April 2023**

Takeover of the



**July 2023**

Takeover of the  
assets of arago GmbH  
(HIRO AI software)

today:

**ALMATO**

**December 2023**

Takeover of the



**January 2024**

Takeover of the



### Acquisition profile

Regional system house  
becomes IT service provider

Technology expertise in the  
CORBOX core business

IT service provider in the  
SME target customer  
market

Regional system house  
becomes IT service provider

IT's that simple.

# Financial Year 2022/23: Acquisition of systemzwo GmbH

Profile: Regional System House on the Way to Becoming IT Service Providers



**DATAGROUP**



  
~ EUR 13m  
revenues

  
~ 40  
Employees

  
IT system house

  
Ulm

## At a glance

- IT system house with a sales mix of trade and services
- Attractive SME customer portfolio with cross-selling and upselling potential
- Very good customer access for the placement of CORBOX services
- Highly qualified IT expertise in the workforce

## Opportunities & outlook

- Strategic expansion of regional presence in the Ulm metropolitan region
- Transformation to a full-service provider in the CORBOX core business
- Improving profitability through transformation into an IT service provider

IT's that simple.

# Financial Year 2023/24: Acquisition of iT TOTAL AG

Profile: Regional System House on the Way to Becoming IT Service Provider



~ EUR 11m  
revenues



~ 40  
Employees



IT system house



Rottweil,  
Stuttgart

## At a glance

- IT system house with a sales mix of trade and services
- Share of managed services growing strongly
- Attractive SME customer portfolio with cross-selling and upselling potential
- Very good customer access for the placement of CORBOX services
- Highly qualified IT expertise in the workforce

## Opportunities & outlook

- Strategic expansion of regional presence in Baden-Württemberg
- Transformation to a full-service provider in the CORBOX core business
- Improving profitability through transformation into an IT service provider

IT's that simple.



# Financial Year 2023/24: Acquisition of the conplus Group

## Profile: IT Service Provider in the SME Target Customer Market



### At a glance

- SAP Business One Specialist
- Attractive customer portfolio
- Highly qualified IT expertise in the workforce

### Opportunities & outlook

- Strong positioning of SAP Business One expertise
- DATAGROUP is one of the top 3 SAP Business One partners in Germany
- Cross- and upselling between the Hövermann IT Group and conplus
- Good area coverage in the north and west of Germany

A red line graph icon showing an upward trend.

~ EUR 6m  
revenues

A red icon of two stylized human figures.

~ 22  
Employees

A red icon of a building with a grid of windows.

SAP Business  
One expert

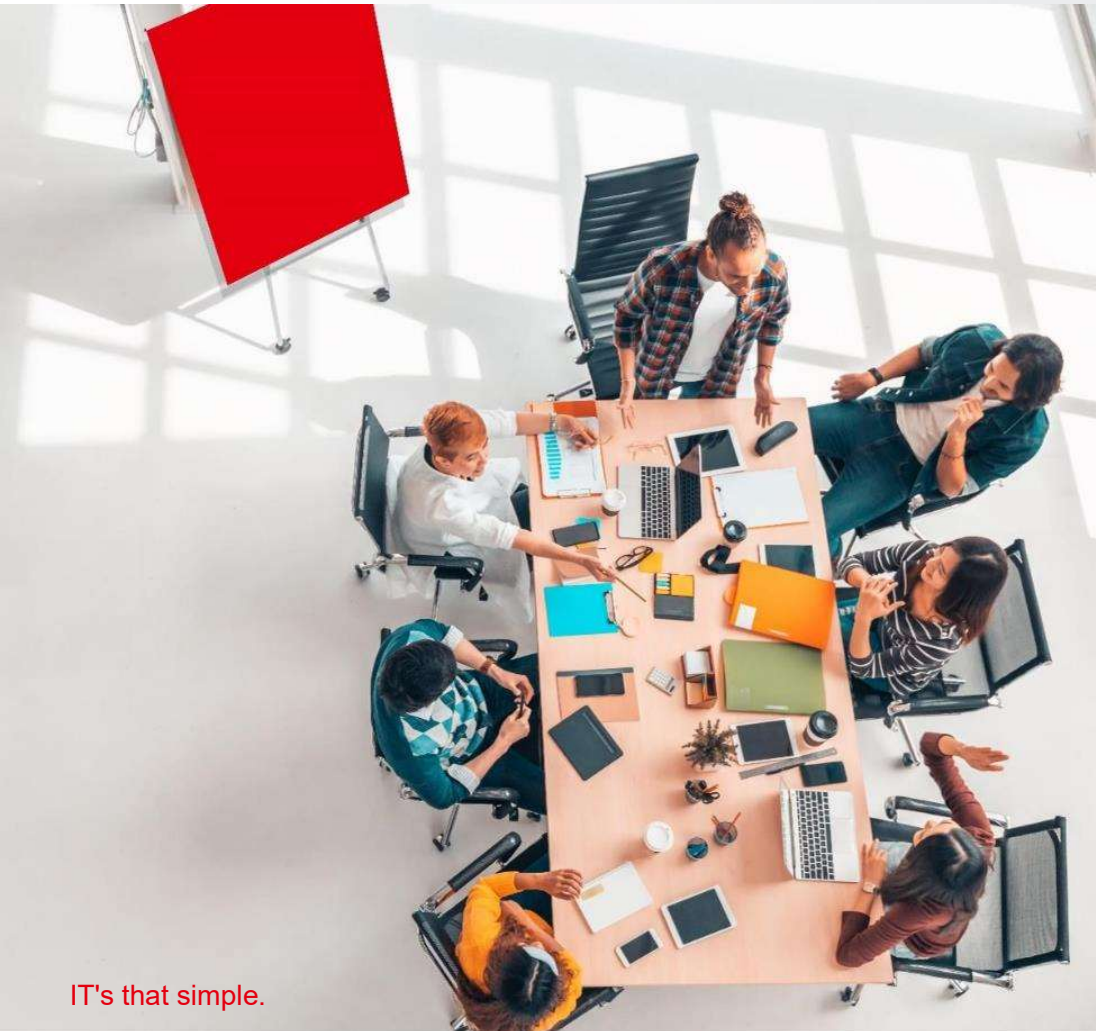
A red outline map of Germany.

