

Investor Presentation

German Spring Conference, Frankfurt a.M. – May 2023



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- 2 | Market trends
- 3 | Business overview
- 4 | Group financials
- 5 | Value creation highlights



1 Allgeier at a glance



Allgeier is a software and IT services company specialized in the digitalization of mission-critical enterprise processes



Allgeier has built
>EUR 2bn of
shareholder value in
recent 20 years



€ 480 m Revenue 2022¹

17 % Revenue CAGR^{1,2} (2020-22)

13 % Adj. EBITDA margin 2022^{1,3}

40 % Adj. EBITDA CAGR^{1,2,3} (2020-22)



Broad customer base of
>2.000 large enterprises,
Mittelstand companies &
public sector clients

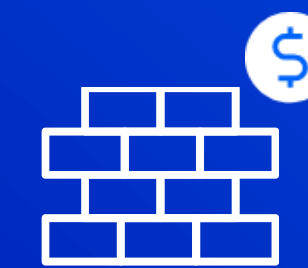


Digitalization as business driver,
positioning in **key growth sectors**
& **future trends** such as
e-commerce, cloud, cyber security &
open-source software development



>3,300 highly skilled employees¹

19 % Employee growth CAGR^{1,2}
(2020-22)



Buy & build track record
with 80+ value-adding acquisitions
since 2004¹

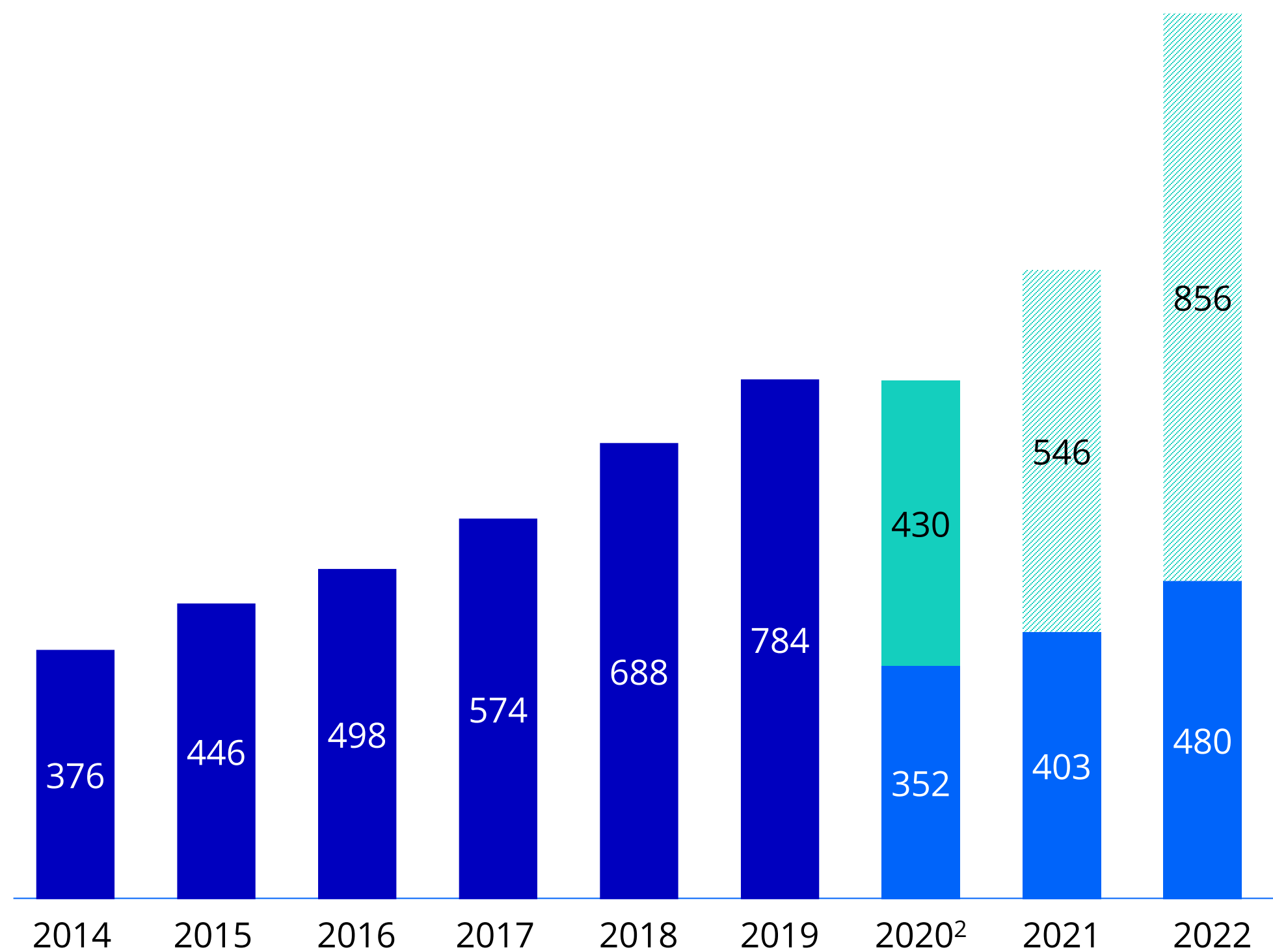
¹) Continuing operations according to IFRS as of December 31, 2022 ²) Compound Annual Growth Rate

³) EBITDA before effects that are extraordinary or relate to other periods

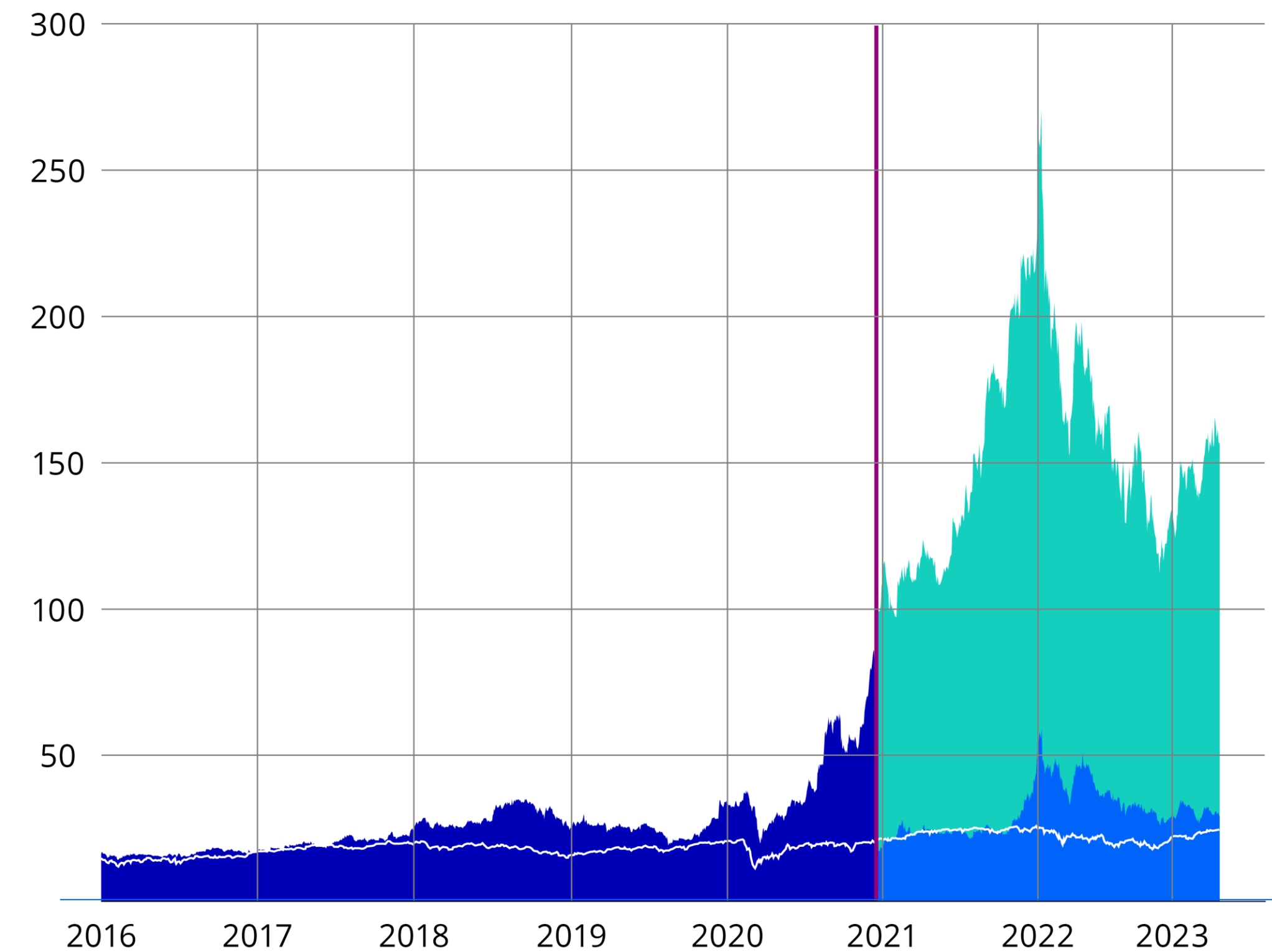


Allgeier shows sustainable growth and continued increase in value

Revenue^{1,2} in € m



Share performance² in €



¹) Continuing operations according to IFRS ²) In 2020 Allgeier fully spun-off its international software engineering business as an independent listed company
³) As of December 16, 2020: value of Allgeier share plus value of Nagarro share, white comparison line: performance of DAX in percent (basis January 1, 2016: 100 percent)



