



Company Presentation

April 2017

## **Allgeier at a glance**

Full-service approach and  
comprehensive portfolio

Fast-growing technologies and  
future trends

Performance



Allgeier is one of the leading German IT technology groups on the edge of getting fully international. With an integrative business model Allgeier seizes the opportunities of digitalization.

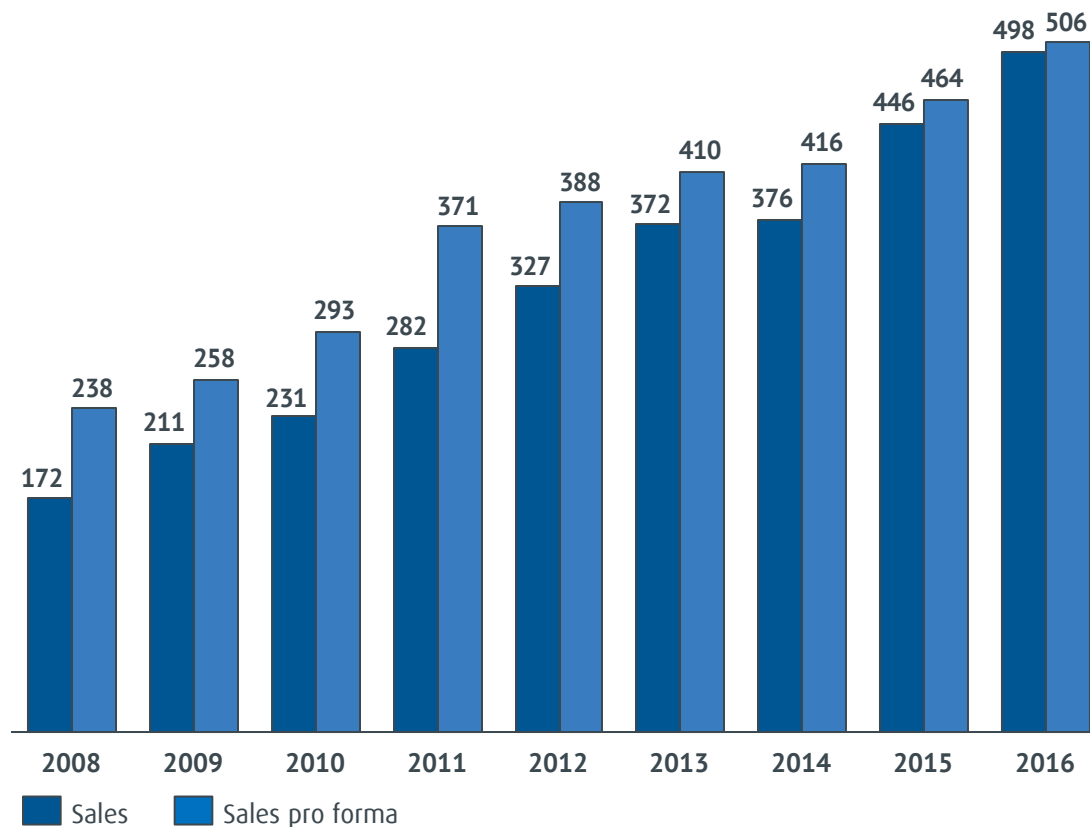
RCG	RCG+-	RCG+-	RCG+-	RCG
17730.67	13255.15	13255.15	15661.36	156
65351.34	76235.61	76235.61	52727.66	527
62555.90	14356.73	14356.73	43257.28	432
17747.35	81664.66	81664.66	24143.11	241
81542.13	53856.16	53856.16	25572.72	255

## A comprehensive portfolio qualifies Allgeier to be partner of large and mid cap clients in all relevant topics and required services