Mönchengladbach,  
Ahrensburg

IT's that simple.

# After the Acquisition: Success Factor Integration

## Our "100 Days at DATAGROUP" Program



IT's that simple.

- Structured integration based on a proven programmatic approach
- In focus:
  - Business: Penetrating business and leveraging (short-term) sales potential
  - People: Retaining existing customers and employees and attracting new ones
  - Culture: Creating an understanding of culture and connecting it in an appreciative way
- Focus on professionalism and people in equal measure
- Extensive experience from over 30 previous acquisitions - they now make up DATAGROUP

# 100 Days of DATAGROUP

## Core Elements of our 100-day Program



### Organizational integration

Governance

Legal

Personnel

Finance

IT

Communication and  
change

### Business integration

Portfolio and  
production

Customers

Suppliers

IT GRC & ITSM

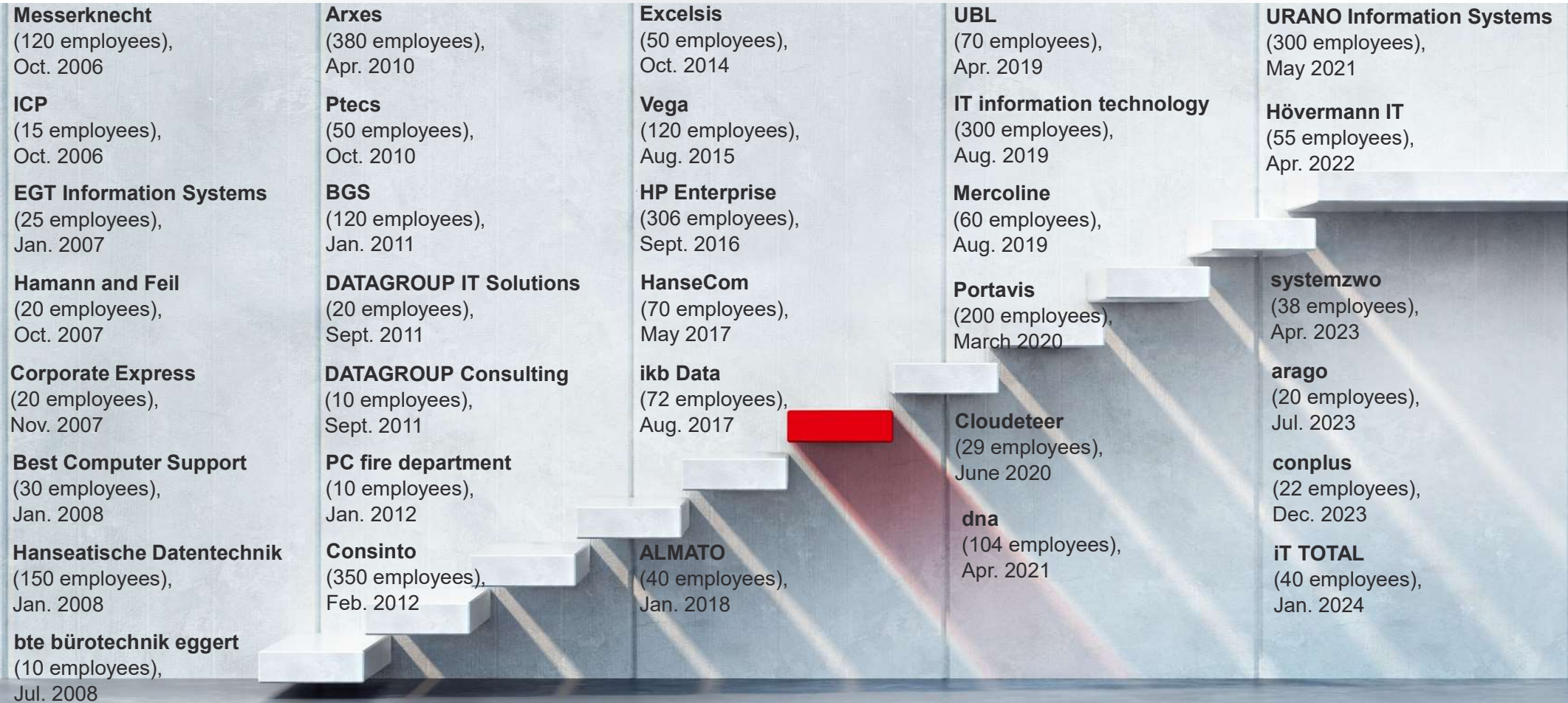
IT's that simple.