2 Market trends





Allgeier is driven by major software & IT services market trends and the huge demand for digital transformation

€ 86.6bn
2023

German IT & software services market¹

> € 3.3bn
2021/2022

Investment in the digitalization of public administration in Germany³

\$ 2,160bn
2023

Global spending on digital transformation technology & services⁵

39 % CAGR 2022–29
► \$ 22.7bn 2029

Global cloud containerization market²

13 % CAGR 2022–29
\$ 376bn 2029

Global cyber security market⁴

11 % CAGR 2022–27
\$ 5,480bn 2027

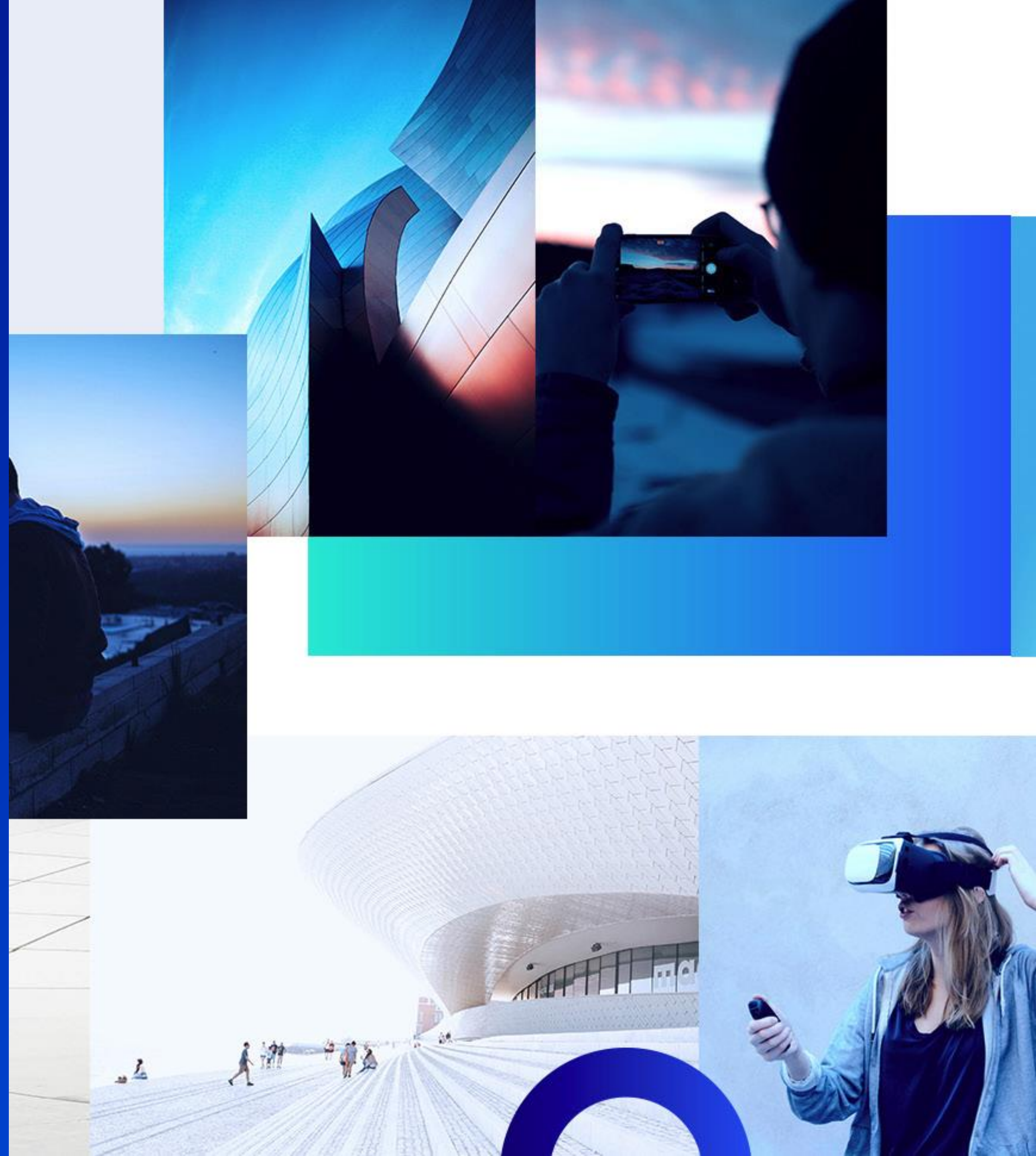
Global e-commerce market⁶

¹) BITKOM, Eito; as of January 2023 ²) Data Bridge Market Research: Global Application Container Market; as of December 2021

³) National Standards Control Council: Monitor Digital Administration (federal budget for implementation of OZG and register modernization) ⁴) Fortune Business Insights: Cyber Security Market Research Report; as of March 2022 ⁵) Statista: Spending on digital transformation technologies and services worldwide from 2017 to 2026; as of October 2022 ⁶) Statista: eCommerce - global; as of November 2022



