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DATAGROUP is synonymous with stability

Investors Call Q2/H1 2023/24 Figures

May 23, 2024



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**

Managed & Private Cloud Services	Public Cloud Services	Application Management Services
SAP Services	Communication & Collaboration Services	Network Services
Security Services	EndUser Services	Service Desk



~ EUR 500m
in revenues



~ 3,500
employees


Management Board

New Setup for Future Growth





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Executive Board

	
<p>Andreas Baresel CEO Finance, M&A, IR, Portfolio</p>	<p>Dr. Sabine Laukemann Member of the Board HR, Corp. Communications, Organisation, Legal, ESG</p>

Divisional Board Level

	
<p>Alexandra Mülders Divisional Board Member Sales</p>	<p>Mark Schäfer Divisional Board Member Production</p>

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




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100%


Cross- and upselling:
approx. EUR 12.7m 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
approx. EUR 21m revenues p.a.

New customers in the CORBOX core business

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

Extension of existing CORBOX customer contracts: 38 contract extensions

Extension of existing CORBOX customer contracts

 Target: 20% of the CORBOX order backlog annually

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

Inorganic growth

 Target: 2-4 new acquisitions per year

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



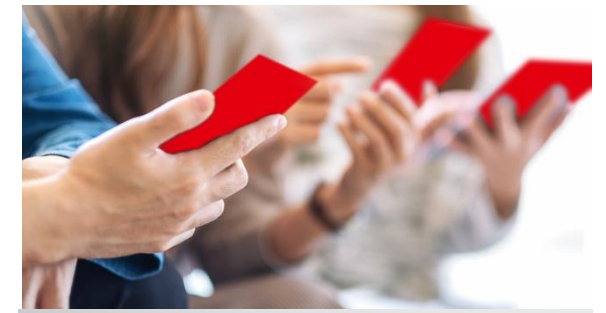
Process industry
Onsite Support
3 years, approx. EUR 5.3m p.a.



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.



Banking
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...

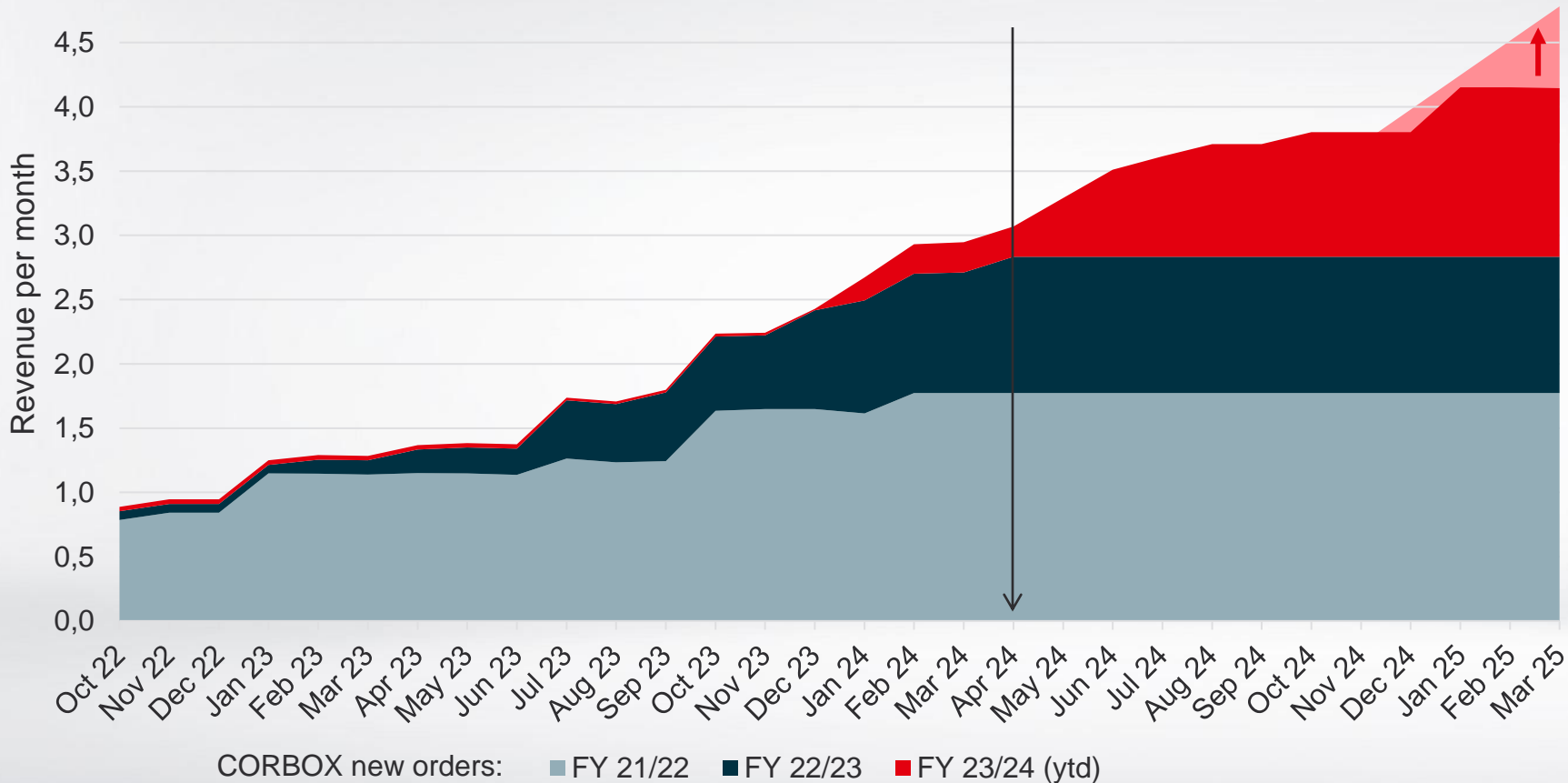
- No cluster risk
- No sector risk
- No market risk

