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Analyst Presentation

November 2024



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**

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



~ EUR 530m
in revenues



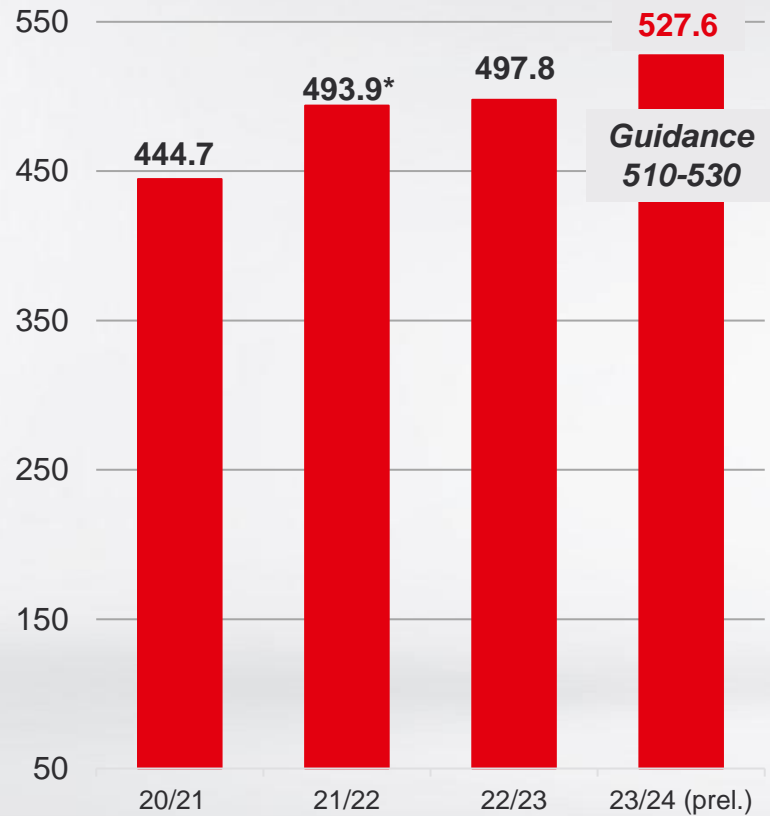
~ 3,500
employees

Revenue and earnings growth: Guidance for financial year 2023/24 reached at the upper end

