

LEADING DIGITAL TRANSFORMATION PARTNER

**CANCOM**

**PLAN.  
BUILD.  
PERFORM.**

# DISCLAIMER

This presentation contains forward-looking statements that involve risks, uncertainties and assumptions. If the risks or uncertainties ever materialize or the assumptions prove incorrect, the results of CANCOM may differ materially from those expressed or implied by such forward-looking statements and assumptions. All statements other than statements of historical fact are statements that could be deemed forward-looking statements, including but not limited to any projections of revenue, margins or other financial items; any projections of the amount, timing or impact of cost savings; any statements of the plans, strategies and objectives of management for future operations, including any resulting cost savings or revenue or profitability improvements; any statements concerning the expected development, performance, market share or competitive performance relating to products or services; any statements regarding current or future macroeconomic trends or events and the impact of those trends and events on CANCOM and its financial performance; any statements of expectation or belief; and any statements of assumptions underlying any of the foregoing.

Risks, uncertainties and assumptions include the need to address the many challenges facing CANCOM's businesses; the competitive pressures faced by CANCOM's businesses; risks associated with executing CANCOM's strategy; the impact of macroeconomic and geopolitical trends and events; the protection of CANCOM's intellectual property assets; the development and transition of new services and the enhancement of existing services to meet customer needs and respond to emerging technological trends; the execution and performance of contracts by CANCOM and its suppliers, customers and partners; the hiring and retention of employees; integration and other risks associated with business combination and investment transactions; and other risks that are described either in CANCOM's Annual Report for the financial year ended December 31, 2017.

CANCOM assumes no obligation and does not intend to update these forward-looking statements.

No representation or warranty - whether expressed or implied – is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained therein. Neither the company nor any of its affiliates shall have any liability whatsoever (in negligence or otherwise) for any loss arising from any use of this presentation or its content or otherwise arising in connection with this presentation.

This presentation does not constitute an offer or invitation to purchase, subscribe for, hold or sell any shares or other securities and neither this presentation nor any part of it shall form the basis of, or be relied upon in connection with, any contract or commitment whatsoever.

## LEGAL NOTICE

# CANCOM GROUP: FACTS + FIGURES

1992

Foundation

3,000+

Employees

30+

Locations in  
Europe and the U.S.

**CANCOM GROUP**

€1.2bn

Revenues 2017

+30%

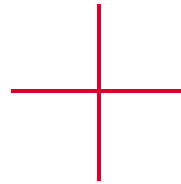
Annual EBITDA growth  
(CAGR 2008-17)

