



**DATAGROUP**

**DATAGROUP - IT's our mission**

Welcome to the Annual General Meeting 2025



# Report of the Supervisory Board

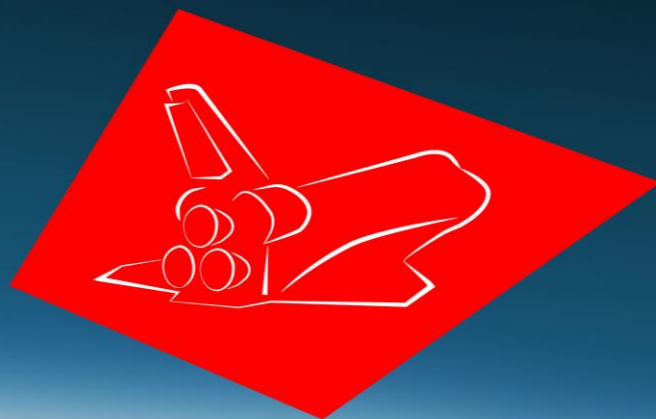


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- A total of five Supervisory Board meetings in attendance
- Regular written and verbal reports from the Management Board on the course of business and the budget approved by the Supervisory Board
- Regular consultations between the Chairman of the 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:
  - the focus on organic growth and the establishment of the divisional board level
  - company acquisitions and development of individual subsidiaries
  - personnel policy decisions
  - strategy development and ESG





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 topics in the 2023/24 financial year:**

- New appointment and realignment of the Management Board following the departure of Oliver Thome
- Strategic focus on stronger organic growth and business development in the subsidiaries
- Market and competition analysis



Exploring opportunities and new business possibilities

### **Focus topics in the 2023/24 financial year:**

- Further development of the product and service portfolio
- Regional coverage in the context of inorganic growth
- Integration of recent acquisitions and expansion of sales and service activities in the SAP segment
- Increasing efficiency in production through the use of AI
- Optimization of sales and pricing policy



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IT's that dynamic.

FY 2023/24 and start to FY 2024/25



# Continued strong order intake in the CORBOX business, also in the current financial year 2024/25



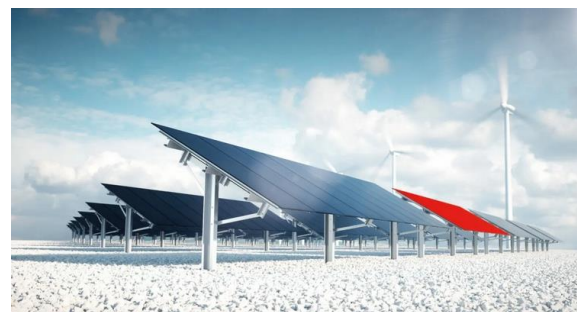
**Printing industry**  
**SAP Operating Services**  
5 years, approx. EUR 1.2m p.a.



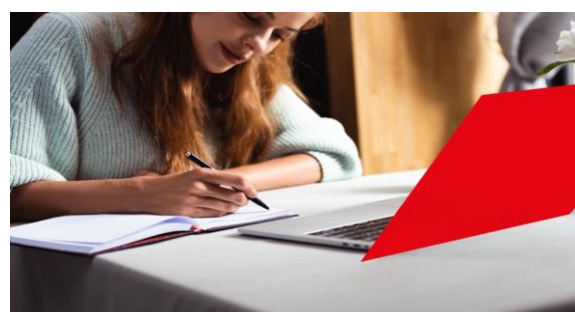
**Special machines**  
**Workplace & Cloud Services**  
5 years, approx. EUR 1.8m p.a.



**Chemistry & Pharma**  
**Service Desk**  
2 years, approx. EUR 1.9m p.a.



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



**Insurance**  
**Client Services**  
4 years, approx. EUR 0.6m p.a.



**Research**  
**Full outsourcing IT operations**  
8 years, approx. EUR 5.9m p.a.

- Over EUR 23m in business with new CORBOX customers and in cross-selling and upselling in FY 2024/25 to date

# Strong development in all operational targets of our growth model in the 2023/24 financial year

100%

**New customers in the CORBOX core business:**  
approx. EUR 26m revenues p.a.

Growth through cross-selling and upselling to existing CORBOX customers  
📈 Target: approx. EUR 10-15m revenues p.a.

**CORBOX cross- and upselling:**  
approx. EUR 24m revenues p.a.

New customers in the CORBOX core business  
📈 Target: approx. EUR 10-15m revenues p.a.

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

Extension of existing CORBOX customer contracts  
📈 Target: 20% of the CORBOX order backlog

**M&A:**  
Acquisition of conplus, iT TOTAL and ISC Innovative Systems Consulting

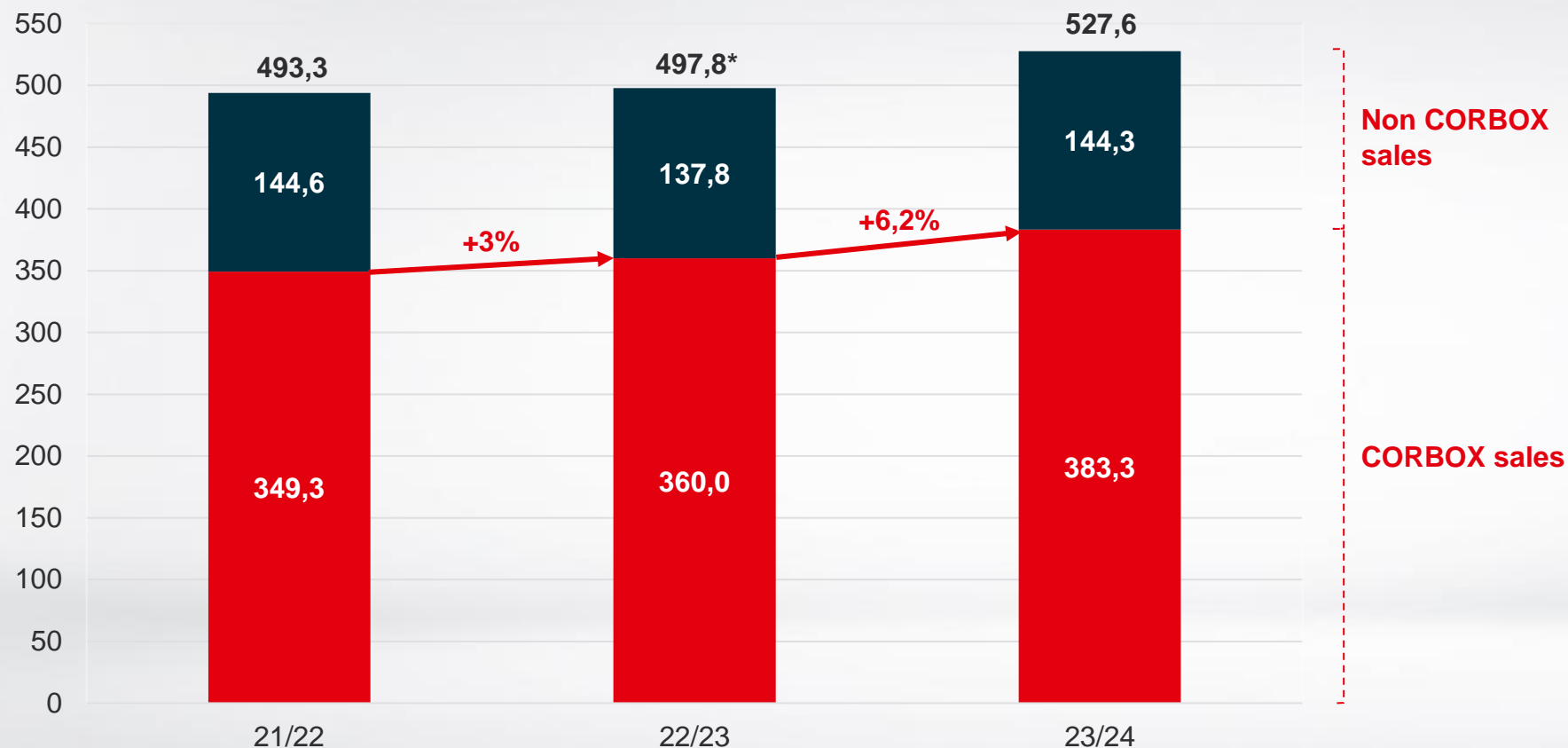
Inorganic growth  
📈 Target: 2-4 new acquisitions per year

