DEUTSCHES EIGENKAPITALFORUM

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
Managed services
Software business (AHP)
Consulting, implementation and hosting
Project-related cloud infrastructure reselling

Revenues
Mainly recurring

IT SOLUTIONS
Consulting and system design
System implementation and integration
IT infrastructure reselling

Revenues
Mainly one-off
VISION: CANCOM IN THREE TO FIVE YEARS

EBITDA (adj) (EUR million)

3-5 years:
- 200

2017:
- 85

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 hybrid IT environments for the business success of customers.
STRATEGY: CUSTOMER JOURNEY IMPROVES PROFITABILITY

RELEVANCE TO CUSTOMER’S BUSINESS

- BUSINESS PROCESSES
- BUSINESS SOLUTIONS
- IT ARCHITECTURES
- IT SOLUTIONS
- IT PRODUCTS

SERVICE DELIVERY BY CANCOM

Consulting  Support  Managed  XaaS
MULTICLOUD PLATFORM
STRATEGY: ACQUISITIONS ARE A VITAL PART

- 2000 - 2005
  - teampoint
  - softmail
  - VendIT
  - ECS computer partner

- 2006 - 2010
  - NEG
  - 41PC
  - ComLogic
  - SYSDAT
  - PLAUT

- 2011 - 2015
  - HPM NETWORKS
  - DiDAS
  - XERABIT
  - PIRONET NDH

- 2015 - TODAY
  - MISCO
  - Ontauris
  - synaix
  - forwerts
  - carus

Total: 29

…to be continued
…why do we succeed?
EXCELLENT MARKET POSITION IN KEY BUSINESS AREAS
CLOUD SOLUTIONS BECOMES MAIN SOURCE OF EBITDA

EBITDA (adj) (EUR million)

<table>
<thead>
<tr>
<th>Year</th>
<th>IT Solutions</th>
<th>Cloud Solutions</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>20.0m</td>
<td>12.0m</td>
</tr>
<tr>
<td>2014</td>
<td>30.0m</td>
<td>22.0m</td>
</tr>
<tr>
<td>2015</td>
<td>35.0m</td>
<td>27.0m</td>
</tr>
<tr>
<td>2016</td>
<td>40.0m</td>
<td>30.0m</td>
</tr>
<tr>
<td>2017</td>
<td>45.0m</td>
<td>35.0m</td>
</tr>
<tr>
<td>2018e</td>
<td>42.9m</td>
<td>44.1m</td>
</tr>
<tr>
<td>2019e</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

CLOUD SOLUTIONS

44.1m
9M.2018

IT SOLUTIONS

42.9m
9M.2018
ANNUAL RECURRING REVENUE ON THE RISE

**ARR**<sup>+</sup> (EUR) | **125m** | ** ARR GROWTH** (YoY) | **+45%** | Organic: 21%
---|---|---|---|---
Sept. 17: 86m

Key financial indicator for progress of strategic transformation of CANCOM. High visibility and predictability of future revenue from Managed Service contracts due to average contract term of 3-5 years.

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16 Calculation: (Monthly revenue from multi-year Managed Services contracts with CANCOM owning SLA) x 12 = Annual Recurring Revenue
**GROUP: BEST QUARTERLY RESULT IN CANCOM HISTORY**

<table>
<thead>
<tr>
<th>Revenue (EUR million)</th>
<th>Q3.18</th>
<th>+30.1%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3.17</td>
<td>273.1</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EBITDA (adj) (EUR million)</th>
<th>Q3.18</th>
<th>+36.6%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3.17</td>
<td>21.6</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EBITDA Margin (adj)</th>
<th>8.3%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3.17</td>
<td>7.9%</td>
</tr>
</tbody>
</table>

**MAIN DRIVERS**

- Demand for broad range of services and products drive results.
- Organic growth shows competitive strength and value creation potential of portfolio.
- Acquisitions add to Q3 results, finally pushing them even beyond previous year’s Q4 level.

