

# DATAGROUP

## Who are we: Leading German IT full service provider



- Rock solid business model based on innovative CORBOX service suite
- Helping companies to increase efficiency, safe costs, skilled labor shortage
- High share of long-term contracts with recurring revenues offers security in macroeconomically challenging times
- Driven by highly diversified customer base in the SME segment from a wide range of industries, institutions and the financial sector, no customer exceeds 5% of revenues
- High potential in key future trends (AI, Security, Cloud): drivers for accelerated growth and cross-selling
- Strong anorganic growth record with more than 30 successful acquisitions

# Business Model: Full service offering for IT, cloud and security services



- Innovative Service as a Product approach with CORBOX service suite at its core
- For SME companies with € 100 5,000m annual revenue as well as institutions and the financial sector across Germany
- Economies of scale through industrial service provision
- Standardization as a basis for automation and efficiency gains
- Modular solution for worry-free IT operation with highest safety standards proven by recognized certifications

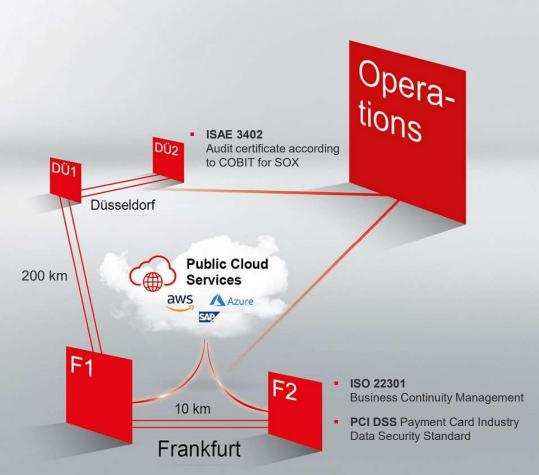
#### Long term customer relationships



Managed & **Public Cloud Application** Private Cloud Services Management Services Services SAP Communication Network Services & Collaboration Services Services Security EndUser Services Services Desk DATAGROUP SE - May 2024 |

# Data Centers in Germany in Colocation with Public Cloud Integration





- Improved desaster 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

# DATAGROUP

### The DATAGROUP Production Model

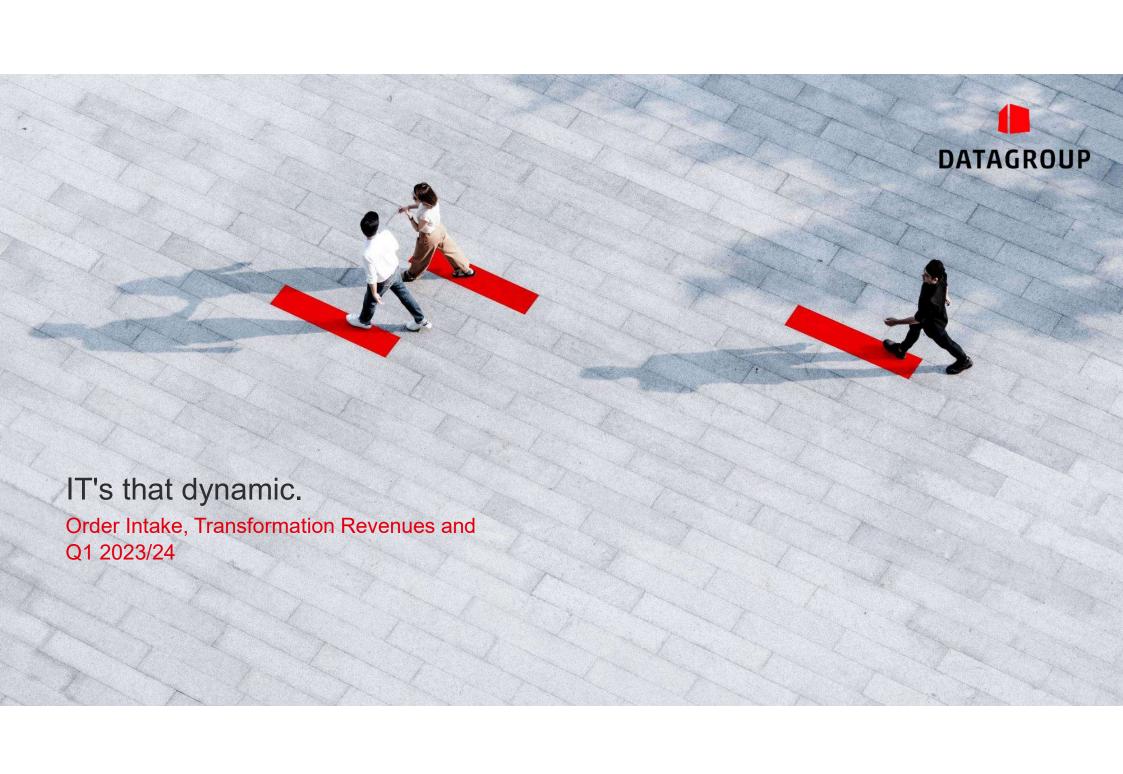


## Virtually centralized supply units ensure

- Efficiency gains / cost control
- Automation
- Public cloud integration
- Scalability / capacity for growth

#### Local presence ensures

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



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







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



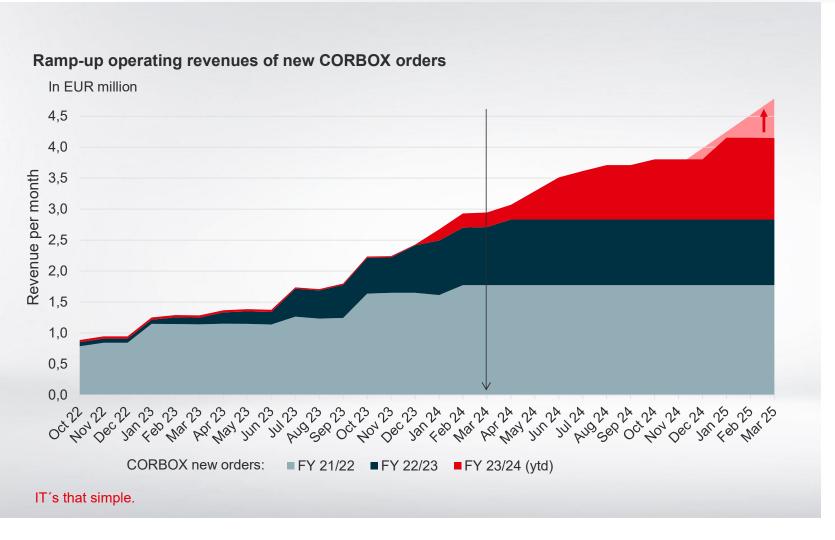




3 years, approx. EUR 1.0m p.a.

