



Who are we: Leading German IT Full Service Provider

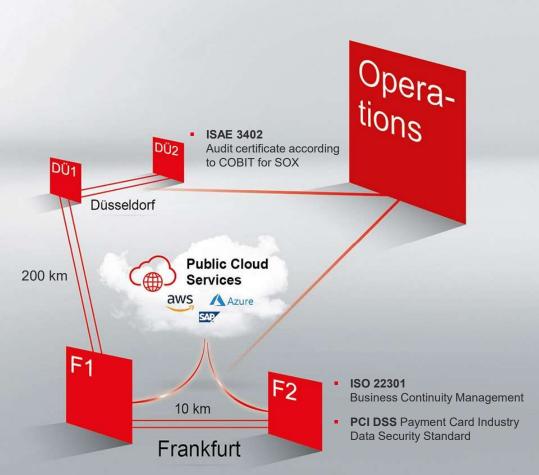
- Rock solid business model based on innovative CORBOX service suite at its core
- Standardization as a basis for automation and efficiency gains
- High share of long-term contracts with recurring revenues offers security in macroeconomically challenging times
- Driven by highly diversified customer base in the SME segment from a wide range of industries, institutions and the financial sector
- High potential in key future trends (AI, Security, Cloud):
 drivers for accelerated growth and cross-selling
- Growth strategy with a focus on organic growth flanked by targeted strategic acquisitions



IT's that simple.

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

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The DATAGROUP Production Model



Virtually centralized supply units ensure

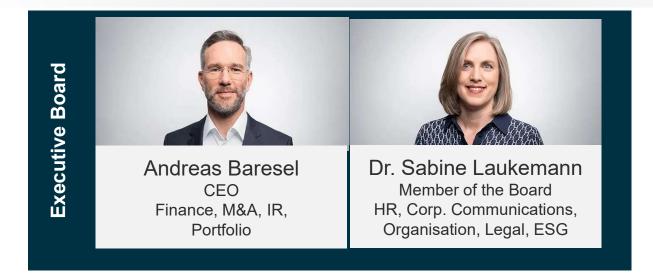
- Efficiency gains / cost control
- Automation
- Public cloud integration
- Scalability / capacity for growth