# Sales development 2023/24 with stable growth of the CORBOX customer business



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**CORBOX revenues 2021/22 - 2023/24  
in EUR m**



- CORBOX customers are characterized by long-term service contracts with high customer loyalty and continuous cross-selling and upselling potential

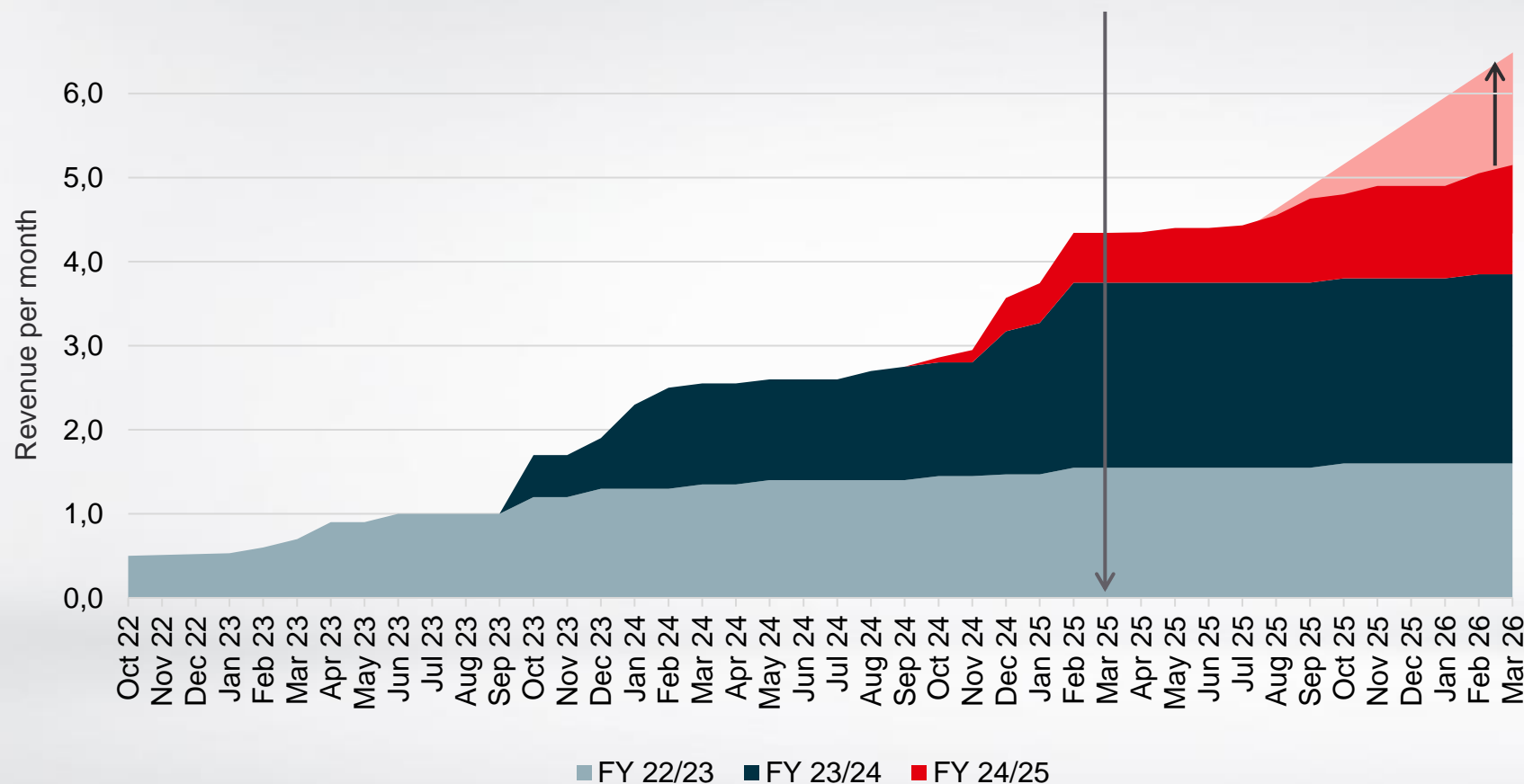
- CORBOX customers
- Non CORBOX customers with other service, project and trade revenues

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



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

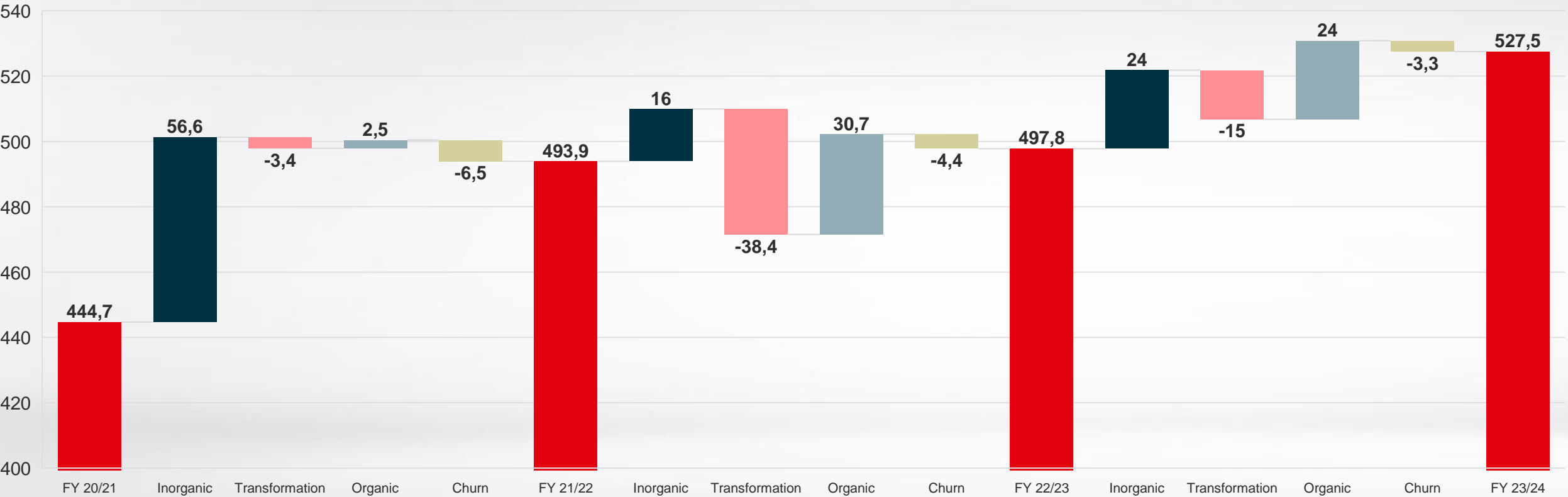
**Ramp-up operating revenues of new CORBOX orders**  
in EURm



- CORBOX new orders have a start-up phase of approx. 9 months
- Thereafter 3-5 years contract term and on average 3 extensions
- Further increase in operating sales due to new orders from the previous financial year
- Further CORBOX potential in the pipeline

# Successful transformation from inorganic to organic growth focus

Revenue growth  
in EURm





# The success factors behind the sharp rise in incoming orders

## **Distribution:**

- Investment in central sales activities and business development
- Expansion of targets to include larger deals on average

## **Innovation:**

- Launch of the new generation of the CORBOX service portfolio
- Bundling of production developments relating to the future topics of AI, cyber security, cloud and compliance