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



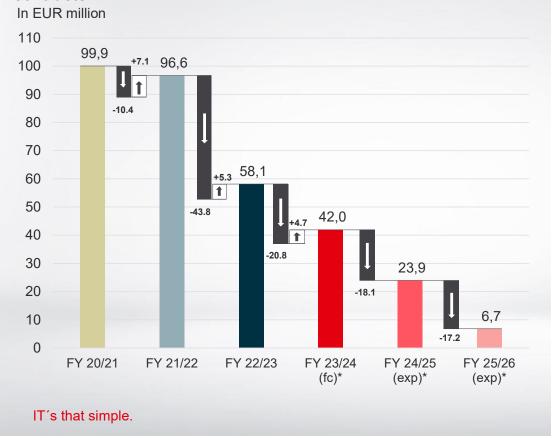


- CORBOX new orders have a ramp-up phase of approx. 9 months
- Thereafter 3-5 years contract term for operation and on average 3 extensions
- Further revenue growth expected by the end of the financial year
- Further CORBOX potential in the pipeline

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



## **Development of backlog in transformation revenues from legacy contracts**



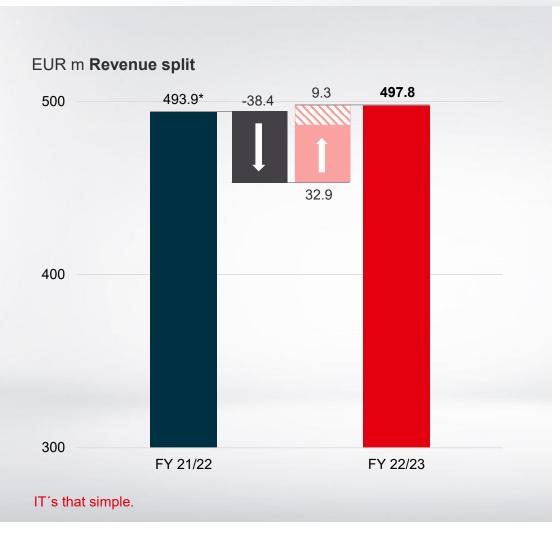
- High reduction in transformation revenues from legacy contracts of around EUR -38m from previous acquisitions in the 2022/23 financial year
- Backlog of transformation revenues significantly reduced
- "Normal" level of around EUR -15-20m per year expected again in the coming financial years

- Reduction of transformation revenues
- Addition of transformation revenues

  \*Expected development without new acquisitions

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





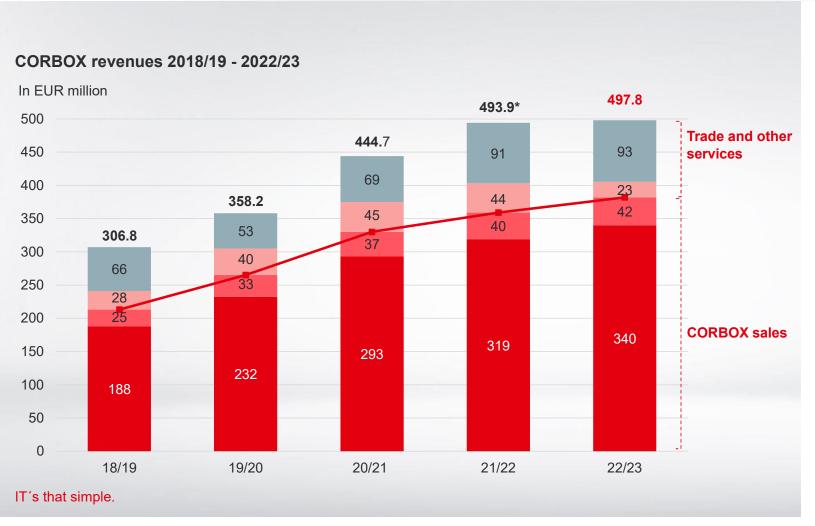
High reduction in transformation revenue of around EUR 38m from previous acquisitions in financial year 2022/23 more than offset by organic and inorganic growth

- Reduction of transformation sales
- Organic growth
- Inorganic growth

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

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





#### The revenue performance is made up of

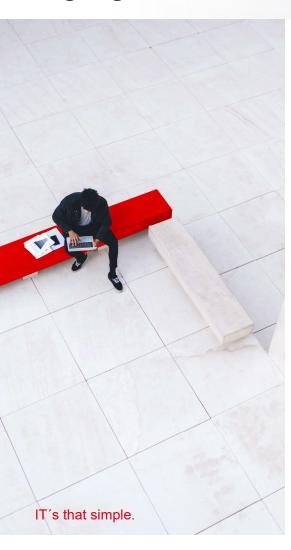
- EUR +32.9m organic growth
- EUR -38.4m reduction in transformation revenues from old contracts
- EUR +9.3m inorganic growth from M&A