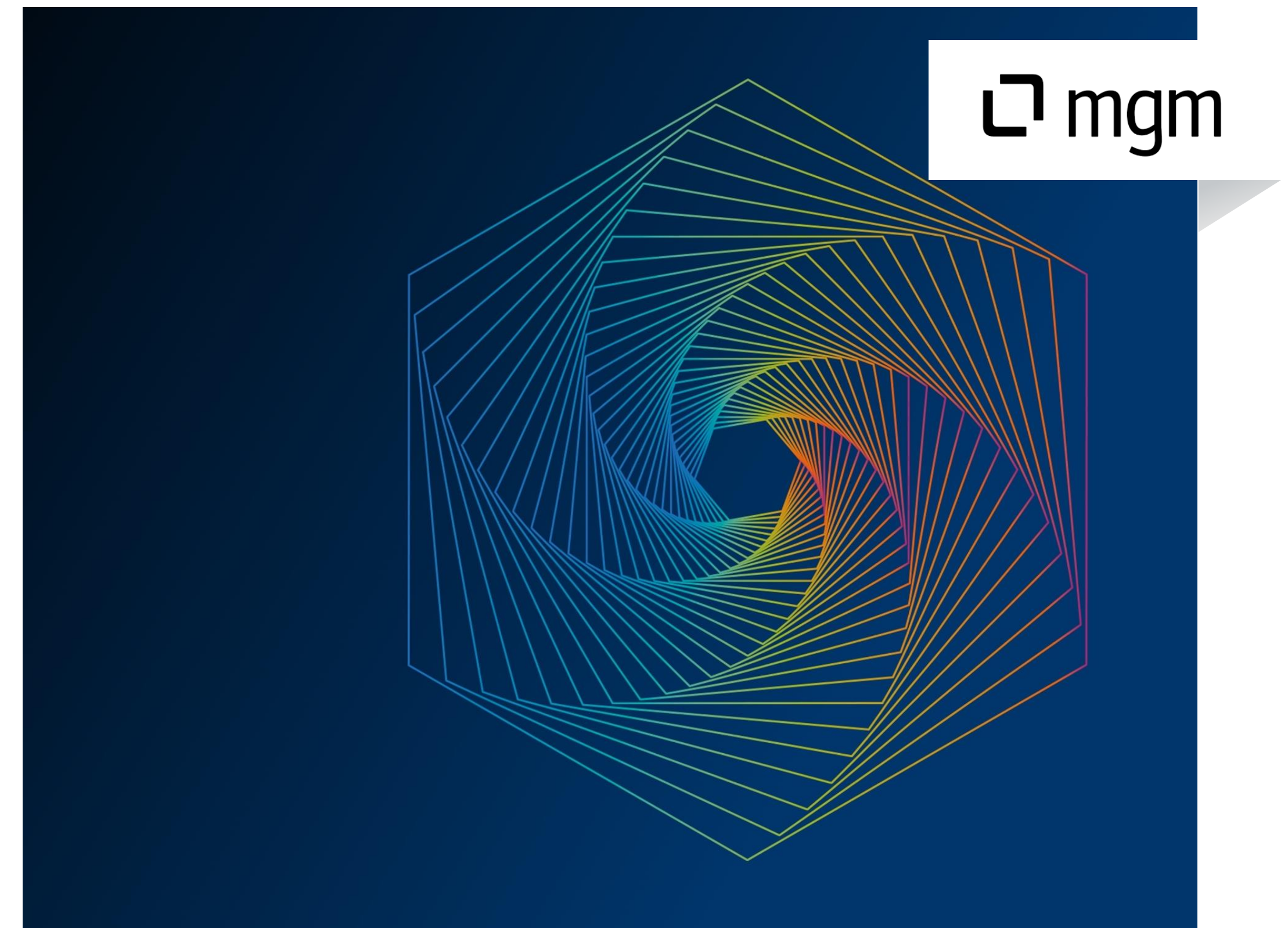
3 Business overview





Allgeier organizes its software & IT services in two segments

with strong & well-established brands



ALLGEIER
inovar

ALLGEIER ITS

ALLGEIER
ENGINEERING

ALLGEIER
CyRis

ALLGEIER
EXPERTS

evora
— IT SOLUTIONS —

ALLGEIER PUBLIC

publicplan.

Allgeier Enterprise IT



Allgeier Enterprise IT is specialized in digital transformation projects with recurring nature at the core of the customers' operations



Full-range IT solutions & software services provider for **digitalization**



€ 374 m Revenue 2022¹

€ 45 m Adj. EBITDA 2022^{1,2}



>2,300 IT & software specialists¹



27 locations in Germany¹

9 locations in Austria, Switzerland, Poland, USA & India¹

¹Based on unconsolidated segment financials according to IFRS as of December 31, 2022

²Adj. EBITDA (EBITDA before effects that are extraordinary or relate to other periods) of operating units w/o holding company costs

Allgeier Enterprise IT supports its clients in the digitalization and optimization of their digital business processes along the entire value chain



Focused on large IT & software **projects** for **digital transformation**, long-term **managed services** & **proprietary software solutions**

- Open-source/E-government
- Public sector IT services
- Cyber security
- Cloud
- E-commerce
- ERP & ECM
- SAP & ServiceNow consulting & software development



Success Story

Document management: Central collaboration platform based on our proprietary software



- Building a central document collaboration platform for Vodafone in Germany and other countries as well as subsidiaries of Vodafone
- Migration of >4.5bn documents accessible by 4,500 users
- Technical basis is our proprietary DMS software that got highly customized for the specific Vodafone requirements, all architecture and software engineering is done by us
- The project is ongoing for 4 years and with a deployment of over 14,000 person days so far
- Our revenue from the project comprises of T&M & license fees Global deployment using tablets for significant cost savings, higher efficiency in resource planning, higher speed & improvement of safety

Success Story

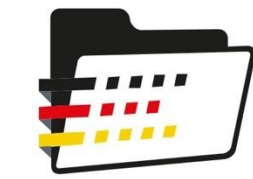
Asset Management with SAP and EvoSuite: Mobile maintenance & work order management



- Support technicians in the field with SAP Asset Manager & EvoSuite
- Implementation of mobile maintenance solution SAP Asset Manager in biggest and complex German plant
- Implementation of scheduling and work order management solution EvoSuite
- 1500+ technicians supported by implemented solutions
- Global deployment using tablets for significant cost savings, higher efficiency in resource planning, higher speed & improvement of safety

Success Story

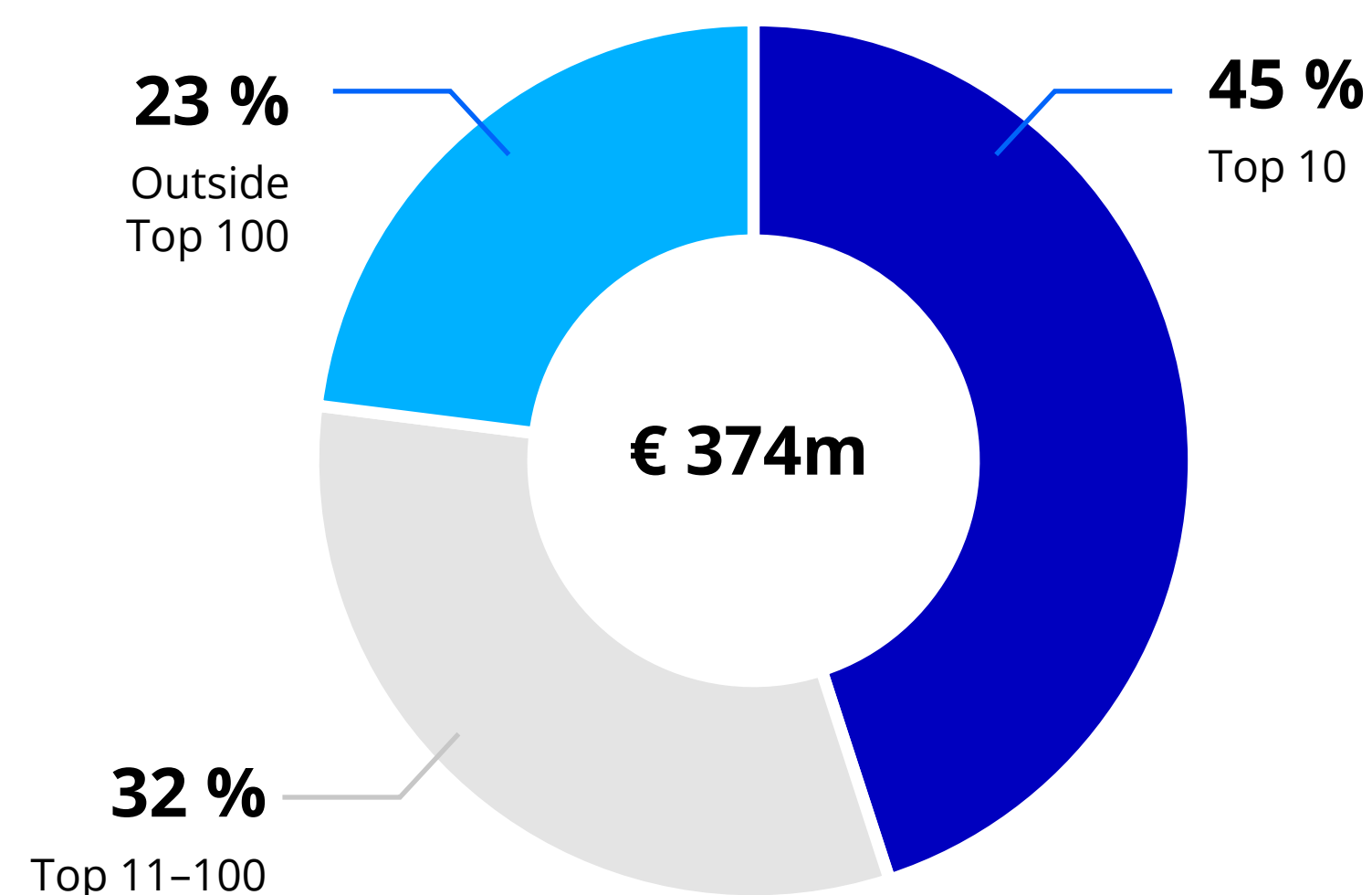
eGovernment: Cross-state digitalization in the judiciary with e-file system and portal for billions of documents