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



Ramp-up operating revenues of new CORBOX orders

In EUR million



- 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

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



Artificial Intelligence



Cyber Security



Cloud Services

Artificial Intelligence - HIRO Technology

Opening up a New Dimension of IT Service Production



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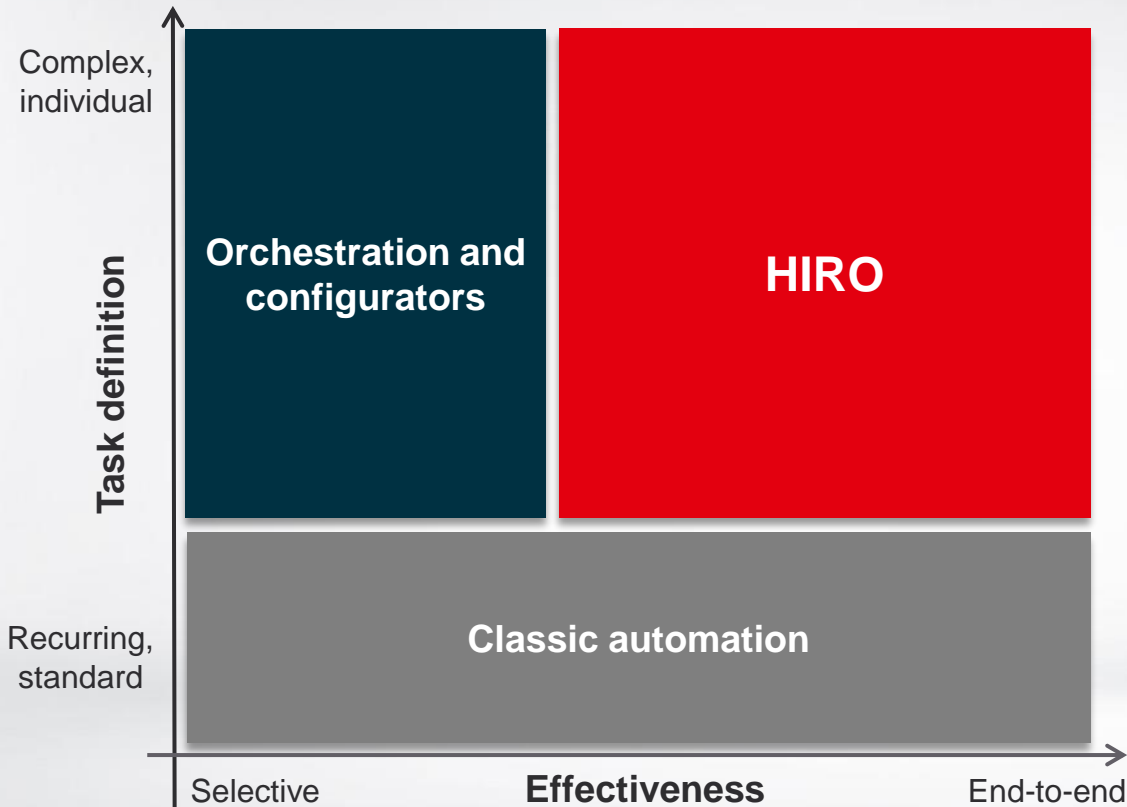