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

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

## Highlights Q1 2023/24





#### **Company Highlights**

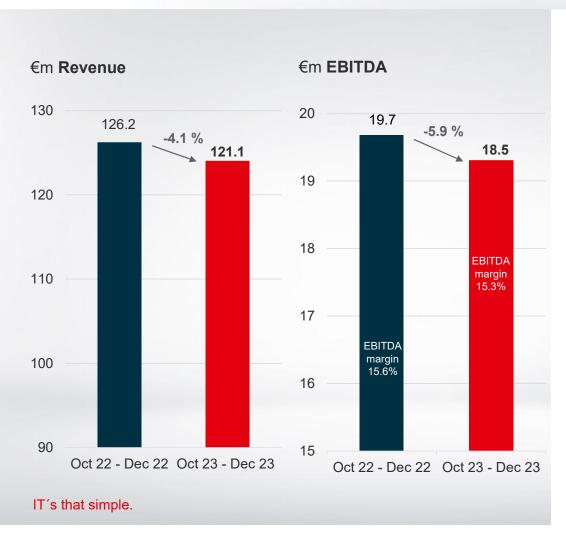
- Very strong order intake well above previous year:
  - 13 new CORBOX customers
  - 13 cross- & up-sellings
  - 16 contract extensions
- New Acquisition: CONPLUS in Dec. 2023 and iT TOTAL in Jan. 2024
- Further investments in the Al Ops platform and in the Cloud and Security business units of € 1.5m

#### **Financial Highlights**

- High demand for CORBOX core business
  - New CORBOX customer order intake of more than € 18m on an annual basis (as of March 2024)
  - Services revenue up 4.2%, total share at 86.6%

## Q1 23/24: Very strong order intake, revenue below previous year as expected

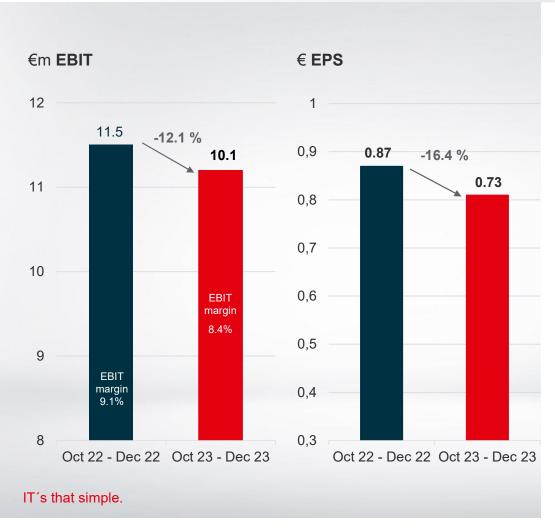




- Total revenue slightly below previous year due to the absence of the COVID-related special boom and the revenue transformation of low-margin contracts
- Service revenue increases by +4.2% whereas trade revenues with strong decrease due to discontinuation of the COVID-related hardware boom (mainly digital school boards)
- EBITDA margin remains strong despite investment of € 1.5m in AI, Cloud and Security
- Disproportionate decrease in EBIT vs. EBITDA especially due to increase in depreciation from purchase price allocation
- Good operating result development above previous year, but earnings burdened by investments

## Q1 23/24: Earnings and margin influenced by investments in future topics KI, Cloud and Security





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### Selected P&L Ratios in Q1 23/24

Figures in € k	Q1 22/23	Q1 23/24	Change
Revenue	126,207 <sup>1)</sup>	121,069	+4.2%
Services and maintenance	100,582	104,790 16,423	
Trade	25,821 <sup>1)</sup>		
Other own work capitalized	449	-77	
Changes in capitalized contract costs	-716	-1,054	
Total revenues	125,940 <sup>1)</sup> 119,93		-4.8%
Material expenses / Expenses for purchased services	43,436 <sup>1)</sup>	34,878	<b>+3.1%</b> +8.9%
Gross profit	82,504	<b>85,059</b> 62,885	
Personnel expenses	57,720		
EBITDA	19,676	18,519	
EBITA	13,427 12,135 11,508 10,117		-9.6% -12.1%
EBIT			
Financial result	-391	-1,148	+193.7%
EBT	11,117	8,969	-19.3%
Net income	7,233	6,047	-16.4%
EPS (in €)	0.87	0.73	-16.4%

- Material expenses decrease primarily due to reduced trade revenues
- Increase in personnel expenses due to acquisitions, investments in sales force and new employees in the futureoriented areas of AI, Cloud and Security

<sup>1)</sup> The accounting regulations have been adjusted with regard to the assessment of revenue recognition in relation to agent activity from licensing transactions. This leads to a reduction in sales revenue and the same amount in material costs. In order to ensure comparability of the previous year's financial statements, sales revenue and material costs in the previous comparable quarter Q1 2022/2023 were reduced.



### Selected Balance Sheet Ratios in Q1 23/24

Figures in € k	30.09.23	31.12.23	Change	
Goodwill	157,025	169,206	7.8%	
Non-current liabilities	151,789	156,929	3.4%	
thereof liabilities to banks	65,903	65,887	0.0%	
thereof leasing liabilities	33,414	33,414 30,269		
thereof pension provisions	35,884	42,880	19.5%	
Current liabilities	166,064	166,064 187,818		
thereof liabilities to banks	33,748	53,770	59.3%	
thereof leasing liabilities	18,565	15,924	-14.2%	
Cash and cash equivalents	21,879	37,999	73.7%	
Trade receivables	57,010	56,938	-0.1%	
Trade payables	13,069	14,331	9.7%	
Total net debt	112,574	117,992	4.8%	
Equity ratio (in %)	31.7	30.1		
Balance sheet total	465,287	493,422	6.0%	

- Increase of Goodwill driven by acquisition of CONPLUS
- Despite the acquisition of € 9.6m in CONPLUS, net debt only increased by € 5.4m
- Net debt / EBITDA = 1.59