## **Production costs:**

- Automation enables more competitive offer prices







# CORBOX remains at the center of the growth strategy

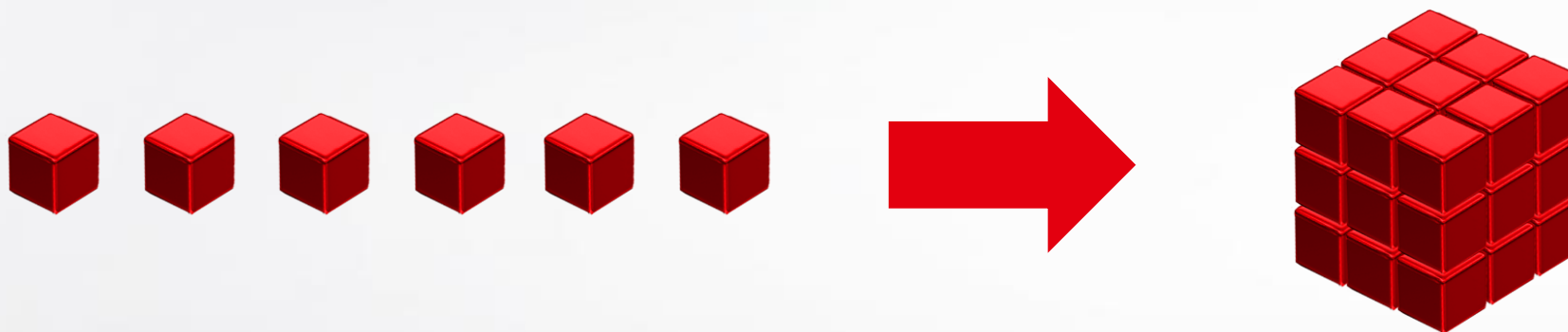
- The basis for our organic growth continues to be CORBOX with its long-term service contracts and high customer loyalty
- IT service provider: Managed IT services for our customers are part of our DNA and are at the heart of our value creation
- Therefore: Development of the new generation CORBOX (seventh generation since its introduction 10 years ago)

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

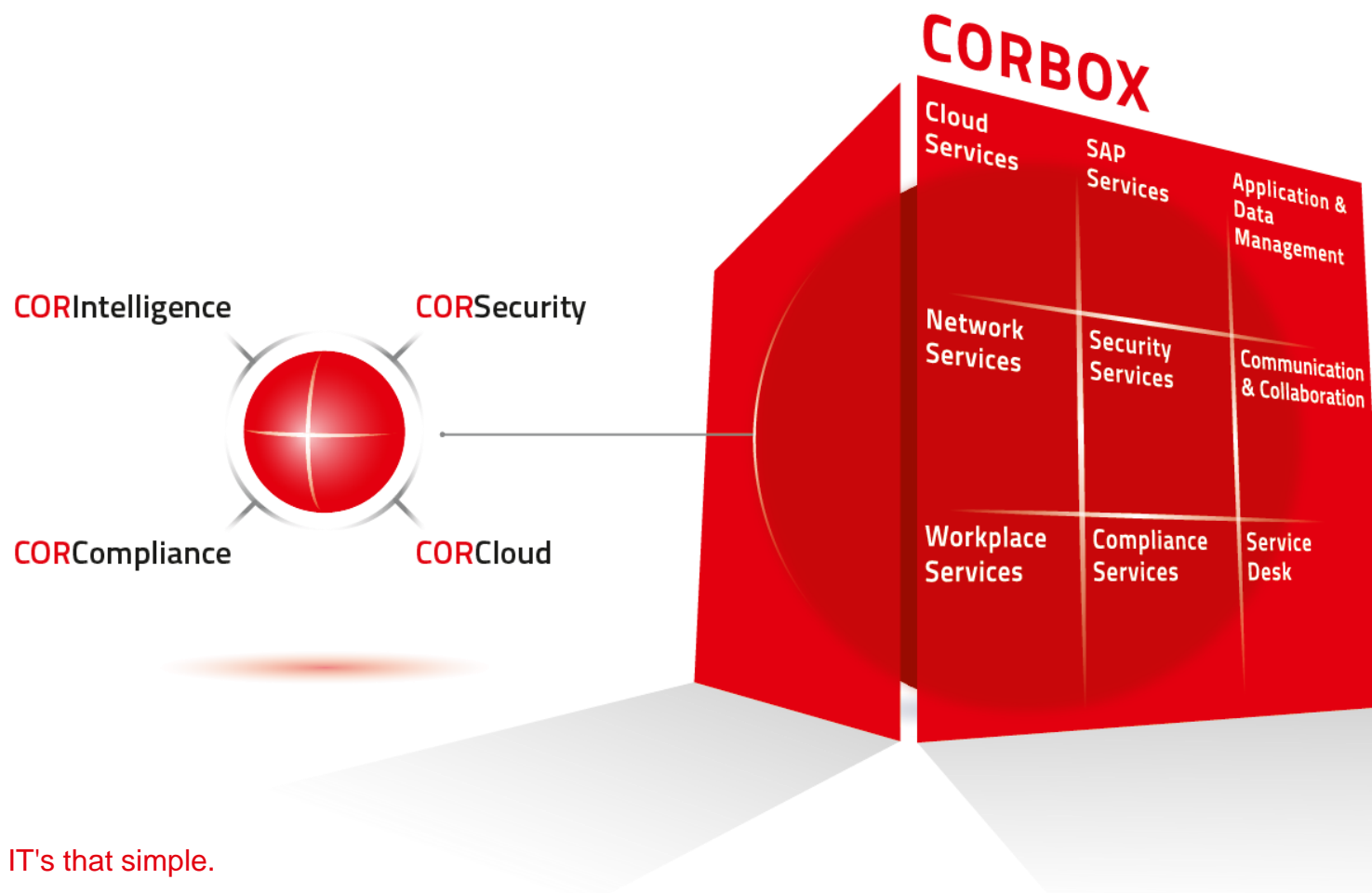
# The CORBOX enables the best possible combination of industrialized production and individual customer solutions

Predefined service modules (CORBOX Services) enable the use of economies of scale in centralized industrialized production

Predefined service modules enable individual and tailor-made customer solutions



# Rethought: New generation of CORBOX integrates four relevant future fields into all service elements

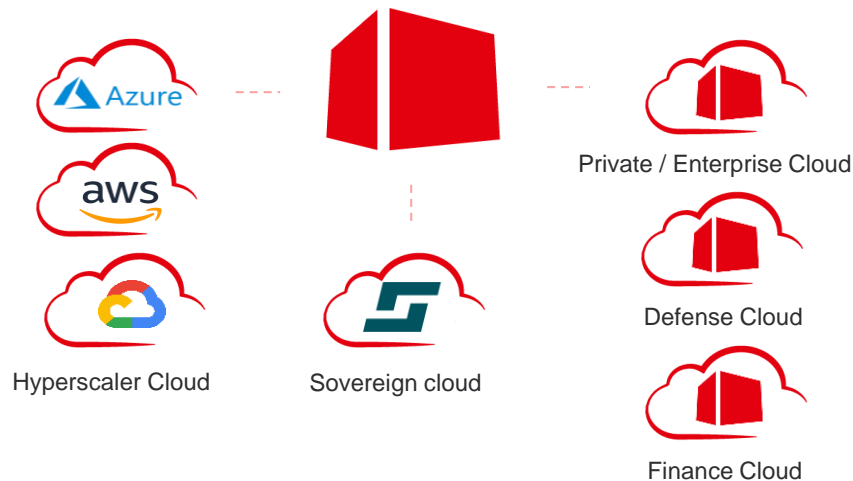


- Deep anchoring of the four core elements in all CORBOX services
- Re-design of 80% of of the configurable service modules
- Compliance services for regulatory-compliant IT security standards
- Cloud and AI-supported automation for more efficient digitalization



# CORCloud: Relevant cloud variants available and combinable

- CORCloud as an integral component of all CORBOX services, delivers the right approach in each case (whether private, enterprise, sovereign or hyperscaler cloud)
- Multi-cloud approach seamlessly connects different cloud services as required, enabling perfect coordination and optimal scalability



# Increasing demand for digital sovereignty is supported in the best possible way

- German IT service provider with high vertical integration: from data center to application
- Sovereign operation possible without an American or Chinese cloud
- Technology independence: from open source to our own AI platform
- DATAGROUP is the first and only provider with BSI certificate ISO27001 with the module CON.11.1 for content classified according to VS-NfD



	HYPERSCALER	DATAGROUP Multicloud	DATAGROUP Enterprise Cloud	DATAGROUP z.B. Defense Cloud
DATA SOVEREIGNTY	-	OK	OK	OK
OPERATIONAL SOVEREIGNTY	-	-	OK	OK
TECHNOLOGICAL SOVEREIGNTY	-	-	-	OK



# CORSecurity: A leading IT security service provider "made in Germany"

- Doubling of sales compared to the previous year
- Comprehensive security services in all areas, e.g. identifying, protecting, detecting, responding and recovering
- Latest generation of services with AI-driven threat detection
- Founding member of the German Incident Response Team (DIRT.)
- 240 security experts with access
- Continued increase in cyber risks and compliance requirements (e.g. NIS2, KRITIS)





