

LEADING DIGITAL TRANSFORMATION PARTNER

**CANCOM**

**PLAN.  
BUILD.  
PERFORM.**

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## LEGAL NOTICE

# GROUP: FACTS + FIGURES

1992

Foundation

3,300+

Employees

30+

Locations in  
Europe and the U.S.

**CANCOM**

€1.2bn

Revenues 2017

+30%

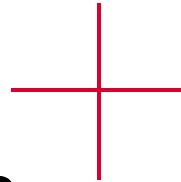
Annual EBITDA growth  
(CAGR 2008-17)

**TecDAX**

Stock Exchange Index

# GROUP: TWO SEGMENTS WITH CROSS BENEFITS

## CANCOM



### CLOUD SOLUTIONS

(Shared) managed services  
Software business (AHP)  
Hosting  
Consulting  
Cloud infrastructure reselling

**Revenues**

Mainly recurring

### IT SOLUTIONS

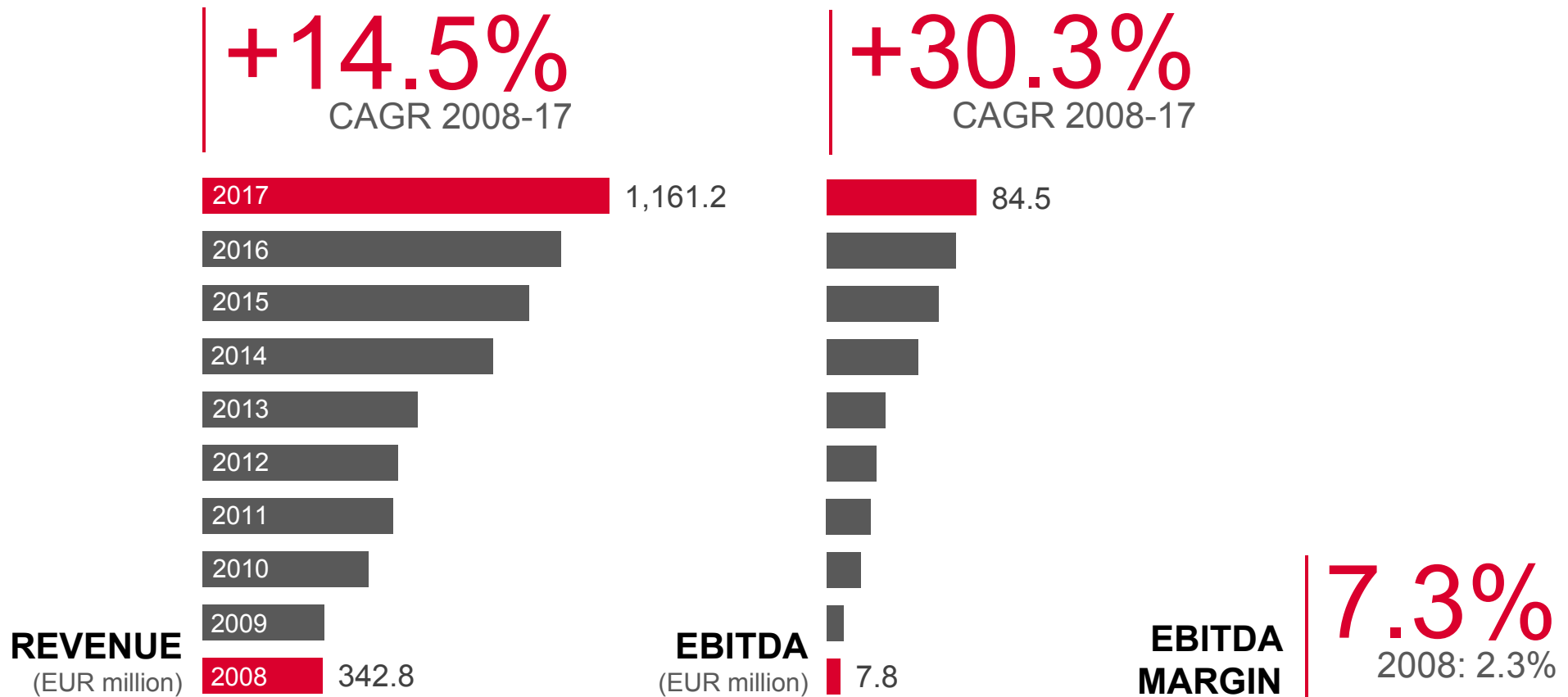
Consulting and system design  
Systems implementation and integration  
IT infrastructure reselling

**Revenues**

One-off (project-based)