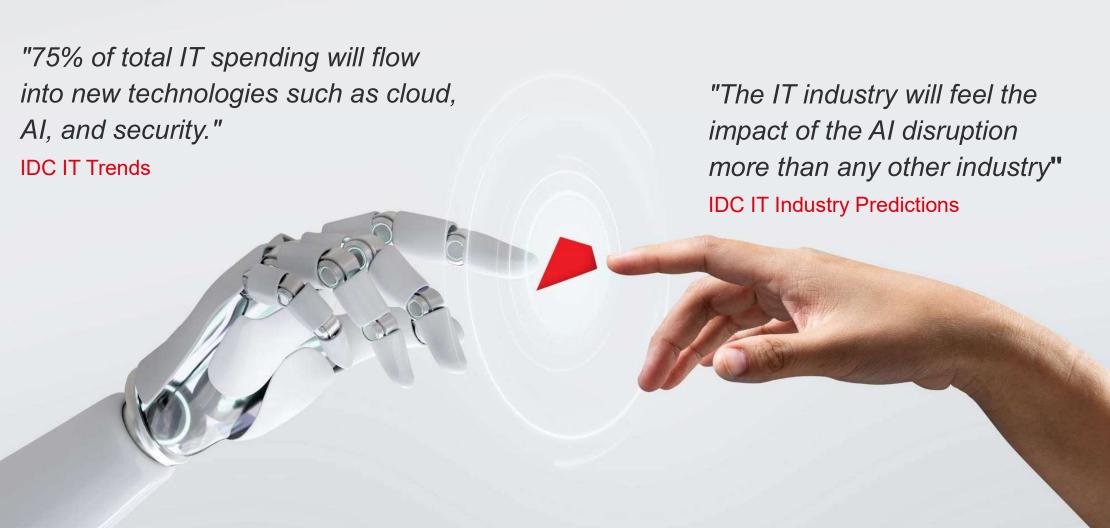


## Cash Flow in Q1 23/24

Q1 22/23	Q1 23/24	Change	Notes
17,391	12,668	-27.2%	<ul><li>Operating Cash flow remains solid</li></ul>
-5,041	-11,593	+130.0%	<ul> <li>CAPEX :</li> <li>€ 2,427k in Q1 23/24 after</li> <li>€ 2,747k in Q1 22/23</li> </ul>
			<ul> <li>Outflow of € 9,597 for acquisition of CONPLUS</li> </ul>
-4,328	15,045	-447.7%	<ul> <li>Inflow from increase in financial liabilities of € 20,048k in Q1 23/24</li> </ul>
55,064	37,999	-40.3%	
	-5,041 -4,328	17,391 12,668 -5,041 -11,593 -4,328 15,045	17,391 12,668 -27.2%  -5,041 -11,593 +130.0%  -4,328 15,045 -447.7%

IT's that simple.