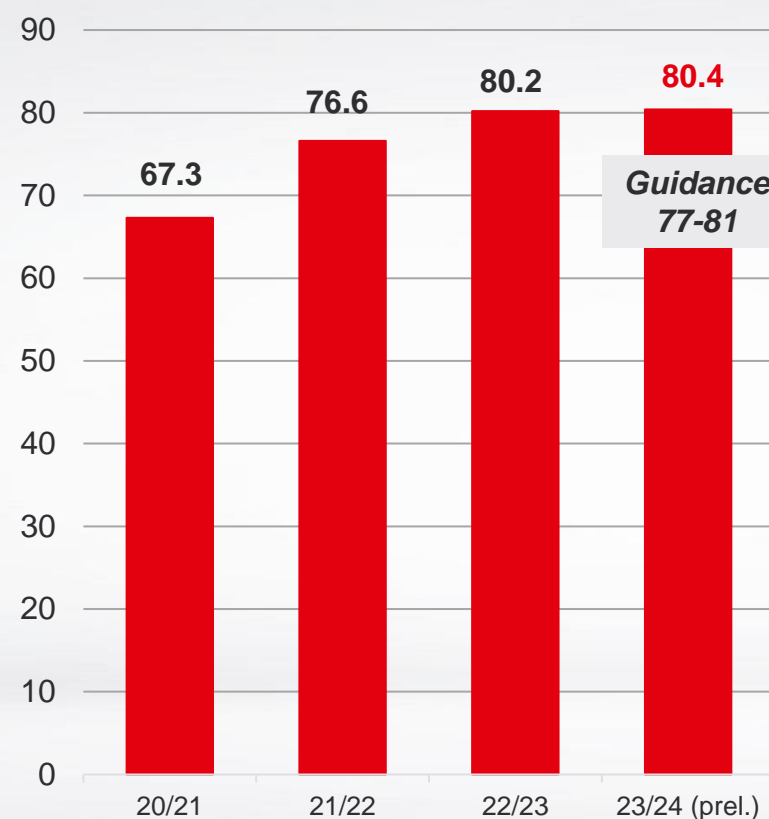


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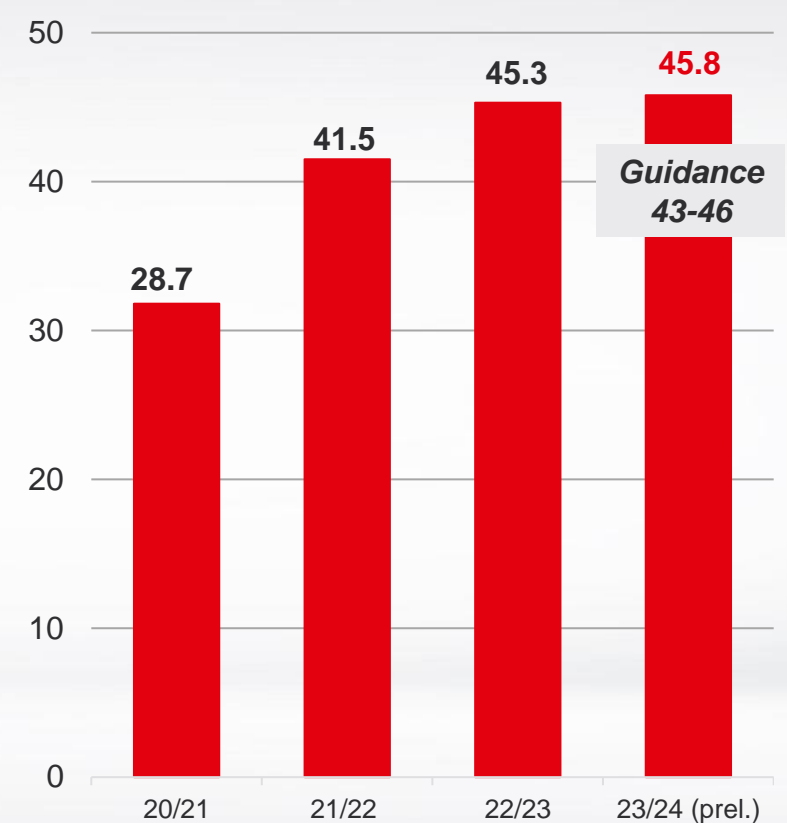
EUR m Revenues



EUR m EBITDA



EUR m EBIT



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



Business Development FY 2023/24 at a Glance

- Accelerating revenue momentum:
 - Revenue growth of 6.0% in FY 2023/24
 - Organic growth of +1.0%
- Strategic focus on organic growth confirmed:
 - Record new orders of EUR 26m and cross-selling and upselling of EUR 24m
 - Organic growth achieved for the full year (+1%) and in Q4 2023/24 (+8%)
 - Rising order intake in the future-oriented fields of cyber security and cloud services and strong CORBOX business



Strong Development in all Operating Targets for the 2023/24 Financial Year




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100%


Cross- and upselling:
approx. EUR 24m 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 26m 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 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



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Wood Wholesale
Cloud & Application Services
5 years, approx. EUR 0.9m p.a



Health Industry
Workplace Services
4 years, approx. EUR 2.6m p.a.



Universities
Cyber Security
3 years, approx. EUR 1.4m p.a.



Manufacture of windows and doors
Hybrid Cloud Services
5 years, approx. 0,5m EUR p.a.



Energy Sector
Multi Cloud Transformation
1 year, approx. 0.4m p.a.