**E-Akte**

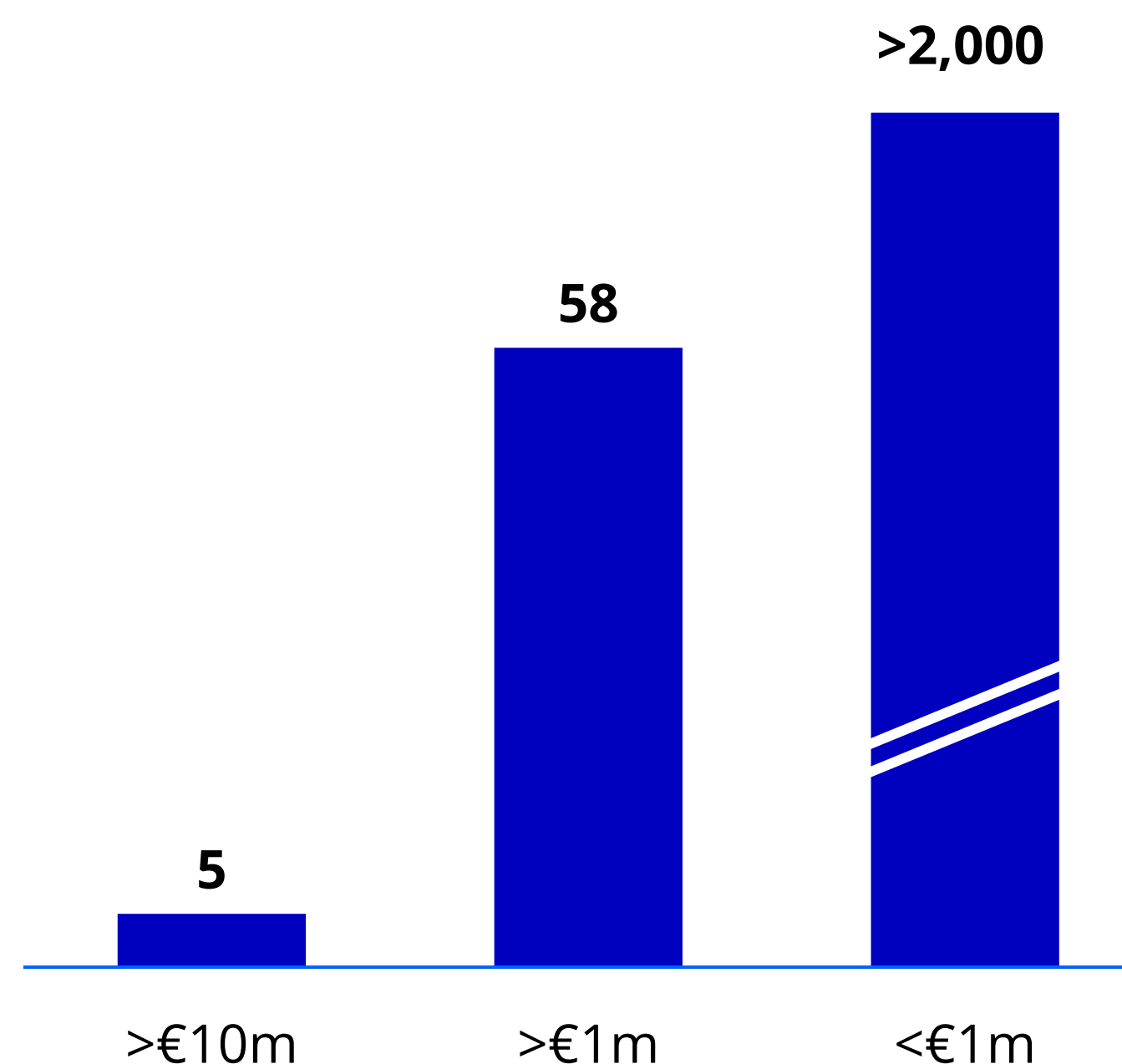
- Replacing paper-based processes & implementation of an e-file system for electronic legal transactions and legally binding digital files in the justice system
- The central eAkte system stores, distributes and makes available the billions of documents from the various specialized procedures in compliance with the law
- The integration portal brings together various specialized procedures and thus provides a central point of contact for judges and clerks, among others (e.g., land registry, register management, eAkte).
- High availability requirements, organizational complexity (e.g., cross-state interconnectedness), and change management/acceptance (e.g., judicial independence)

Allgeier Enterprise IT is specialized in large digital transformation projects with recurring nature at the core of the customers' operations

