



DATAGROUP

DATAGROUP a synonym for stability

Analyst Call Q1 2024/2025 Figures

February 20, 2025



Who are we: Leading German IT Full Service Provider

- Rock solid business model based on innovative CORBOX service suite at its core
- 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, Cyber Security, Cloud): drivers for accelerated growth and cross-selling
- **Growth strategy with a focus on organic growth flanked by targeted strategic acquisitions**

Cloud Services	SAP Services	Application & Data Management
Network Services	Security Services	Communication & Collaboration
Workplace Services	Compliance Services	Service Desk



~ EUR 530m in
revenues



~ 3,500
employees



Highlights Q1 2024/2025

- Further strong increase in revenue momentum:
 - Revenue growth of 15 % in Q1 2024/2025
 - Organic growth of +8 %
- Strategic focus on organic growth confirmed:
 - Incoming orders of EUR 18.7 million in new business, cross-selling and upselling
- Acquisition of IT security specialist TARADOR strengthens SME segment in the strategically central future field of cyber security
- Further ramp-up of automation rates through the use of AI technology



Strong start in all operating targets for the 2024/25 financial year

100%

Cross- and upselling in the existing customer base:
EUR 7.1m revenues p.a.

Growth through cross-selling and upselling to existing CORBOX customers

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

New customers in CORBOX core business:
EUR 11.6m revenues p.a.

New customers in the CORBOX core business

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

Extension of existing CORBOX customer contracts:
30 contract extensions

Extension of existing CORBOX customer contracts

🚩 Target: 20% of the CORBOX order backlog annually

M&A:
Acquisition of TARADOR GmbH

Inorganic growth

🚩 Target: 2-4 new acquisitions per year

Strong CORBOX Order Intake in the 2024/25 Financial Year



Printing Industry
SAP Operating Services
5 years, approx. EUR 1.2m p.a.



Specialized Machinery
Workplace & Cloud Services
5 years, approx. EUR 1.8m p.a.



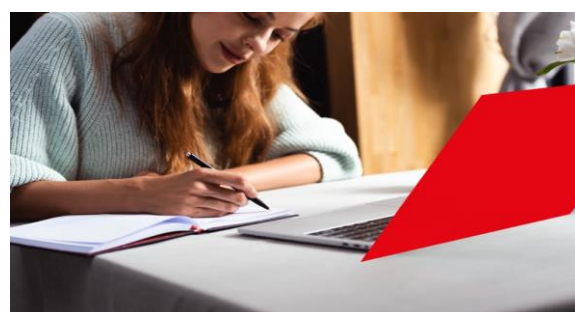
Chemistry & Pharmaceuticals
Service Desk
2 years, approx. EUR 1.9m



Service Logistics
Full IT-Outsourcing
5 years, approx. EUR 0,5m p.a.



Energy Sector
Workplace Services
5 years, approx. EUR 2.9m p.a.