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

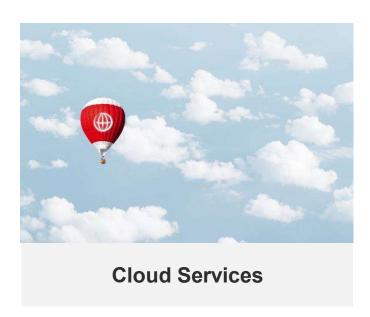


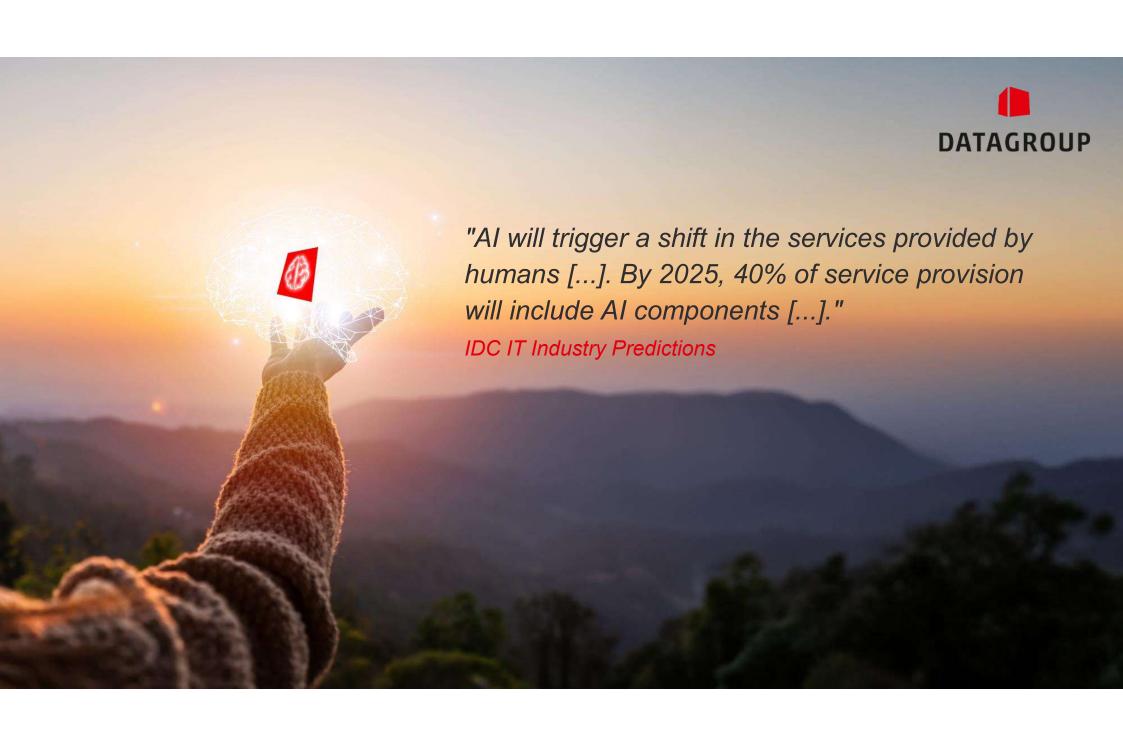


**Artificial Intelligence** 



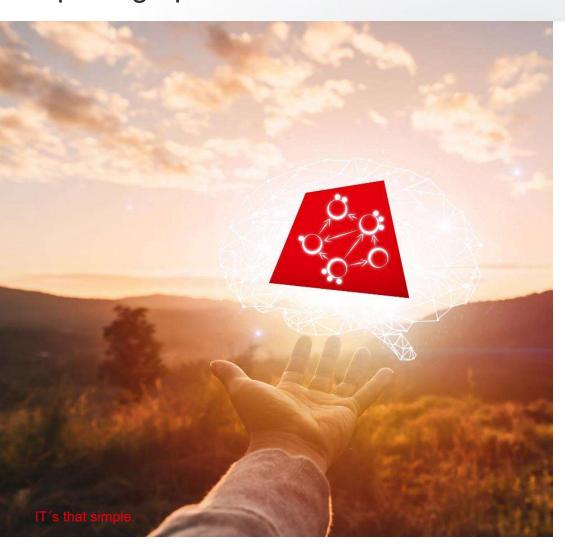
**Cyber Security** 





## Artificial Intelligence - HIRO Technology Opening up a New Dimension of IT Service Production

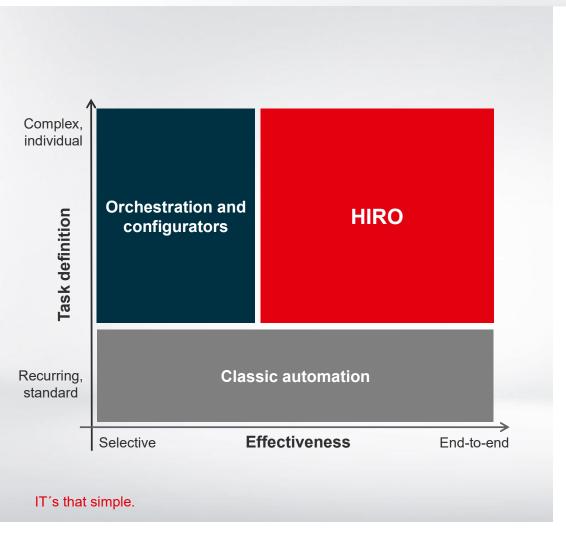




- HIRO, with its combination of knowledge graphs and reasoning model, is based on state-of-the-art Al technology, integrated into our sovereign CORBOX cloud
- HIRO can capture and multiply expert knowledge for IT service production
- Scaling of service capacity independent of access to skilled labor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

## **Artificial Intelligence** IT Automation for the Previously Unattainable

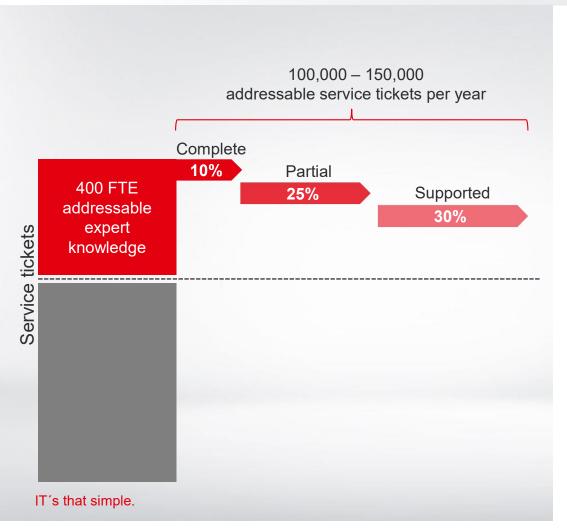




- HIRO enables automation of heterogeneous and individual tasks
- The AI model is trained to individually compile and execute suitable work steps

## Artificial Intelligence High Potential in the DATAGROUP Production Model

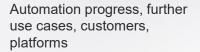


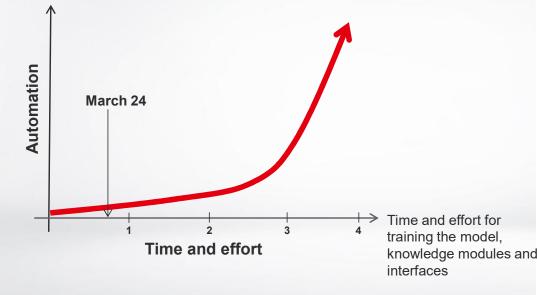


- The production model, which is based on central tools and platforms, offers great potential
- Target: 15% additional unit cost reduction in the relevant services in 2-3 years through HIRO

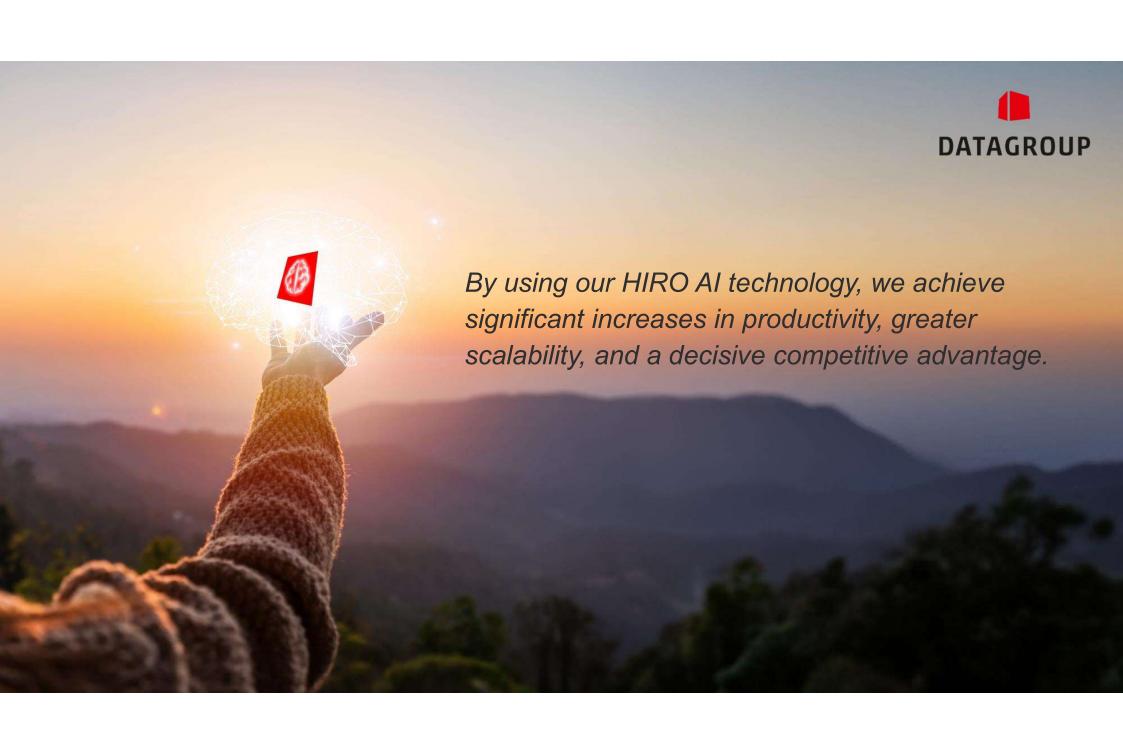
## Artificial Intelligence **Exponential Growth in Automation**