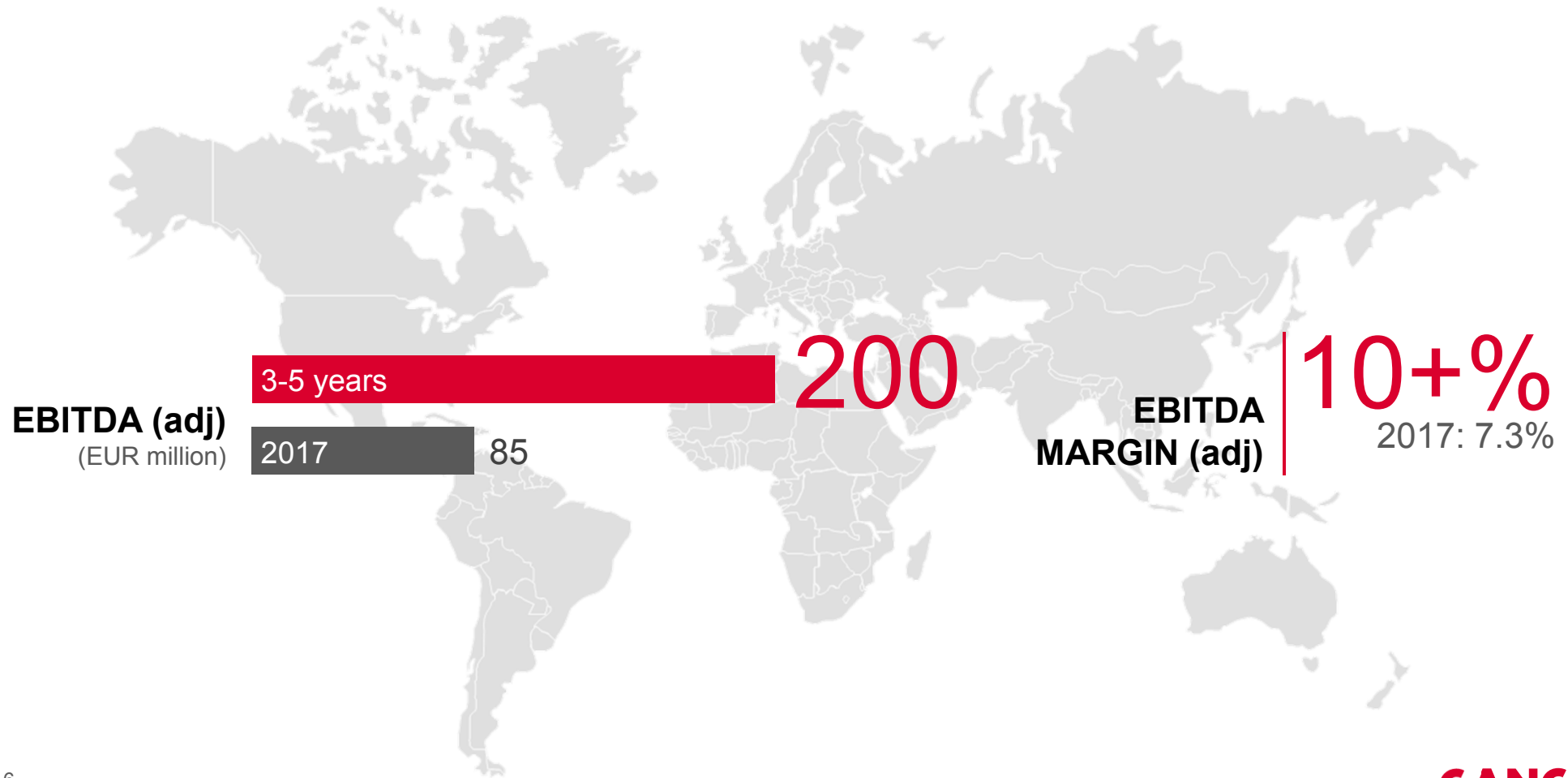
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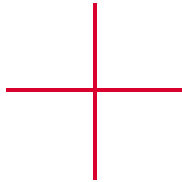
# GROUP: A DECADE OF DYNAMIC GROWTH



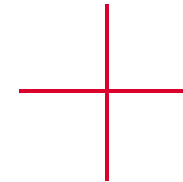
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# VISION: CANCOM IN THREE TO FIVE YEARS