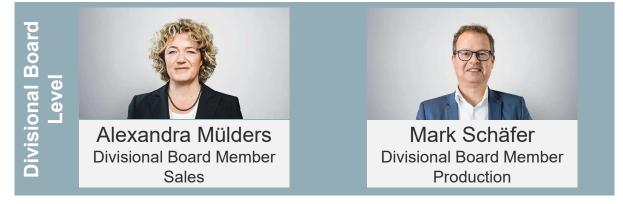
Local presence ensures

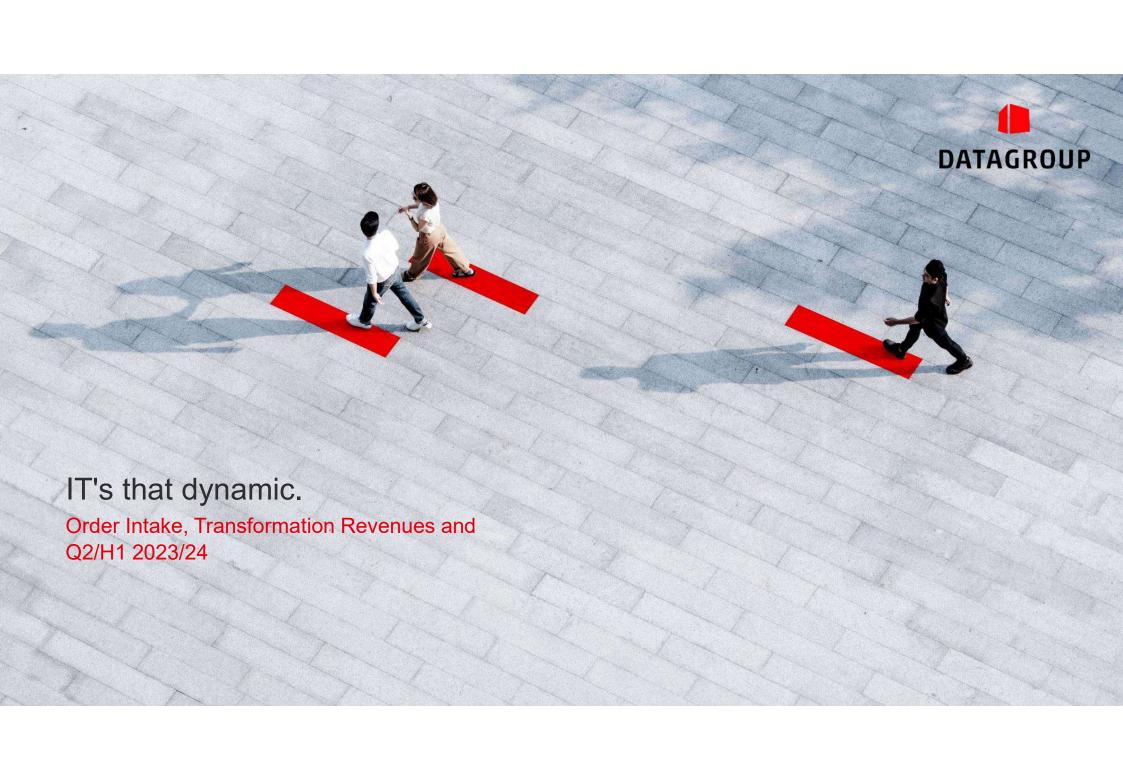
- Eye height
- Proximity
- On-site services
- Sales success

Management Board New Setup for Future Growth









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





3 years, approx. EUR 5.3m p.a.

Automotive industry
Application Management Industry
Solution
1 year, approx. EUR 1.6m p.a.



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



SAP S/4Hana 5 years, ca. EUR 1.6m / year



Student union
BAföG Bayern SaaS
5 years, approx. EUR 1.25m p.a.



Food industry
Digital App Development for
Delivery
2 years, approx. EUR 1.4m p.a.



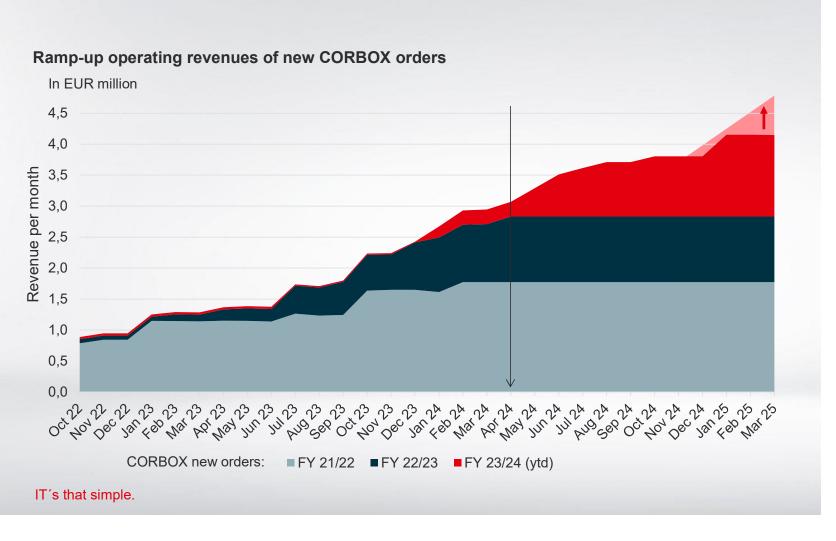
Trade fair
Cloud & Application Services
5 years, approx. EUR 1.2m p.a.

and many more...