Banking
SAP Platform Refresh
5 years, approx. EUR 1.6m p.a.



Public Sector
Client Services
2 years, approx. EUR 1.1m p.a.

and many more...

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

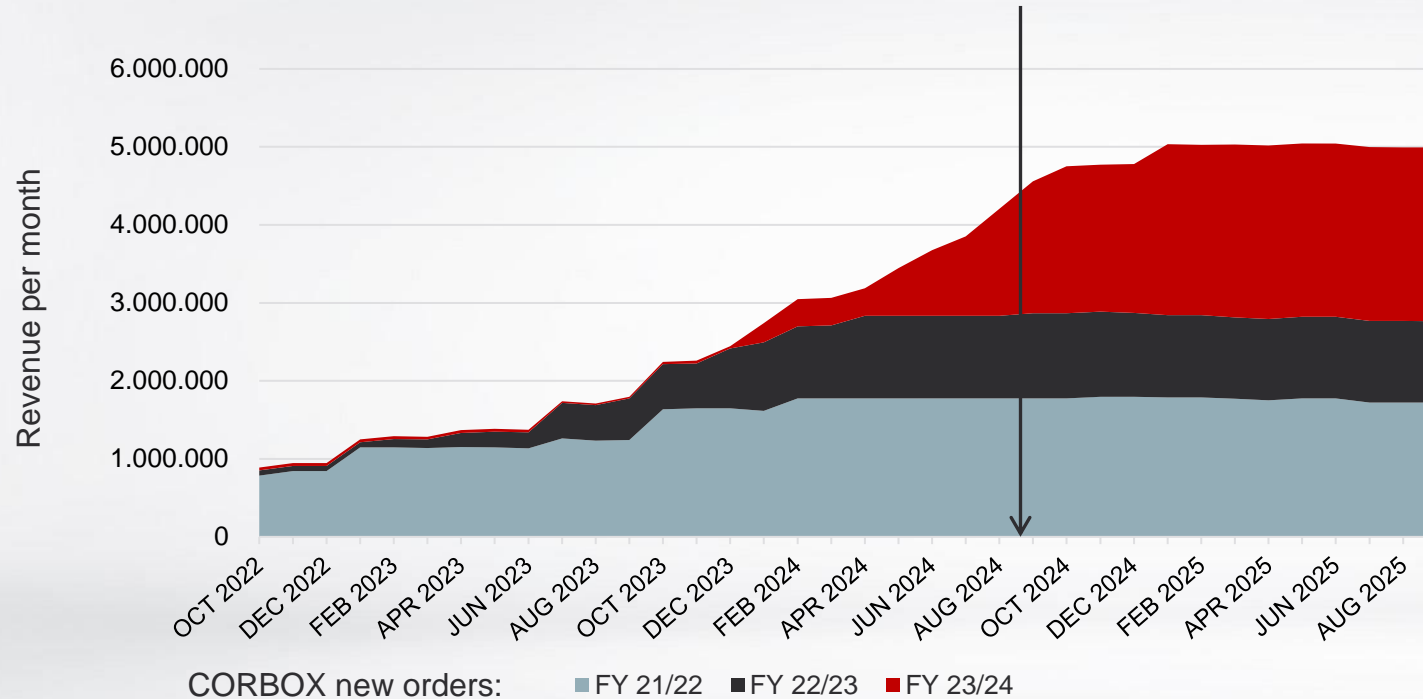
The CORBOX Order Intake Will Only Lead to Sustainable Growth in the Core Business after the Start-up Phase



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Ramp-up operating revenues of new CORBOX orders

In EUR million



- 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

EUR 6 million investments in future technologies have laid the foundation for accelerated growth and are paying off