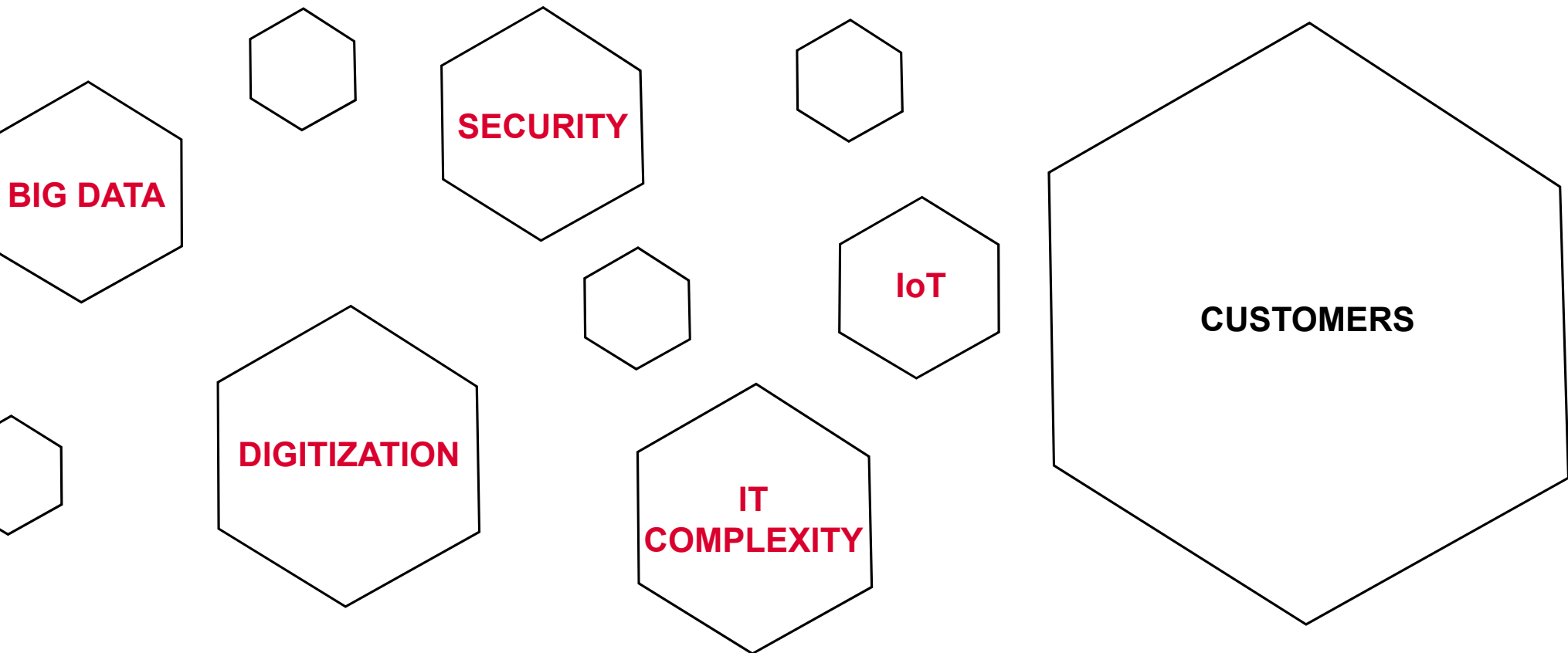


...how do we achieve this?