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

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

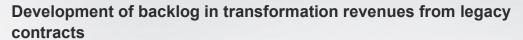


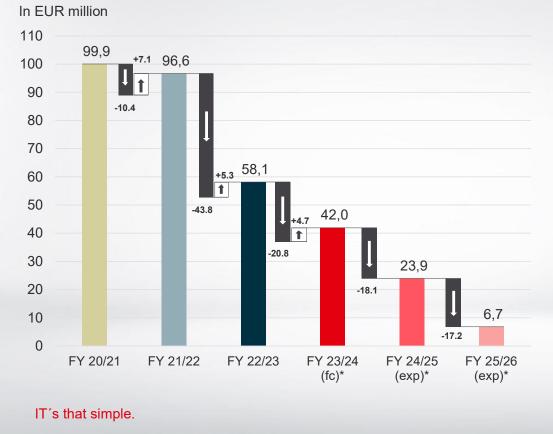


- CORBOX new orders have a ramp-up phase of approx. 9 months
- Thereafter 3-5 years contract term for operation and on average 3 extensions
- Further revenue growth expected by the end of the financial year
- Further CORBOX potential in the pipeline

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







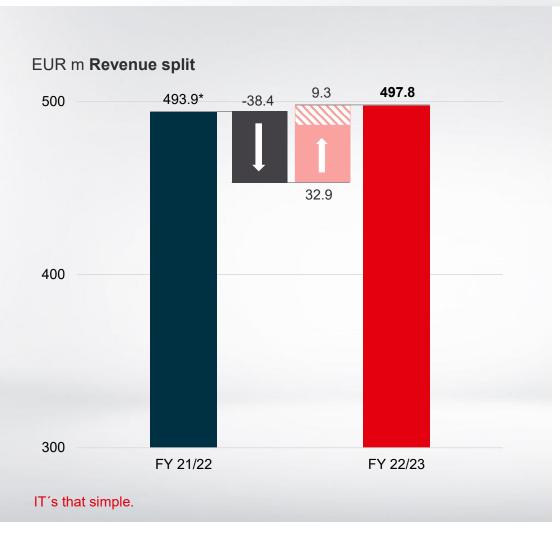
- High reduction in transformation revenues from legacy contracts of around EUR -38m from previous acquisitions in the 2022/23 financial year
- Backlog of transformation revenues significantly reduced
- "Normal" level of around EUR -15-20m per year expected again in the coming financial years

- Reduction of transformation revenues
- Addition of transformation revenues

 *Expected development without new acquisitions

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





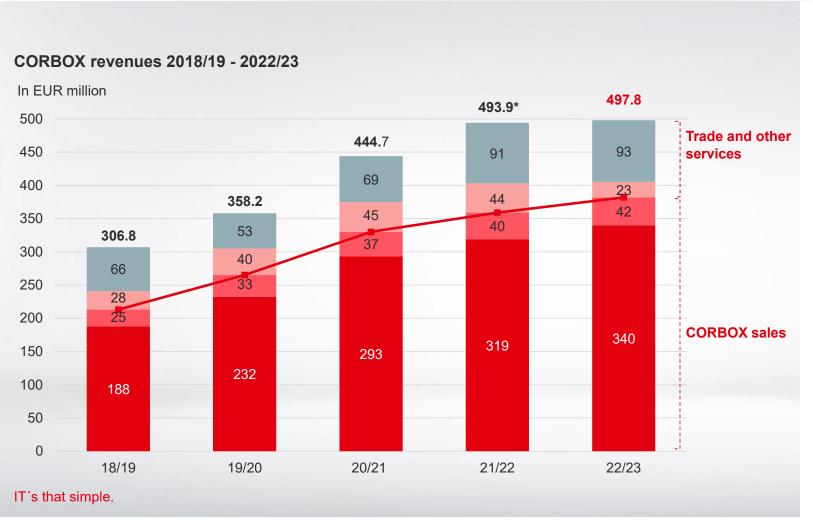
High reduction in transformation revenue of around EUR 38m from previous acquisitions in financial year 2022/23 more than offset by organic and inorganic growth