# Investment in your own sovereign 24x7 security control center

- Security Incident Response at any time
- DATAGROUP is the DIRT gateway, DIRT is a strong security incident response network of 9 partners
- 49 BSI incident experts with access
- Own sovereign emergency data center in Hamburg with high certified security level security level and TÜV IT-Level 3



# CORIntelligence: own sovereign AI platform for the automation of IT service production

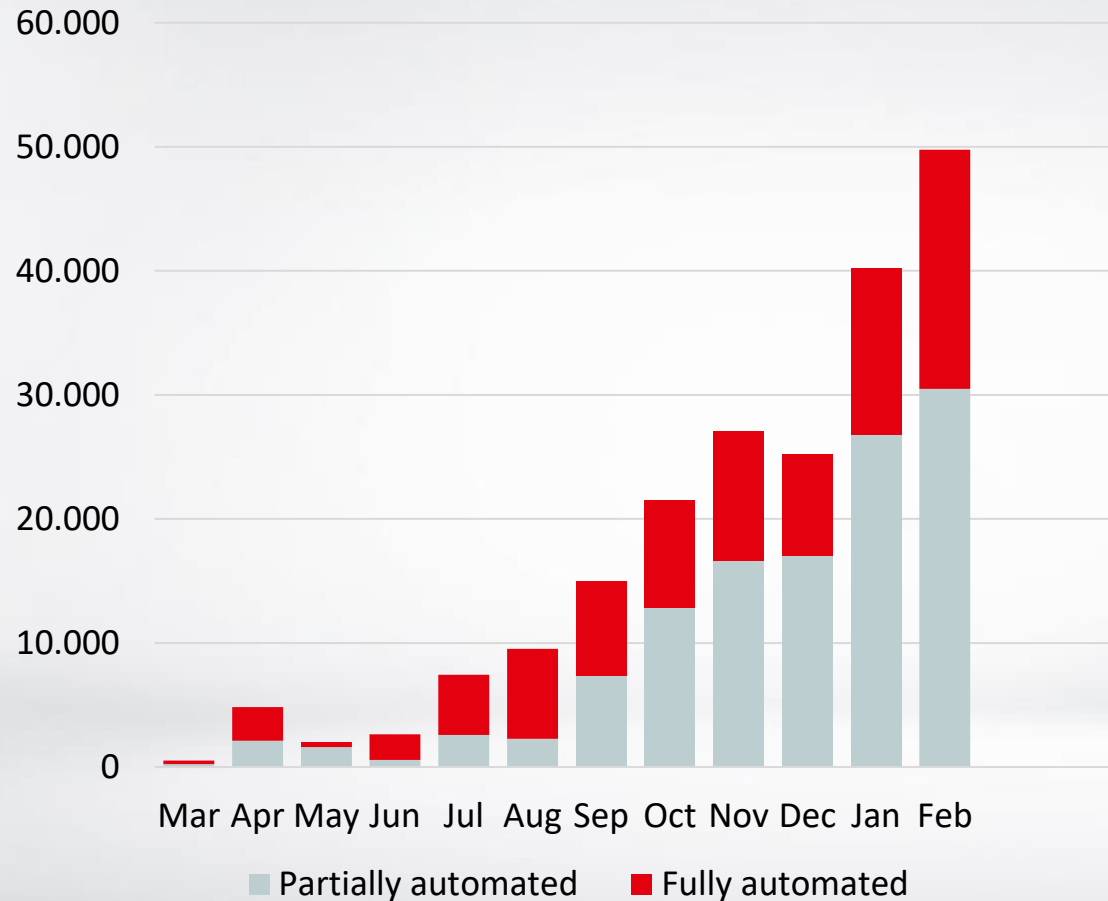
- The only service provider with its own AI platform
- Runs confidently in its own IT infrastructure without foreign access
- Use for the automation of our IT service operation processes
- Is continuously trained and learns to apply knowledge to new areas independently
- AI platform does not require the use of LLM models such as ChatGPT, i.e. without hallucinating and without loss of data sovereignty





# Strong increase in automation success with CORIntelligence

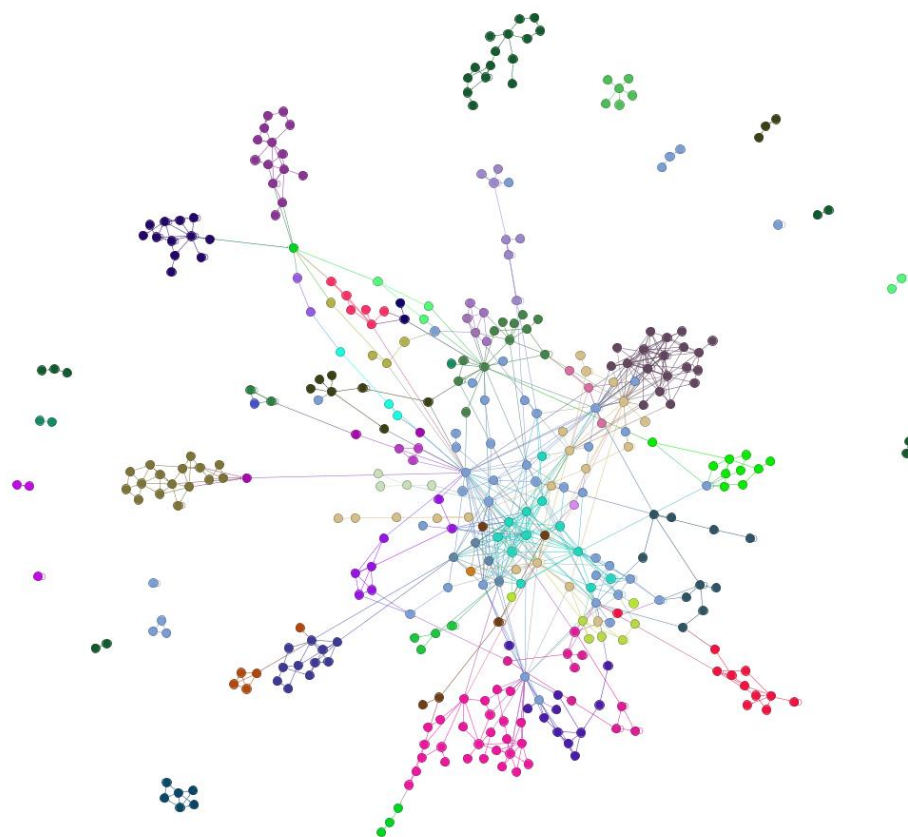
Tasks automated by our AI platform



- Automation increases our efficiency, but also service quality and service scope
- Automation allows more customers to be served by the existing team
- Collecting operating data enables evaluations of efficiency and quality and offers customer consulting potential in cross-selling and upselling



# Our digitalization division Almato makes Bardioc, the sovereign semantic data platform, available



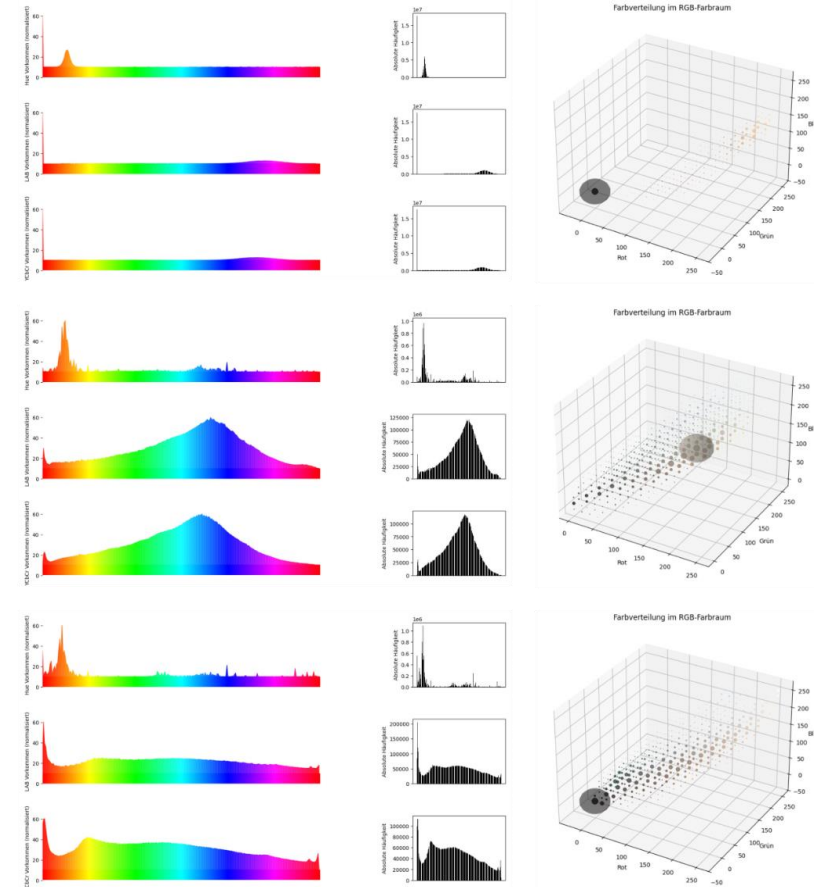
- Bardioc is a powerful part of our AI platform - a semantic graph
- Semantic graph: Data is stored with context, enables new dimension of reuse, analysis and automation of data, better than with standard data management or standard AI
- The go-to-market is off to a very positive start: a full pipeline and concrete orders after just a short time
- Bardioc is available in DATAGROUP Enterprise Cloud and in Defense Cloud (VS-nfD)