# MARKET: CUSTOMERS FACE NUMEROUS IT CHALLENGES

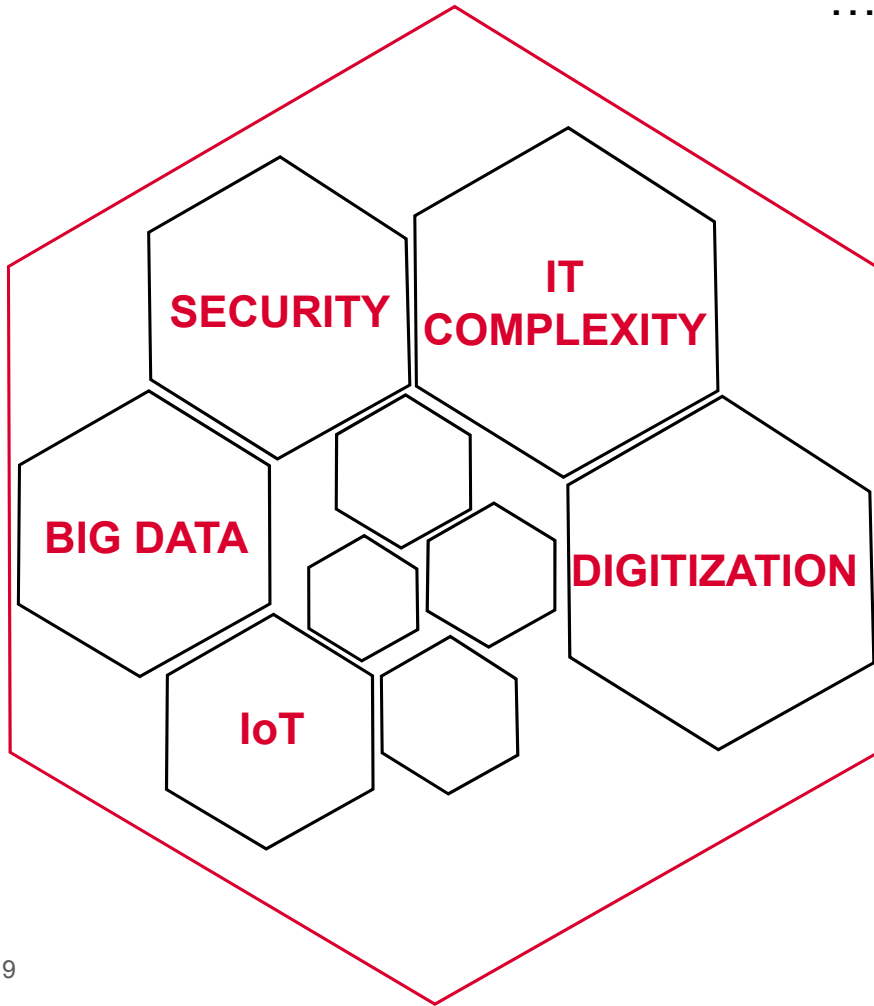
...changing the way IT has to be designed and operated.



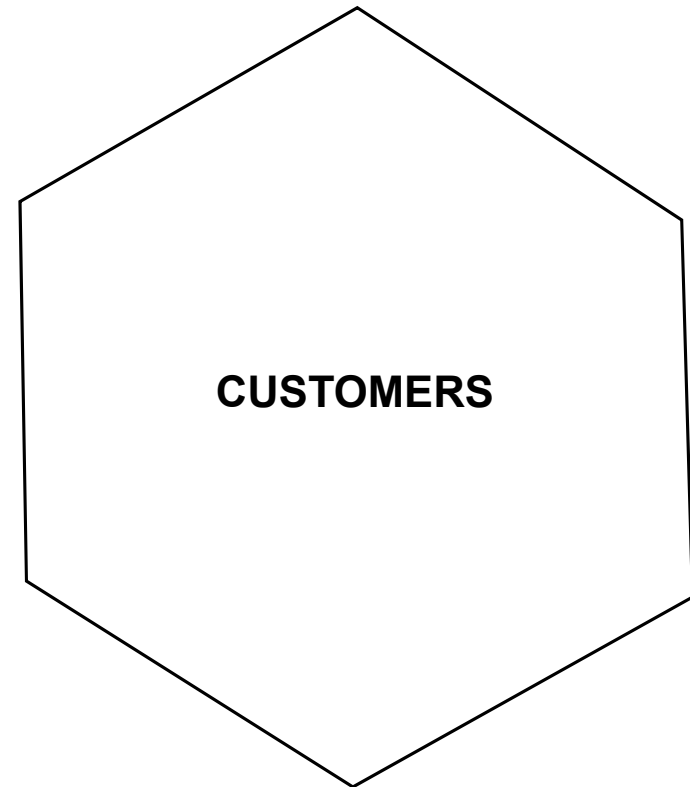


# STRATEGY: LEADING DIGITAL TRANSFORMATION PARTNER

...leveraging IT for the business success of customers.