- Reduction of transformation sales
- Organic growth
- Inorganic growth

^{*}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

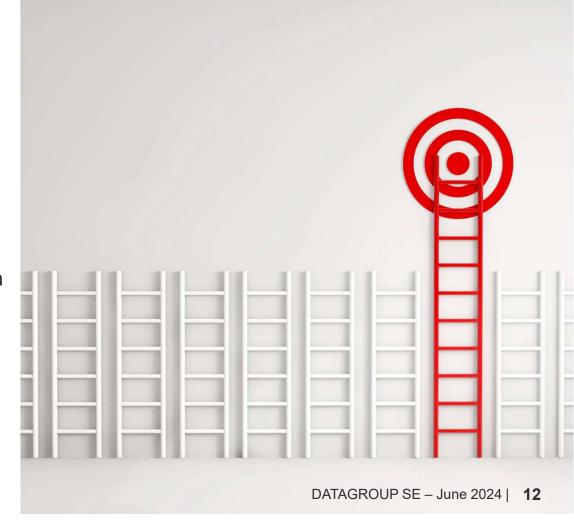
- CORBOX basic contracts
- CORBOX-connected services
- Other services
- Trade & other

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



Business Development H1 2023/24 at a glance

- Sustainable and growth-oriented new organizational alignment and sustainably stable and robust business model
- Continued strong order intake and very good progress in all growth targets
- Investments in key future growth drivers deliver first results
- Further targeted acquisitions in companies with a high contribution to the growth trajectory





Selected P&L Ratios in Q2 2023/24

Figures in kEUR	Q2 2022/23	Q2 2023/24	Change	
Revenue	120,840 ¹⁾	127,678	5.7%	
Services and maintenance	100,751	102,357	1.6%	
Trade	19,878 ¹⁾	25,000	25.8%	
Other own work capitalized	388	1,988	412.2%	
Changes in capitalized contract costs	-447	-214	-52.2% 7.2% 8.6% 6.6%	
Total revenues	120,781 ¹⁾	129,452		
Material expenses / Expenses for purchased services	34,630 ¹⁾	37,620		
Gross profit	86,151	91,832		
Personnel expenses	59,590	65,721	10.3%	
EBITDA	19,743	19,541	-1.0%	
EBITA	13,146	12,872	-2.1%	
EBIT	11,301	10,644	-5.8%	
Financial result	-758	-1,262	66.6%	
EBT	10,543	9,382	-11.0%	
Net income	7,273	6,330	-13.0%	
EPS (in €)	0.87	0.76	-13.0%	

 Sales growth due to start-up of new customer business as well as transition and M&A effects in trade sales reported in accordance with IFRS

¹⁾ 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 Q2 2022/23 were reduced.



Selected P&L Ratios in H1 2023/24

Figures in kEUR	H1 2022/23	H1 2023/24	Change	
Revenue	247,047 ¹⁾	248,747	0.7%	
Services and maintenance	201,333	207,146	2.9%	
Trade	45,699 ¹⁾	41,423	-9.4%	
Other own work capitalized	837	1,911	128.3%	
Changes in capitalized contract costs	-1,163	-1,268	9.0%	
Total revenues	246,721 ¹⁾	249,390	1.1%	
Material expenses / Expenses for purchased services	78,066 ¹⁾	72,499	-7.1%	
Gross profit	168,655	176,891	4.9%	
Personnel expenses	117,310	128,606	9.6%	
EBITDA	39,419	38,060	-3.4%	
EBITA	26,573	25,007	-5.9%	
EBIT	22,809	20,761	-9.0%	
Financial result	-1,149	-2,410	109.8%	
EBT	21,660	18,351	-15.3%	
Net income	14,506	12,377	-14.7%	
EPS (in €)	1.74	1.49	-14.7%	

- Increase in personnel expenses due to acquisitions, investments in sales force and new employees in the futureoriented areas of AI, Cloud and Security
- Increasing financing costs due to higher interest rates

¹⁾ 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 half year H1 2022/23 were reduced.