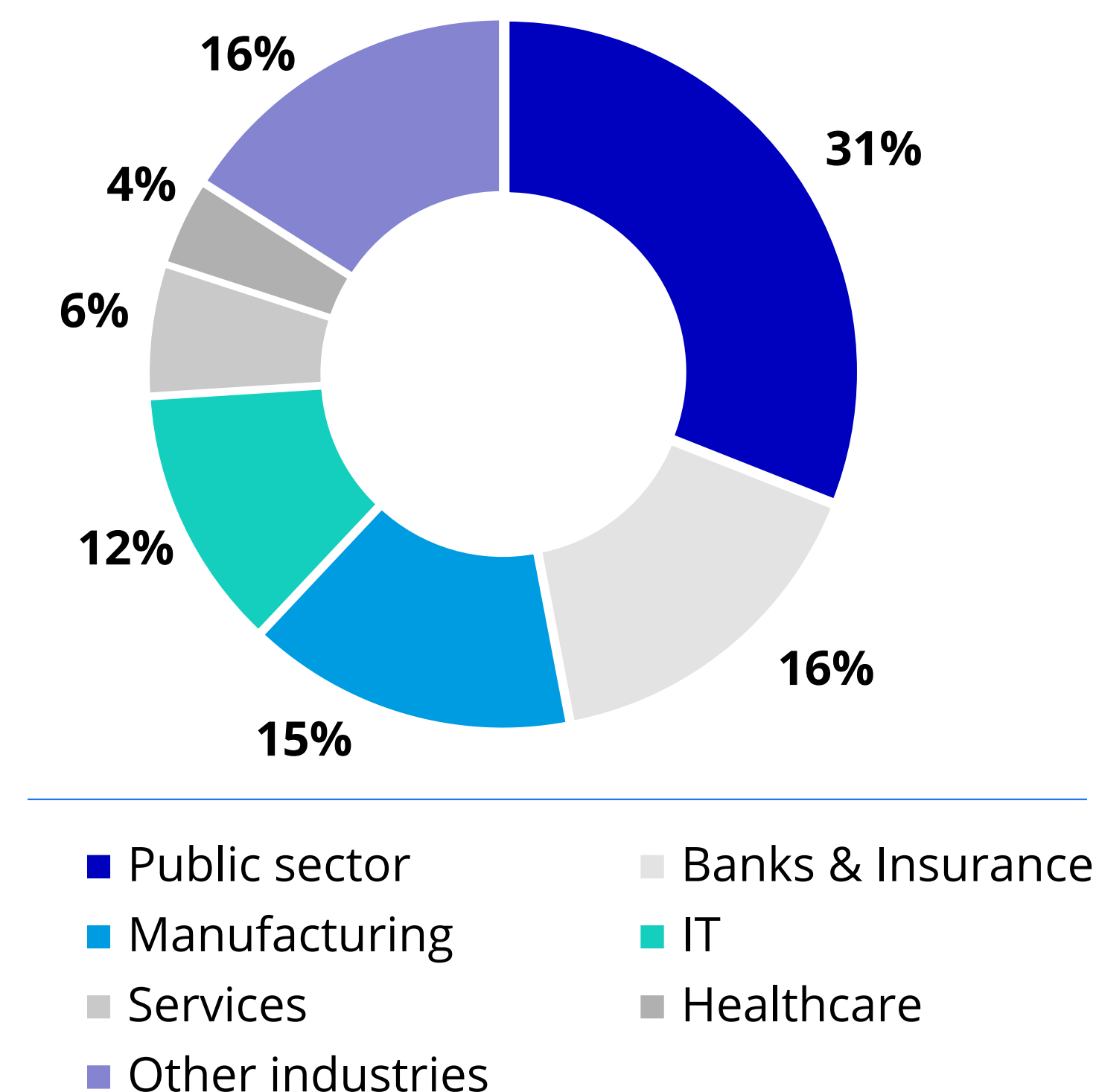
Customer diversification¹



Number of accounts¹



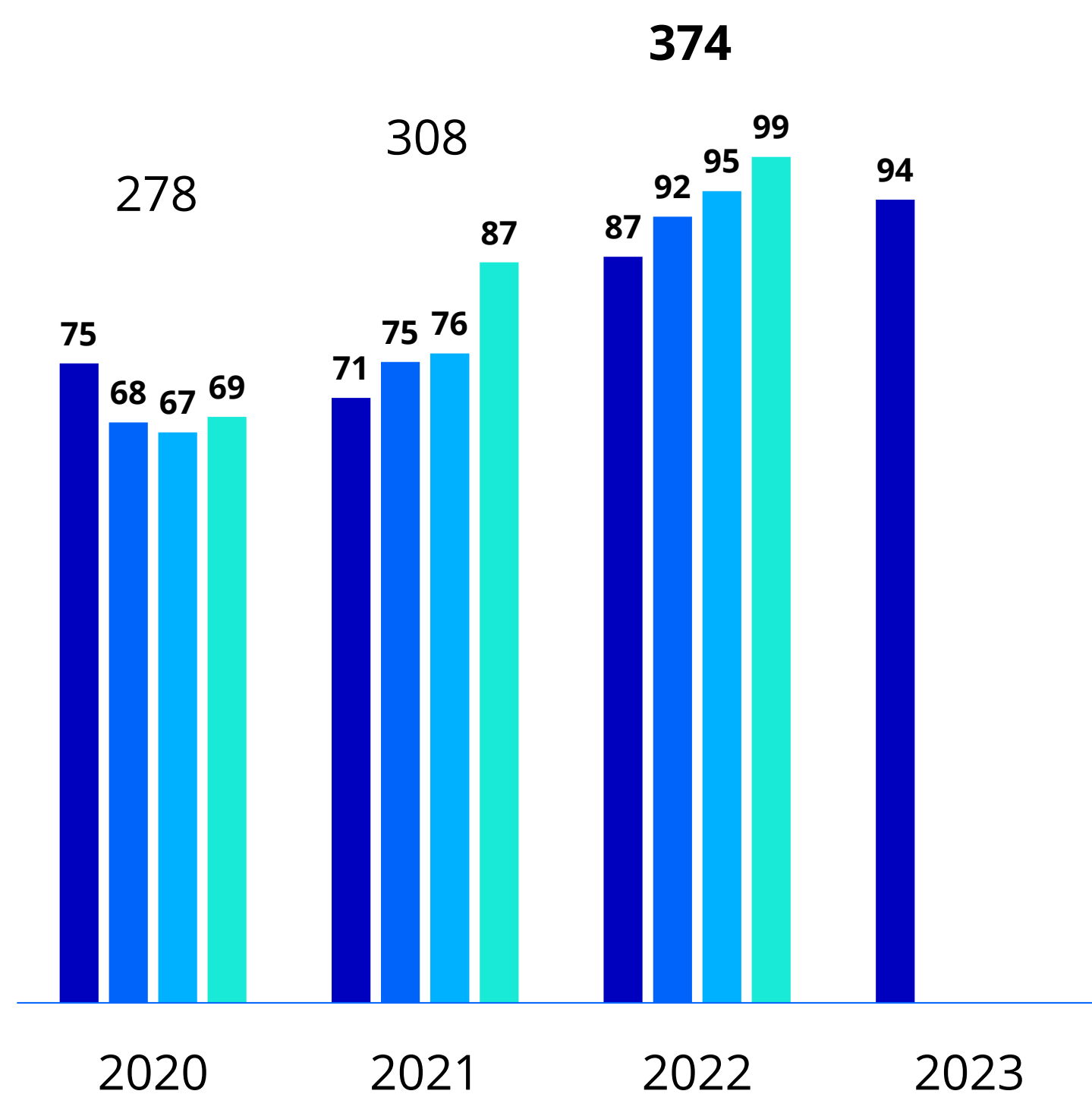
Industry segmentation¹



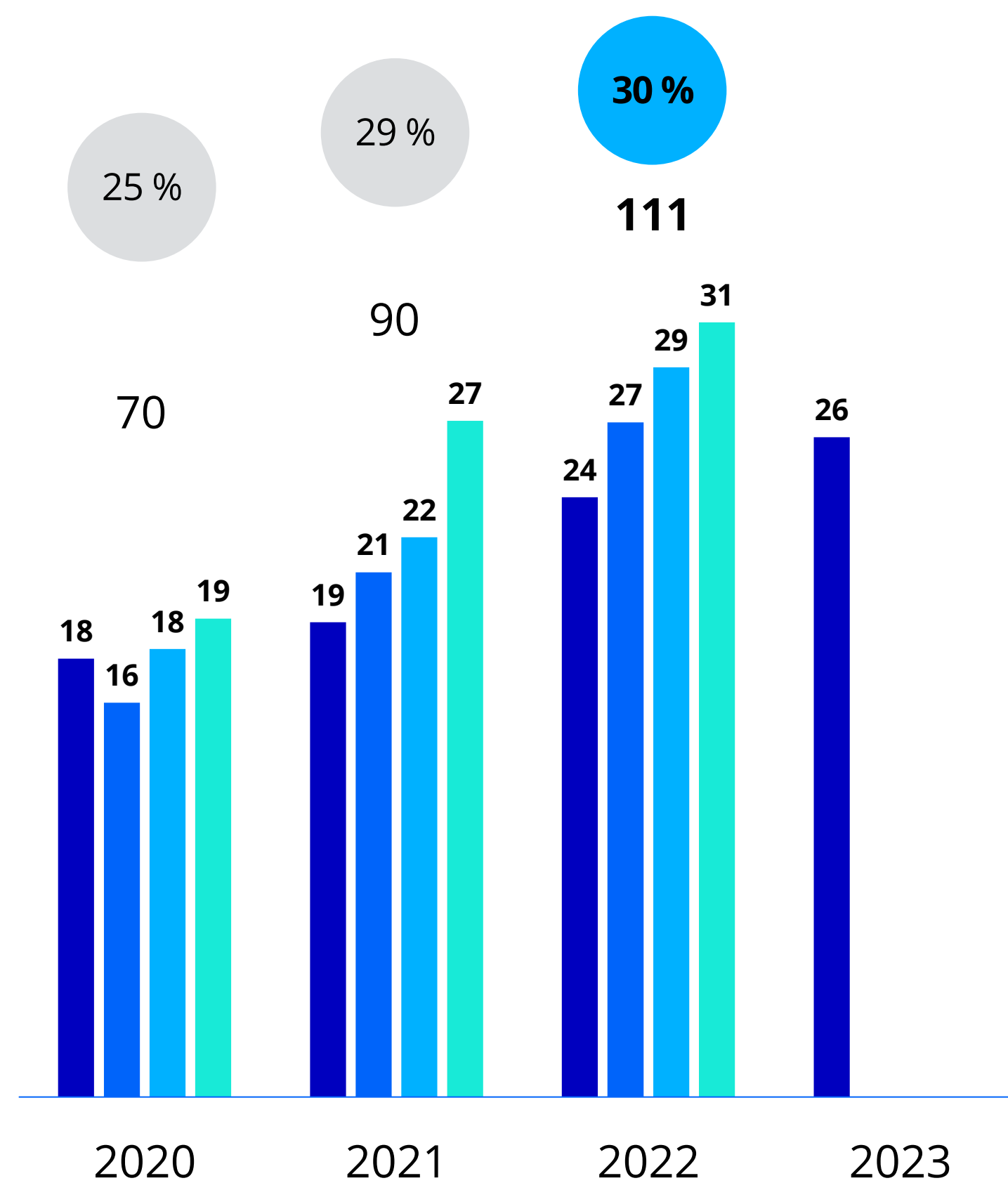
¹based on segment financials as of December 31, 2022; Customers with revenues of at least 1k EUR p.a.