Artificial Intelligence



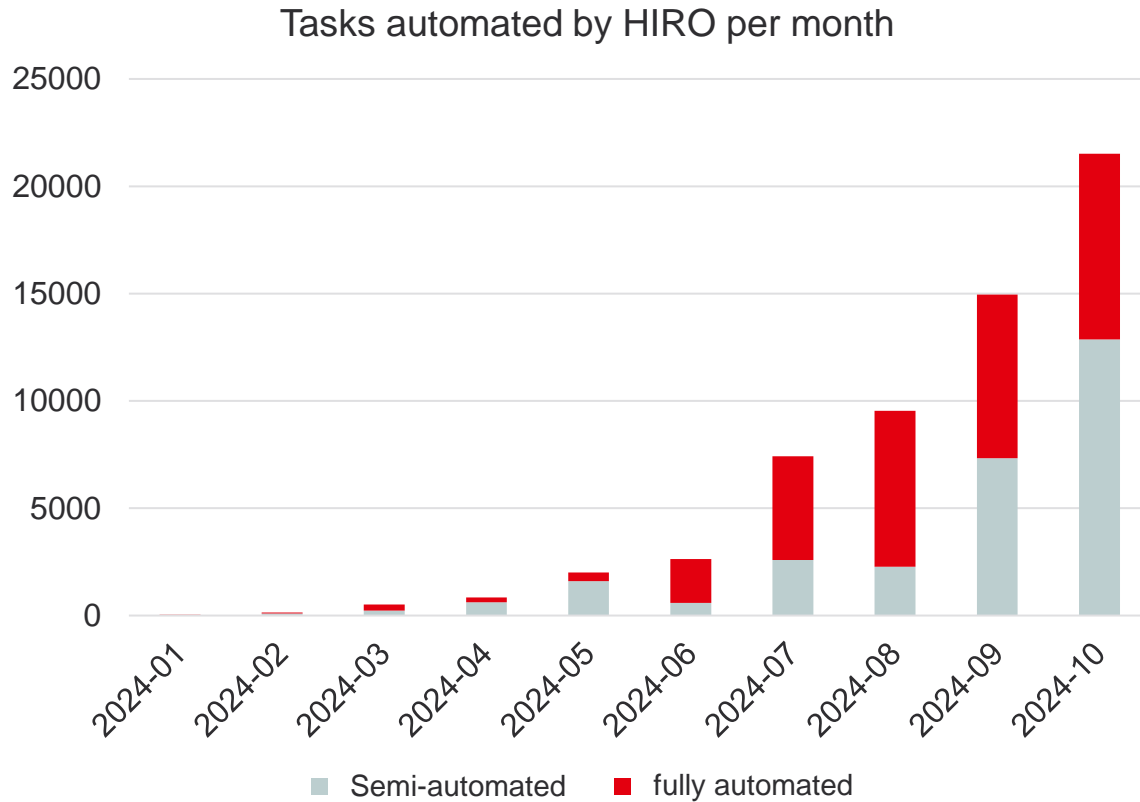
Cyber Security



Cloud Services



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



- 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 FY 2023/24

Figures in kEUR	FY 2022/23	FY 2023/24	Change
Revenue	497,796	527,559	6.0%
<i>Services 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%
Changes in capitalized contract costs	-4,086	-568	-86.1%
Total revenues	495,863	533,806	7.7%
<i>Material expenses / Expenses for purchased services</i>	154,670	161,518	4.4%
Gross profit	341,193	372,289	9.1%
<i>Personnel expenses</i>	243,640	267,710	9.9%
EBITDA	80,228	80,401	0.2%
EBITA	52,977	54,433	2.7%
EBIT	45,318	45,806	1.1%
<i>Financial result</i>	-4,077	-6,872	68.6%
EBT	41,241	38,934	-5.6%
Net income	28,265	26,108	-7.6%
EPS (in €)	3.39	3.13	-7.6%

- Revenue growth also due to strong new customer business
- Further revenue increases quarter on quarter:
 - Q4 total: +14.7%
 - Q4 organic +8%
- EBIT margin of 8.7% despite future-oriented investments