- 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







## Cyber Security is Existential for Companies and Organizations

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

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

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%.



successful ransomeware attacks on companies.

### quarter of a million



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

of all spam emails in the reporting period were cyberattacks: 34% blackmail emails,

32% scam emails.



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

- 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

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

## 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



- 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





- 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** 



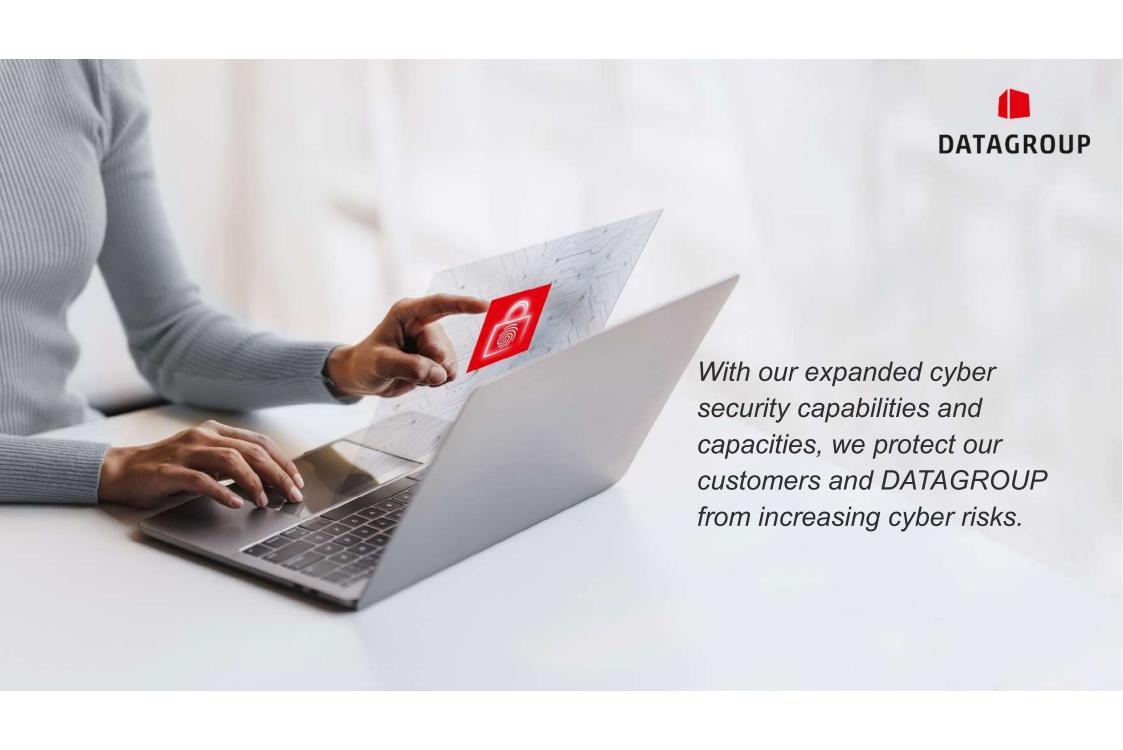
Managed Services Partner of XM Cyber a company of the of the schwarz digits group

# DATAGROUP

## Cyber Security - Investments Are Already Having an Impact



- 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





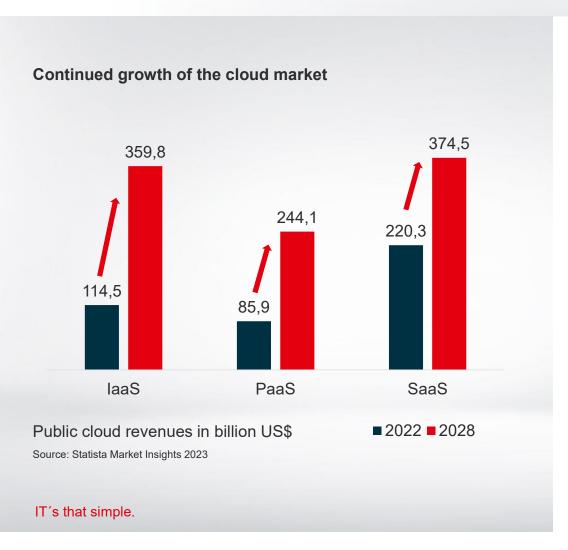


"By 2025, 95% of new digital workloads will be delivered on cloud platforms."