17 Adjusted by: Special investments in strategic growth projects and M+A incidental expenses (Q3.18: EUR 2.8 million)
COMBINING THE BEST OF TWO WORLDS

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

**CLOUD SOLUTIONS**
- M+A supporting Managed Services business and international footprint
- Full Managed Services offering plus AHP software business
- Proven Managed Services capabilities
THANK YOU

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CONTACT
GROUP: 9M RESULTS REINFORCE OPTIMISTIC FORECAST

REVENUE

<table>
<thead>
<tr>
<th>9M.18</th>
<th>963.7</th>
</tr>
</thead>
<tbody>
<tr>
<td>9M.17</td>
<td>809.0</td>
</tr>
</tbody>
</table>

+19.1% Organic: +12.1%

EBITDA (adj)

<table>
<thead>
<tr>
<th>9M.18</th>
<th>78.2</th>
</tr>
</thead>
<tbody>
<tr>
<td>9M.17</td>
<td>60.2</td>
</tr>
</tbody>
</table>

+29.9% Organic: +18.3%

EBITDA MARGIN (adj)

| 9M.17: 7.4% |
| 8.1% |

MAIN DRIVERS

Strategic transformation progresses well with high growth rates in Cloud Solutions and rising ARR.

Organic growth rates underlines high level of competitiveness.

+ Adjusted by: Special investments in strategic growth projects and M+A incidental expenses (9M 2018 total: EUR 7.2 million)
CLOUD SOLUTIONS: DRIVING STRATEGIC TRANSFORMATION

**Revenue (EUR million)**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>9M.17</th>
<th>9M.18</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>124.8</td>
<td>174.4</td>
<td>+40.0%</td>
</tr>
<tr>
<td>Organic</td>
<td></td>
<td></td>
<td>+22.1%</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Quarter</th>
<th>9M.17</th>
<th>9M.18</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>29.6</td>
<td>44.1</td>
<td>+49.0%</td>
</tr>
<tr>
<td>Organic</td>
<td></td>
<td></td>
<td>+23.7%</td>
</tr>
</tbody>
</table>

**EBITDA Margin (adj)**

<table>
<thead>
<tr>
<th></th>
<th>9M.17: 23.7%</th>
<th>9M.18: 25.3%</th>
</tr>
</thead>
</table>

**Main Drivers**

- Strong demand for Managed Services leading, amongst others, to rising recurring revenues.
- Integration of UK acquisitions well on track.

29. Adjusted by: Special investments in strategic growth projects and M+A incidental expenses (9M.18 total: EUR 3.1 million)
IT SOLUTIONS: WELL ON TRACK FOR FULL YEAR TARGETS

**REVENUE**

<table>
<thead>
<tr>
<th></th>
<th>9M.17</th>
<th>9M.18</th>
</tr>
</thead>
<tbody>
<tr>
<td>(EUR million)</td>
<td>684.1</td>
<td>789.0</td>
</tr>
</tbody>
</table>

**EBITDA (adj)**

<table>
<thead>
<tr>
<th></th>
<th>9M.17</th>
<th>9M.18</th>
</tr>
</thead>
<tbody>
<tr>
<td>(EUR million)</td>
<td>37.7</td>
<td>42.9</td>
</tr>
</tbody>
</table>

**EBITDA Margin (adj)**

- **+13.8%**
  - Organic: +13.8%
  - **5.4%**
  - 9M.17: 5.5%

**MAIN DRIVERS**

- High market presence and comprehensive product and service portfolio lead to healthy growth rates.
- Sizeable UK market foothold established by acquiring OSCL Group.

23 **Adjusted by: Special investments in strategic growth projects and M+A incidental expenses (9M.18 total: EUR 1.5 million)**
FORECAST 2018 CONFIRMED

GROUP

Significant growth in:
Revenue, Gross profit, EBITDA, EBITA and EBIT.

CLOUD SOLUTIONS

Significant growth in:
Revenue, Gross profit, EBITDA, EBITA and EBIT.
Growth rates higher than those in IT Solutions segment.

IT SOLUTIONS

Significant growth in:
Revenue, Gross profit, EBITDA, EBITA and EBIT.