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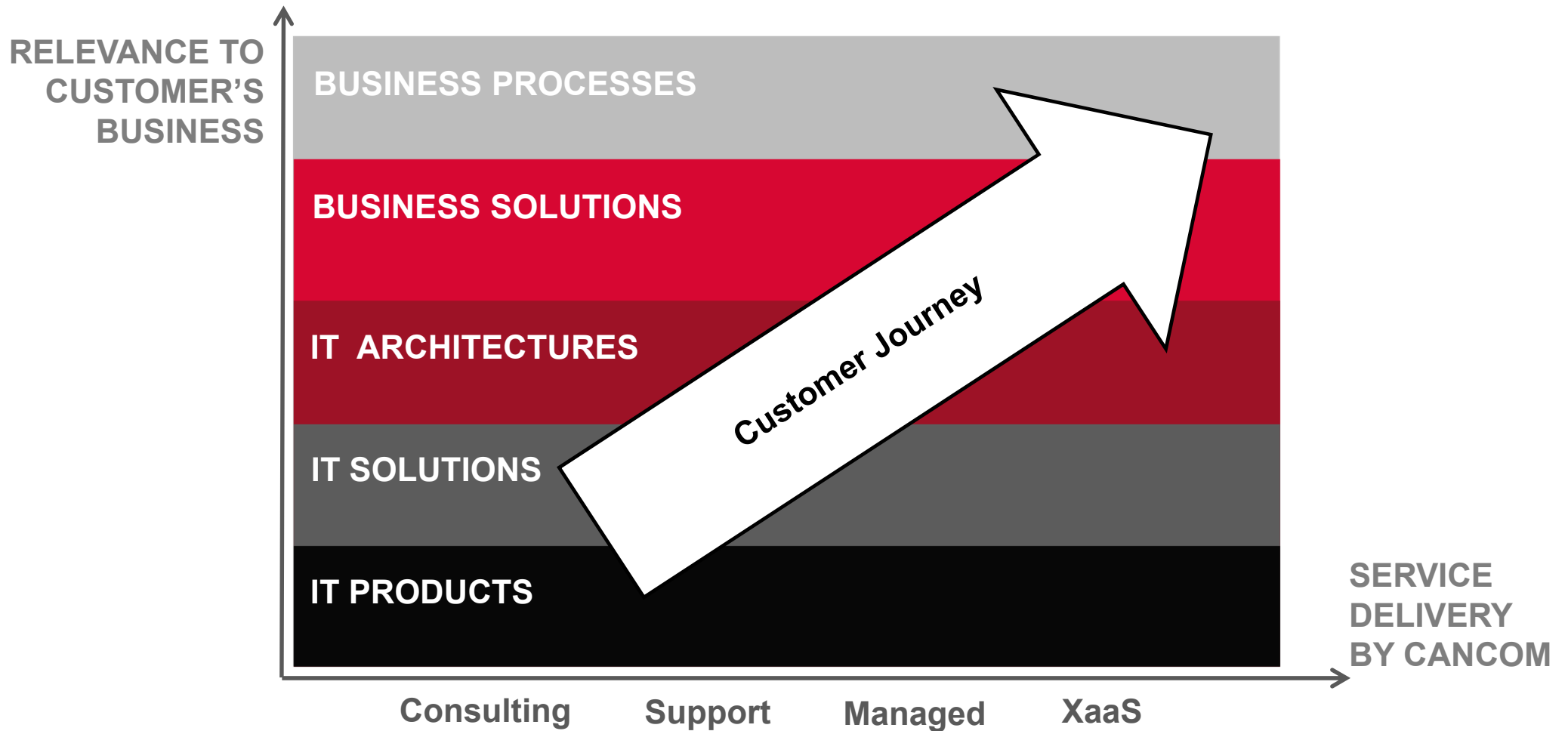


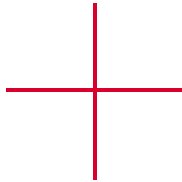
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# MULTICLOUD PLATFORM