# Successful M&A History with over 30 Acquisitions

## To be Continued



**DATAGROUP**



IT's that simple.

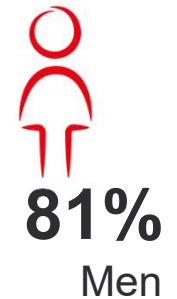


# A Strong Team

## Our Staff at a Glance



Apprentices and dual students



different nationalities



# We Focus on Training and Further Education Expansion of the DATAGROUP Career Box to Include AI



<sup>1</sup> Dual system of vocational education and academic studies

# Expansion of our Commitment in the Areas of Environment, Social, and Corporate Governance (ESG)



- DATAGROUP Sustainability Report 2024
- ESG strategy project in collaboration with Prof Dr Ebinger, Nuremberg Institute of Technology
- Codes of conduct for DATAGROUP employees and suppliers
- Signing of the Diversity Charter „Charta der Vielfalt“
- DATAGROUP Declaration of Principles
- Report on the Supply Chain Due Diligence Act
- First company in Germany to be awarded Zero Waste Gold certification (in Pliezhausen and Leinfelden)



40 Years of DATAGROUP  
We Have our Sights Firmly Set on the Future





We Live our Values

## DATAGROUP FOREST Creates the Forest of the Future



**DATAGROUP**



IT's that simple.

- A climate-resistant forest of the future is being created with our customer Forst Baden-Württemberg
- Everyone can score points through commitment and good deeds. The more points, the more trees.
- Our goal on the occasion of the 40th anniversary: 40,000 points = 4,000 trees
- Current score: 26,101

