GERMAN CORPORATE CONFERENCE

LEADING DIGITAL TRANSFORMATION PARTNER

CANCOM
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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
GROUP: A DECADE OF DYNAMIC GROWTH

<table>
<thead>
<tr>
<th>Year</th>
<th>REVENUE (EUR million)</th>
<th>EBITDA (EUR million)</th>
<th>EBITDA Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>342.8</td>
<td>7.8</td>
<td>7.3% (2008: 2.3%)</td>
</tr>
<tr>
<td>2009</td>
<td>84.5</td>
<td></td>
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<tr>
<td>2010</td>
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<td>2015</td>
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<td>2016</td>
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<td>2018</td>
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<td>2019</td>
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<tr>
<td>2020</td>
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<tr>
<td>2021</td>
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<tr>
<td>2022</td>
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</tbody>
</table>

**Revenue Growth**

- **+14.5% CAGR 2008-17**

**EBITDA Growth**

- **+30.3% CAGR 2008-17**
VISION: CANCOM IN THREE TO FIVE YEARS

- EBITDA (adj) (EUR million):
  - 2017: 85
  - 3-5 years: 200

- EBITDA Margin (adj):
  - 2017: 7.3%
  - Target: 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

SERVICE DELIVERY BY CANCOM
MULTICLOUD PLATFORM
STRATEGY: ACQUISITIONS ARE A VITAL PART

2000 - 2005
- teampoint
- softmail
- VendIT excellence in technology
- ECS computer partner
- ECS

2006 - 2010
- NEG
- PC
- ComLogic
- BÜROTEX SYSTEMHAUS
- SYSDAT
- a+d
- SCC
- PLAUT

2011 - 2015
- HPM NETWORKS
- DiDAS BUSINESS SERVICES
- XERABIT
- oneline
- PIRONET NDH

2015 - TODAY
- MISCO
- Intauris
- synaix
- forwerts
- carius

...to be continued

Total 29
...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>CLOUD SOLUTIONS</th>
<th>IT SOLUTIONS</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>44.1m</td>
<td>42.9m</td>
</tr>
<tr>
<td>2014</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2015</td>
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<td>2016</td>
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<td>2018</td>
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<tr>
<td>2019</td>
<td></td>
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</tbody>
</table>

IT Solutions

Cloud Solutions
ANNUAL RECURRING REVENUE ON THE RISE

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.

ARR+ (EUR)  
125m  
Sept. 17: 86m

ARR GROWTH (YoY)  
+45%  
Organic: 21%

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>
</tr>
</thead>
<tbody>
<tr>
<td>Q3.17: 273.1</td>
</tr>
<tr>
<td>Q3.18: 355.2</td>
</tr>
<tr>
<td>+30.1%</td>
</tr>
<tr>
<td>Organic: +23.3%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EBITDA (adj) (EUR million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3.17: 21.6</td>
</tr>
<tr>
<td>Q3.18: 29.5</td>
</tr>
<tr>
<td>+36.6%</td>
</tr>
<tr>
<td>Organic: +25.5%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EBITDA MARGIN (adj)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3.17: 7.9%</td>
</tr>
<tr>
<td>Q3.18: 8.3%</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.

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

Healthy linear growth

Highly dynamic growth
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)**

8.1%
9M.17: 7.4%

**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**

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

**EBITDA (adj)**

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

**MAIN DRIVERS**

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

22 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

<table>
<thead>
<tr>
<th></th>
<th>9M.17</th>
<th>9M.18</th>
</tr>
</thead>
<tbody>
<tr>
<td>REVENUE</td>
<td>684.1</td>
<td>789.0</td>
</tr>
<tr>
<td>EBITDA (adj)</td>
<td>37.7</td>
<td>42.9</td>
</tr>
</tbody>
</table>

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

**Organic Growth Rates:**
- Revenue: +10.3%
- EBITDA Margin: +13.8%

**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.
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.