Selected Balance Sheet Ratios in H1 2023/24

Figures in kEUR	30.09.23	31.03.24	Change 9.7%	
Goodwill	157,025	172,190		
Non-current liabilities	151,789	175,830	15.8%	
thereof liabilities to banks	65,903	85,929	30.4%	
thereof leasing liabilities	33,414	30,239	-9.5%	
thereof pension provisions	35,884	40,880	12.3%	
Current liabilities	166,064	172,605	3.9%	
thereof liabilities to banks	33,748	44,639	32.3%	
thereof leasing liabilities	18,565	17,536	-5.5%	
Cash and cash equivalents	21,879	24,958	14.1%	
Trade receivables	57,010	66,082	15.9%	
Trade payables	13,069	13,548	3.7%	
Total net debt	112,574	112,574 142,303		
Equity ratio (in %)	31.7	29.0		
Balance sheet total	465,287	490,916	5.5%	

- Increase of Goodwill driven by acquisition of CONPLUS and **IT TOTAL**
- Due to the acquisition of **CONPLUS** and iT TOTAL (EUR 13.8m) and the dividend payment of EUR 12.5m, net debt increased
- Net debt / EBITDA = 1.87

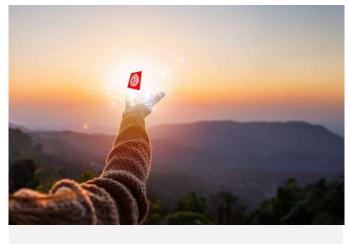


Cash Flow in H1 2023/24

Figures in kEUR	H1 2022/23	H1 2023/24	Change	Notes
Cash flow from operating activities	28,377	16,961	-40.2%	 Operating Cash flow remains solid
				 burdened by a reduction in factoring volume, extraordinary tax payments and finance lease effects
Cash flow from investing activities	-50,864	-21,464	-57.8%	 CAPEX: EUR 7,100k in H1 2023/24 after EUR 7,606k in H1 2022/23
				 Outflow of EUR 9,597k for acquisition of CONPLUS and EUR 4,195k for iT TOTAL
Cash flow from financing activities	17,619	7,582	-57.0%	 Inflow from increase in financial liabilities in H1 2023/24
Cash and cash equivalents on 31.03.	42,175	24,958	-40.8%	

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

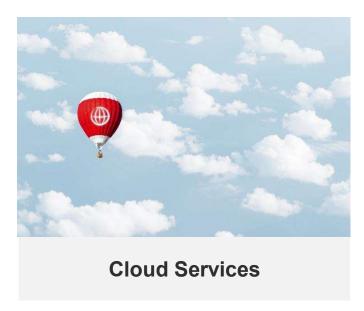








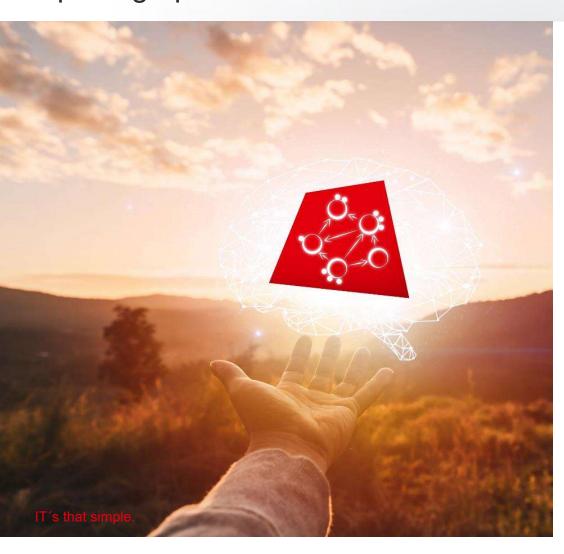
Cyber Security



IT's that simple.