# Successful use of Bardioc for feature recognition in images



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- Faster and more effective AI training for image recognition using semantics
- Customer example: Reduction from 34 billion to 7000 images through successful AI training based on features, analogous to human image perception
- High hit rate in just a few days with Bardioc and a team of AI experts
- Possible applications in image recognition:
  - Quality classification from raw material to small series production
  - Detection of theft and anomalies in rapidly and rapidly changing business environments
  - Military, service and security use cases



# Our strategy: Innovation and growth can only be with a strong team



**~3,700**

Headcount  
as of 30.09.2024  
excluding trainees and  
students



Cloud experts



**510**

Security experts



**240**

SAP experts



**500**

IT compliance experts



**30**

AI experts



**100**



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M&A - Successful buy & build activities





# Buy, Build & Grow of the DATAGROUP SME segment



**IT system house with data center**  
**SAP Business One**  
**ELO ECM Suite**

(FY 22/23)

EUR 12m revenues, 55 employees

**Ibbenbüren**  
Osnabrück  
Münster  
Bielefeld



**SAP Business One expert**

(FY 23/24)

EUR 6m revenues, 22 employees

**Mönchengladbach**  
Ruhr area  
**Ahrensburg**  
Greater Hamburg area



**Cyber Security Specialist**

(FY 24/25)

EUR 7m revenues, 15 employees

**Potsdam**  
Greater Berlin area  
Brandenburg

# Buy & Grow: FY 23/24 acquisition of iT TOTAL AG (now DATAGROUP Rottweil GmbH)

**ittotal**  
DIE SYSTEMDENKER  
Ein Unternehmen der DATAGROUP



CORBOX target  
customer region



~ EUR 11m  
revenues



~ 40  
employees



IT system house

## At a glance

- Very good customer access in the Black Forest-Lake Constance region for the placement of CORBOX services
- IT system house with a sales mix of trade and services
- Share of managed services growing strongly
- Attractive SME customer portfolio with crossselling and upselling potential

## Opportunities & outlook

- Strategic expansion of regional presence in south-west Baden-Württemberg
- Transformation to a full-service provider in the CORBOX core business
- Improving profitability and realizing regional growth potential

# Build, Build & Grow: FY 23/24 acquisition of ISC AG and development of an integrated DATAGROUP SAP unit



**>1,000**

SAP installations

**~500**

Employees

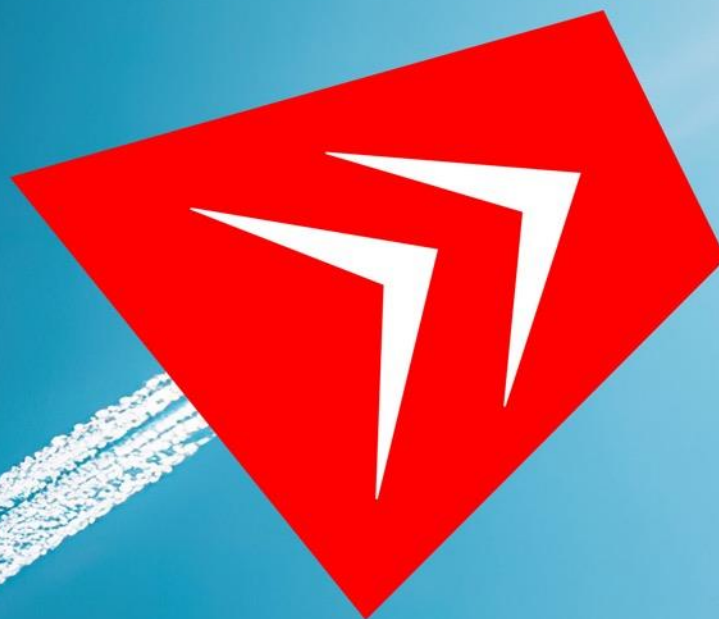
**>300**

SAP Solution  
Customers





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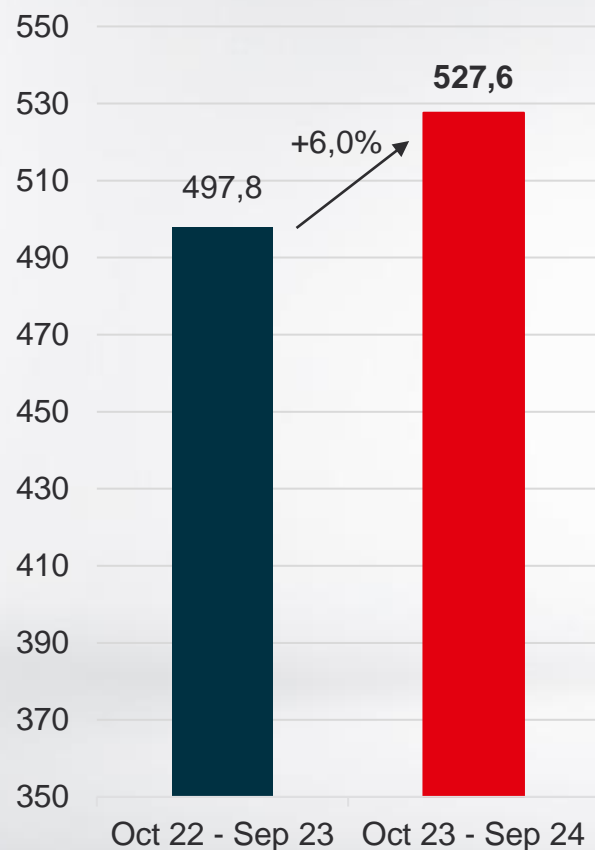
IT's that stable.