Technology	Solutions / Business Software	Experts
<p>High End-Software &amp; Application Engineering</p> <ul style="list-style-type: none"> <li>▪ Nearshore / Offshore Development</li> <li>▪ Implementation</li> <li>▪ Management</li> <li>▪ Testing</li> </ul> <p>Software Lifecycle Projects</p> <p>Application Management Services</p> <ul style="list-style-type: none"> <li>▪ Outtasking</li> <li>▪ Nearshore / Offshore Delivery</li> <li>▪ IT Service Management</li> </ul> <p>Process &amp; IT Consulting</p> <ul style="list-style-type: none"> <li>▪ IT Architectures</li> <li>▪ E-Commerce &amp; Portals</li> <li>▪ Mobile Enterprise</li> <li>▪ Big Data / Business Intelligence</li> <li>▪ Apps</li> </ul>	<p>Software Solutions</p> <ul style="list-style-type: none"> <li>▪ Standard Software Solutions <ul style="list-style-type: none"> <li>- Microsoft, SAP, IBM, Oracle etc.</li> </ul> </li> <li>▪ Proprietary Software Solutions <ul style="list-style-type: none"> <li>- ERP, IT-Security, ECM / DMS, BPM, Medical IT/E-Health</li> </ul> </li> </ul> <p>Business Solutions</p> <ul style="list-style-type: none"> <li>▪ Cloud Solutions</li> <li>▪ Security &amp; Compliance Solutions</li> <li>▪ Collaboration Solutions</li> <li>▪ Mobile Computing Solutions</li> <li>▪ Business Process Management</li> </ul>	<p>Contracting</p> <ul style="list-style-type: none"> <li>▪ Recruitment and support of experts for projects on a service contract basis</li> </ul> <p>Temp</p> <ul style="list-style-type: none"> <li>▪ Placement of experts and specialists in the context of personnel leasing</li> </ul> <p>Perm</p> <ul style="list-style-type: none"> <li>▪ Filling of professional and leadership positions with permanent hires</li> </ul> <p>Services</p> <ul style="list-style-type: none"> <li>▪ Responsible design, sourcing, implementation and support of projects and services</li> </ul>

## Allgeier's top line has been powered by both organic growth and acquisitions: 14% CAGR

Sales<sup>1</sup> / Sales pro forma<sup>2</sup>



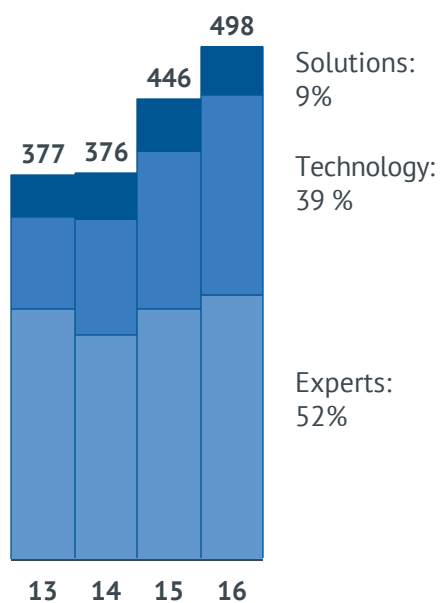
- Allgeier reports strong growth in recent years: Sales<sup>1</sup> +14% CAGR (2008 – 2016)
- Sales pro forma (incl. historical values of companies acquired<sup>2</sup>): +10% CAGR (2008 – 2016)
- Allgeier accelerates growth and expands the solutions and services portfolio through highly selective acquisitions

<sup>1</sup> in EUR millions; continued operations according to IFRS (excl. discontinued operations)

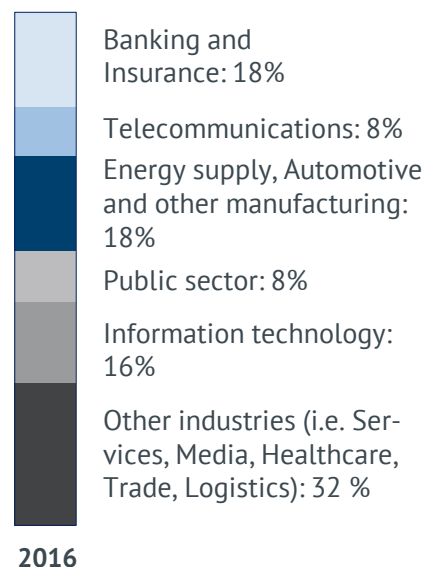
<sup>2</sup> in EUR millions; acquisitions from insolvency and asset deals excluding historical values; excl. discontinued operations

## Across its business units, Allgeier is a broadly based IT group serving hundreds of customers in all important industries