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

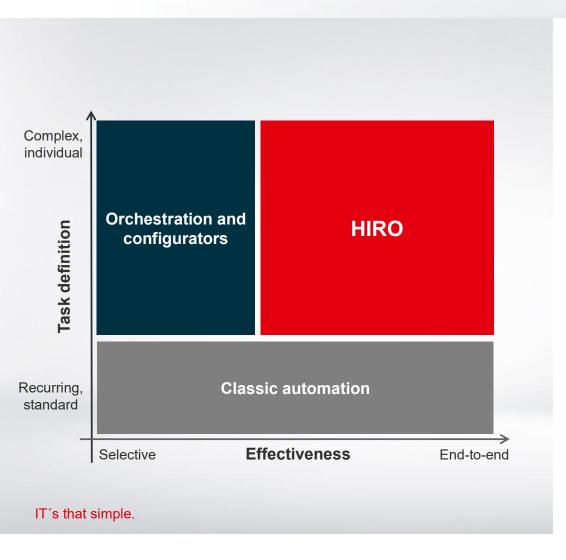




- HIRO, with its combination of knowledge graphs and reasoning model, is based on state-of-the-art Al technology, integrated into our sovereign CORBOX cloud
- HIRO can capture and multiply expert knowledge for IT service production
- Scaling of service capacity independent of access to skilled labor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

Artificial Intelligence IT Automation for the Previously Unattainable

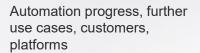


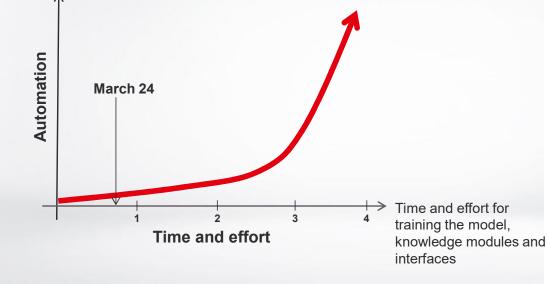


- HIRO enables automation of heterogeneous and individual tasks
- The Al model is trained to individually compile and execute suitable work steps

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 - 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

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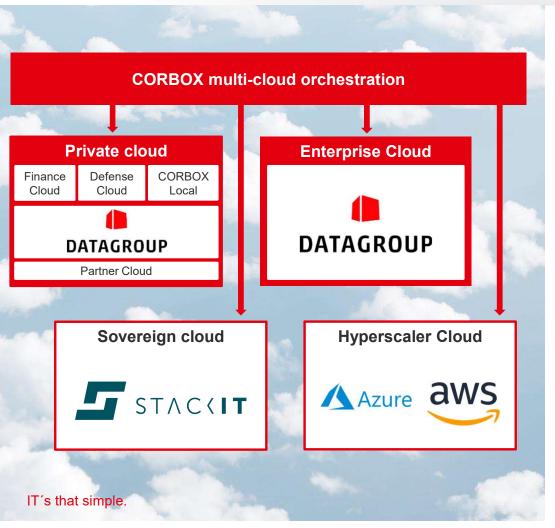
Cyber Security - Investments Are Already Having an Impact



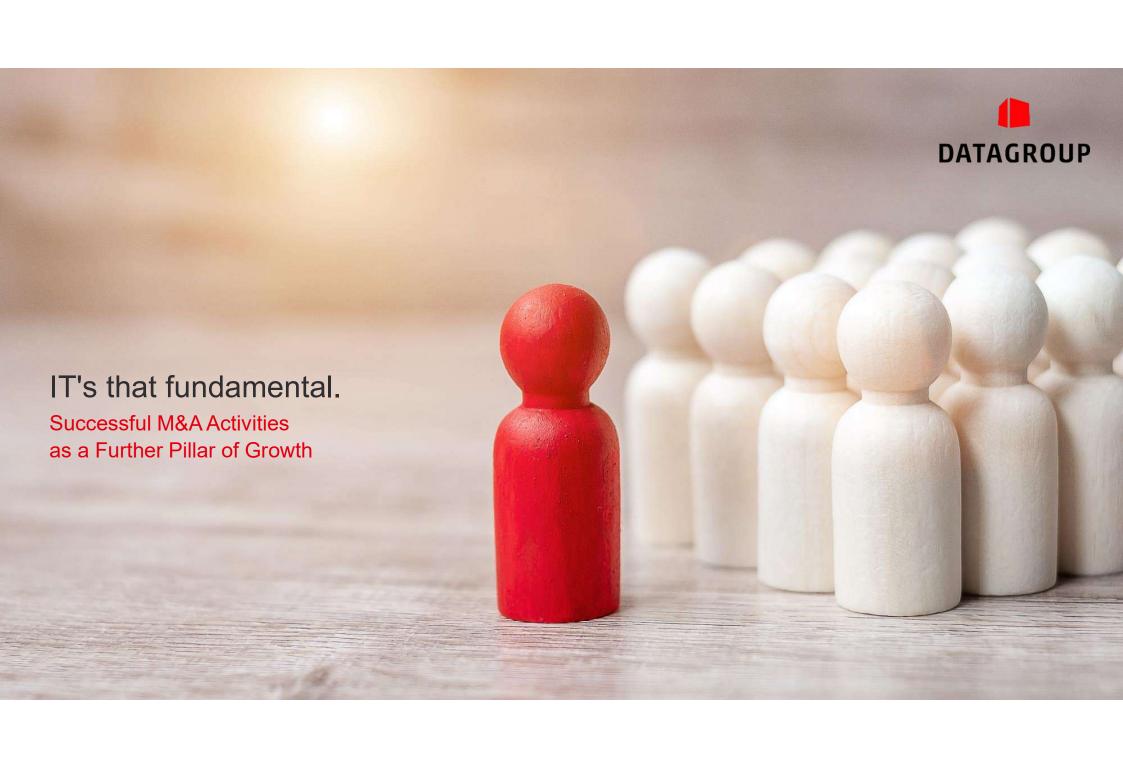
- Good growth in security sales and new customers bestätigen die Investionsstrategie
- High potential in cross-selling and upselling in the CORBOX existing customer base
- Volume of sales opportunities with pure security scope increased significantly