Key financial figures

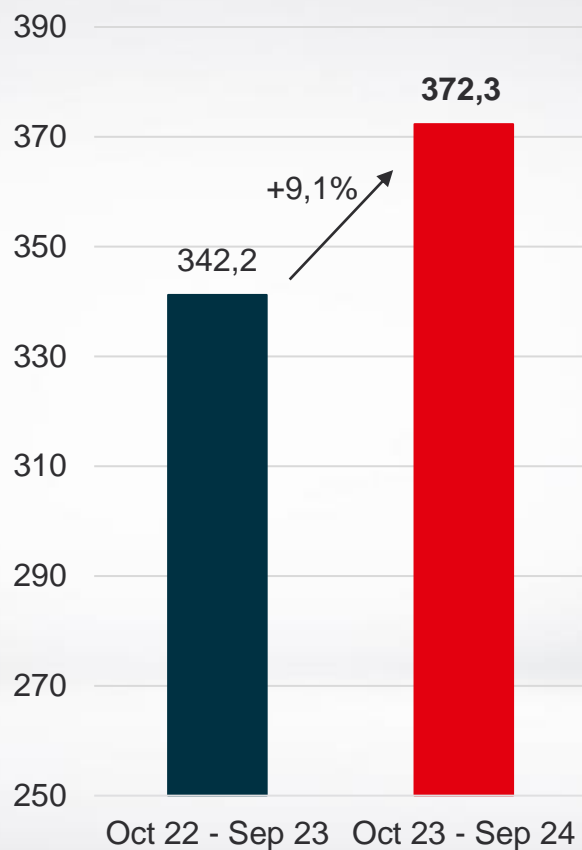


# FY 2023/24: Robust key financial figures prove the strength of DATAGROUP's business model

EUR million **Revenues**



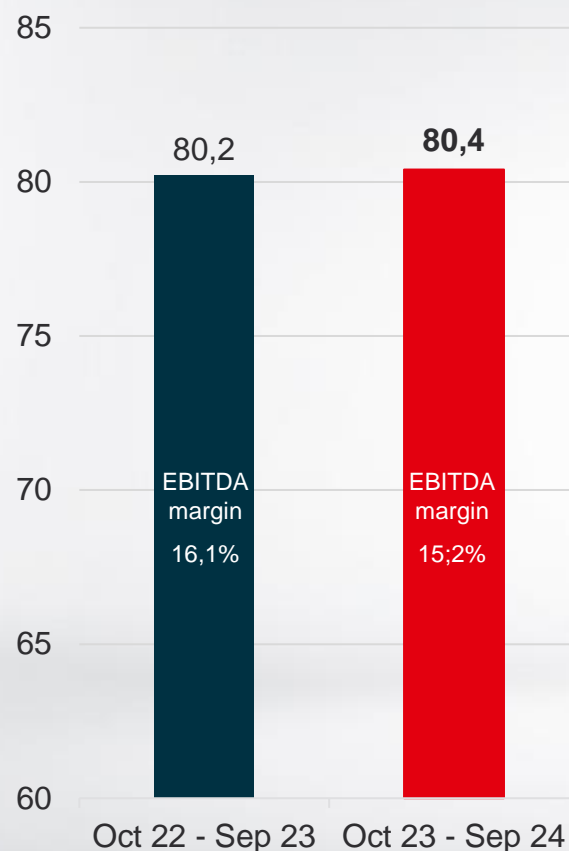
EUR million **Gross profit**



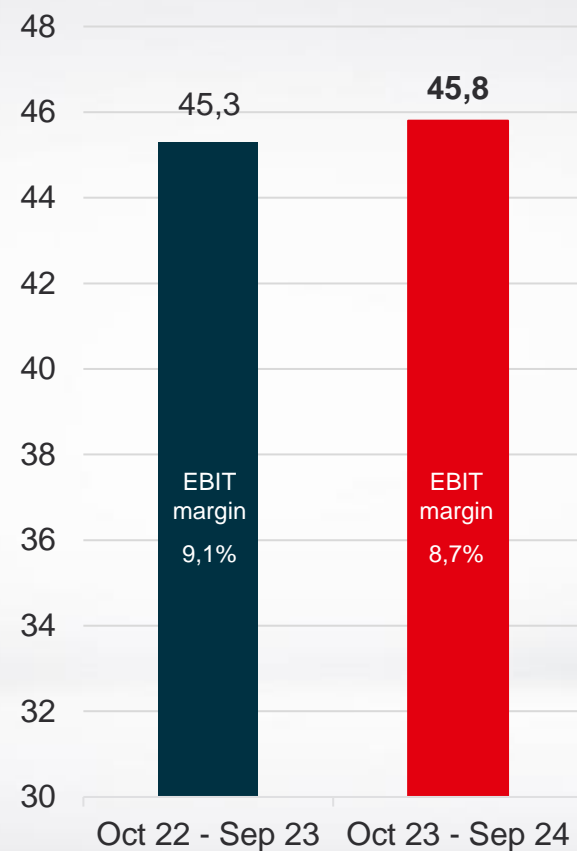
- Revenues at the upper end of the guidance (EUR 510-530 million) achieved
- Strong operating performance in CORBOX core business by focusing on organic growth
- Disproportionately high increase in gross profit shows that the focus on the profitable CORBOX core business is paying off

# FY 2023/24: Robust key financial figures prove the strength of DATAGROUP's business model

EUR million **EBITDA**



EUR million **EBIT**



- Guidance for EBITDA (EUR 77-81 million) and EBIT (EUR 43-46 million) for the 2023/24 financial year reached at the upper end
- Slight increase in EBITDA and EBIT compared to previous year
- Margins burdened by future investments as announced



# Selected P&L key figures FY 2023/24

Figures in TEUR	FY 22/23	FY 23/24	Change
Revenues	<b>497.796</b>	<b>527.559</b>	<b>6,0%</b>
<i>Service and maintenance</i>	405.005	430.819	6,4%
<i>Trade</i>	92.637	96.082	3,7%
Other own work capitalized	2.153	6.815	216,5%
Change in capitalized contract costs	-4.086	-568	-86,1%
Overall performance	<b>495.863</b>	<b>533.806</b>	<b>7,7%</b>
<i>Cost of materials / cost of purchased services</i>	154.670	161.518	4,4%
Gross profit	<b>341.193</b>	<b>372.289</b>	<b>9,1%</b>
<i>Personnel expenses</i>	243.640	267.710	9,9%
EBITDA	<b>80.228</b>	<b>80.401</b>	<b>0,2%</b>
EBITA	<b>52.977</b>	<b>54.433</b>	<b>2,7%</b>
EBIT	<b>45.318</b>	<b>45.806</b>	<b>1,1%</b>
<i>Financial result</i>	-4.077	-6.872	68,6%
EBT	<b>41.241</b>	<b>38.934</b>	<b>-5,6%</b>
Net income for the period	<b>28.265</b>	<b>26.108</b>	<b>-7,6%</b>
EPS (in EUR)	<b>3,39</b>	<b>3,13</b>	<b>-7,6%</b>

- Revenue growth also due to strong new customer business
- Further increase in revenues on a quarterly basis:
  - Q4 total: +14.7%
  - Q4 organic: +8%
- EBIT margin at 8.7% despite investments in the future



# Selected key balance sheet figures as at 30.09.2024

Figures in TEUR	30.09.23	30.09.24	Change
Goodwill	157.025	182.412	16,2%
Non-current liabilities	150.222	229.409	52,7%
<i>thereof liabilities to banks</i>	65.903	144.313	119,0%
<i>of which leasing liabilities</i>	33.414	30.596	-8,4%
<i>of which pension provisions</i>	34.317	39.023	13,7%
Current liabilities	167.631	154.136	-8,1%
<i>thereof liabilities to banks</i>	33.748	1.246	-96,3%
<i>of which leasing liabilities</i>	18.565	15.208	-18,1%
Means of payment	21.879	36.586	67,2%
Trade receivables	57.010	74.465	30,6%
Liabilities from deliveries and services	13.069	21.864	67,3%
Net financial debt	112.574	139.107	23,6%
Equity ratio (in %)	31,7	28,6	
Balance sheet total	465.287	537.384	15,5%

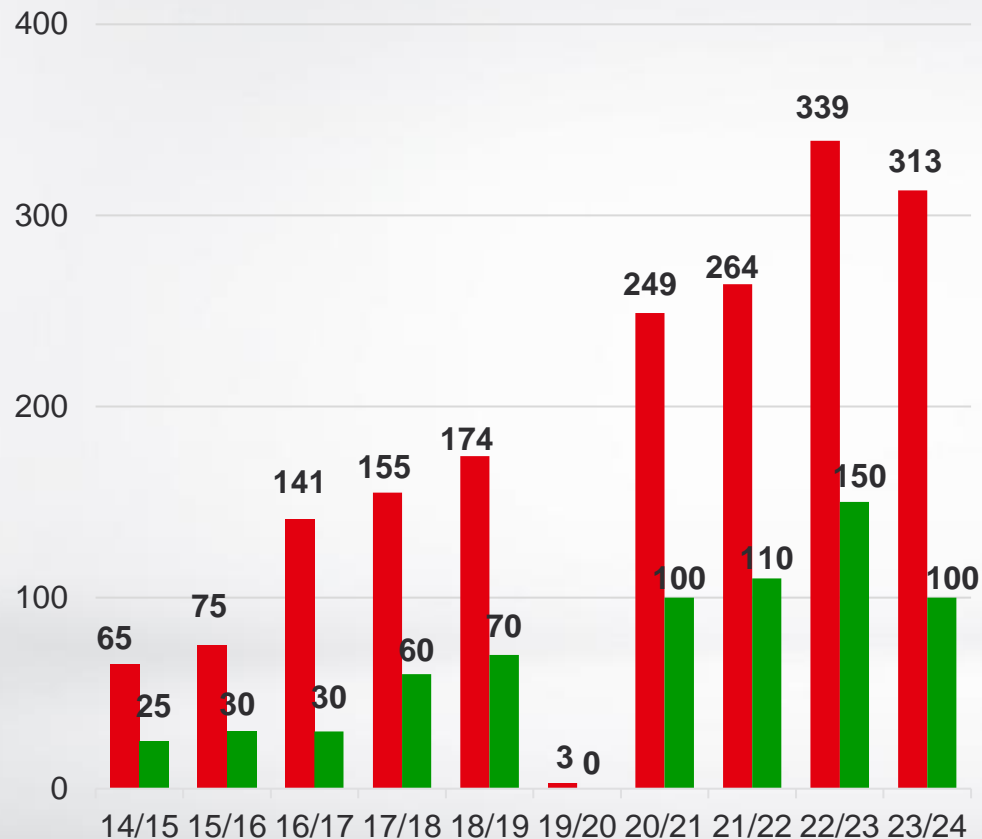
- Increase in goodwill due to acquisitions in FY 23/24
- Increase in bank loans by EUR 45,908 thousand
- Financial liabilities increase due to new acquisitions
- Net financial debt to EBITDA = 1.7





# Sustainable dividend policy

EPS and dividend (cents)



IT's that simple.

