



THE
TECHNOLOGY
PROVIDER

H1 RESULTS 2024

24 July 2024



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HIGHLIGHTS

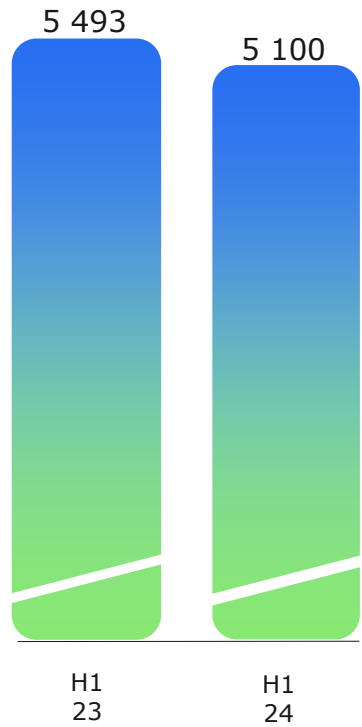


- ▶ Short- and mid-term targets confirmed
- ▶ Operational EBITDA H1 at 106 Mio € (2.1% EBITDA Margin), ROCE at 24.6%
- ▶ Cloud Revenues H1 at 662 Mio € (+25% YoY)
- ▶ Cash position increased by 31 Mio € to 643 Million Euro