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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



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

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













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















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

^{*}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

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 **dna** (104 EE)

2021 URANO Informationssysteme (300 EE)

2022 Hövermann IT (55 EE)

2023 **systemzwo** (38 EE)

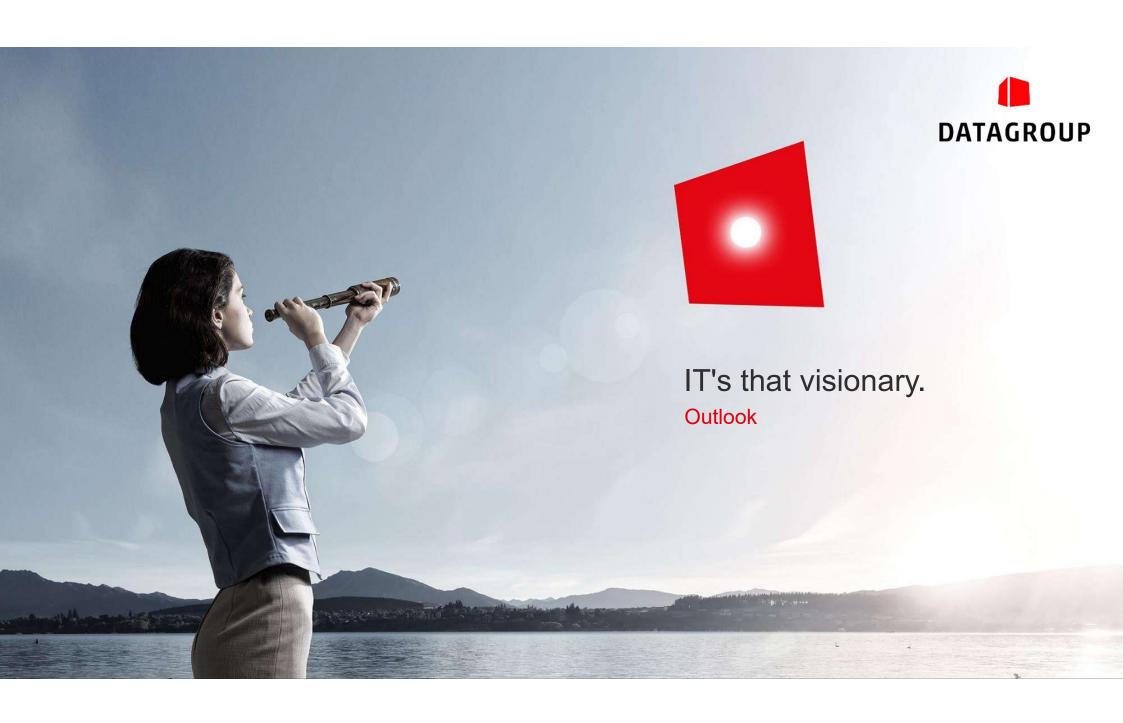
2023 conplus (22 EE)