- HIRO, with its combination of knowledge graphs and reasoning model, is based on state-of-the-art AI technology, integrated into our sovereign CORBOX cloud
- HIRO can capture and multiply expert knowledge for IT service production
- Scaling of service capacity independent of access to skilled labor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

Artificial Intelligence IT Automation for the Previously Unattainable



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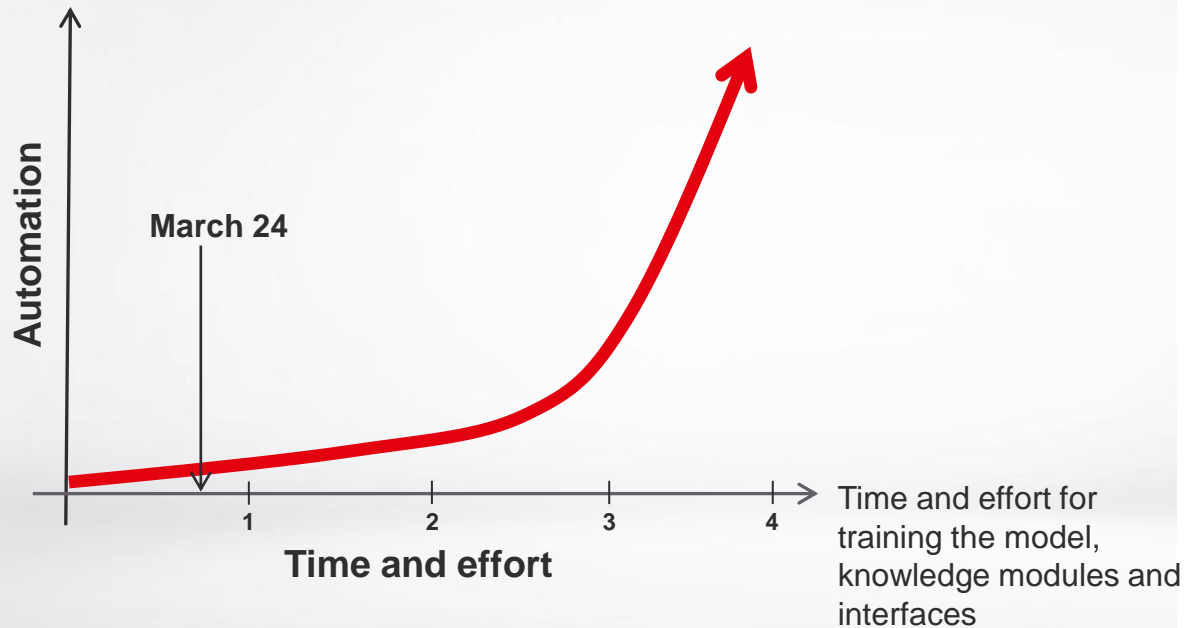
- HIRO enables automation of heterogeneous and individual tasks
- The AI model is trained to individually compile and execute suitable work steps