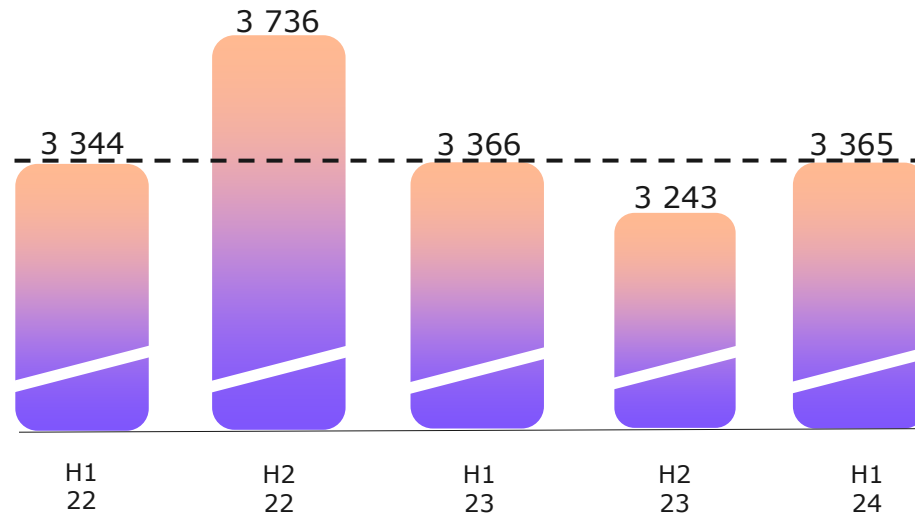
BUSINESS DEVELOPMENT



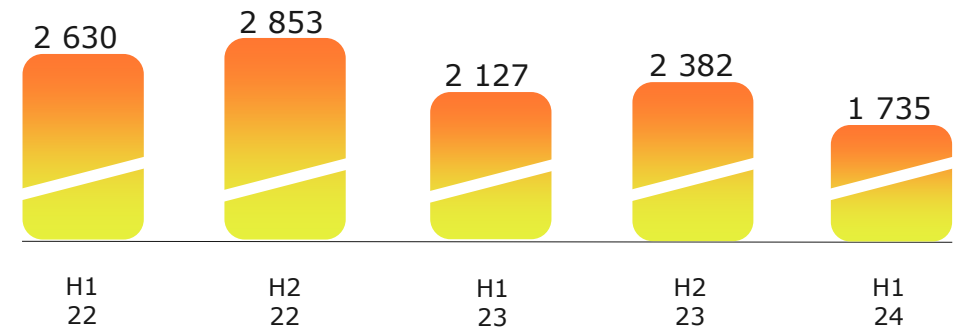
Total (in M€)*



Commercial (in M€)*



Consumer (in M€)*



* Net sales before PVA

Positive outlook for H2

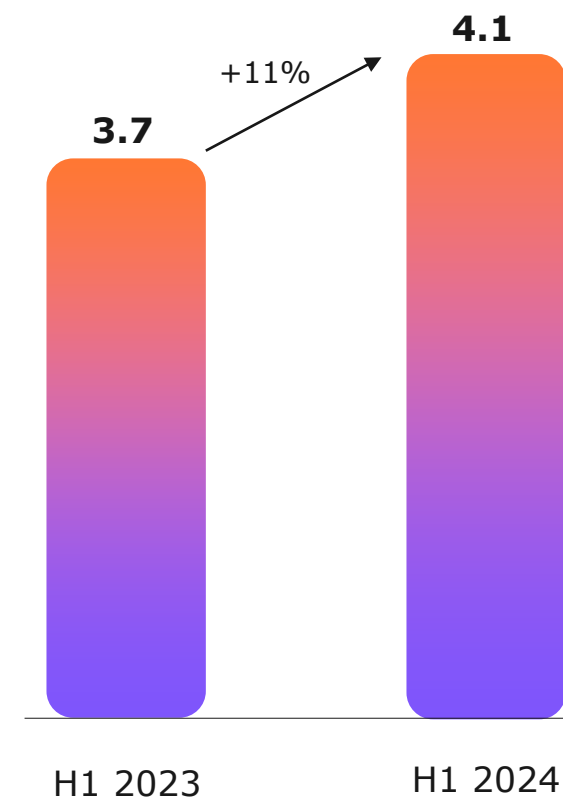
KEY PERFORMANCE INDICATORS



m€	H1 2024	H1 2023	Delta
Net sales before PvA	5 100	5 493	-393
Thereof Supply	2 801	3 269	-468
Thereof Solutions	1 543	1 597	-54
Thereof Service	756	627	+129
Thereof Cloud	662	529	+133
Gross profit	319	334	-15
EBITDA	94	112	-18