Selected Balance Sheet Ratios in FY 2023/24

Figures in kEUR	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>thereof leasing liabilities</i>	33,414	30,596	-8.4%
<i>thereof 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>thereof leasing liabilities</i>	18,565	15,208	-18.1%
Cash and cash equivalents	21,879	36,586	67.2%
Trade receivables	57,010	74,465	30.6%
Trade payables	13,069	21,864	67.3%
Total net debt	112,574	139,107	23.6%
Equity ratio (in %)	31.7	28.6	
Balance sheet total	465,287	537,375	15.5%

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

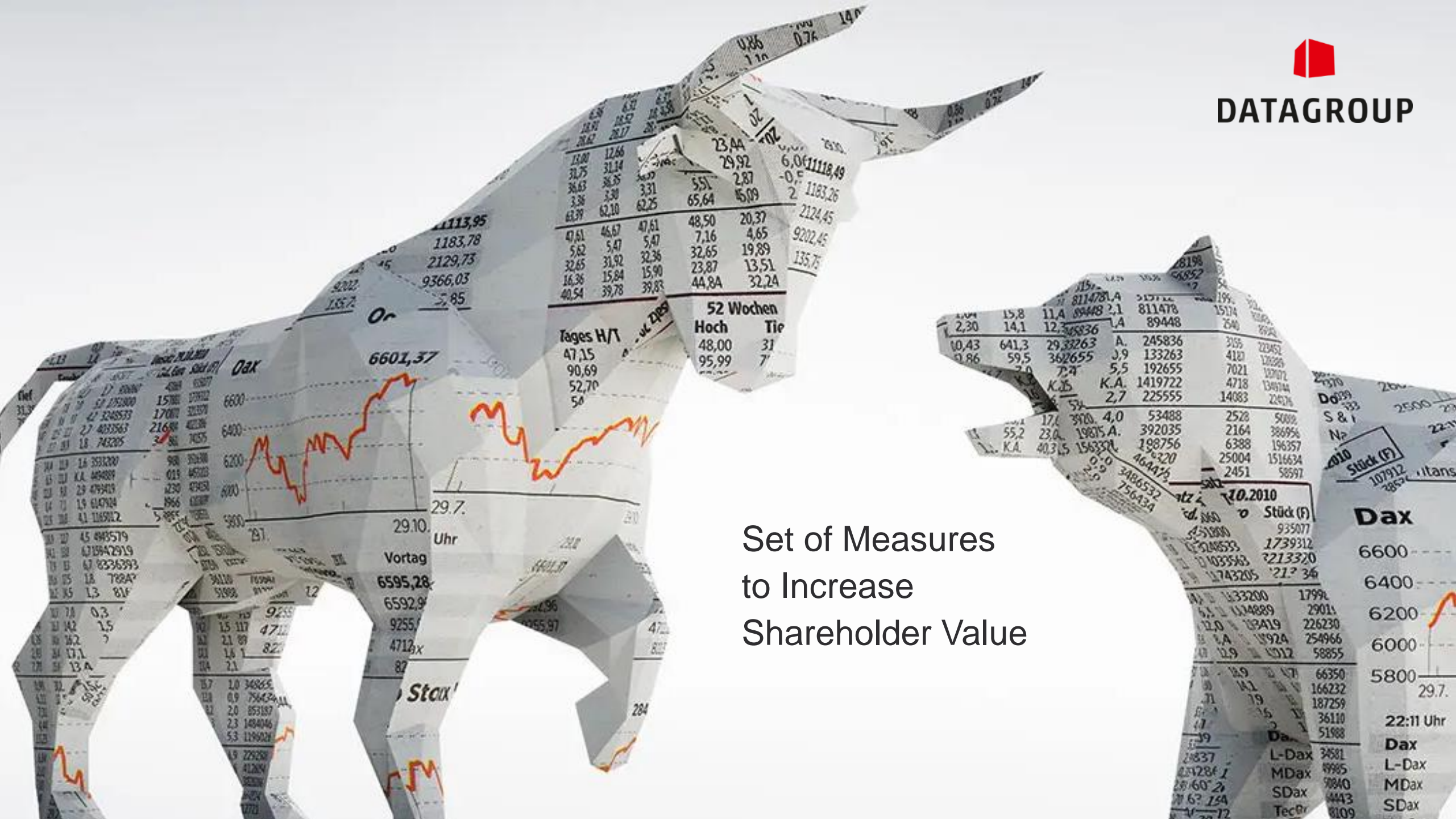


Cash Flow in FY 2023/24

Figures in kEUR	FY 2022/23	FY 2023/24	Change	Notes
Cash flow from operating activities	46,664	58,894	26.2%	<ul style="list-style-type: none">Operating Cash flow remains solid
Cash flow from investing activities	-64,834	-53,074	-18.1%	<ul style="list-style-type: none">CAPEX: kEUR 20,572 in FY 23/24 after kEUR 15,234 in FY 22/23Outflow of kEUR 27,300 for the acquisition of CONPLUS, iT TOTAL and ISCEarn-out and similar payments in the amount of kEUR 8,142
Cash flow from financing activities	-6,993	8,887	-227.1%	<ul style="list-style-type: none">Inflow from taking out bank loans of kEUR 80,140Repayment of bank loans in the amount of kEUR 34,375
Cash and cash equivalents on 31.03.	21,879	36,586	67.2%	



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Set of Measures
to Increase
Shareholder Value

52 Wochen	
Hoch	Tief
48,00	31
95,99	7

Tages H/T	Uhr
47,15	29.7.
90,69	Uhr
52,70	
50	

Vortag
6595,28

6592,9

9255,1

4712,8x

87

Stax

Dax

6600

6400

6200

6000

5800

22:11 Uhr
Dax
L-Dax 34581
MDax 49985
SDax 50840
TecDax 4443
8109

Comprehensive Set of Measures to Increase Shareholder Value

Overview



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- Spin-off of the digitalization subsidiary Almato AG with its subsidiaries under review to enable clearer positioning of both companies – Almato and DATAGROUP – and strategic focus on further organic growth