Artificial Intelligence Exponential Growth in Automation



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Automation progress, further
use cases, customers,
platforms



- 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



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"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



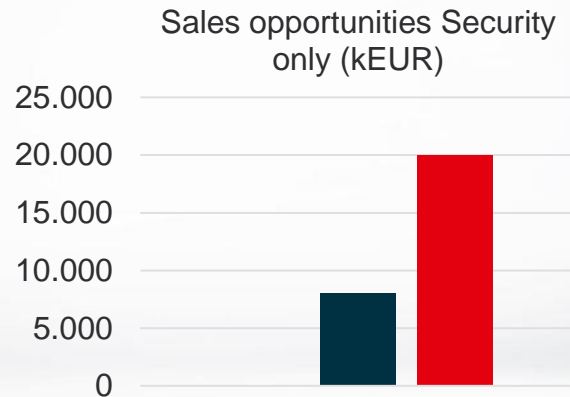
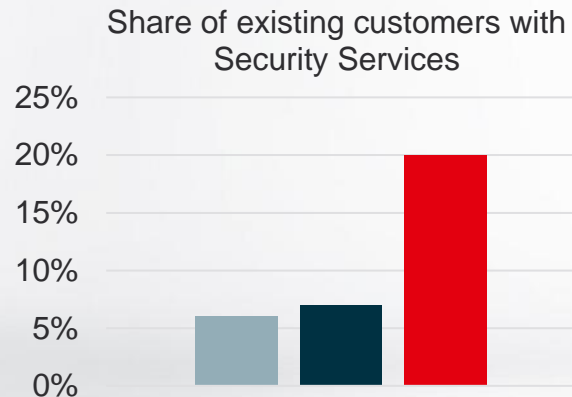
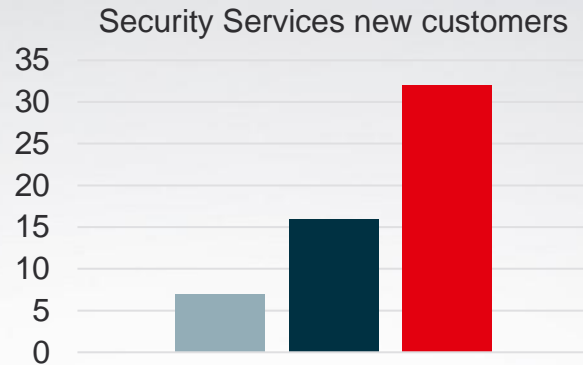
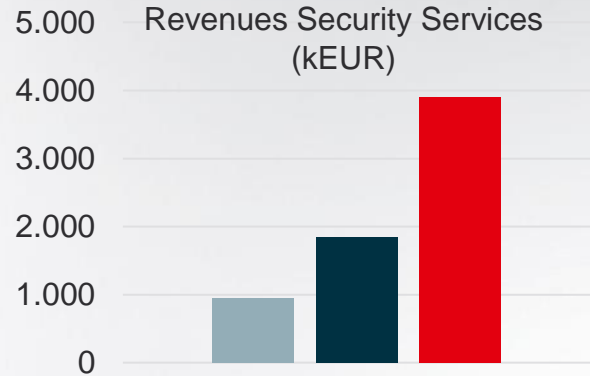
Requirement level
NIS 2 directive mandatory
from October 2024 for
approx. 30,000 additional
companies



- 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 - Investments Are Already Having an Impact