2024 **iT TOTAL** (40 EE)

2024 ISC (50 EE)

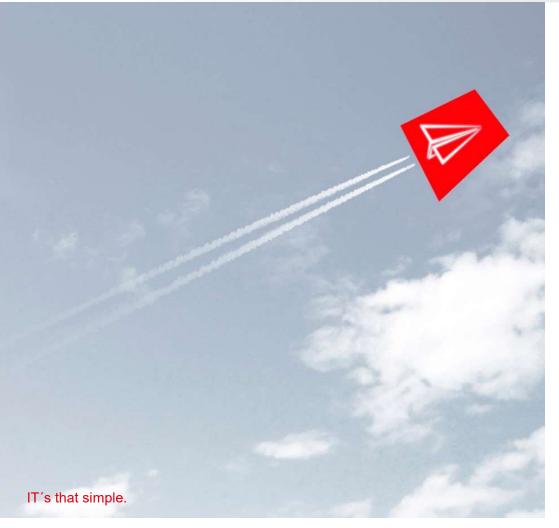
3.206

new employees since October 2006 EE = employee



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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.

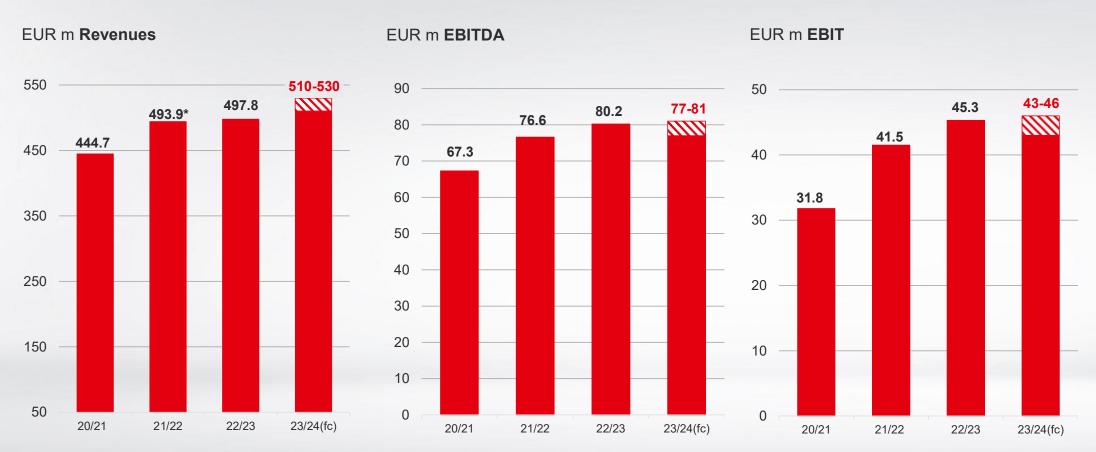
Extension of existing CORBOX customer contracts

backlog annually

Inorganic growth

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





^{*}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	28.3%
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	
Goodwill	151,436	157,025	3.7%	
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	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
- 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%	 Very good cash flow from operating activities shows the strength of DATAGROUPs business model
Cash flow from investing activities	-44,778	-64,834	44.8%	 CAPEX: € 15,234k as per 22/23 after € 8,810k as per 21/22
				 € 50,930k: earn-out payments and outflow for acquisitions
Cash flow from financing activities	-22,525	-6,993	-69.0%	 Outflow for finance lease as a lessee € 15,421k as per Q4 22/23 after € 12,789k as per Q4 21/22
				 Borrowing of promissory note loan € 30,000k, repayment of promissory note loan € 9,000k
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%	

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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
- 06.06.2024 Warburg Highlights, Hamburg
- 13.08.2024 Publication of figures for the third guarter 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

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