- Spin-off at a ratio of 1:1 and stock market listing of the new Almato share planned
- Share buyback of up to 9.79% of the share capital at an offer price of EUR 42.13 per share
- Dividend to be suspended in favor of the first two steps (spin-off and share buyback)
- Segment change to m:access of the Munich Stock Exchange while maintaining the current level of transparency



Reason to Consider the Spin-off of Almato



- Almato is active in the digitization of business processes and software development for companies and public institutions
- Almato plans to develop and expand a new, international business segment with Bardioc
- Bardioc is a semantic data platform that is offered as Software-as-a-Service (SaaS). It enables the implementation of AI applications, highly complex data analyses for data-driven business models and the automation of processes
- In order to fully exploit the potential of Bardioc, framework conditions are necessary that are very different from DATAGROUP and our core business CORBOX
- Therefore, Almato (with its subsidiaries) should be positioned on the market as an independent company

Growth with CORBOX and the Business Development of Bardioc Require Different Framework Parameters



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1. Different valuation multiples for IT services vs. software companies
2. Different business models and growth profiles
3. Different target customer segments
4. Different geographical markets
5. Focus on the respective core competencies
6. Better access to capital for Almato
7. Different customer requirements and sales strategies
8. Different and individually better assessable risk profiles
9. Potential M&A and growth strategies can be pursued separately with greater focus
10. Attractiveness for specialists and managers

Financial Calendar 2024



- 25.-27.11.2024 Equity Forum 2024, Frankfurt/Main
- 02.12.2024 Berenberg European Conference, Pennyhill (UK)
- 16.01.2025 Audited figures 2023/2024
- 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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