Gross profit margin	6.3%	6.1%
EBITDA margin	1.8%	2.0%
ROCE	24.6%	29.5%

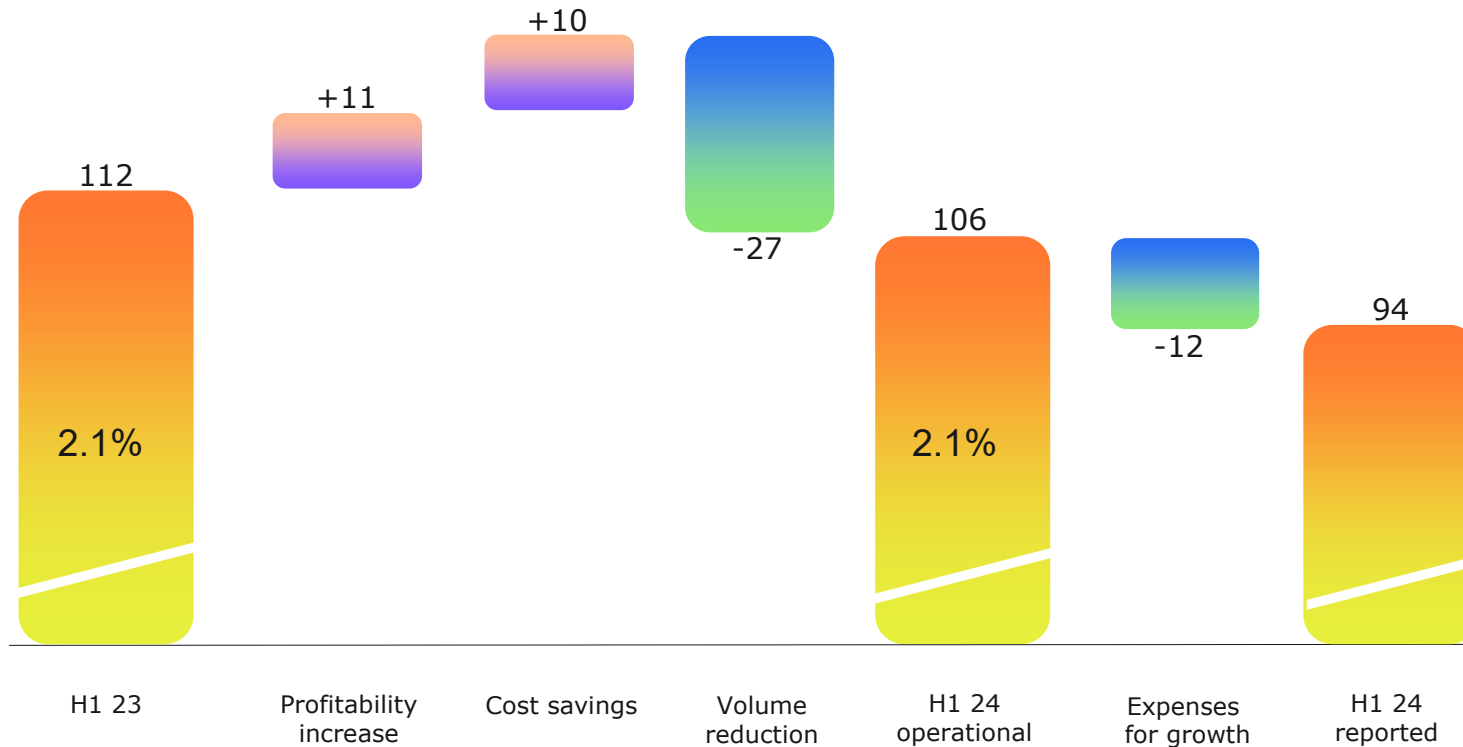
Unique Users in Million



EBITDA



Bridge 2023 – 2024 (in M€)