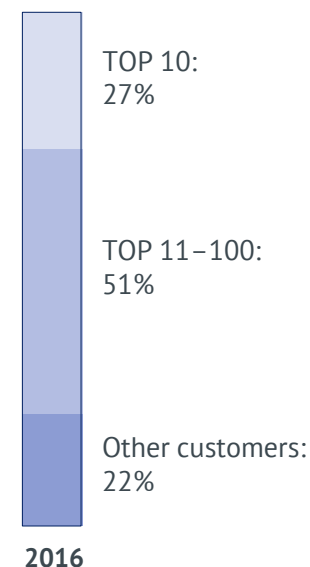
### Divisions<sup>1</sup>



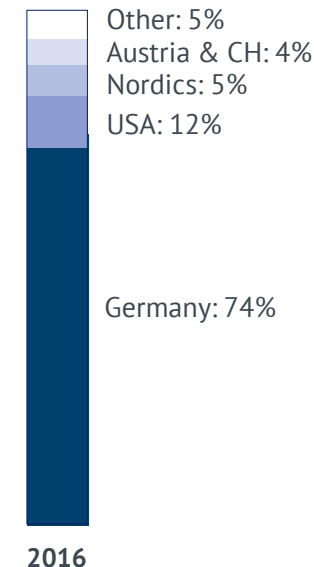
### Industries



### Customers



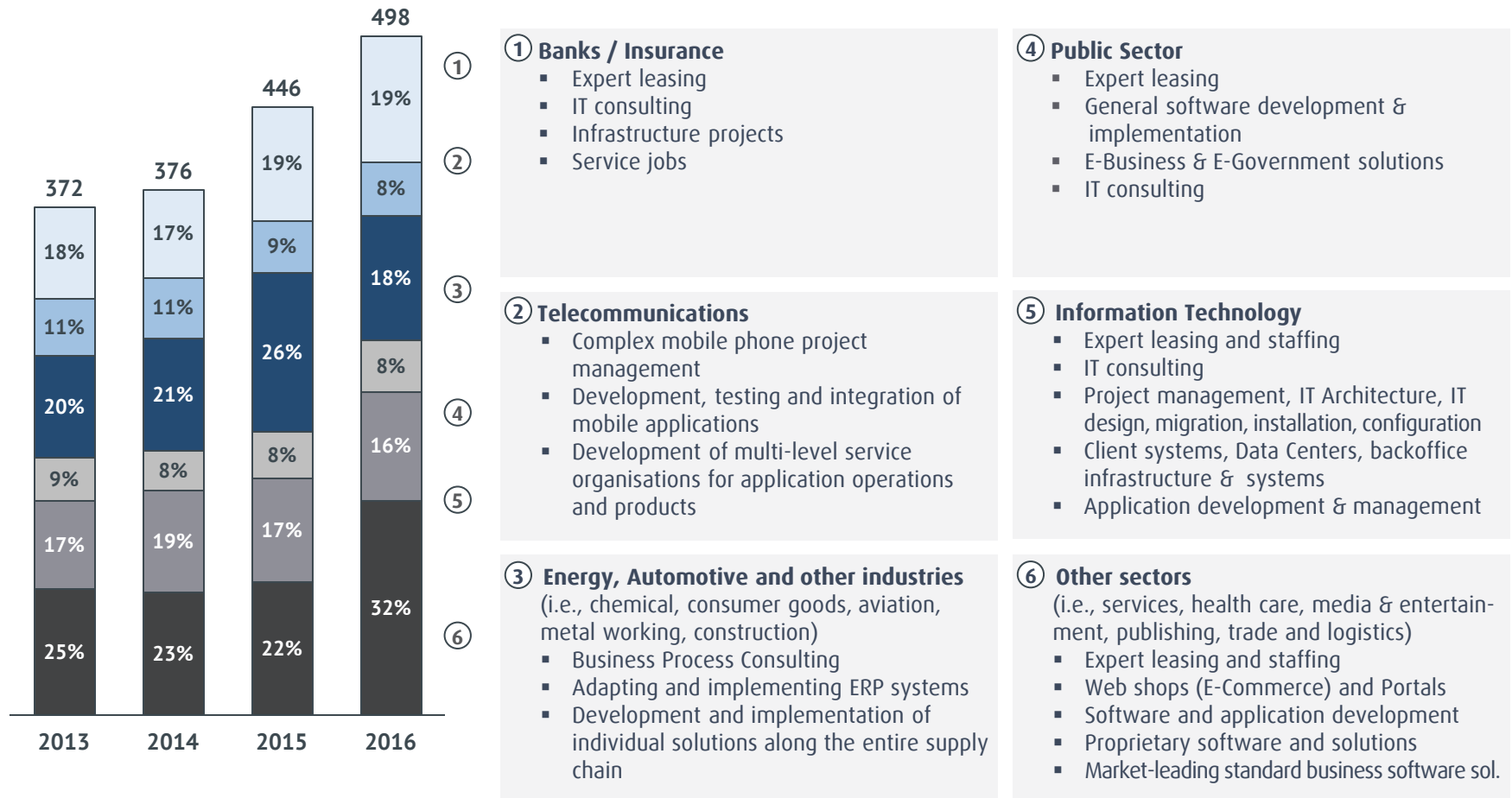
### Regions



<sup>1</sup> Sales by business unit in EUR millions; continued operations according to IFRS, division information including intercompany balances

