LEADING DIGITAL TRANSFORMATION PARTNER
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GROUP: FACTS + FIGURES

1992
Foundation

3,300+
Employees

30+
Locations in Europe and the U.S.

€1.2bn
Revenues 2017

+30%
Annual EBITDA growth (CAGR 2008-17)

TecDAX
Stock Exchange Index
GROUP: TWO SEGMENTS WITH CROSS BENEFITS

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)
GROUP: A DECADE OF DYNAMIC GROWTH

**REVENUE (EUR million):**
- 2008: 342.8
- 2009: 342.8
- 2010: 342.8
- 2011: 342.8
- 2012: 342.8
- 2013: 342.8
- 2014: 342.8
- 2015: 342.8
- 2016: 342.8
- 2017: 1,161.2

**EBITDA (EUR million):**
- 2008: 7.8
- 2009: 7.8
- 2010: 7.8
- 2011: 7.8
- 2012: 7.8
- 2013: 7.8
- 2014: 7.8
- 2015: 7.8
- 2016: 7.8
- 2017: 84.5

**EBITDA MARGIN: 7.3%**
- 2008: 2.3%

**CAGR 2008-17:**
- **REVENUE:** +14.5%
- **EBITDA:** +30.3%
- **EBITDA MARGIN:** 7.3%
VISION: CANCOM IN THREE TO FIVE YEARS

EBITDA (adj) (EUR million)
2017: 85

3-5 years: 200

EBITDA MARGIN (adj)
2017: 7.3%

10+%
...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.
MULTICLOUD PLATFORM
STRATEGY: CUSTOMER JOURNEY IMPROVES PROFITABILITY

Customer Journey
…why do we succeed?
ESTABLISHED MARKET POSITION IN KEY BUSINESS AREAS
ESTABLISHED MARKET POSITION IN KEY BUSINESS AREAS

Managed Hybrid Cloud Provider

CRISP
CLOUD SOLUTIONS: HIGHLY DYNAMIC GROWTH CONTINUES

- **Revenue** (EUR million):
  - 1H.17: 79.7
  - 1H.18: 109.7 (+37.6%)

- **EBITDA (adj)** (EUR million):
  - 1H.17: 18.3
  - 1H.18: 27.3 (+49.2%)

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

+ 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)

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**Graph Notes**

- **X-axis**: Year (2013 to 2019)
- **Y-axis**: EBITDA (adj) (EUR million)
- **Legend**: IT Solutions (solid black line) and Cloud Solutions (dashed red line)
ANNUAL RECURRING REVENUES ON THE RISE

ARR

ARR VOLUME (EUR) 106m
base: June 2018

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

2Q volume 26.3m

2Q revenue 57.3m
STRATEGY: COMBINING THE BEST OF TWO WORLDS

IT SOLUTIONS
- Well established top-level player in core markets
- State-of-the-art portfolio and processes
- Strong partner relationships plus economies of scale

Healthy linear growth

CLOUD SOLUTIONS
- Proven managed service capabilities
- Full service offering plus AHP software
- Strategic M&A to support MS business and international footprint

Highly dynamic growth
THANK YOU

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