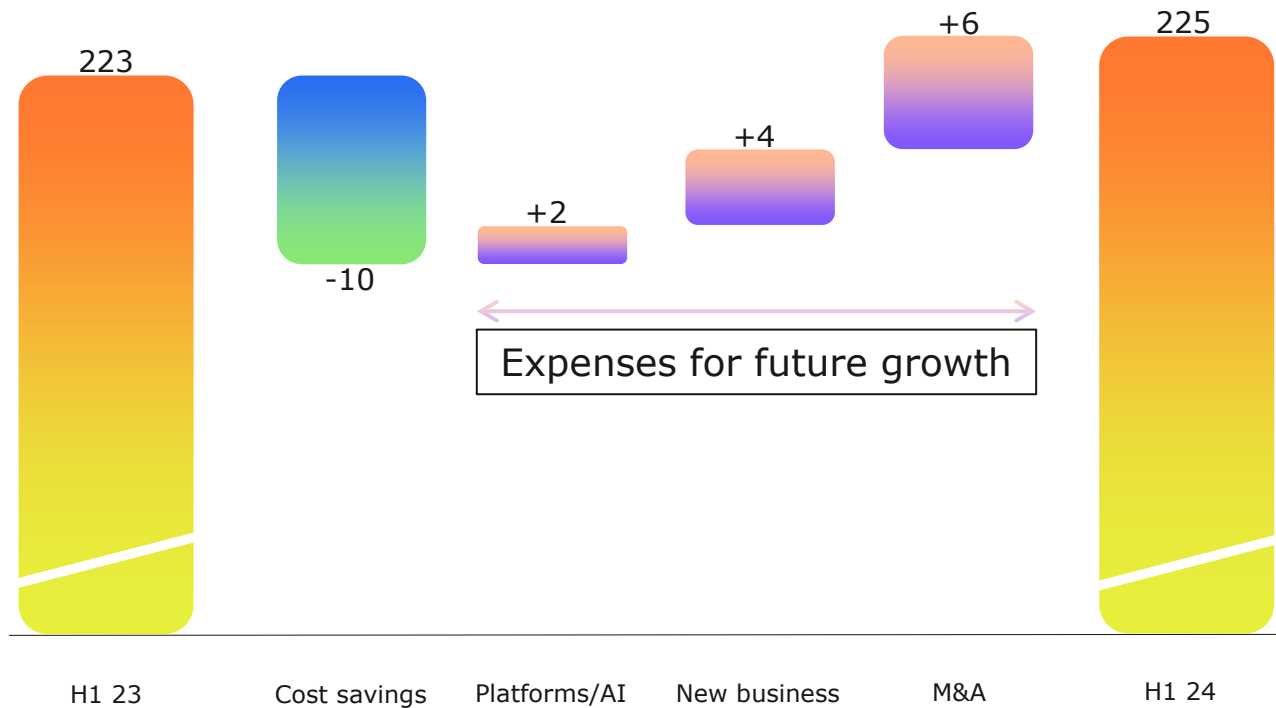
- ▶ Higher profitability through optimizations within levers
- ▶ Continuation of operational excellence
- ▶ Expenses for future growth