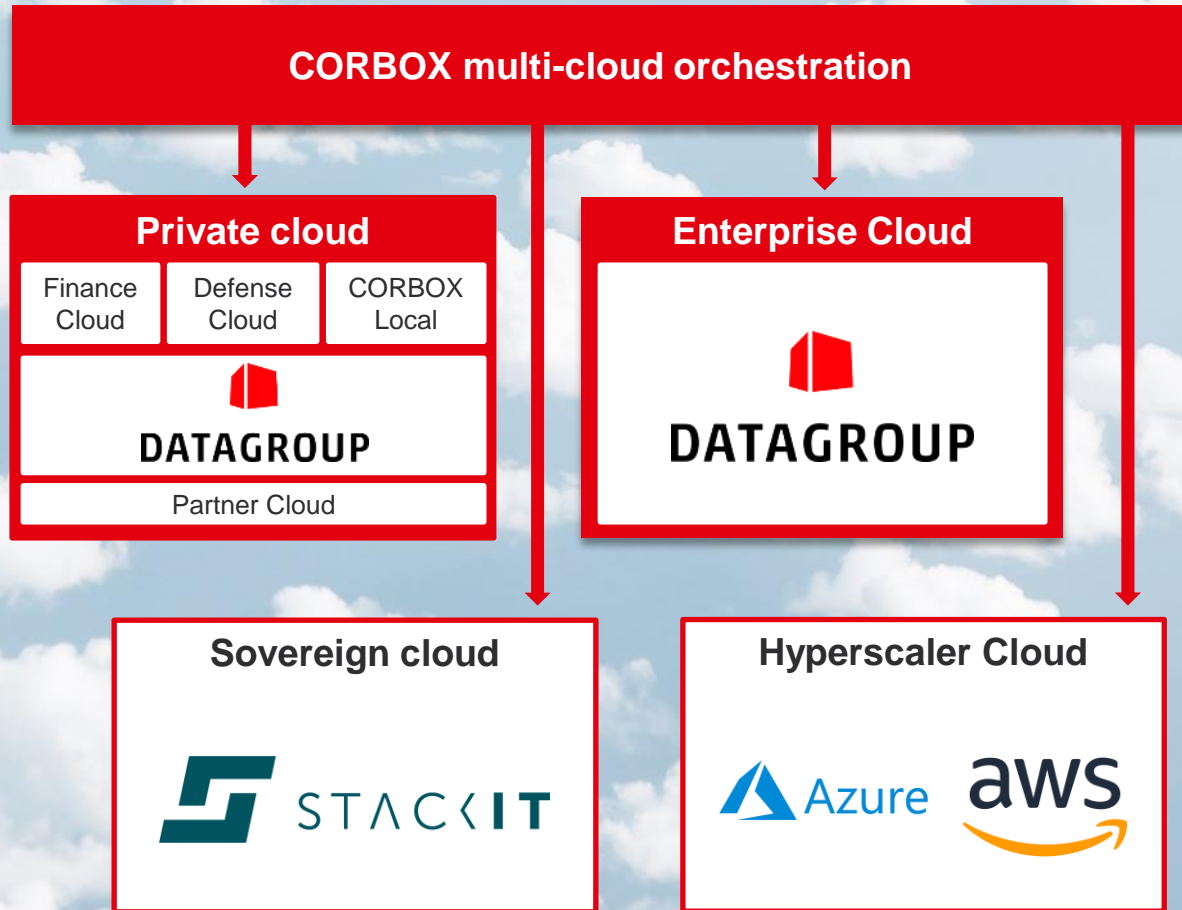


■ FY 21/22 ■ FY 22/23 ■ FY 23/24(fc)

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



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

FY 2023/24: Acquisition of ISC Innovative Systems Consulting

Profile: Strengthening Expertise in the CORBOX Core Business




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~ EUR 12m
revenues


~ 50
Employees


SAP consulting
company


Rosenheim,
Montabaur

At a glance

- ISC Innovative Systems is an established SAP consulting company for medium-sized 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