Insurance
Client Services
4 years, approx. EUR 0.6m



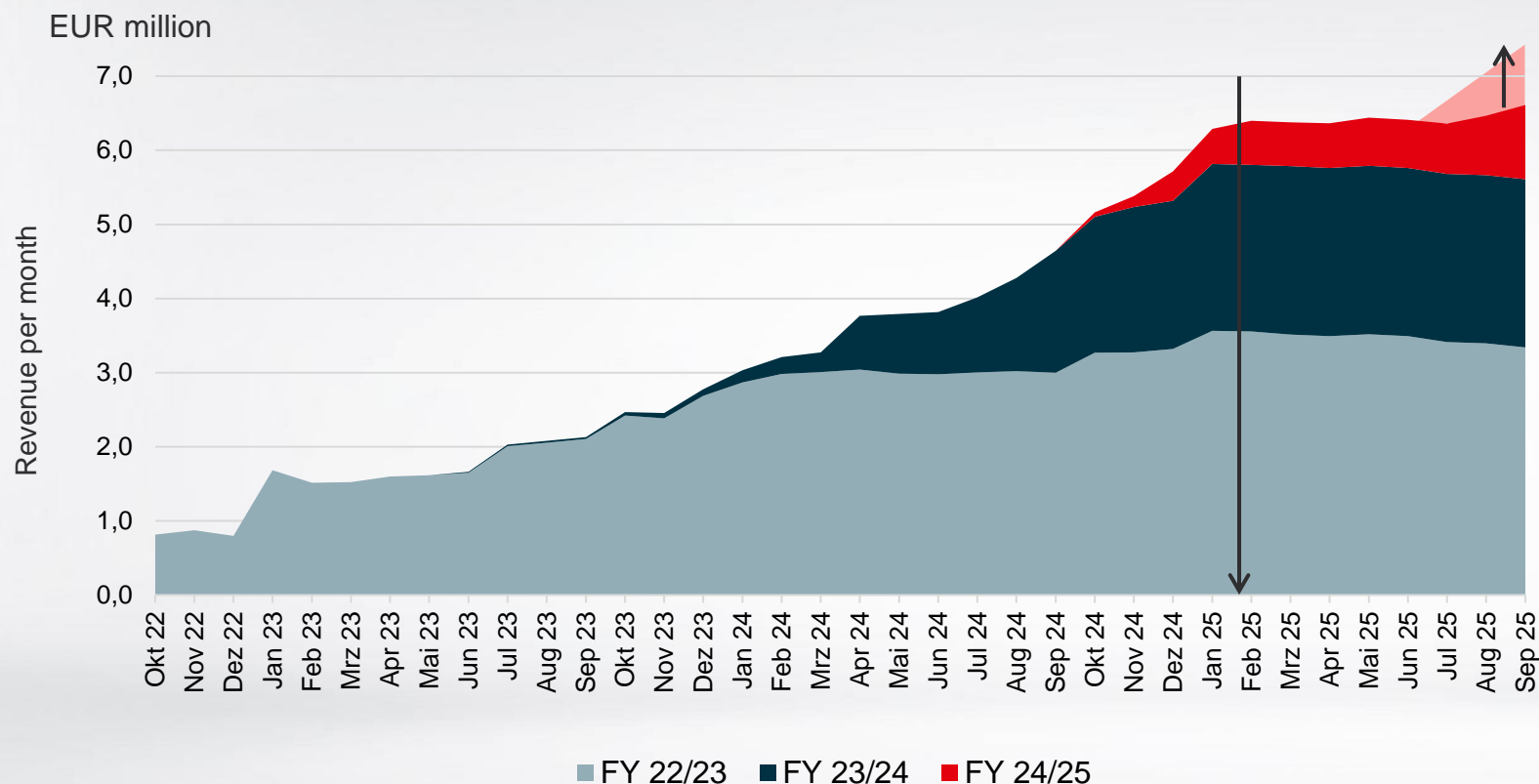
Trade
Managed IT-Services
3 years, approx. EUR 0.5m p.a.

and many more...

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

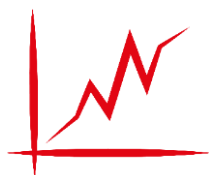
The CORBOX Order Intake Will Only Lead to Sustainable Growth in the Core Business after the Start-up Phase

Ramp-up operating revenues of new CORBOX orders



- New CORBOX orders have a start-up phase of approx. 9 months
- Thereafter 3-5 years contract term for operation and on average 3 extensions
- Further sales growth due to recent new orders in the current financial year
- Further sales potential in the pipeline

Dec. 2024: Acquisition of



~EUR 8m
revenues



15
employees



Highly
profitable



Headquarter in
Potsdam/
Brandenburg

- TARADOR is an IT security specialist with a portfolio of holistic IT security solutions and a special customer focus on the SME segment (small and medium-sized companies) as well as public institutions
- Around 400 customers mainly in the Berlin/Brandenburg area
- 64 % of customers in the critical infrastructure sector (KRITIS)