TecDAX

Stock Exchange Index

# GROUP: TWO SEGMENTS WITH CROSS BENEFITS

**CANCOM**



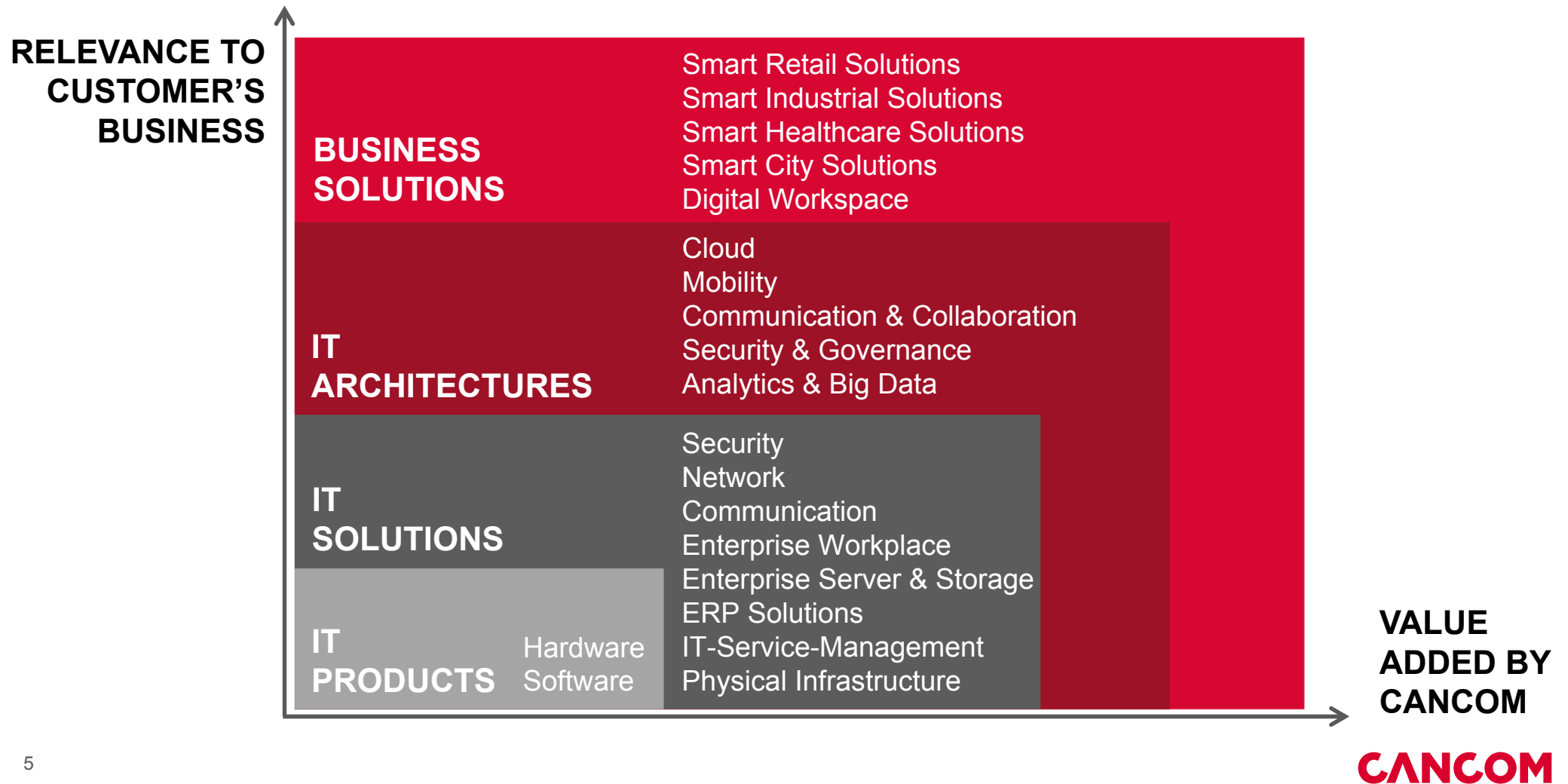
## **CLOUD SOLUTIONS**

(Shared) managed services, AHP software business, cloud infrastructure, hosting and consulting.