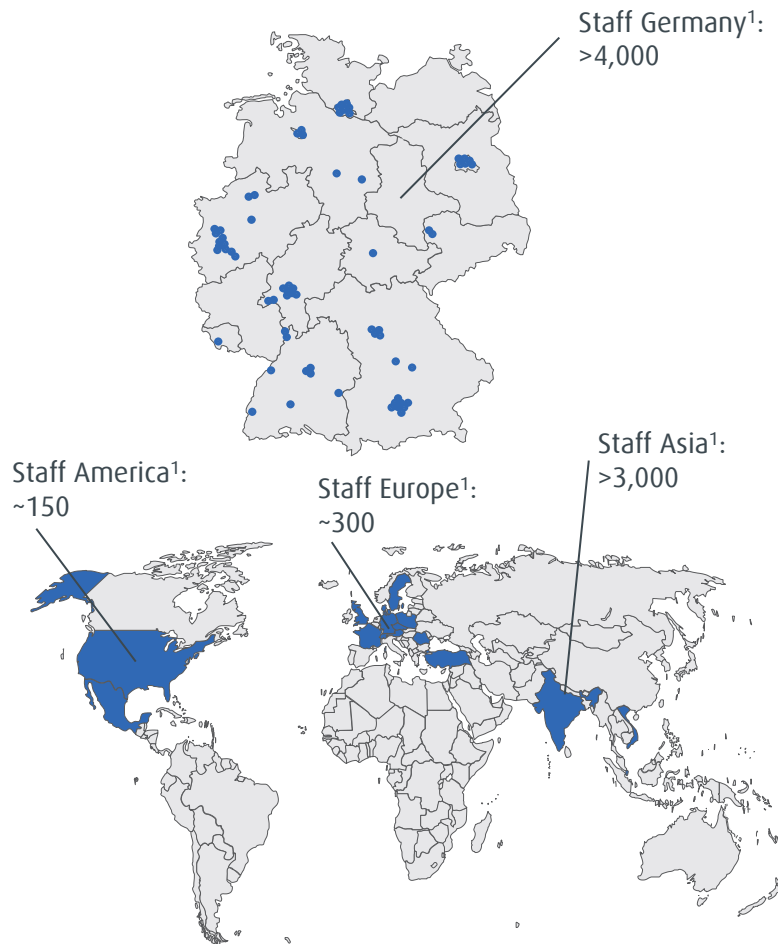
## Allgeier works for leading companies across a range of different industries – from global groups to medium-sized businesses

### Sales by industry



All figures in EUR millions

## Local and international presence gives Allgeier flexibility for allocation of resources



- 79 sites in Germany
- 7 sites in Austria and Switzerland
- 12 sites in rest of Europe and Turkey
- 7 sites in the USA and Mexico
- 7 sites in Singapore, Vietnam and India

**“Blended shoring” approach** with onsite presence and flexible nearshore / offshore capacities

- Prague (Czech Republic) and Timisoara (Romania) are **nearshore sites**
- Additional **offshore development** unit built up in Vietnam
- India with more than 3,000 highly qualified developers<sup>1</sup> is the **offshore centre** for High-End Software & Application Development & Management

<sup>1</sup> as of December 31, 2016



## Through selective acquisitions, exits and continuous mergers Allgeier has formed one of the leading IT groups in the German-speaking world

58 Acquisitions <sup>1</sup>	<ul style="list-style-type: none"><li>▪ Buy and build concept with strategic anchor acquisitions to step into attractive fields and</li><li>▪ Complementary acquisitions arising from technology, people, client and size reasons</li></ul>
28 Mergers <sup>1</sup>	<ul style="list-style-type: none"><li>▪ Careful and smooth integration (1000 days program) to build larger units through market-, business model- and culture-orientated pooling</li><li>▪ Ongoing integration process across all business units</li></ul>
8 Exits <sup>1</sup>	<ul style="list-style-type: none"><li>▪ Ongoing agile portfolio development</li><li>▪ Turning hidden reserves into equity</li><li>▪ Generating funds to invest in attractive new fields</li></ul>
Awards	<p>Several awards, recently i.e.</p> <ul style="list-style-type: none"><li>▪ #1 Lünendonk®-List 2016 „Leading German medium-sized IT consulting and system integration companies“</li><li>▪ TOP 3 IT personnel services companies Lünendonk®-Study 2016</li></ul>

<sup>1</sup> as of December 31, 2016

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## Allgeier Experts: Leading provider of flexible personnel services

### Experts

### Technology

### Solutions / Business Software

#### Facts and Figures

- ~ 2,000 salaried IT experts and commercial specialists
- ~ 1,200 freelance IT experts, commercial specialists and engineers on project assignments
- > 100,000 expert pool of IT experts, IT-related engineers and commercial experts for temporary assignments
- > 10,000 candidates pool wanting permanent employment
- „Just in time“ services meeting exactly the customers' needs: 42 sites in 3 countries, thereof 38 in Germany, 1 in Switzerland and 3 in Turkey
- Among top 3 personnel service-providers in Germany according to the Lünendonk® 2016 market segment study “The market for recruiting, mediating and managing IT freelancers in Germany”