Opportunities & Outlook

- Strategic expansion in the future-oriented field of cyber security in the SME segment
- Acquisition of a highly profitable company - consistently high cash flow
- Strengthening and synergies in the DATAGROUP SME segment through significant cross-selling and upselling potential with Hövermann-IT Group and CONPLUS

Investments in future technologies have laid the foundation for accelerated growth and are paying off



Artificial Intelligence



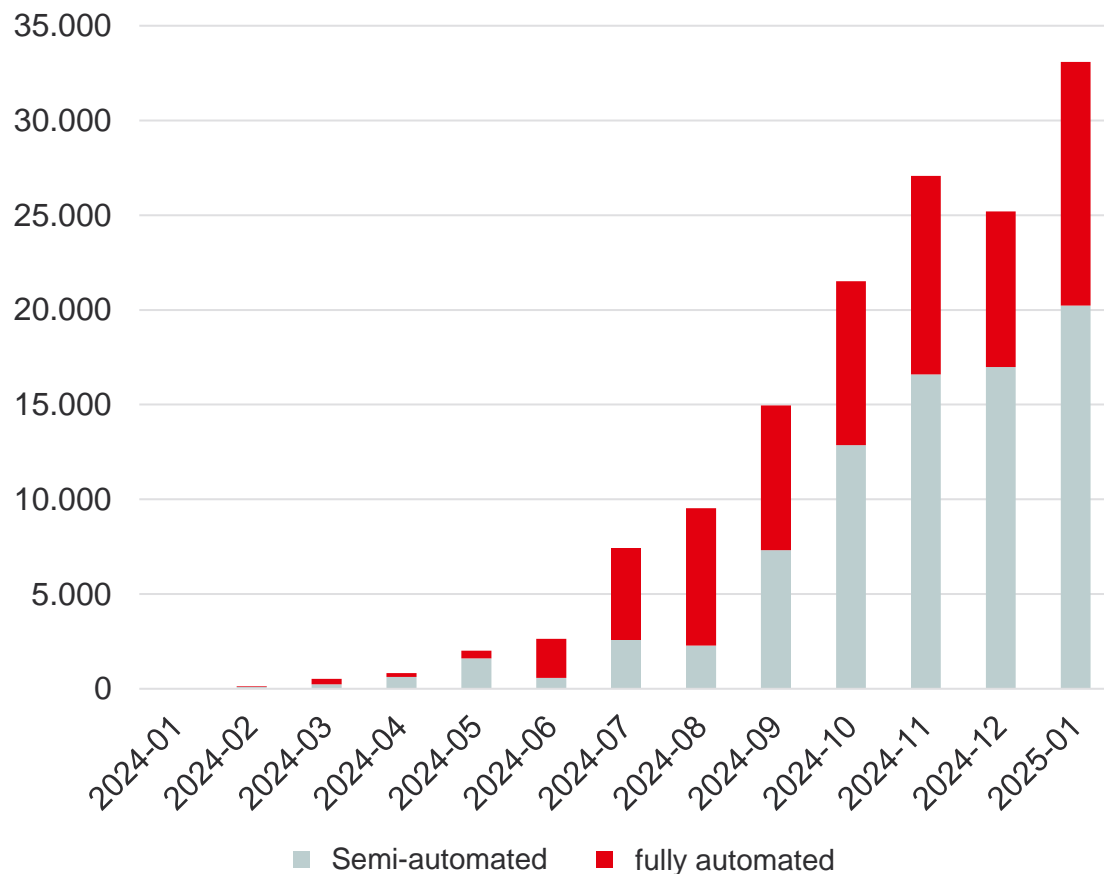
Cyber Security



Cloud Services

AI: Status Quo Automation: On the Road to Exponential Growth

Tasks automated by HIRO per month



- Training of own AI technology HIRO with own data and the knowledge of DATAGROUP experts since fall 2023 to map human decision-making and problem-solving behavior (Reasoning AI)
- First successful AI automation for service desk tasks and roll-out to other tasks
- Automation allows more customers to be served by the existing team
- In addition to automating IT service production, big data analyses will enable customer consulting as well as cross-selling and upselling in the future