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%
<i>Services and maintenance</i>	100,751	102,357	1.6%
<i>Trade</i>	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%
Total revenues	120,781 ¹⁾	129,452	7.2%
<i>Material expenses / Expenses for purchased services</i>	34,630 ¹⁾	37,620	8.6%
Gross profit	86,151	91,832	6.6%
<i>Personnel expenses</i>	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%
<i>Financial result</i>	-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%
<i>Services and maintenance</i>	201,333	207,146	2.9%
<i>Trade</i>	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%
<i>Material expenses / Expenses for purchased services</i>	78,066 ¹⁾	72,499	-7.1%
Gross profit	168,655	176,891	4.9%
<i>Personnel expenses</i>	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%
<i>Financial result</i>	-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 future-oriented 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
Goodwill	157,025	172,190	9.7%
Non-current liabilities	151,789	175,830	15.8%
<i>thereof liabilities to banks</i>	65,903	85,929	30.4%
<i>thereof leasing liabilities</i>	33,414	30,239	-9.5%
<i>thereof pension provisions</i>	35,884	40,880	12.3%
Current liabilities	166,064	172,605	3.9%
<i>thereof liabilities to banks</i>	33,748	44,639	32.3%
<i>thereof leasing liabilities</i>	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	142,303	26.4%
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

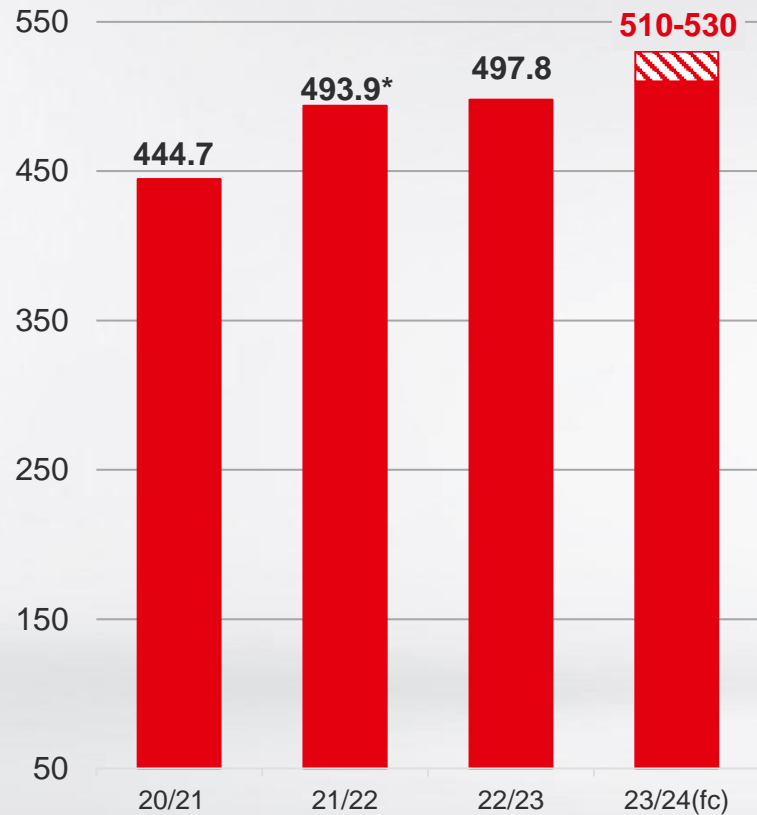
Figures in kEUR	H1 2022/23	H1 2023/24	Change	Notes
Cash flow from operating activities	28,377	16,961	-40.2%	<ul style="list-style-type: none">Operating Cash flow remains solidburdened by a reduction in factoring volume, extraordinary tax payments and finance lease effects
Cash flow from investing activities	-50,864	-21,464	-57.8%	<ul style="list-style-type: none">CAPEX: EUR 7,100k in H1 2023/24 after EUR 7,606k in H1 2022/23Outflow 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%	<ul style="list-style-type: none">Inflow from increase in financial liabilities in H1 2023/24
Cash and cash equivalents on 31.03.	42,175	24,958	-40.8%	