# DATAGROUP FOREST - 40 Years of DATAGROUP

## A Look at our Livewall on forest.datagroup.de



**Night train instead of flight**  
**Evelyn**  
DATAGROUP in Mainz



**Weekly vegetable box SoLaWi**  
**Florian**  
DATAGROUP in Frankfurt



**Visit to the DATAGROUP FOREST**  
**Talent Community**  
DATAGROUP in the FOREST



**Doing sport together**  
**Nicole**  
DATAGROUP in Hamburg



**Team event: Cooking together**  
**Stephan**  
DATAGROUP in Bad Kreuznach



**Welcome Days - Trainee Kristina**  
DATAGROUP Germany-wide



**Volunteer fire department -**  
**Volunteering**  
**Dietmar**  
DATAGROUP in Bremen



**Bootcamp Leadership - Further**  
**training**  
**Philip**  
DATAGROUP Germany-wide

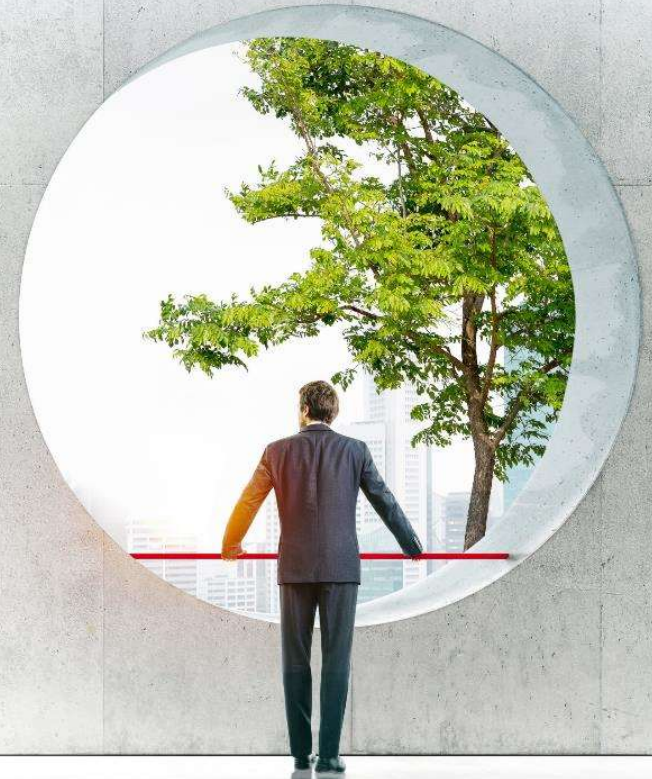




**DATAGROUP**

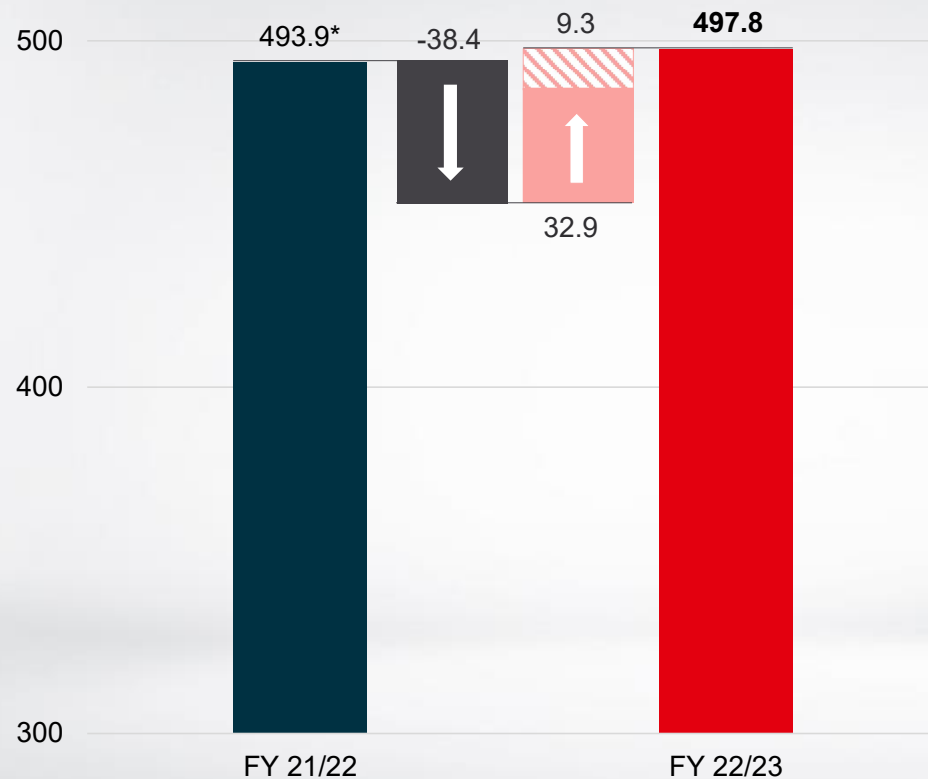
IT's that stable.

Key Financial Figures



# Financial Year 2022/23: Further Significant Growth in CORBOX Core Business

EUR m **Revenue split**



IT's that simple.

- High reduction in transformation revenue of around EUR 38m from previous acquisitions in financial year 2022/23 more than offset by organic and inorganic growth

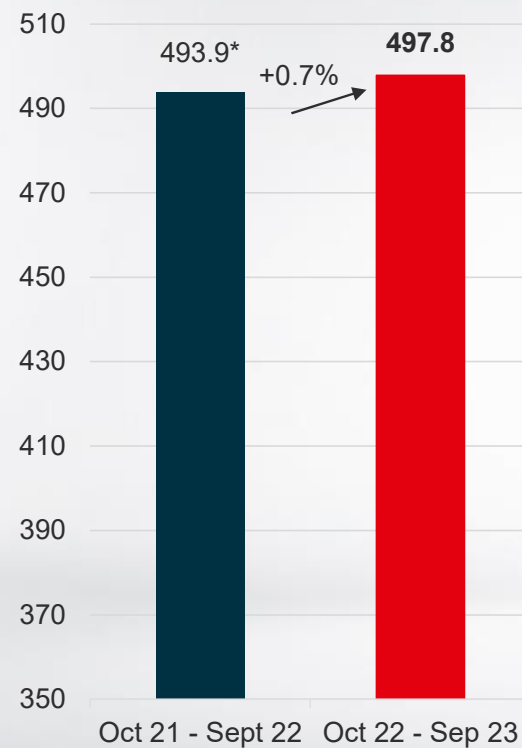
- ↓ Reduction of transformation sales
- ↑ Organic growth
- ▨ Inorganic growth

\*The previous year's figures have been adjusted. For details, see the 2022/23 Annual Report.