Selected P&L Ratios in Q1 24/25

Figures in € k	Q1 23/24	Q1 24/25	Change
Revenue	121,069	139,253	+15.0%
<i>Services and maintenance</i>	104,790	111,877	+6.8%
<i>Trade</i>	16,423	27,077	+64.9%
Other own work capitalized	-77	1,700	./.
Changes in capitalized contract costs	-1,054	-738	-30.1%
Total revenues	119,937	140,216	+16.9%
<i>Material expenses / Expenses for purchased services</i>	34,878	44,161	+26.6%
Gross profit	85,059	96,054	+12.9%
<i>Personnel expenses</i>	62,885	70,208	+11.6%
EBITDA	18,519	17,596	-5.0%
EBITA	12,135	11,435	-5.8%
EBIT	10,117	9,226	-8.8%
<i>Financial result</i>	-1,148	-2,194	+91.1%
EBT	8,969	7,032	-21.6%
Net income	6,047	4,327	-28.5%
EPS (in €)	0.73	0.52	-28.0%

- Trade revenues are increasing due to the higher hardware share of rollouts
- Material costs are increasing primarily due to higher trade revenues
- Increase in personnel costs due to acquisitions, expansion of sales and marketing, and new employees in the future-oriented areas of AI, cloud and security



Selected Balance Sheet Ratios in Q1 24/25

Figures in € k	30.09.24	31.12.24	Change
Goodwill	182,412	190,383	+4.4%
Non-current liabilities	229,409	233,670	+1.9%
<i>thereof liabilities to banks</i>	144,313	145,715	+1.0%
<i>thereof leasing liabilities</i>	30,596	29,182	-4.6%
<i>thereof pension provisions</i>	39,023	38,954	-0.2%
Current liabilities	154,136	156,238	+1.4%
<i>thereof liabilities to banks</i>	1,246	16,719	./.
<i>thereof leasing liabilities</i>	15,208	15,009	-1.3%
Cash and cash equivalents	36,586	35,029	-4.3%
Trade receivables	74,465	63,923	-14.2%
Trade payables	21,864	15,891	-27.3%
Total net debt	139,107	155,600	+11.9%
Equity ratio (in %)	28.6	28.6	
Balance sheet total	537,384	546,135	+1.6%

- Increase of Goodwill driven by acquisition of TARADOR
- Liabilities reduced by 27.3%
- Net debt/EBITDA = 1.79