- Long-term dividend policy continues to be pursued, with a payout ratio of around 40% of net income for the period
- Dividend proposal of EUR 1.00 per dividend-bearing share plus the value of the repurchased EUR 2.14 million corresponds to the historical distribution policy
- EUR 8,280,703 of the balance sheet profit of EUR 75,262,814.93\* is to be distributed to shareholders

■ EPS

■ Dividend

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



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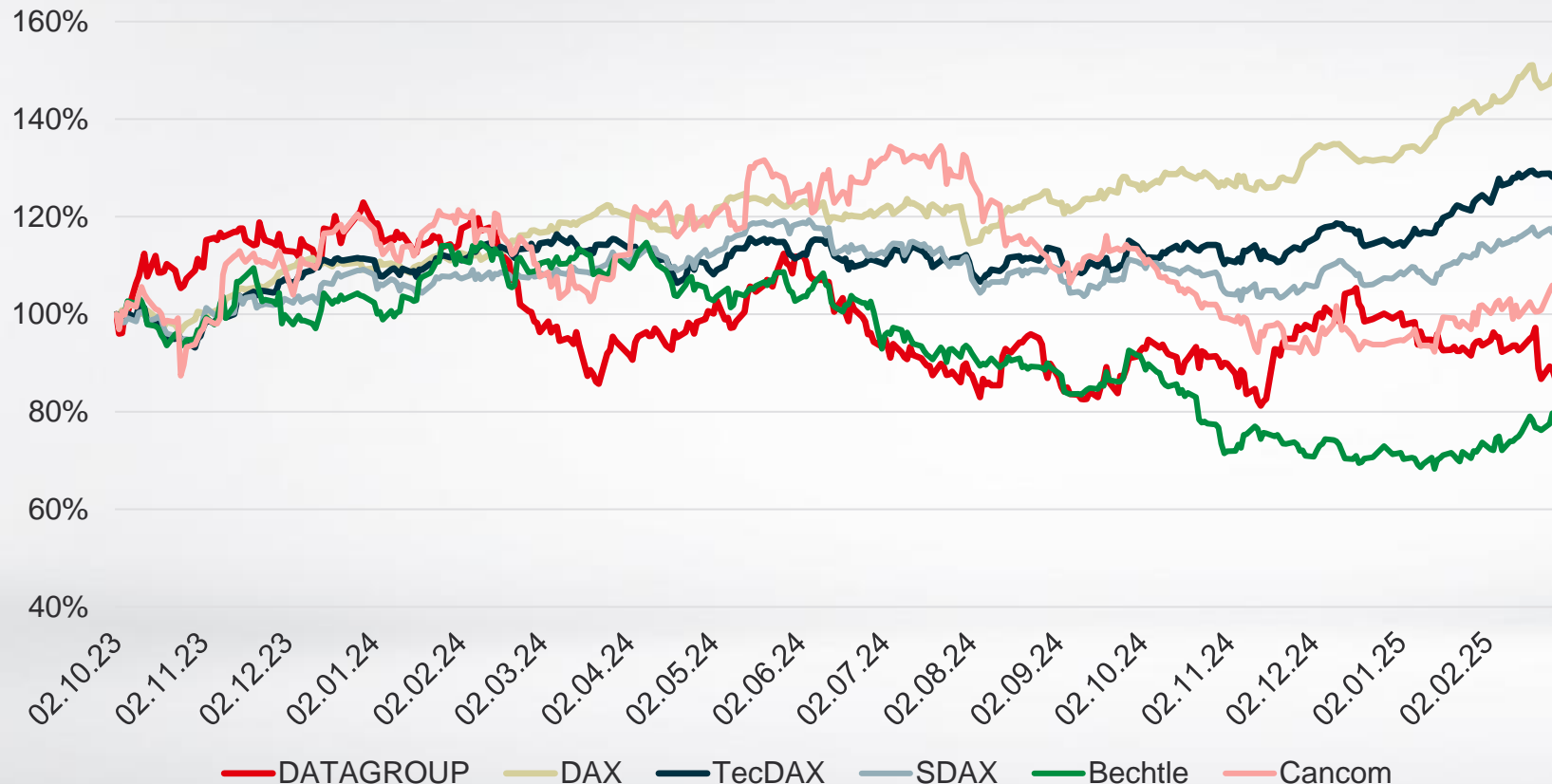
Information on the share





# DATAGROUP share compared to indices

Share price performance financial year 2023/24



- Share price performance in financial year 2023/24 not satisfactory
- Persistently difficult market environment for small and mid caps for longer than expected
- Announced shareholder value measures could not be implemented as planned

Measures:

- Continued focus on organic growth
- Regular communication with the relevant target groups



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IT's that visionary.