Sustainable EBITDA margins

OPEX



Bridge 2023 – 2024 (in M€)



- ▶ Reduction of warehouse, data center and energy costs
- ▶ AI supported platforms and tools
- ▶ Experts for new business
- ▶ Integration and extension of M&A activities
- ▶ Expense to EBITDA leverage of 3

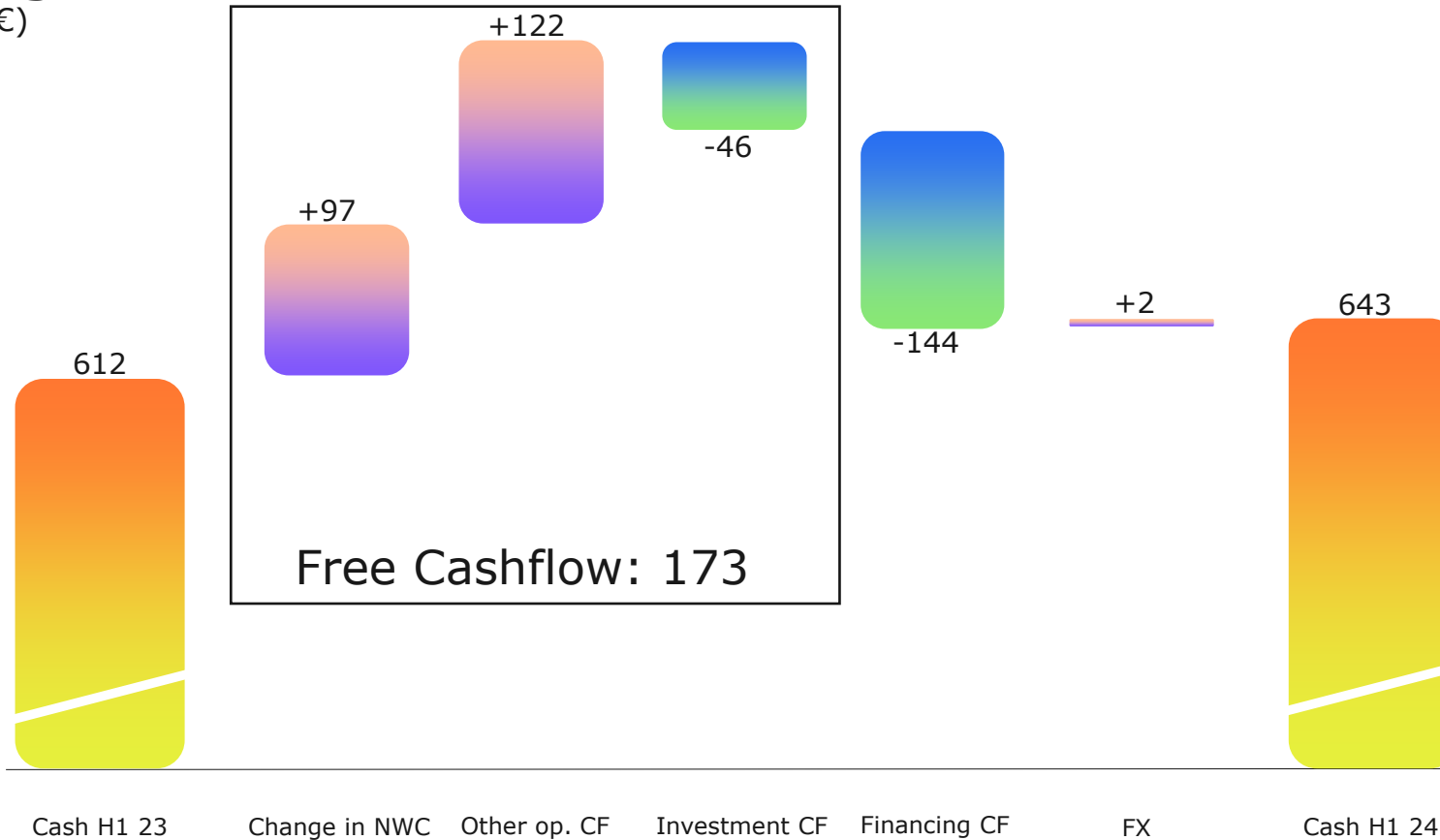
Future growth for EBITDA

CASH DEVELOPMENT AND ROCE



Bridge 2023 – 2024

(in M€)



- ▶ Optimization NWC
- ▶ Payback of loans
- ▶ Increased dividend pay-out
- ▶ **ROCE at 24.6%**

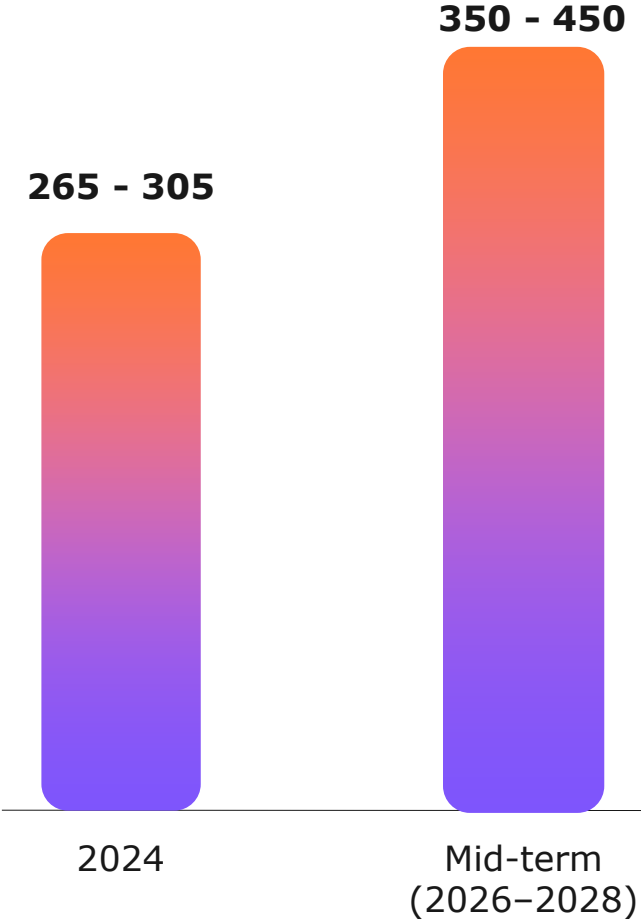
Excellent financing situation enabling further growth