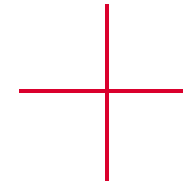


# STRATEGY: CUSTOMER JOURNEY IMPROVES PROFITABILITY

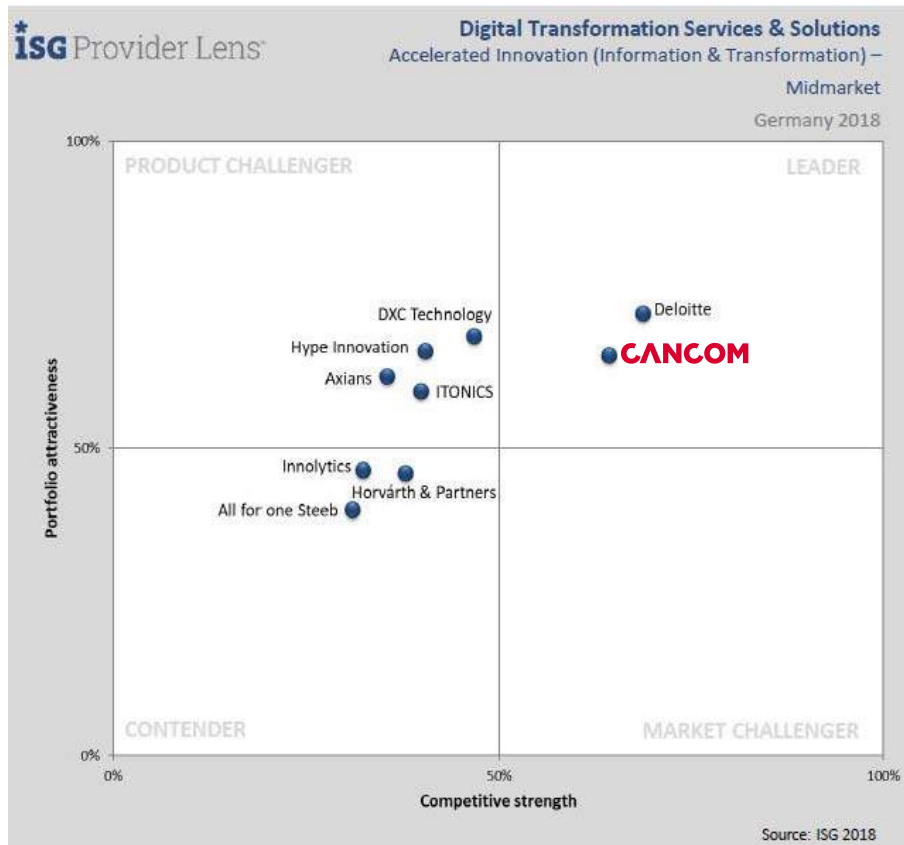




...why do we succeed?