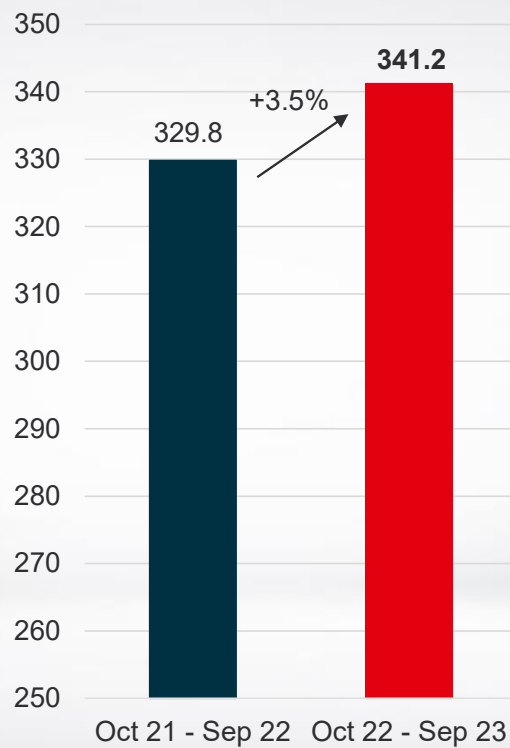


# FY 2022/23: Robust Key Financial Figures Prove the Strength of DATAGROUP's Business Model

EUR m **Revenues**



EUR m **Gross profit**



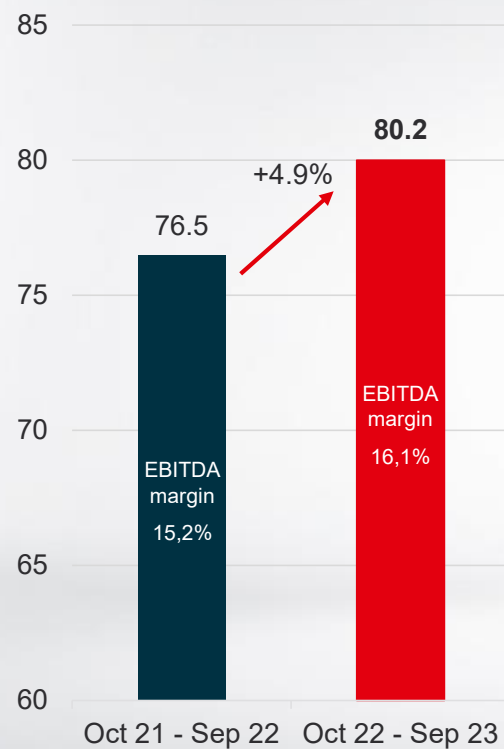
IT's that simple.

- Unplanned high effects from the reduction in transformation revenues led to the original guidance being missed
- Strong operational development in the CORBOX core business and in the area of digitalization
- Disproportionately high increase in gross profit of 3.5% shows that the focus on the profitable CORBOX core business is paying off

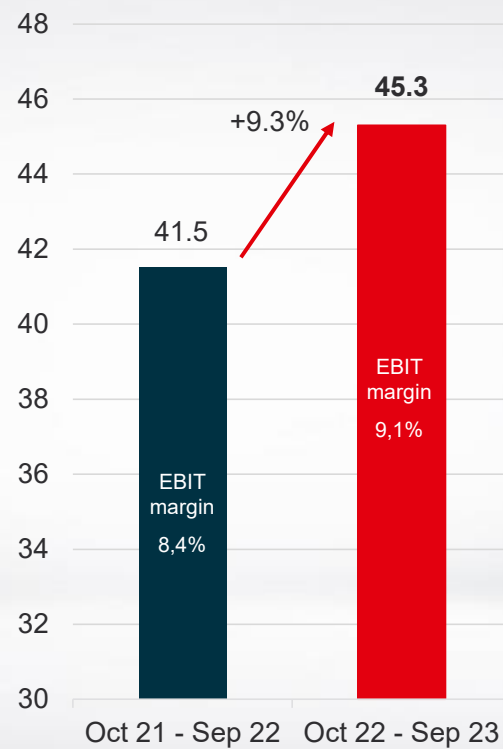
\*The previous year's figures have been adjusted. For details, see the 2022/23 Annual Report.

# FY 2022/23: Robust Key Financial Figures Prove the Strength of DATAGROUP's Business Model

EUR m **EBITDA**



EUR m **EBIT**

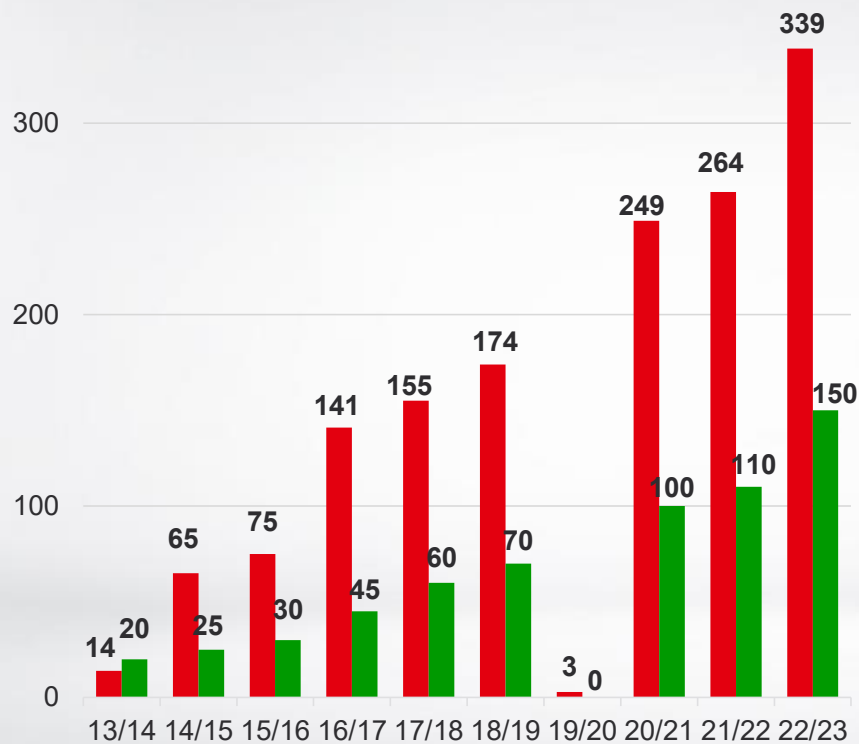


IT's that simple.

- EBITDA forecast slightly exceeded
- Earnings increase due to efficiency measures and focus on profitable contracts in the highly profitable CORBOX Service-as-a-Product business
- Stabilization of CAPEX in recent years leads to disproportionately high increase in EBIT compared to EBITDA

# Sustainable Dividend Policy

EPS and dividend (cents)



IT's that simple.