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

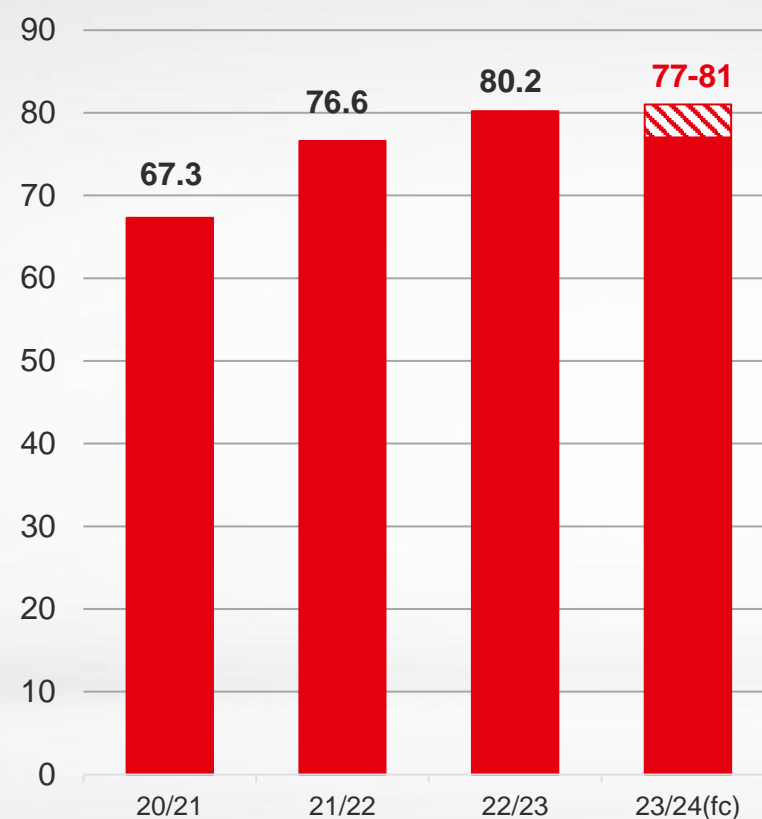


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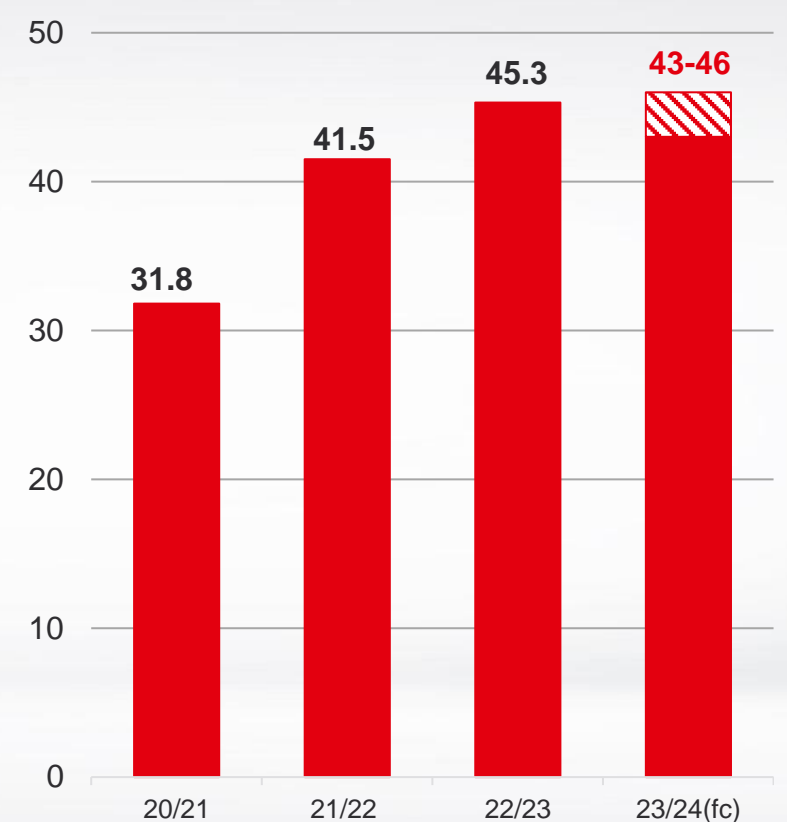
EUR m Revenues



EUR m EBITDA



EUR m EBIT



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

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
- 16.-17.05.2024 Hauck Stockpicker Summit, Austria
- **23.05.2024 Publication of figures for the second quarter of 2023/24**
- 06.06.2024 Warburg Highlights, Hamburg
- 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



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