## Allgeier Experts: Leading provider of flexible personnel services

### Experts

### Technology

### Solutions / Business Software

#### Solutions and Services

- Contracting (Freelancer & Subcontractor): Provision of IT experts as subcontractors as well as handling projects that are finalized by the subcontractors
- Consulting & Services: Labour-intensive IT and Consulting Projects, Outtasking, Managed Services and Project Management
- Temporary (Personnel Leasing): Leasing of IT and commercial experts, specialists or managers
- Permanent (Recruiting and Headhunting): Professional and Executive search, provision of highly-skilled IT experts for middle and top management

#### References

- 11 out of 20 biggest\* German companies
- 17 out of 30 DAX listed companies
- 11 out of 20 biggest\*\* German banks
- > 300 national and international customers from almost all sectors, i.e.,
  - IBM
  - Daimler
  - Lufthansa
  - ERGO
  - UniCredit
  - Commerzbank
  - Deutsche Telekom
  - Siemens
  - Allianz

#### Highly demanded Competences in Expert Pool (extract)

SAP BW J2EE 5 SAP XI  
 XAML Windows Communication Foundation (WCF)  
 Microsoft BizTalk Server BEA Web logic  
 Visual Studio SAP Mobile  
 C#, VB.Net Facebook API Business Objects  
 Workflow Engines Business Intelligence  
 ASP.Net AJAX Web 2.0 (RSS, ATOM)  
 Microsoft SQL Server SilverLight  
 LINQ Macromedia Flash + Flex IBM WebSphere Portal Server  
 RAD Frameworks iOS Hibernate  
 Server-oriented Technologies

\* in terms of sales

\*\* in terms of total assets

## Allgeier Technology: Specialist for Digitalization and High-End Application Development

### Experts

### Technology

### Solutions / Business Software

#### Facts and Figures

- > 3,800 permanent employees and around 150 freelance IT experts
- > 3,200 highly qualified IT developers in near- and offshore centres in India, Vietnam, Romania and Czech Republic
- International setup and flexible provision of services:  
41 sites in 16 countries, thereof 18 in Germany,  
11 in Europe (Austria, Switzerland, France, Romania, Czech Republic, Sweden, Norway, Denmark, Finland and United Kingdom), 6 in U.S.A.,  
1 in Mexico, 1 in Singapore, 1 in Vietnam and 3 in India
- CMMI certification level 5
- ISO 27001 certification



# Allgeier Technology: Specialist for Digitalization and High-End Application Development

## Experts

## Technology

## Solutions / Business Software

### Solutions and Services

- High End Software & Application Engineering
  - Nearshore / Offshore Development
  - Implementation
  - Management
  - Testing
- Software Lifecycle Projects
- Application Management Services
- Business Process Consulting & Analysis
- IT Consulting
- IT Architectures
- E-Commerce & Portals
- Mobile Enterprise
- Business Intelligence / Big Data
- Apps

### References

- 7 out of 20 biggest\* German companies
- 7 out of 30 DAX listed companies
- > 300 national and international customers from almost all sectors, i.e.,
  - BMW
  - E.ON
  - Pfizer
  - Hewlett Packard
  - Lufthansa
  - Nestlé
  - Deutsche Telekom
  - GE

### Partnerships



### Technologies



\* in terms of sales

## Allgeier Solutions / Business Software: Provider of high-performance solutions and services

### Experts

### Technology

### Solutions / Business Software

#### Facts and Figures

- ~ 300 permanent employees
- High scalability and local presence:  
26 sites in 3 countries, thereof 22 in Germany and 4 in Switzerland and Austria
- ISO 9001 certification
- #1 in Lünendonk® List 2016 of "Leading German medium-sized IT consulting and system integration companies"
- Allgeier IT Solutions: Cloud Leader 2015 in "SaaS – ERP for SMEs" according to Experton Cloud Vendor Benchmark 2015
- #1 in COMPUTERWOCHE and ChannelPartner's customer survey evaluating the best German IT services companies 2013 (#2 in 2014 and 2012)
- Allgeier CH: Microsoft "Cloud Innovation" Partner of the year 2013



## Allgeier Solutions / Business Software: Provider of high-performance solutions and services

### Experts

### Technology

### Solutions / Business Software

#### Solutions and Services

- Enterprise Resource Planning (ERP) (i.e., Microsoft Dynamics, and Allgeier solution cierp3®)
- Enterprise Content Management (ECM)
- Cloud Solutions
- Security & Compliance Solutions
- Mobile Computing Solutions
- Virtualisation
- Business Process Management
- Unified Communications
- Application Management Services
- Outtasking
- Managed Services
- Infrastructure Services