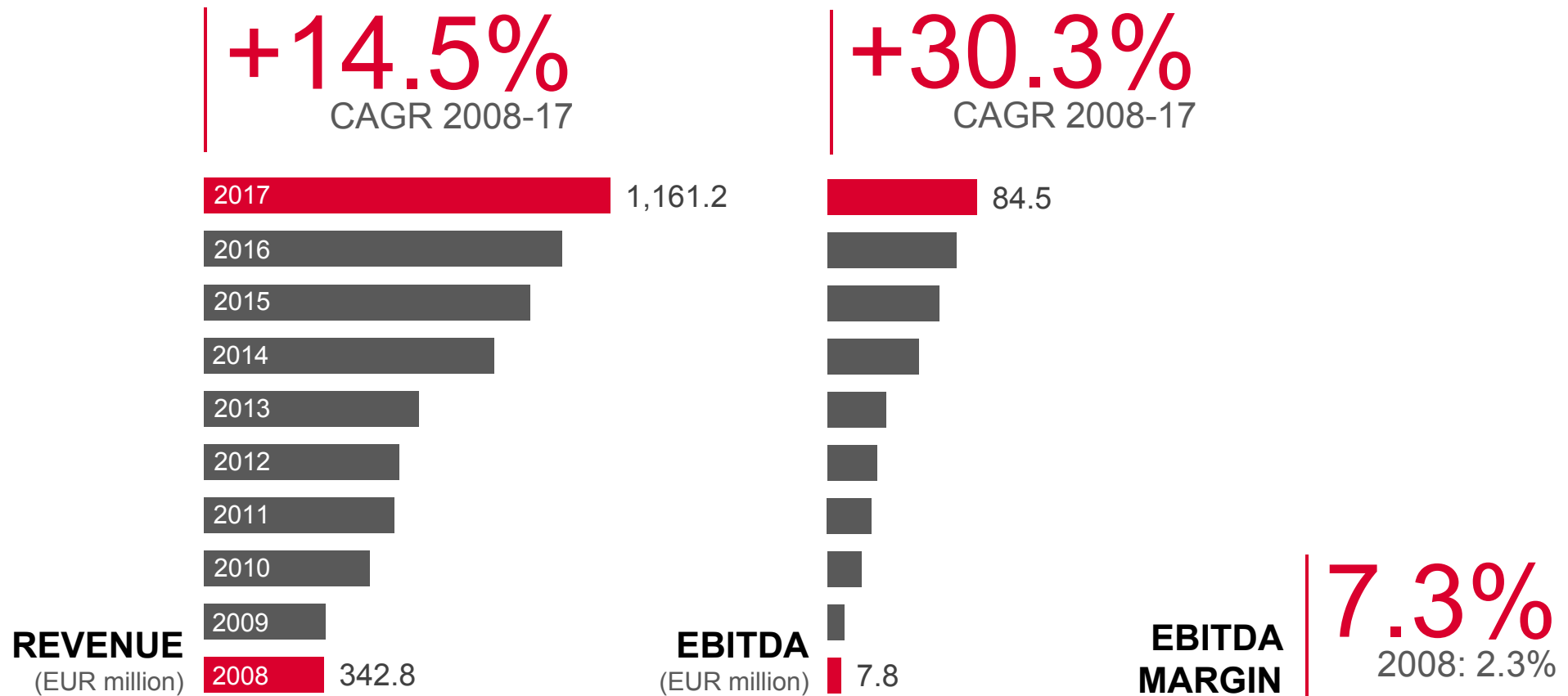
## **IT SOLUTIONS**

IT infrastructure (hardware/software), services and consulting for solutions like: mobility, security, network, collaboration projects.

# PORTFOLIO: STRATEGIC SET-UP

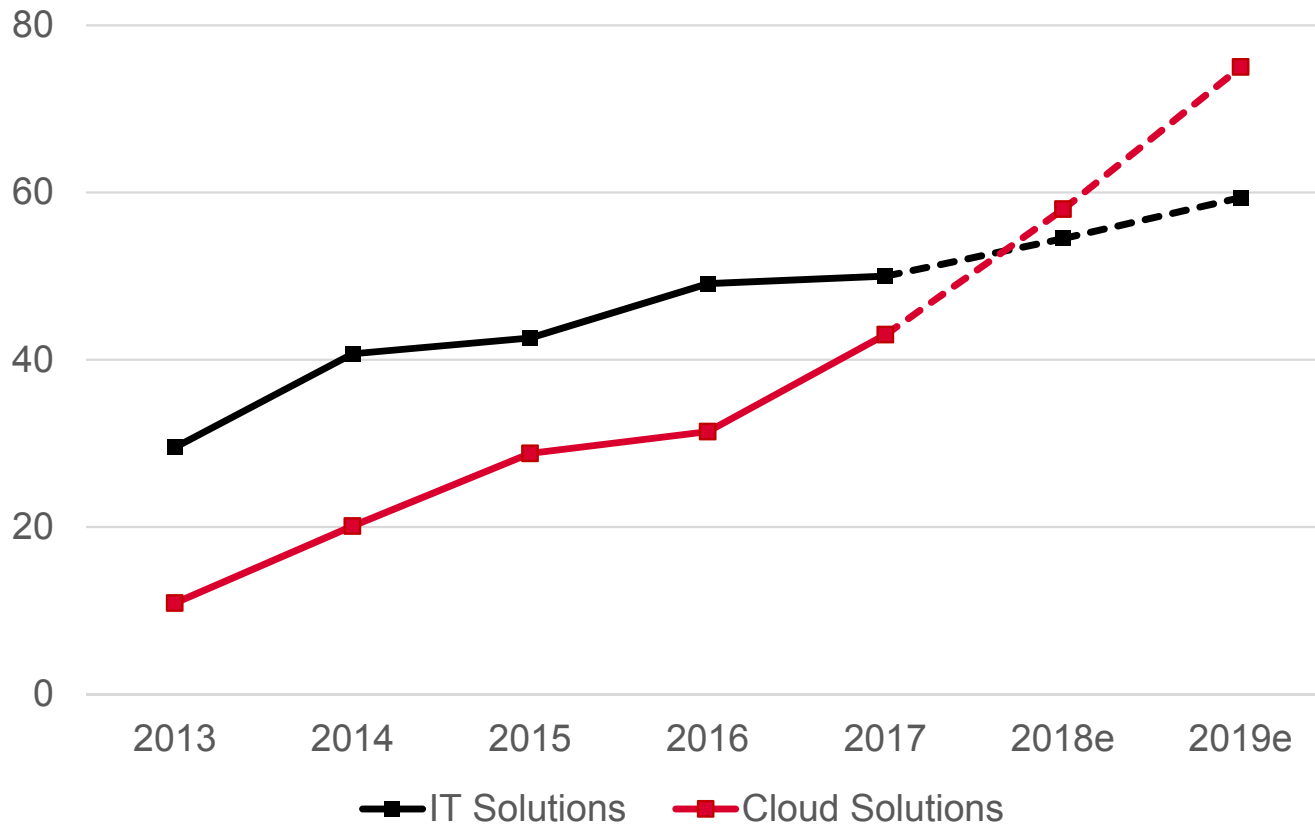


# GROUP: A DECADE OF DYNAMIC GROWTH



# STRATEGY: CLOUD SOLUTIONS BECOMES MAIN SOURCE OF EBITDA

EBITDA adj. (EUR million)