Gartner



### Cloud Services are Becoming the Dominant Operating Model



- 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

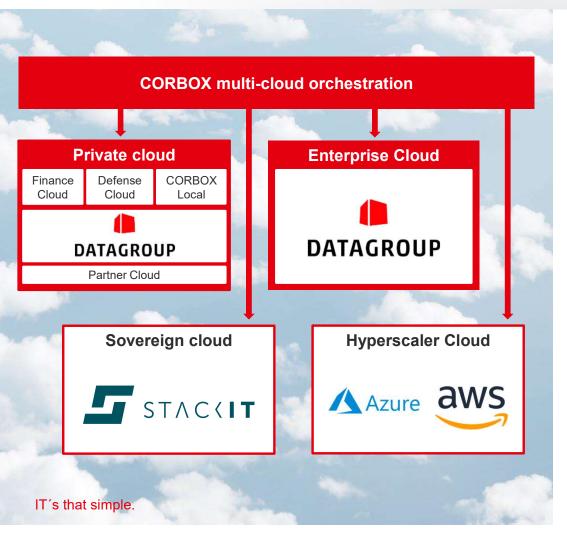




- In addition to hyperscalers and private clouds, sovereign and industry-specific cloud offerings gain importance
- Multi-cloud strategies avoid dependency and fulfill regulatory requirements



## Full Service Multi-cloud Offering for SMEs

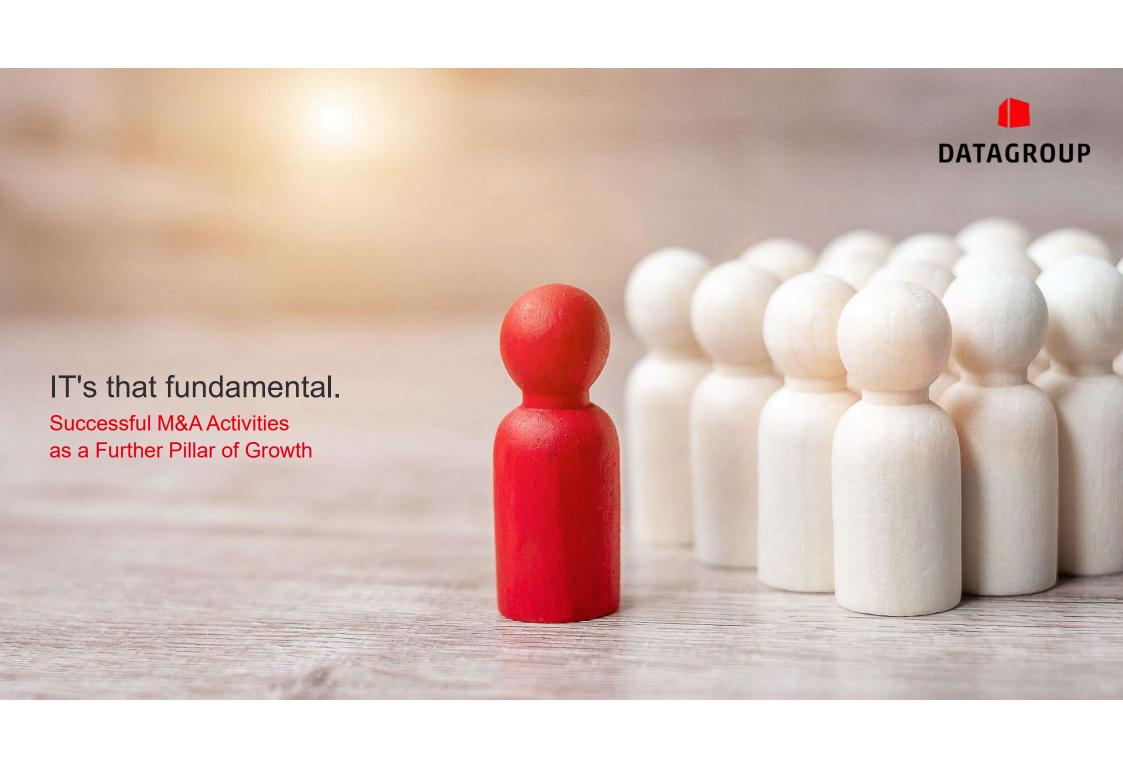


- New customers and future-proof portfolio by combining multi-cloud orchestration with own cloud platforms
- Cloud transformation from a single source with Landing Zone Standard and end-to-end migration expertise





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.



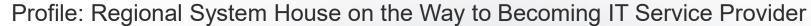
# Systematic Approach for Inorganic Growth Profiles of Attractive Acquisition Candidates





- 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

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















#### 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

## 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

## FY 2023/24: Acquisition of ISC Innovative Systems Consulting\* Profile: Regional System House on the Way to Becoming IT Service Provider















Rosenheim, Montabaur

#### At a glance

- ISC Innovative Systems is an established SAP consulting company for mediumsized companies
- Cross-industry range of services from value-added reselling (licenses), SAP implementation and individual SAP solutions

#### **Opportunities & outlook**

- ISC's services complement and expand the CORBOX portfolio, particularly in the area of SAP
- Strengthening the SAP business within the Group and expanding SAP expertise
- Expanding presence in southern Germany and leveraging synergies
- Strengthening the product portfolio, customer base and employee expertise

<sup>\*</sup>The transaction is expected to close in the third quarter of the current financial year.