Allgeier Enterprise IT continues increase in earnings & margins

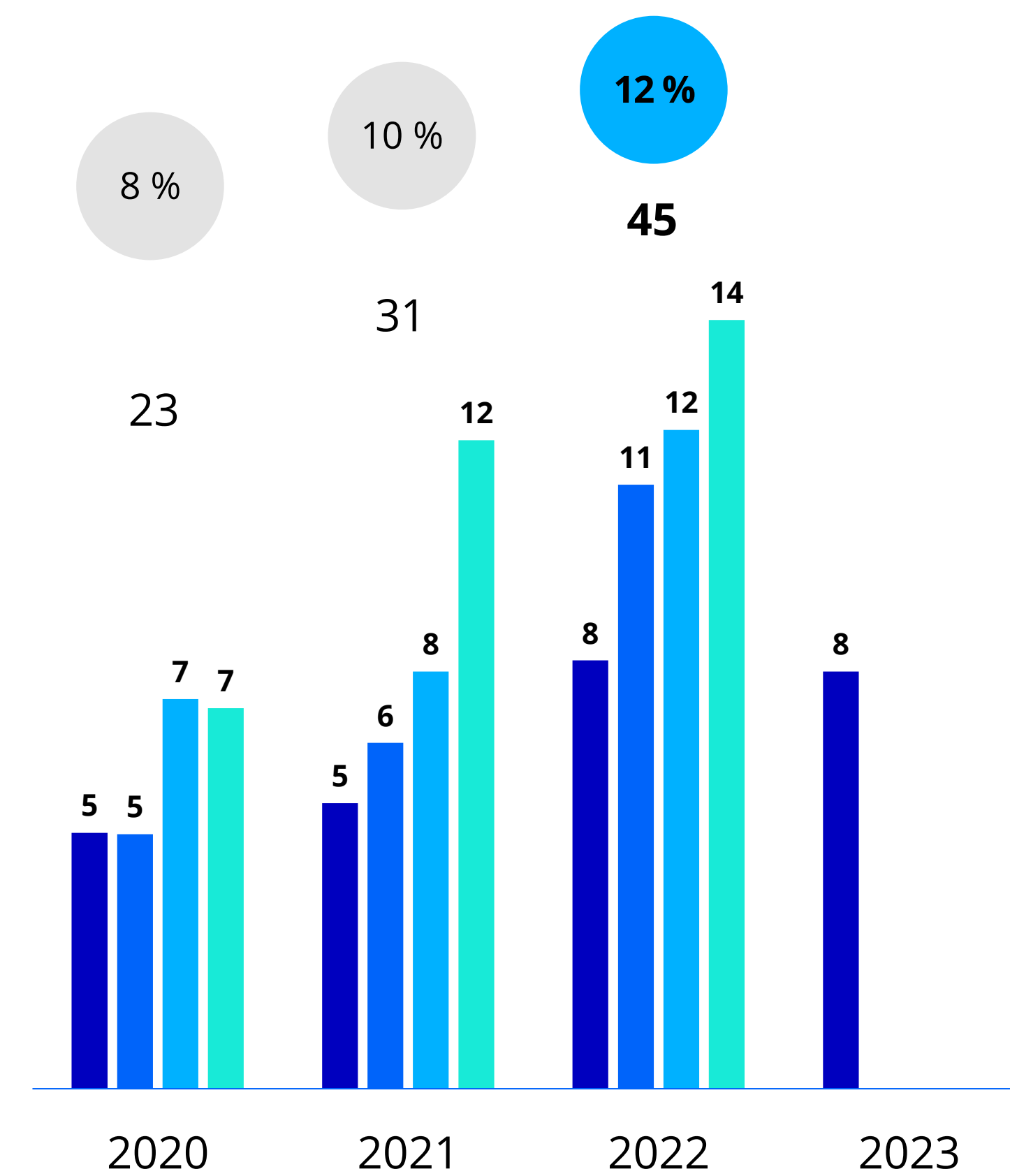
Revenue¹ in € m



Gross profit & margin¹ in € m

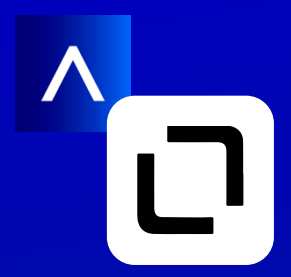


Adj. EBITDA & margin^{1,2} in € m

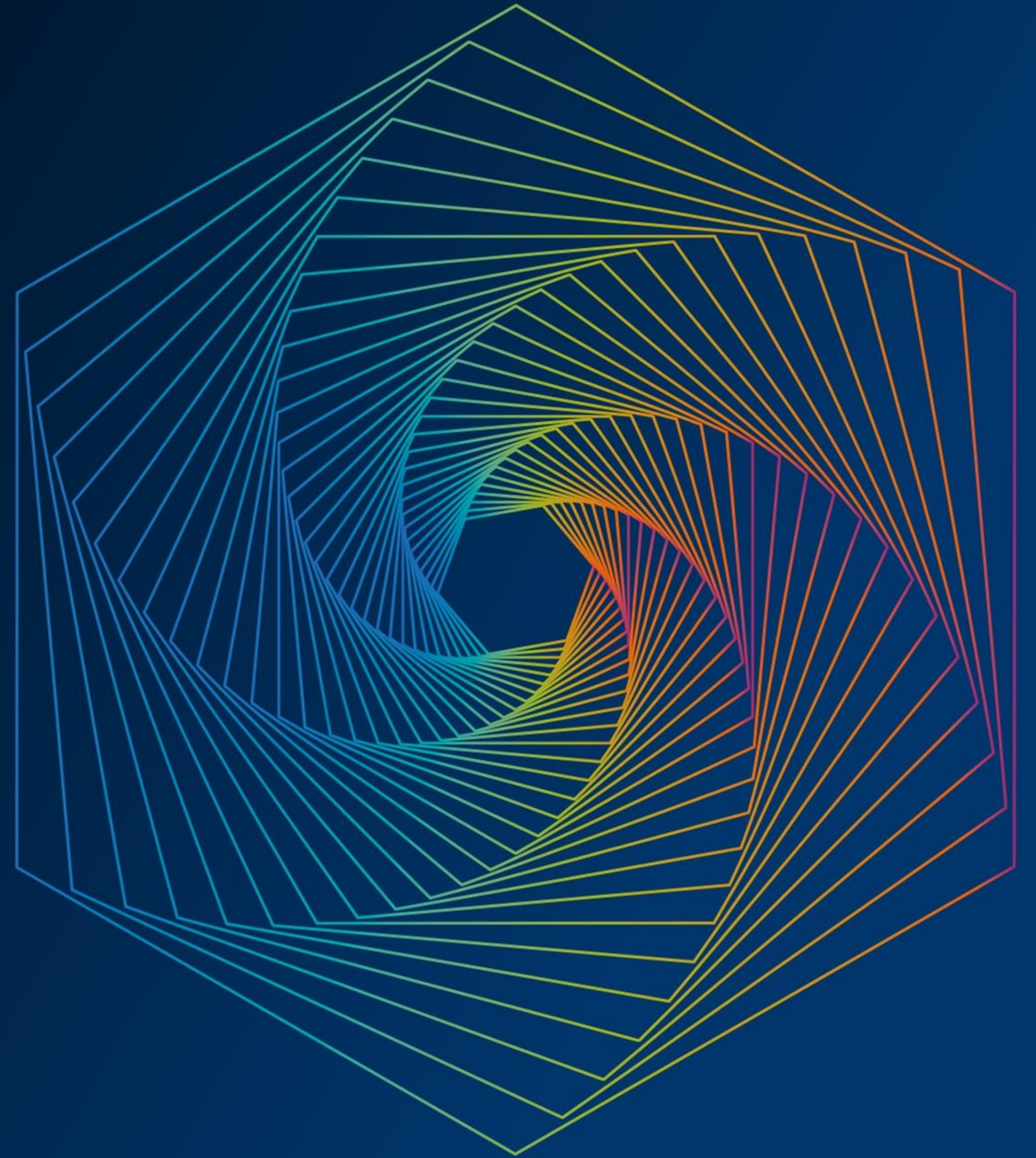


¹ Based on unconsolidated quarterly segment financials

² Adj. EBITDA (EBITDA before effects that are extraordinary or relate to other periods) of operating unit w/o holding company costs



mgm technology partners



mgm technology partners is an international high-end software provider for digitalization, disruptive technology & consulting services



High-end specialist for
secure, highly scalable & available
software solutions



€ 111 m Revenue 2022¹

€ 24 m Adj. EBITDA 2022^{1,2}



≈ 1,000 software developers
& consultants¹



13 locations in Germany¹

8 locations in France, Portugal, Czech Republic,
Switzerland, Austria, USA & Vietnam¹

¹Based on unconsolidated segment financials according to IFRS as of December 31, 2022

²Adj. EBITDA (EBITDA before effects that are extraordinary or relate to other periods) of operating units w/o holding company costs

mgm technology partners' ongoing success is underlined by key public & enterprise accounts



One of the leading service providers for **e-government** and **e-commerce** in Germany

- Enterprise low code platform mgm A12
- Enterprise software engineering
- Strategic IT consulting
- Web & application security
- Test automation