**CLOUD SOLUTIONS** | **27.3m**  
1H.2018

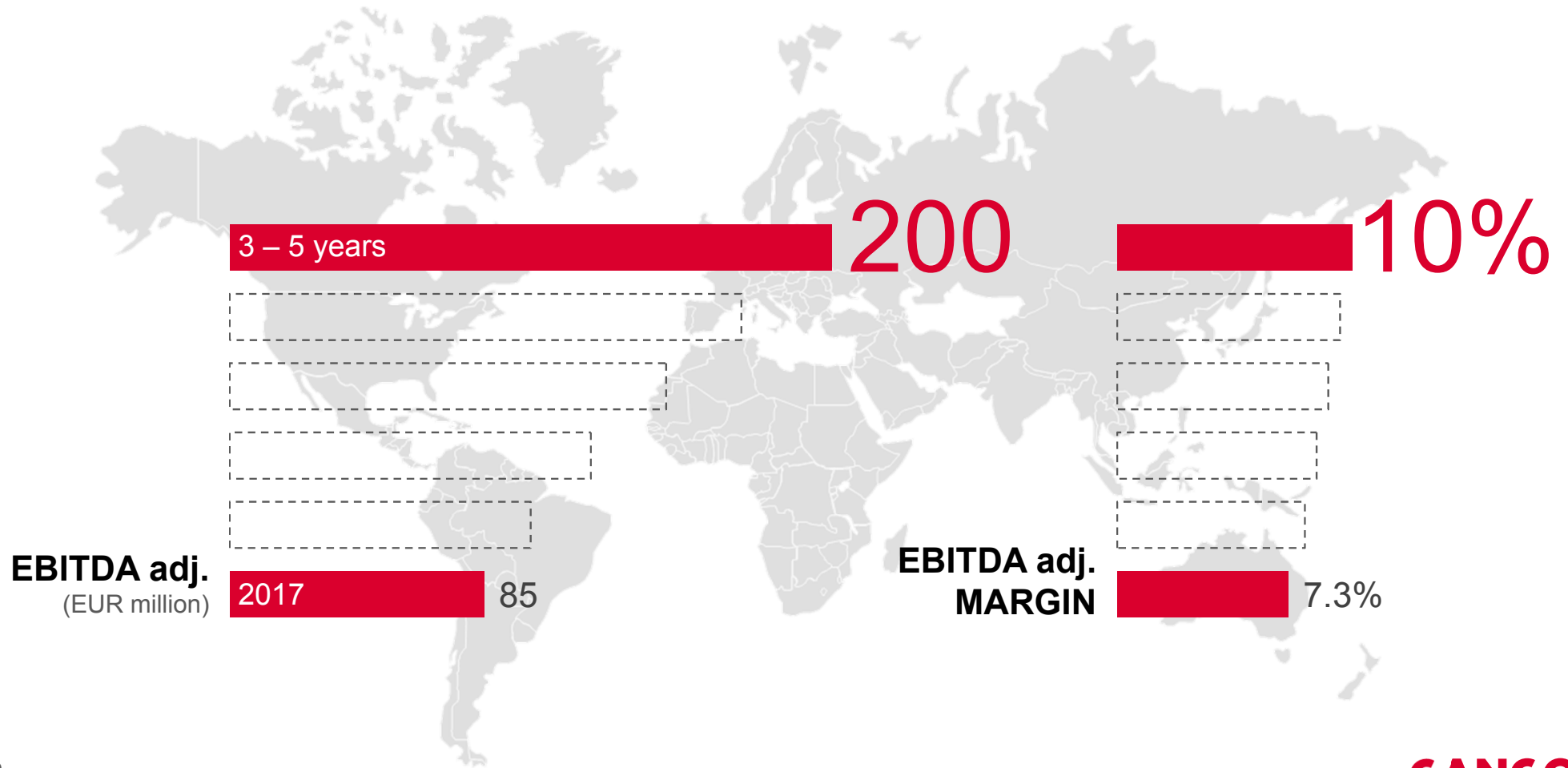
**IT SOLUTIONS** | **26.7m**  
1H.2018

# STRATEGY: ACQUISITIONS ARE A VITAL PART





# GROUP: OUR VISION





# THANK YOU

**Contact:**

Sebastian Bucher

Investor Relations

[sebastian.bucher@cancom.de](mailto:sebastian.bucher@cancom.de)

+49 89 54054 5193

**CANCOM**