CONFIRMED SHORT- AND MID-TERM GUIDANCE



EBITDA

in M€



ROCE

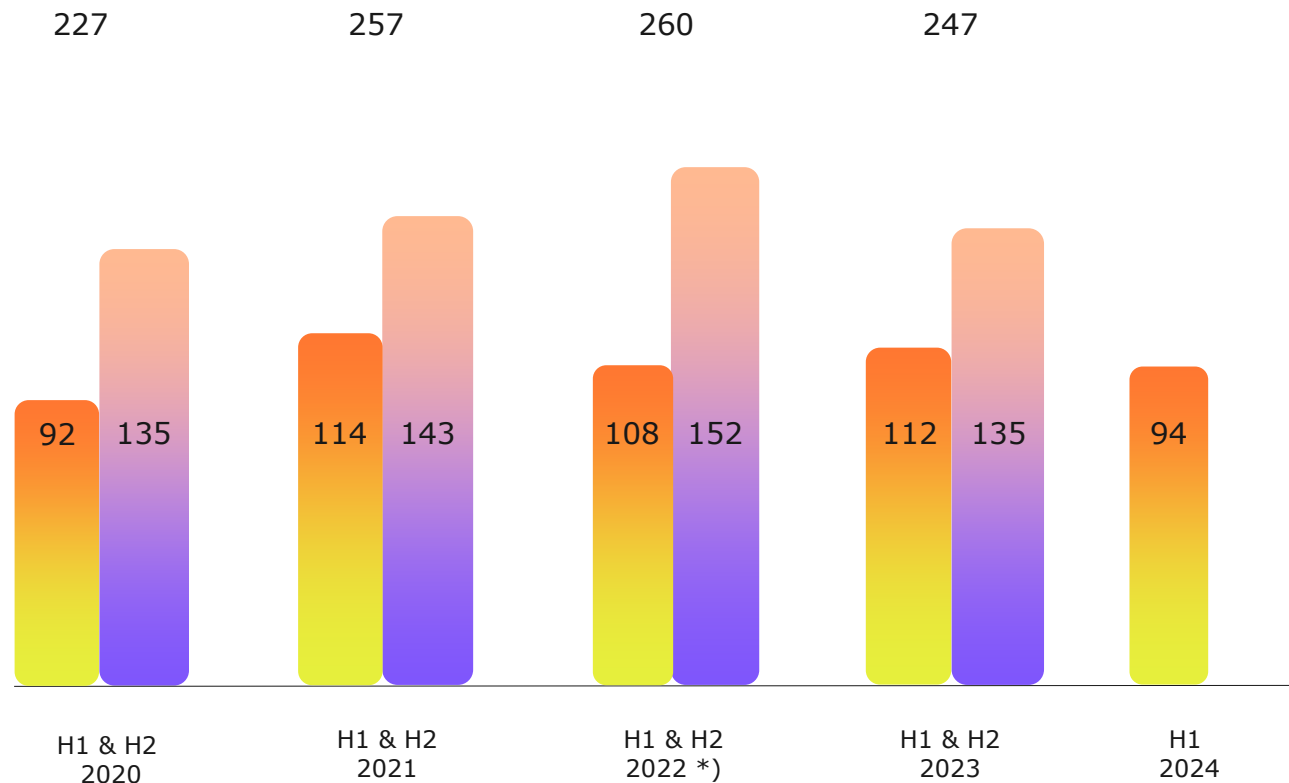
>25.0%

>30.0%

HALFYEAR DEVELOPMENT



EBITDA per halfyear (in M€)



- ▶ H1-EBITDAs range from 92 to 114 Mio €
- ▶ H2-EBITDAs range from 135 Mio € to 152 Mio €