Bayerisches
Landesamt
für Steuern



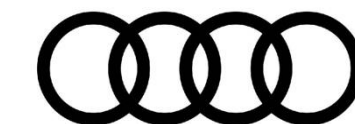
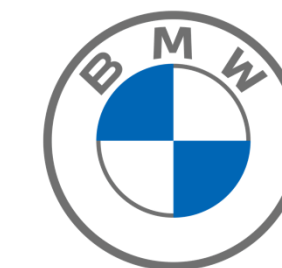
Allianz

BayWa

Deutsche
Rentenversicherung
Bund



SIEMENS



ERGO

VATTENFALL

NESPRESSO

e-on

Success Story

eGovernment: German federal tax portal

ELSTER

ELSTER Ihr Online-Finanzamt



- mgm platforms are used by millions of users every day – the most prominent platform is the electronic tax office in Germany with secure authentication, web portals, mailbox and much more
- Ongoing project that continuously generates T&M revenues
- More than 30 million income tax returns per year
- Model-based software development enables efficient updates and adjustments
- Result: Germany's largest eGovernment project (est. 1996)

Success Story

Commerce: Web shop customized software development & automated testing



- Quick, individual development of LIDL web shop
- Goals: Performance and reliability, especially weekly flyer campaigns
- mgm web shop framework: basis for individual development
- Automated technical QA with mgm QA tool set and shop reports
- Result: scalable, multi-client and internationally deployable overall system

Success Story

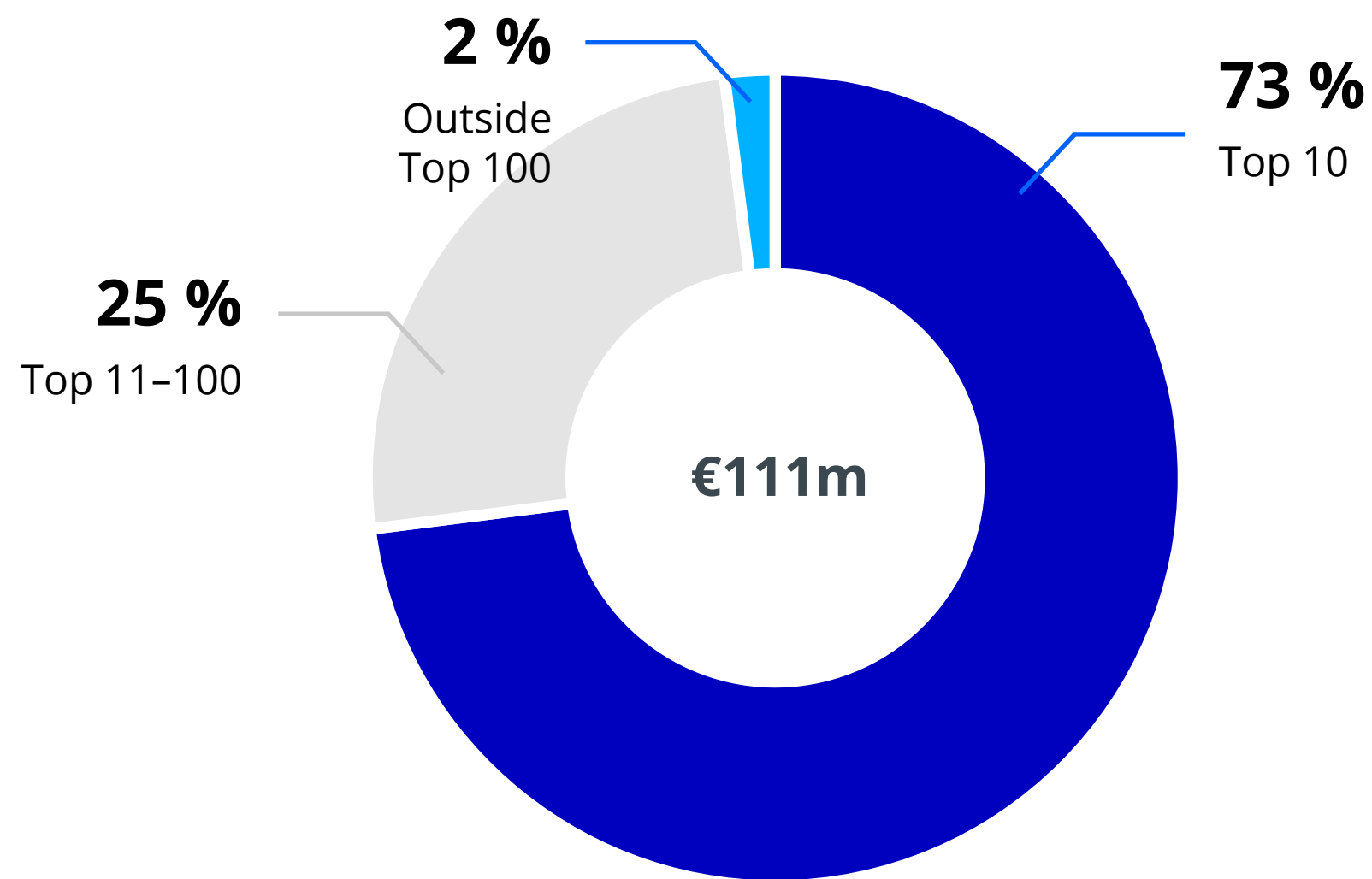
Insurance: Digital marketplace development and workflow automation



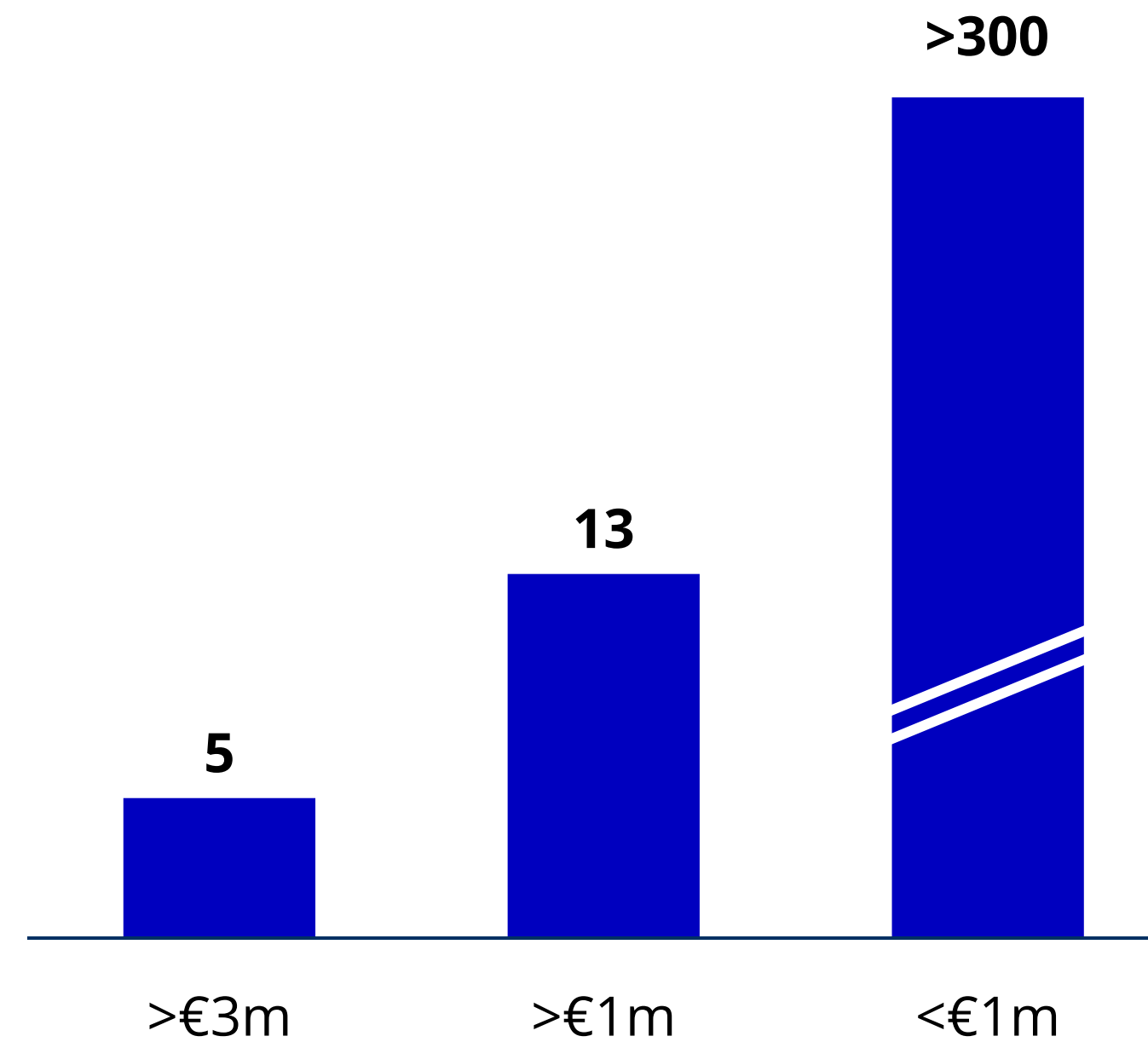
- B2B2C insurance marketplace for business insurances like Cyber and D&O (financial lines)
- Fully automated workflows for brokers, insurance companies and customers
- Digital signatures
- Usage of mgm Cosmo Digital Network: automatic synchronization of offers and policies between broker and insurers

mgm technology partners is a strong partner for industries driven by high digitalization dynamic