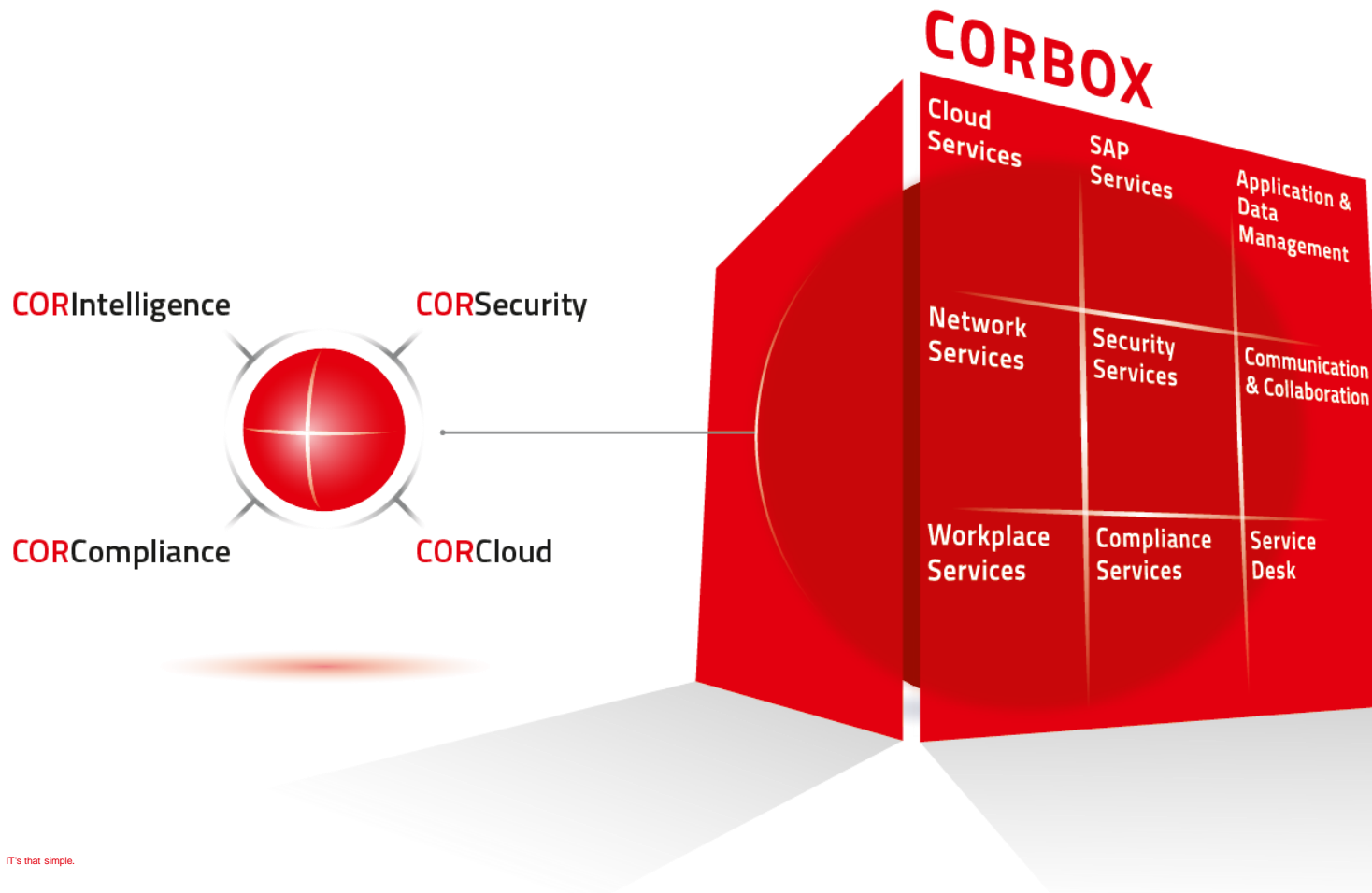
Cash Flow in Q1 24/25

Figures in € k	Q1 23/24	Q1 24/25	Change	Notes
Cash flow from operating activities	12,668	-390	-103.1%	<ul style="list-style-type: none"> Operating Cash exceptionally burdened by hardware rollouts (finance lease), high tax payments, one-time payments of license packages
Cash flow from investing activities	-11,593	-10,558	-8.9%	<ul style="list-style-type: none"> CAPEX : € 2,360k in Q1 24/25 after € 2,427k in Q1 23/24 Outflow of € 8,275 for acquisition of TARADOR
Cash flow from financing activities	15,045	9,392	-37.6%	<ul style="list-style-type: none"> Inflow from increase in financial liabilities of € 16,619k in Q1 24/25
Cash and cash equivalents on 31.12.	37,999	35,029	-7.8%	

January 2025: Launch of the new CORBOX generation



DATAGROUP



- **Comprehensive IT services:** seamless integration of the four core elements into each service
- **Stability and scalability:** flexible services that can be adapted to growing demands and new technological developments
- **Efficiency and security:** automation, compliance integration and robust protection mechanisms optimize IT processes and minimize risks

Extract from Financial Calendar



- 28.01.2025 Audited Figures for the 2023/24 financial year
- **20.02.2025** **Publication of figures for the first quarter of 2024/25**
- 18.03.2025 Annual General Meeting
- 22.05.2025 Publication of figures for the second quarter of 2024/25
- 12.08.2025 Publication of figures for the third quarter of 2024/25
- 20.11.2025 Publication of the preliminary figures for the 2024/25 financial year

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