- Long-term dividend policy continues to be pursued, which provides for a payout ratio of around 40% of net income for the period
- Dividend proposal of EUR 1.50 per dividend-bearing share
- EUR 12,523,500.00 is to be distributed to shareholders from the net retained profits of EUR 75,845,069.99\*

■ EPS

■ Dividend

\* According to the annual financial statements of DATAGROUP SE under commercial law

**DATAGROUP**

# Selected P&L Key Figures for Financial Year 2022/23

in kEUR	FY 2021/22*	FY 2022/23	Change
Sales revenue	493,950	497,796	0.8%
Other own work capitalized	1,643	2,153	31.1%
Change in capitalized contract costs	-3,580	-4,086	14.1%
Overall performance	492,013	495,863	+0.8%
<i>Cost of materials / cost of purchased services</i>	162,244	154,670	-4.7%
Gross profit	329,769	341,193	3.5%
<i>Personnel expenses</i>	233,440	243,640	4.4%
EBITDA	76,459	80,228	4.9%
EBITA	48,852	52,977	8.4%
EBIT	41,453	45,318	9.3%
<i>Financial result</i>	-4,719	-4,077	-13.6%
EBT	36,733	41,241	12.3%
Net income for the period	22,028	28,265	28.3%
EPS (in EUR)	2.64	3.39	28.3%

- Share of services remains high at 81.4%
- Improvement in earnings by reducing external services and building up own resources
- Significant increase in EPS from EUR 2.64 to EUR 3.39 (+28.3%) due to strong result and return to a normal tax rate

\*The previous year's figures have been adjusted. For details, see the 2022/23 Annual Report.

IT's that simple.

Annual General Meeting - 14.03.24 **50**



# Selected Key Balance Sheet Figures for Financial Year 2022/23



in kEUR	30.09.2022	30.09.2023	Change
Goodwill	151,436	157,025	3.7%
Non-current liabilities	161,479	151,789	-6.0%
<i>thereof liabilities to banks</i>	69,225	65,903	-4.8%
<i>of which leasing liabilities</i>	34,442	33,414	-3.0%
<i>of which pension provisions</i>	36,103	35,884	-0.6%
Current liabilities	194,647	166,064	-14.7%
<i>thereof liabilities to banks</i>	9,008	33,748	274.6%
<i>of which leasing liabilities</i>	18,052	18,565	2.8%
Means of payment	47,042	21,879	-53.5%
Trade receivables	55,148	57,010	3.4%
Liabilities from deliveries and services	15,827	13,069	-17.4%
Net financial debt	109,302	112,574	3.0%
Equity ratio (in %)	26.4	31.7	
Balance sheet total	483,584	465,287	-3.8%

- Solid balance sheet structure offers scope for further growth
- Net debt at previous year's level despite investments in new subsidiaries and dividend payment
- Reduction in total assets by establishing a new, more flexible financing structure in March 2023
- Equity ratio further improved to 31.7%

# Stable Financing for Further Growth



IT's that simple.

- DATAGROUP's net debt to EBITDA ratio of 1.59 (as of Q1 2023/24) provides significant scope for further debt financing
- Lively interest from our financing partners in expanding our cooperation
- Expansion of the variable financing framework to include bilateral lines with a fixed term commitment and attractive interest rates as well as flexible M&A lines to support the inorganic growth course



**DATAGROUP**

IT's that challenging.