### M&A-History



2006 - 2009

2006 Messerknecht (120 EE)

2006 ICP (15 EE)

2007 EGT Informationssysteme (25 EE)

2007 Hamann und Feil (20 EE)

2007 Corporate Express (20 EE)

2008 Best Computer Support (30 EE)

2008 Hanseatische Datentechnik (150 EE)

2008 bte bürotechnik eggert (10 EE)

2010 - 2013

2010 Arxes (380 EE)

2010 **Ptecs** (50 EE)

2011 **BGS** (120 EE)

2011 **DATAGROUP IT Solutions** (20 EE)

2011 **DATAGROUP Consulting** (10 EE)

2012 PC-Feuerwehr (10 EE)

2012 Consinto (350 EE)

2014 - 2017

2014 Excelsis (50 EE)

2015 **Vega** (120 EE)

2016 **HP Enterprise** (306 EE)

2017 **HanseCom** (70 EE)

2017 ikb Data (72 EE)

2021 - 2024

2021 **dna** (104 EE)

2018 - 2020

2018 **ALMATO** (40 EE)

2019 Mercoline (60 EE)

2020 **Portavis** (200 EE)

2020 Cloudeteer (29 EE)

2019 **IT-Informatik** (300 EE)

2019 UBL (70 EE)

2021 URANO Informationssysteme (300 EE)

2022 Hövermann IT (55 EE)

2023 **systemzwo** (38 EE)

2023 conplus (22 EE)

2024 **iT TOTAL** (40 EE)

2024 ISC (50 EE)

3.206

new employees since October 2006 EE = employee



# **DATAGROUP**

## The Right Focus for a Successful Future



- 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.

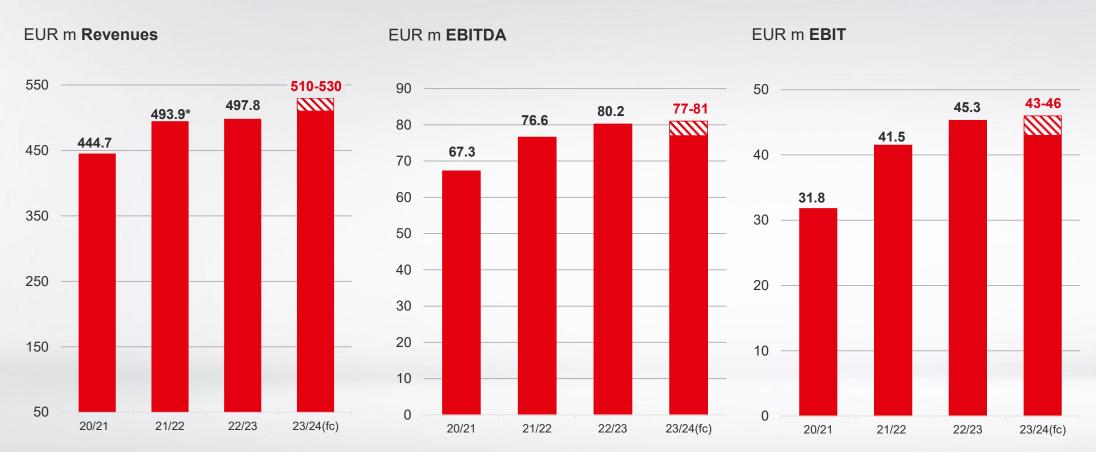
Extension of existing CORBOX customer contracts

backlog annually

Inorganic growth

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





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





#### Selected P/L ratios in FY 2022/23:

Figures in € k	FY 2021/22	FY 2022/23	Change
Revenues	493,950	497,796	0.7%
Other own work capitalized	1,643	2,153	31.1%
Changes in capitalized contract costs	-3,580	-4,086	14.1%
Total revenues	492,013	495,863	0.7%
Material expenses / Expenses for purchased services	162,244	154,670	-4,7%
Gross profit	329,769	341,193	3.5%
Personnel expenses	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%
Financial result	-4,719	-4,077	-13.6%
EBT	36,733	41,241	12.3%
Net income	22.028	28,265 28	
EPS (in €)	2.64	3.39	28.3%

- Sales slightly above previous year's level despite € 40m negative effects on an annual basis
- Proportion of services at a high level of 81.4%
- Earnings improvement thanks to reduction of external services by establishing own resources
- Significant increase in EPS from € 2.64 to € 3.39 (+28.3%) driven by a strong result and the return to a normal tax ratio



### Selected balance sheet ratios of FY 2022/23:

Figures in € k	30.09.2022	30.09.2023	Change 3.7%	
Goodwill	151,436	157,025		
Non-current liabilities	161,479	151,789	-6.0%	
thereof liabilities to banks	69,225	65,903	-4.8%	
thereof leasing liabilities	34,442	33,414	-3.0%	
thereof pension provisions	36,103	35,884	-0.6%	
Current liabilities	194,647	166,064	-14.7%	
thereof liabilities to banks	9,008	33,748	274.6%	
thereof leasing liabilities	18,052	18,565	2.8%	
Cash and cash equivalents	47,042	21,879	-53.5%	
Trade receivables	55,148	57,010	3.4%	
Trade payables	15,827	13,069	-17.4%	
Total net debt	109,302	109,302 112,574		
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
- Equity ratio further improved to 31.7%
- Reduction in total assets through establishment of a new more flexible finance structure in March 2023
- Net debt on prior year level despite investment in new subsidiaries and dividend payment



## Cash flow FY 2022/23:

Figures in € k	FY 2021/22	FY 2022/23	Change	Notes
Cash flow from operating activities	70,254	46,664	-33.6%	<ul> <li>Very good cash flow from operating activities shows the strength of DATAGROUPs business model</li> </ul>
Cash flow from investing activities	-44,778	-64,834	44.8%	<ul> <li>CAPEX: € 15,234k as per 22/23 after € 8,810k as per 21/22</li> </ul>
				<ul> <li>€ 50,930k: earn-out payments and outflow for acquisitions</li> </ul>
Cash flow from financing activities	-22,525	-6,993	-69.0%	<ul> <li>Outflow for finance lease as a lessee € 15,421k as per Q4 22/23 after € 12,789k as per Q4 21/22</li> </ul>
				<ul> <li>Borrowing of promissory note loan € 30,000k, repayment of promissory note loan € 9,000k</li> </ul>
Changes in cash and cash equivalents	2,950	-25,163	-953.0%	
Cash and cash equivalents on 30.09.	47,042	21,879	-53.5%	

IT's that simple.

# DATAGROUP

#### 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 guarter 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**

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