#### References

- 12 out of 20 biggest\* German companies
- 11 out of 30 DAX listed companies
- 6 out of 10 biggest\*\* German insurance companies
- 7 out of 20 biggest\*\*\* German banks
- > 2,000 national and international customers from almost all sectors, i.e.,
  - Siemens
  - Vodafone
  - BMW
  - Audi
  - Intel
  - ALSTOM
  - SAP
  - Oracle
  - EADS
  - Gothaer

\* in terms of sales

\*\* in terms of revenues

\*\*\* in terms of total assets

#### Partner Solutions



#### Allgeier Solutions and Frameworks





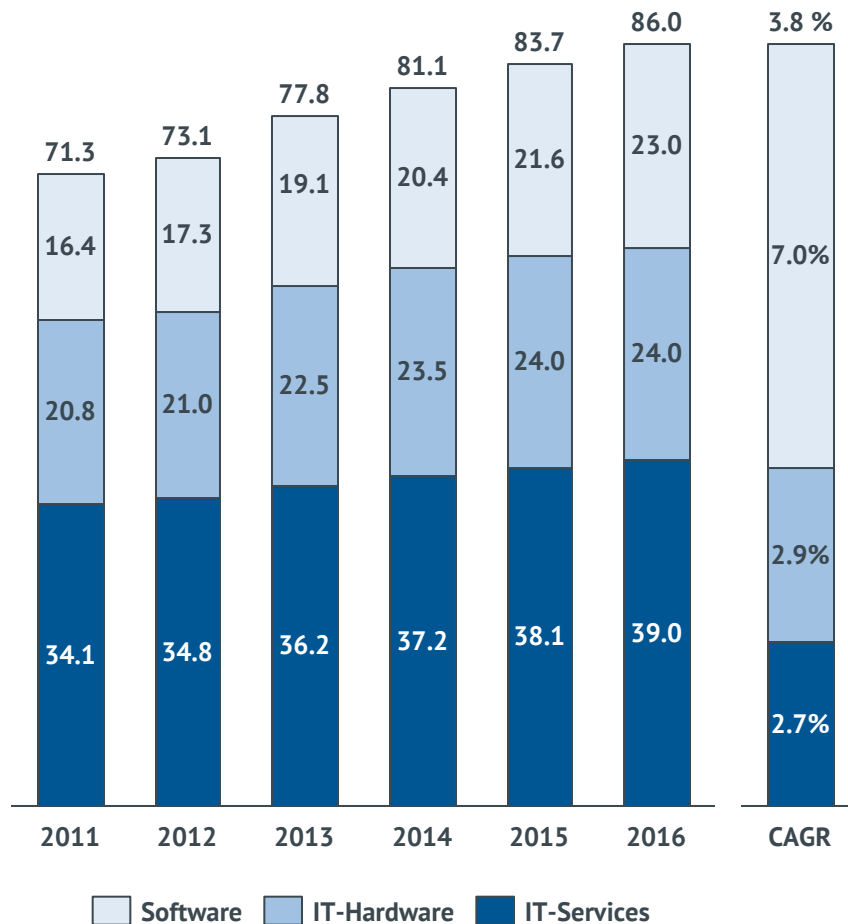
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## The German IT solutions and services market has shown stable growth for many years



- In the past few years, Information Technology has changed the working methods of nearly every industry and public administration to a decisive degree
- IT is now the most important driver for innovation in nearly every industry
- As an innovative full-service supplier on the edge of getting fully international, Allgeier benefits from such development
- Products and services offered in Experts, Technology, Solutions / Business Software business units are a reflection of the dynamic nature of the markets and corresponding customer demands

Source: Bitkom Research, EITO (March 2017), own estimate; all figures in EUR billions

## Allgeier focuses on fast-growing technologies and on future trends

### Technology and market trends 2017

Future trend	Frequency of mention	Allgeier Solutions (excerpt)
IT Security	67%	e.g., JULIA MailOffice® email solution, cloud security solutions, secure web applications development
Cloud Computing	60%	e.g., cloud business solutions, such as cierp3® ERP solution, scanview® on demand ECM solution
Internet of Things	55%	e.g., development of individual software solutions and standard software solutions
Industrie 4.0	50%	e.g., standard and individual software solutions applications
Big Data	41%	e.g., mgm Hadoop for high-performance mass data processing
Digital Platforms	32%	e.g., individual platform development and e-commerce solutions
Mobile Apps & Websites	31%	e.g., individual application development, SC mobile regulatory offences solution, scanview® Mobile, syntona® logic Mobile App
Enterprise Content Mgmt.	28%	e.g., market-leading standard software solutions and proprietary ECM solutions such as scanview® and ScanFactory
E-Health	21%	e.g., software solutions and services of the Allgeier Medical IT
Business Process Management (BPM)	21%	e.g., proprietary business software solutions such as Metasonic® Suite