Information from the Stock Market

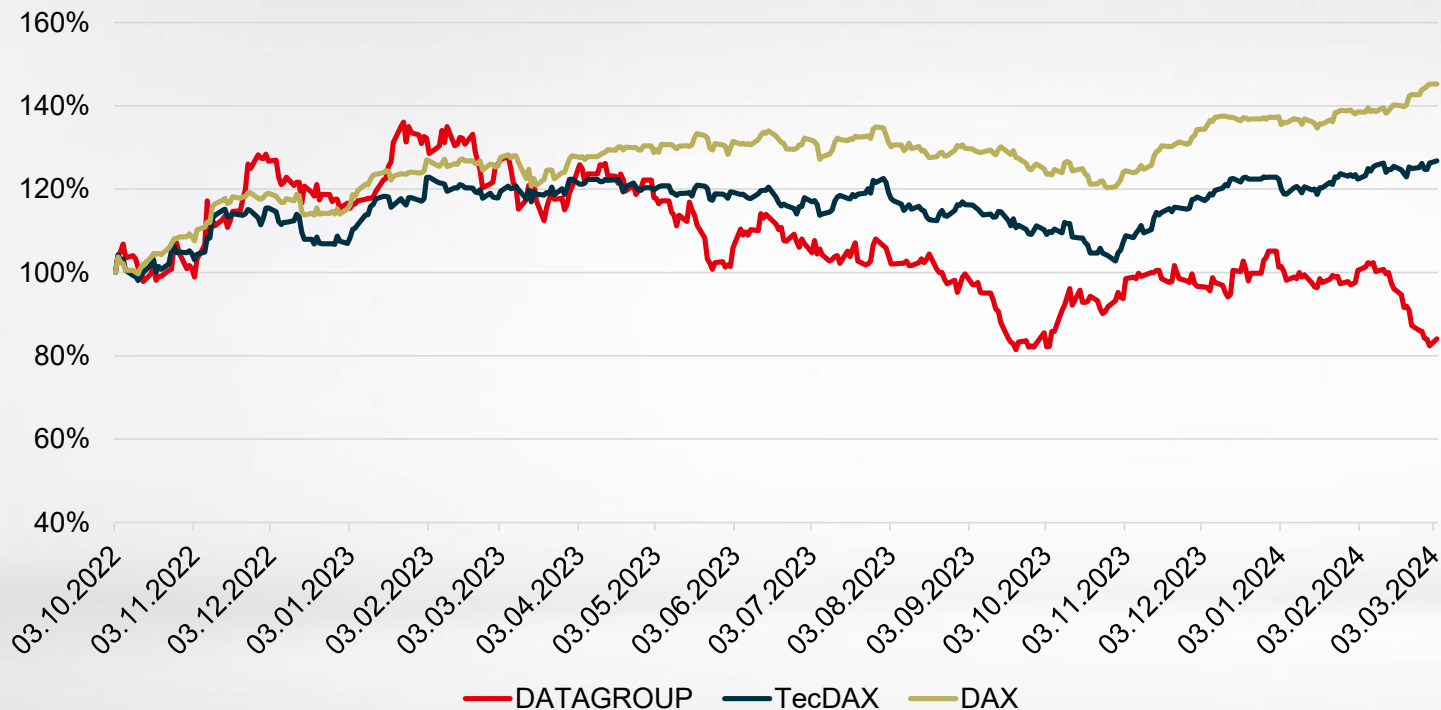




**DATAGROUP**

# DATAGROUP Share Compared to Indices

Share price performance financial year 2022/23



IT's that simple.

- Share price performance in financial year 2022/23 not satisfactory
- High revenue transformation in financial year 2022/23 weighs on share price
- Difficult market environment for small and mid caps

Measures:

- Targeted investments in growth areas in the 2022/23 financial year
- Expansion of investor relations activities to address new investor groups



# Extensive Analyst Coverage



Bank	Analyst	Target price	Recommendation	Date
<b>Baader Helvea</b>	<u>Knut Woller</u>	75.00 EUR	Buy	23.02.2024
<b>Berenberg</b>	<u>Gustav Froberg</u>	80.00 EUR	Buy	06.02.2024
<b>Hauck &amp; Aufhäuser</b>	<u>Tim Wunderlich</u>	68.50 EUR	Buy	21.02.2024
<b>Metzler Capital Markets</b>	<u>Oliver Frey</u>	84.00 EUR	Buy	21.02.2024
<b>Quirin</b>	<u>Sebastian Droste</u>	81.00 EUR	Buy	06.03.2024
<b>Stifel</b>	<u>Jannik Siering</u>	70.00 EUR	Buy	23.02.2024
<b>Warburg Research</b>	<u>Andreas Wolf</u>	86.00 EUR	Buy	20.02.2024

IT's that simple.

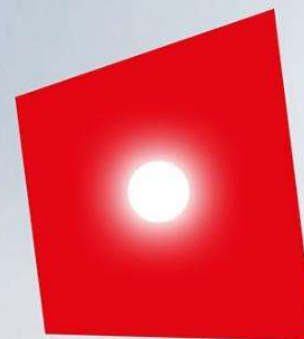
# Financial Calendar 2024



- 15.01.2024 Oddo Forum, Lyon
- 25.01.2024 Warburg, Klein Aber Fein, Frankfurt
- 07.02.2024 Hamburg Investor Days, Hamburg
- 20.02.2024 Publication of figures for the first quarter of 2023/24
- **14.03.2024 Annual General Meeting, Pliezhausen**
- 22.04.2024 Metzler Small Cap Days, Frankfurt/Main
- 23.04.2024 Quirin Champions Conference, Frankfurt/Main
- 13-15.05.2024 Spring conference, Frankfurt/Main
- 23.05.2024 Publication of figures for the second quarter of 2023/24
- 20.08.2024 Publication of figures for the third quarter of 2023/24
- 23.09.2024 Berenberg Goldman Sachs, Munich
- 24.09.2024 Baader Investment Conference, Munich
- 21.11.2024 Publication of the preliminary figures for the 2023/24 financial year
- 25-27.11.2024 Equity Forum 2024



**DATAGROUP**



IT's that visionary.

Outlook



# The Right Focus for a Successful Future



IT's that simple.

- Investments in future technologies to tap future growth potential
- Organic growth in CORBOX core business through new customers, cross-selling and upselling
- Reduction in transformation revenue from previous acquisitions
- Strengthening our position as a top employer and sustainable company
- Further inorganic growth with a defined focus



# We are Well on the Way to Achieving our Operating Targets for the 2023/24 Financial Year



100%


**Cross- and upselling:**  
approx. EUR 5.3m  
revenues p.a.

**New customers in CORBOX core business**  
approx. EUR 18.5m revenues p.a.


**Extension of existing CORBOX  
customer contracts:**  
26 contract extensions

**M&A:**  
Acquisition of conplus and iT TOTAL


Growth through cross-selling and upselling  
to existing CORBOX customers

 Target: approx. EUR 10-15m  
revenues p.a.

New customers in the CORBOX core  
business

 Target: approx. EUR 10-15m  
revenues p.a.