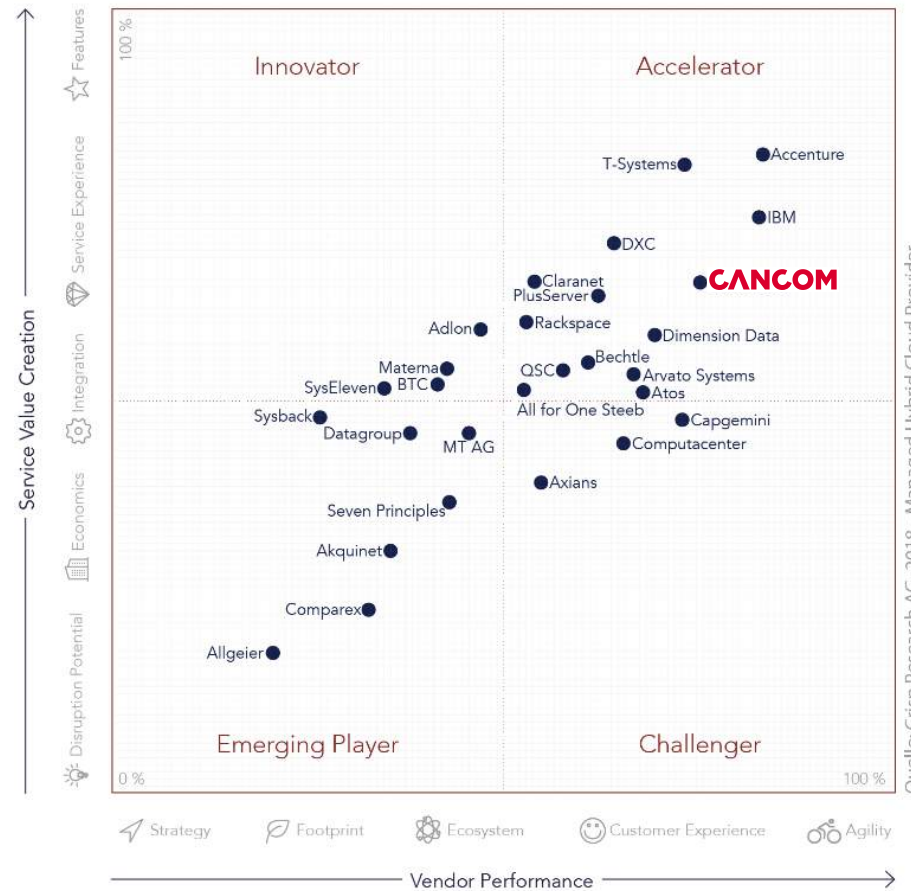


# ESTABLISHED MARKET POSITION IN KEY BUSINESS AREAS



# ESTABLISHED MARKET POSITION IN KEY BUSINESS AREAS

**CRISP** | Managed Hybrid Cloud Provider



Quelle: Crisp Research AG, 2018 - Managed Hybrid Cloud Provider

# CLOUD SOLUTIONS: HIGHLY DYNAMIC GROWTH CONTINUES



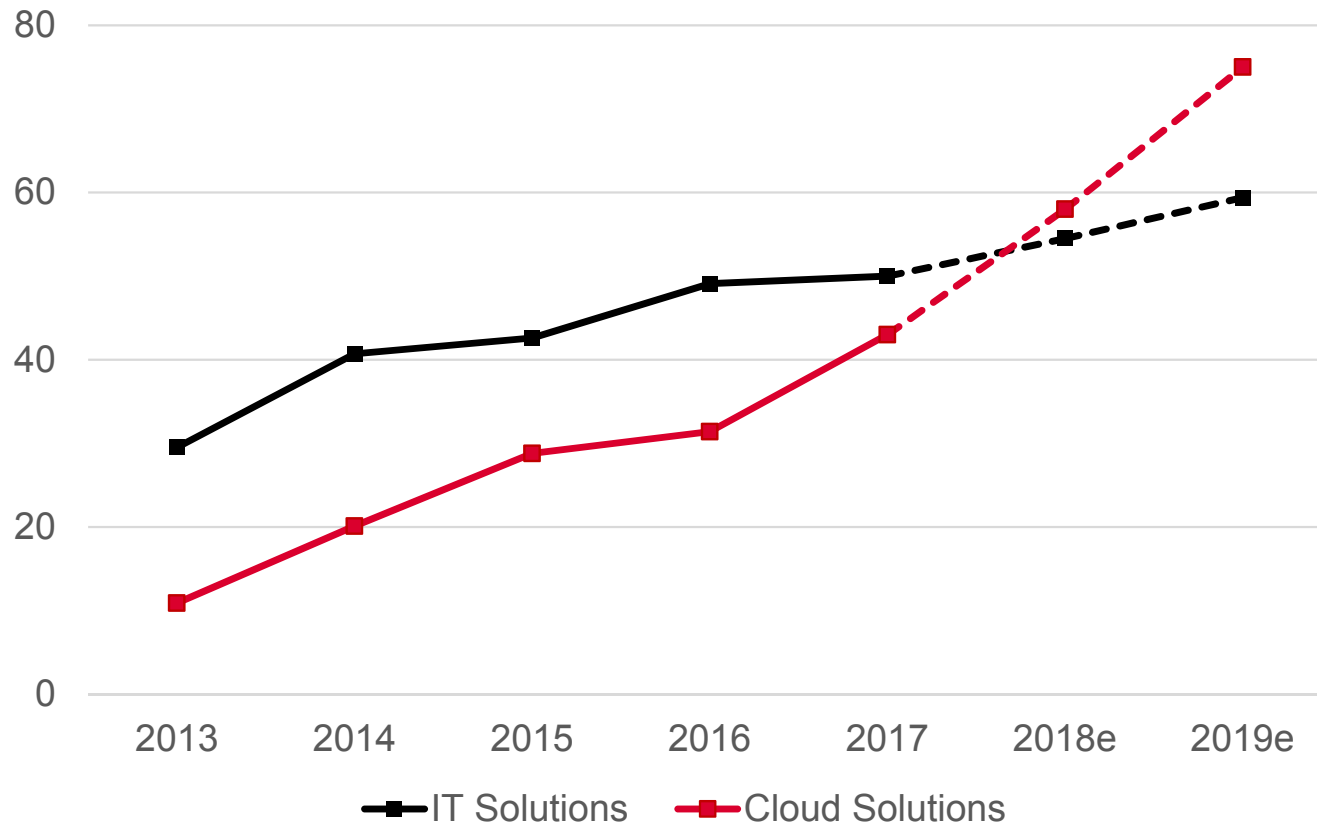
## MAIN DRIVERS

Growth in revenue based on high customer demand and supported by acquisitions.  
Profitability increased due to significant growth in Managed Service revenues.

<sup>+</sup> Adjusted by: Special investments in strategic growth projects and M+A incidental expenses (1H 2018 total: EUR 1.7 million)