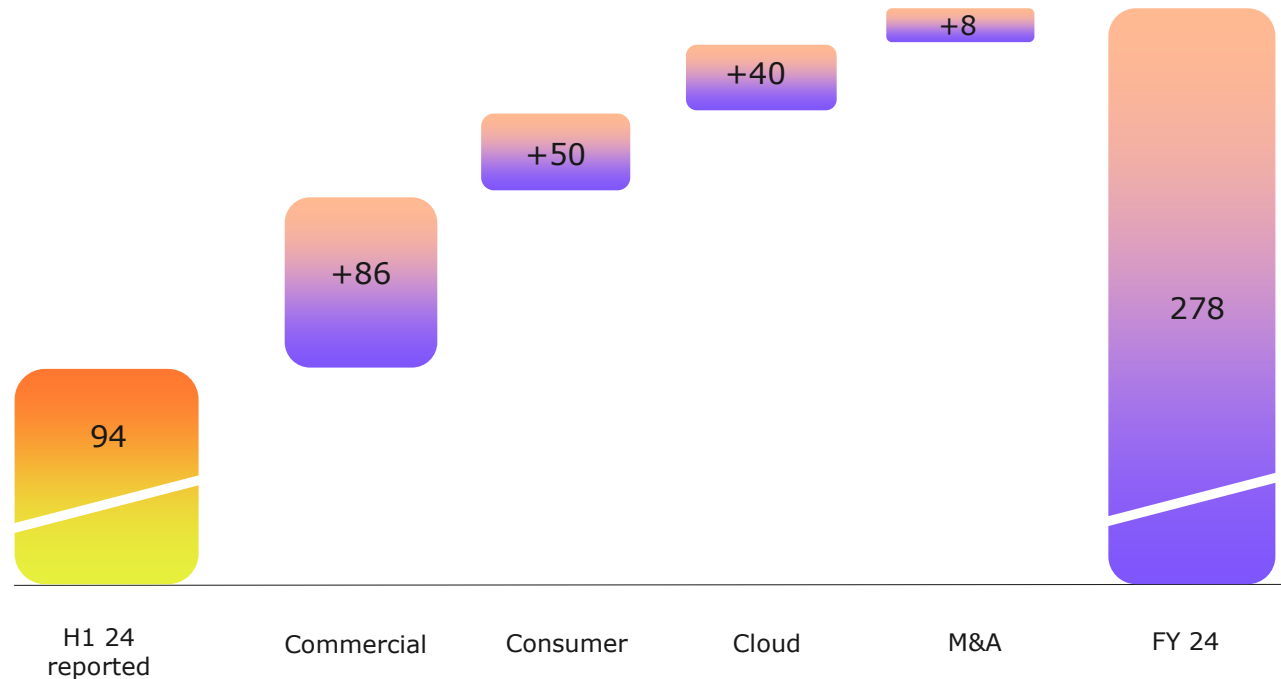
H2 significantly excels H1

*) H1/22 excluding extraordinary effects

OUTLOOK 2024



EBITDA Bridge H1 to FY 24 (in M€)



- ▶ Recovery in commercial and opportunities in consumer business
- ▶ Growth Digital Platforms & Cloud
- ▶ Accretive M&A impacts 2024

Profitability boost in H2



Q & A





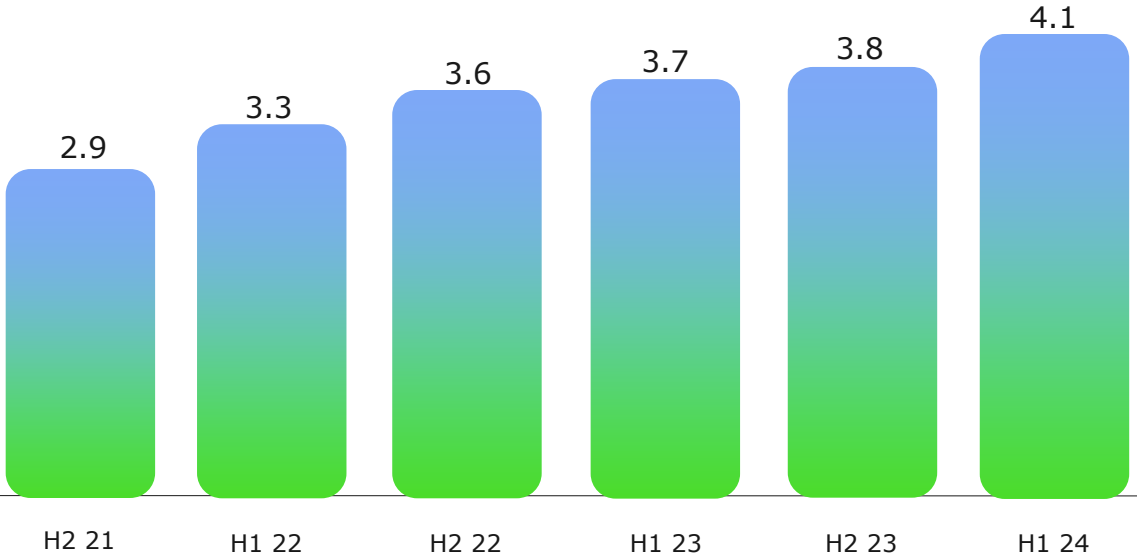
THANK YOU

UNIQUE USER DEVELOPMENT



Unique Users

(in Million)*



* Refined calculation methodology