Extension of existing CORBOX  
customer contracts

 Target: 20% of the CORBOX order  
backlog annually

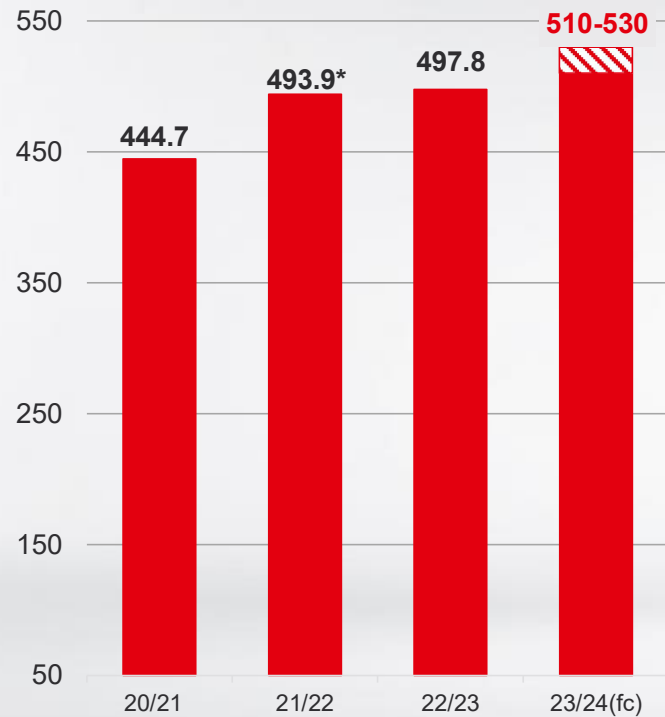
Inorganic growth

 Target: 2-4 new acquisitions per year

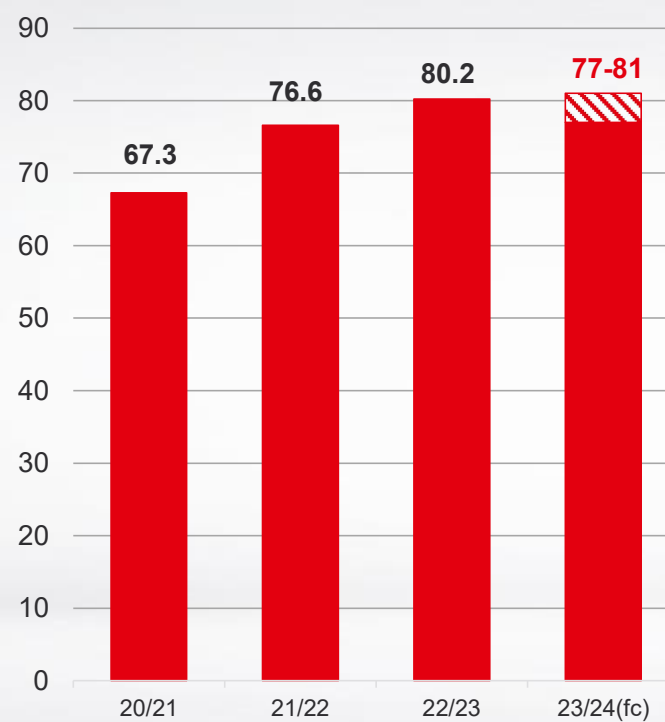
IT's that simple.

# Our Guidance for the 2023/24 Financial Year with Growth, Transformation, Future Investments

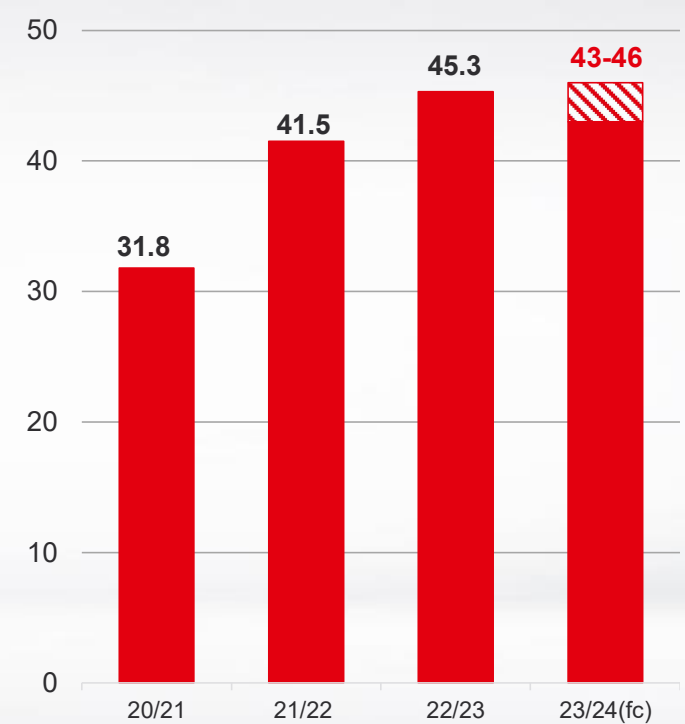
EUR m **Revenues**



EUR m **EBITDA**



EUR m **EBIT**



\*The previous year's figures have been adjusted. For details, see the 2022/23 Annual Report.

IT's that simple.



**DATAGROUP**

**DATAGROUP - A Firm Eye on the Future**

Thank you for your attention!