# CLOUD SOLUTIONS BECOMES MAIN SOURCE OF EBITDA

**EBITDA (adj)** (EUR million)

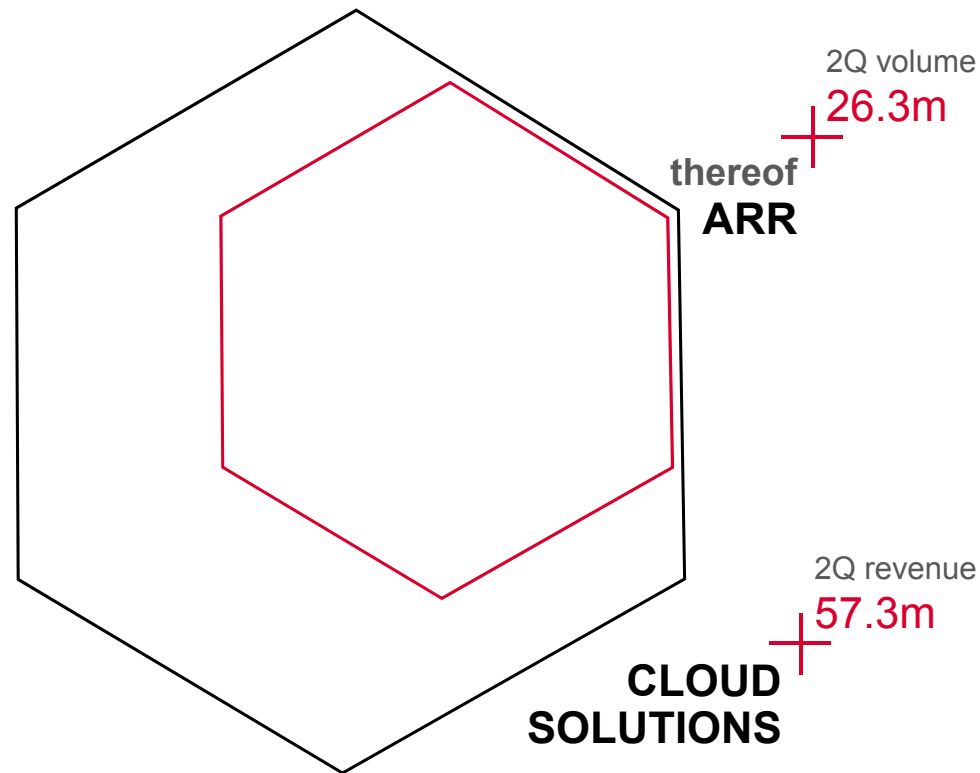


**CLOUD SOLUTIONS** | **27.3m**  
1H.2018

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



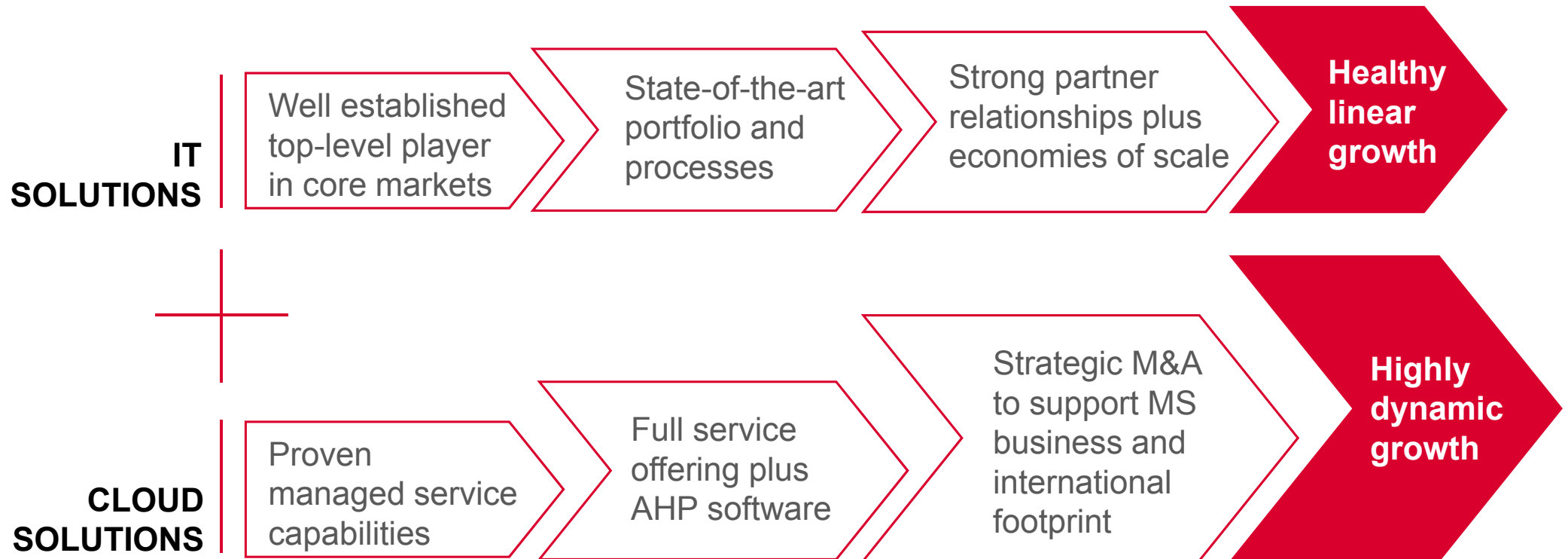
# ANNUAL RECURRING REVENUES ON THE RISE



**ARR  
VOLUME**  
(EUR) | **106m**  
base: June 2018

**ARR NET  
GROWTH** | **+47%**  
2Q.17 vs. 2Q.18

# STRATEGY: COMBINING THE BEST OF TWO WORLDS





# THANK YOU

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