Source: Bitkom Research (50th sector barometer 2017), selected trends

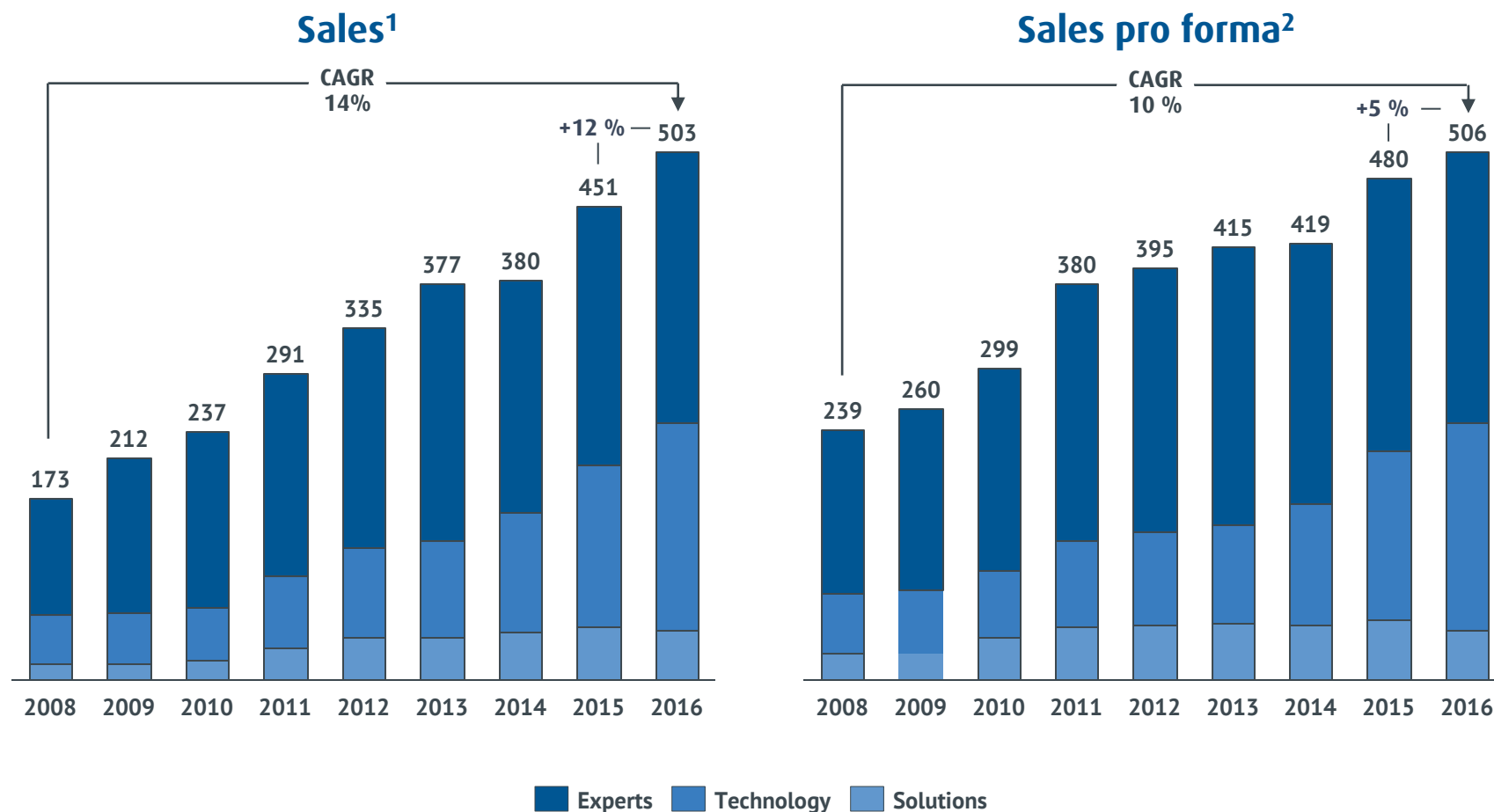
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**Performance**