Outlook



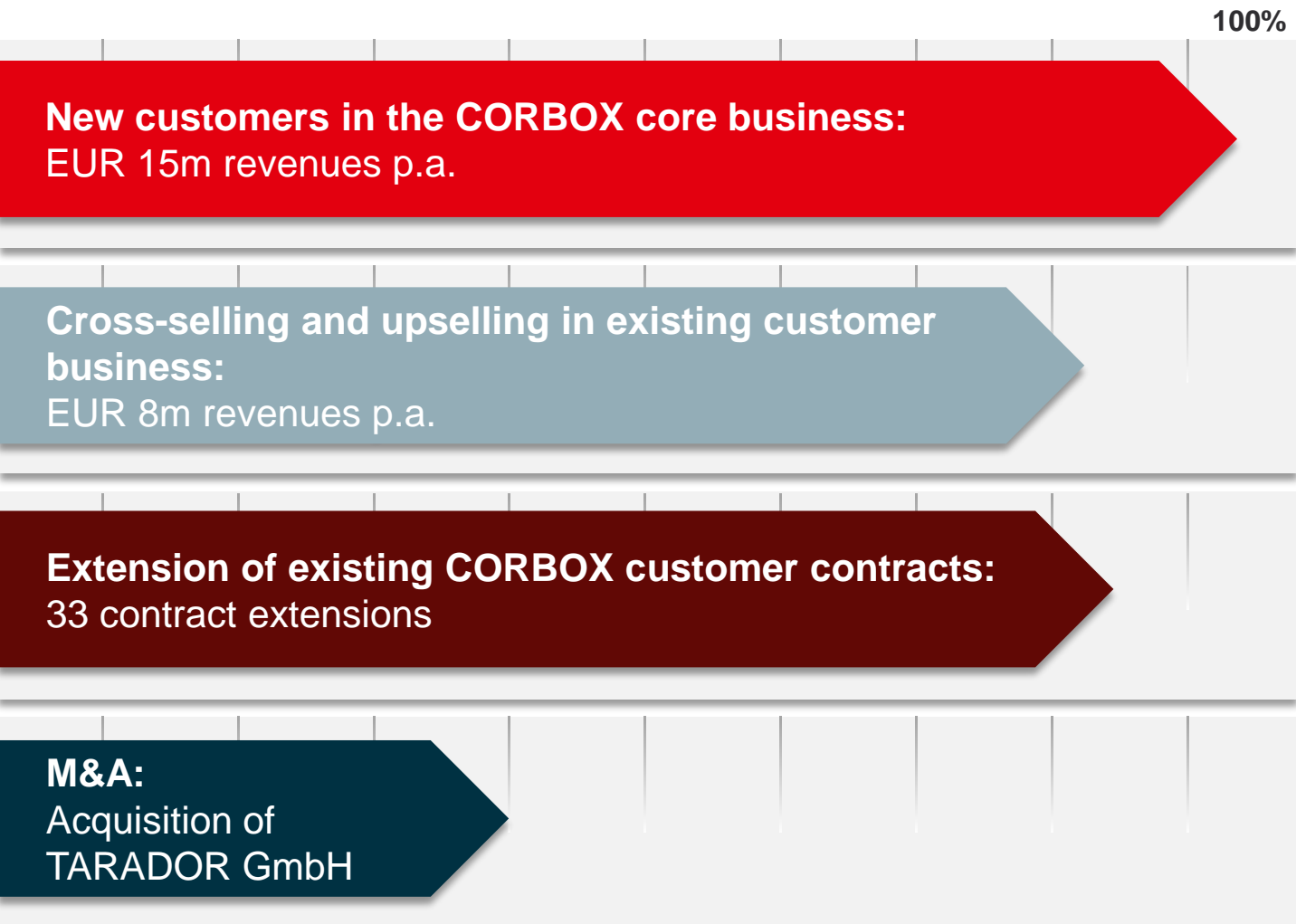



# Outlook - The right course for a successful future





- Stable growth course with a high share of organic growth
- Investments in the future to promote growth, market development and Europe's digital sovereignty
- Strategic positioning to cope with the challenging market environment
- Sustainable development with the prospect of positively influencing capital market valuation


# Strong start to all operating targets for the Financial year 2024/25: growth targets raised



Growth through cross-selling and upselling with existing CORBOX customers  
 **New target:** EUR 15-20m revenues p.a.

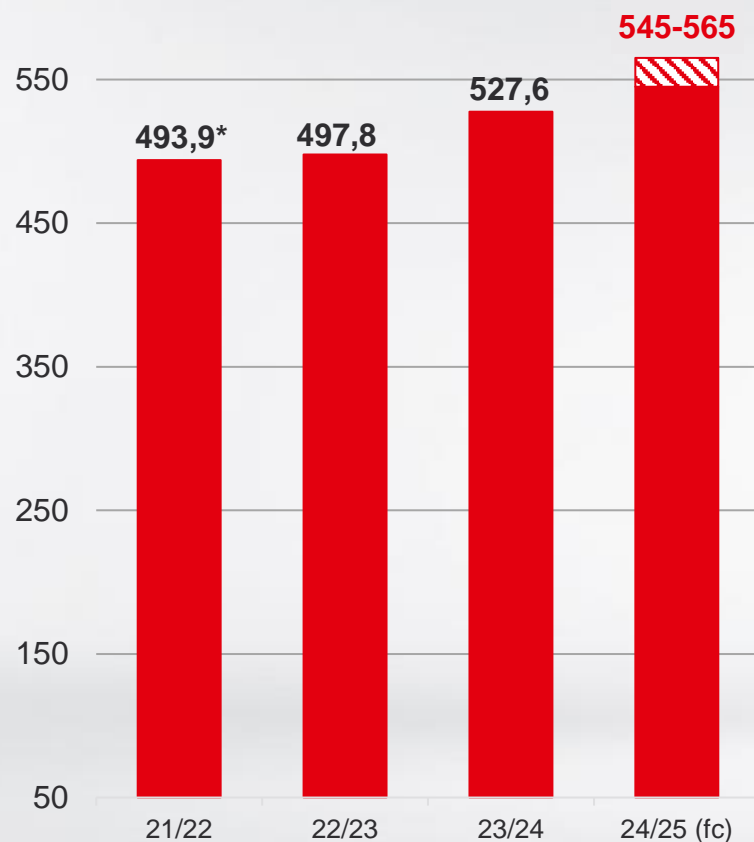
New customers in CORBOX core business  
 **New target:** EUR 15-20m revenues p.a.

Extension of existing CORBOX customer contracts  
 **Target:** 20% of the CORBOX order backlog

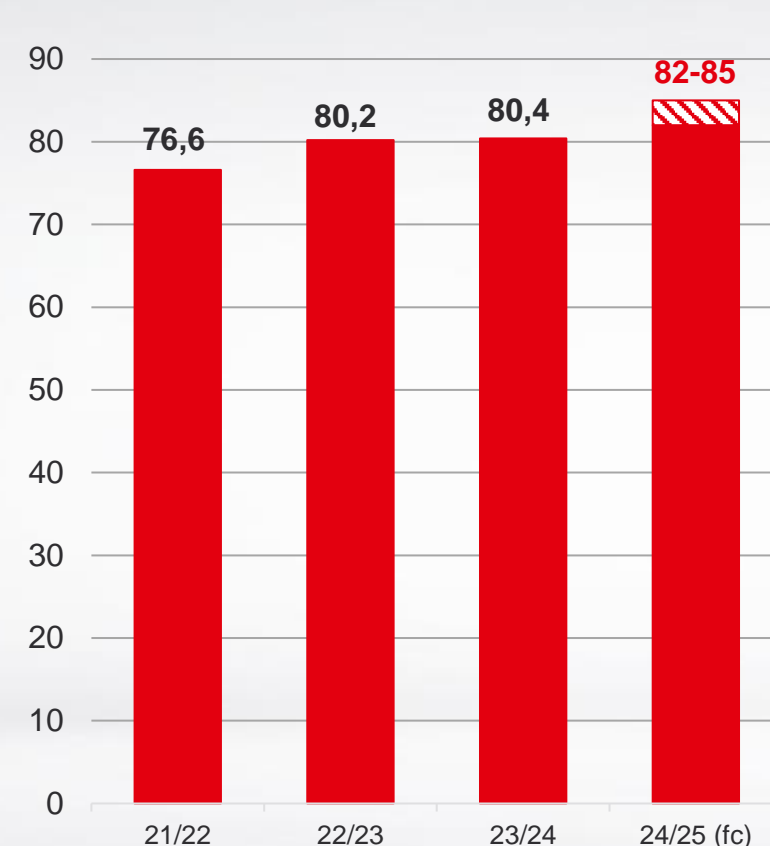
Inorganic growth  
 **Target:** 2-4 new acquisitions per year

# Our guidance for the 2024/25 financial year with growth, transformation, future investments

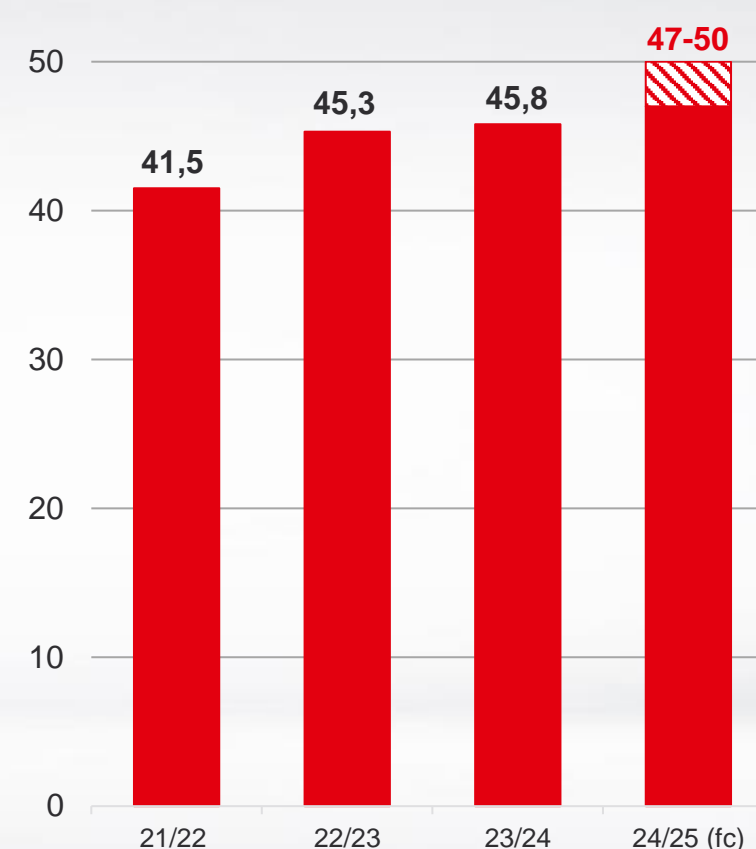
EURm Revenues



EURm EBITDA



EURm EBIT



\* The figures for the 2021/22 financial year have been adjusted. For details, see the 2022/23 Annual Report.

IT's that simple.





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Thank you for your attention!