## Sales growth both organically and through acquisitions CAGR 14%

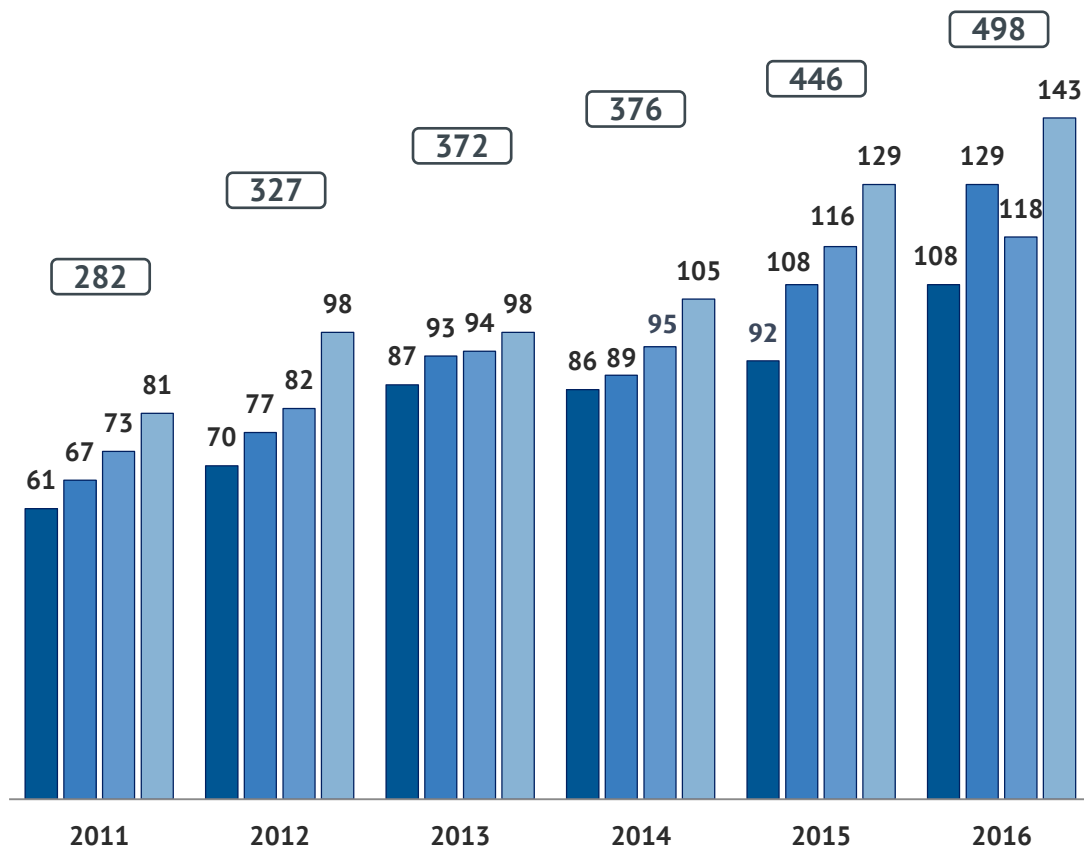


1 in EUR millions; continued operations according to IFRS (excl. discontinued operations), segment information including intercompany balances

2 in EUR millions; acquisitions from insolvency and asset deals excluding historical values; excl. discontinued operations, segment information including intercompany balances

## FY1 2016: Double-digit sales and above average earnings growth

### Revenue<sup>1</sup>



- FY 2016 sales<sup>1</sup> up to EUR 497.5 m (+12 %)
- FY 2016 adjusted EBITDA<sup>2</sup> up by 32 % to EUR 33.8 m previous year: EUR 25.6 m)
- FY 2016 EBITDA<sup>1</sup> up by 34 % to EUR 31.5 m (previous year: EUR 23.5 m)

<sup>1</sup> Continued operations according to IFRS, in EUR million

<sup>2</sup> EBITDA before effects that qualify operationally as extraordinary or relating to other accounting periods

## Allgeier focuses on performance, flexibility and innovation

### Performance

- High growth: Sales<sup>1</sup> CAGR 14 % (2008 – 2016)
- EBITDA<sup>1</sup> CAGR 13 % (2008 – 2016)
- Growth permanent employees<sup>2</sup>: CAGR 14 % (2008 – 2016)

### Flexibility

- Three strong business units with high sector and technical specialization form an integrated Group
- Blended shoring approach – nearshoring and offshoring with > 3,500 highly qualified IT experts at sites in Romania, Czech Republic, Vietnam and India

### Innovation

- Concentrate on highly innovative business fields such as Digitalization, Cloud Computing, IT Security, Big Data / Datability, Mobile Applications, Outsourcing, Enterprise Content Management, Collaboration

<sup>1</sup> Continued operations in accordance with IFRS

<sup>2</sup> 6,337 permanent employees and 1,361 temporary assignments (continued operations as of December 31, 2016)

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