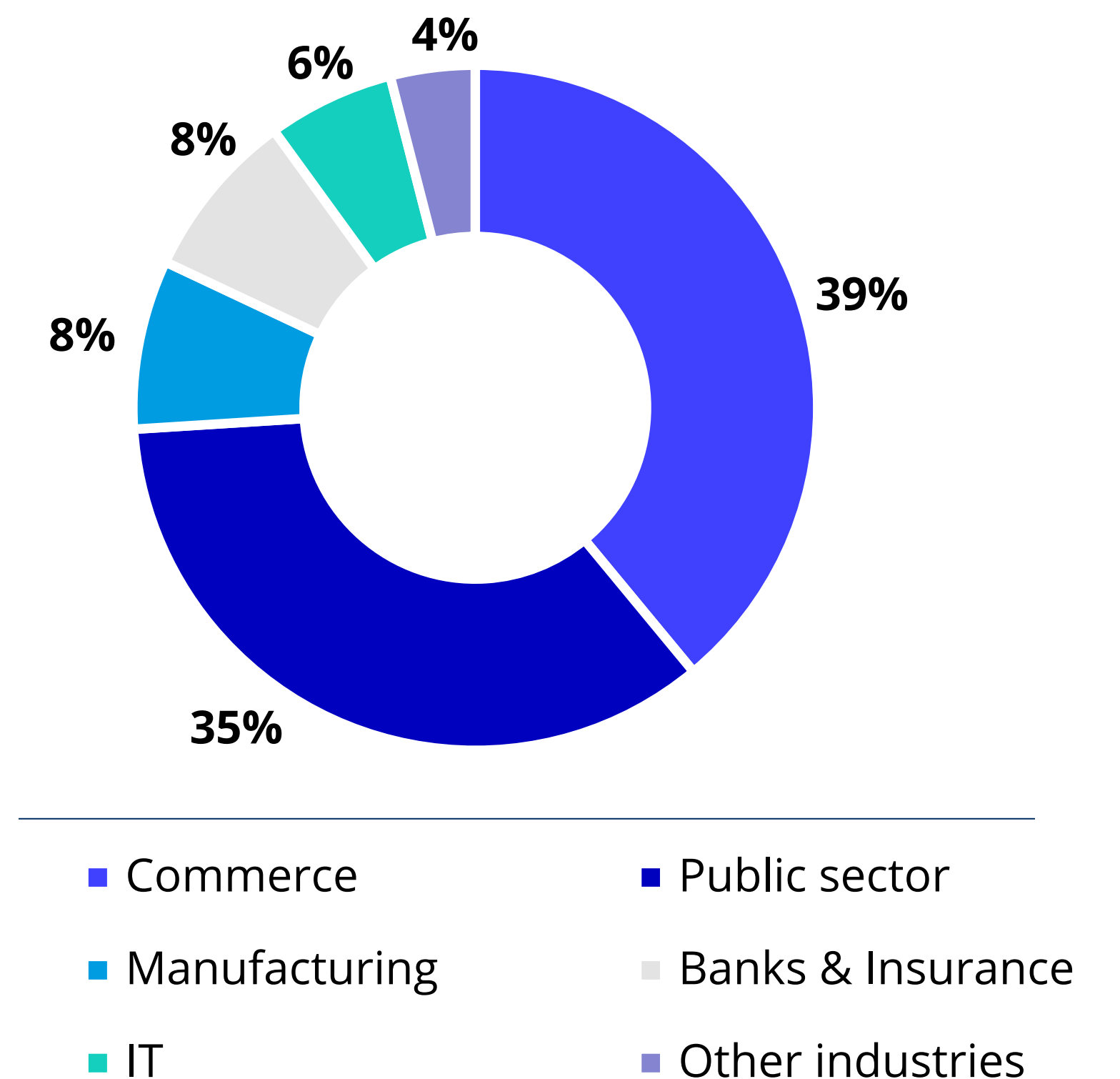
Customer diversification¹



Number of accounts¹



Industry segmentation¹



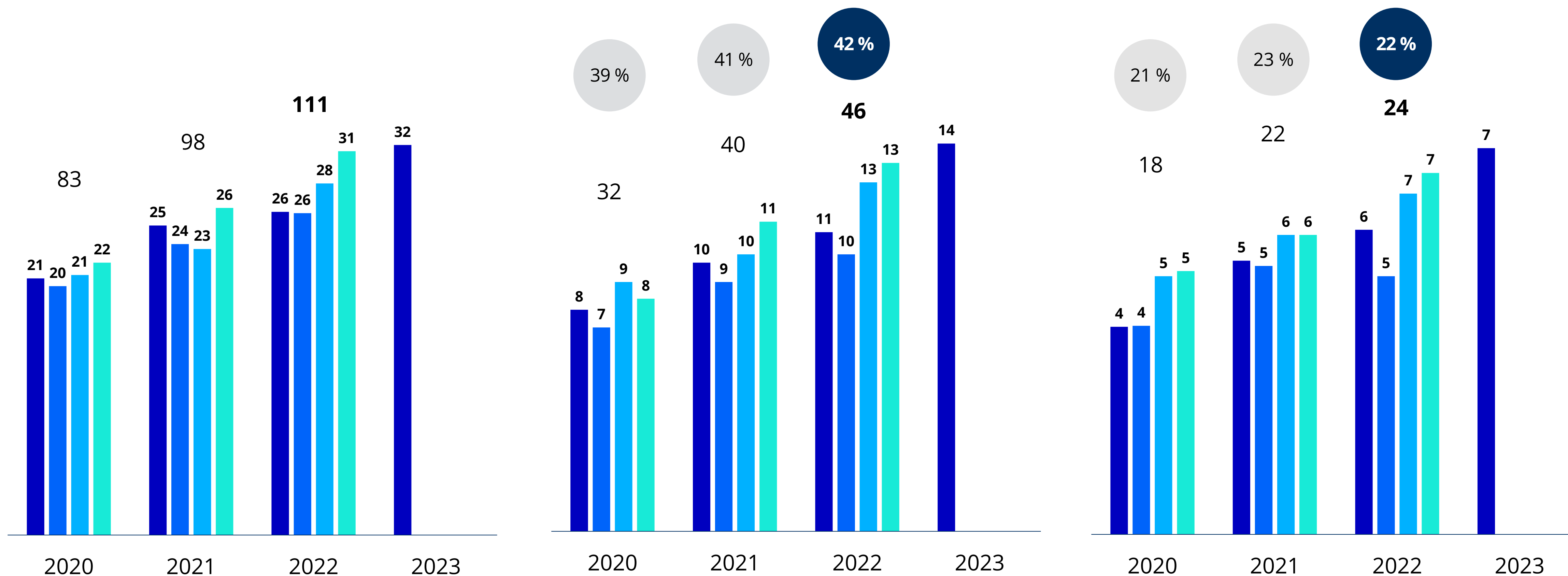
¹based on segment financials as of December 31, 2022; Customers with revenues of at least 1k EUR p.a.

mgm technology partners accelerates its growth with high profitability

Revenue¹ in € m

Gross profit & margin¹ in € m

Adj. EBITDA & margin^{1,2} in € m



¹ Based on unconsolidated quarterly segment financials; FY 2022 figures according to unaudited segment financials

² Adj. EBITDA (EBITDA before effects that are extraordinary or relate to other periods) of operating unit w/o holding company costs



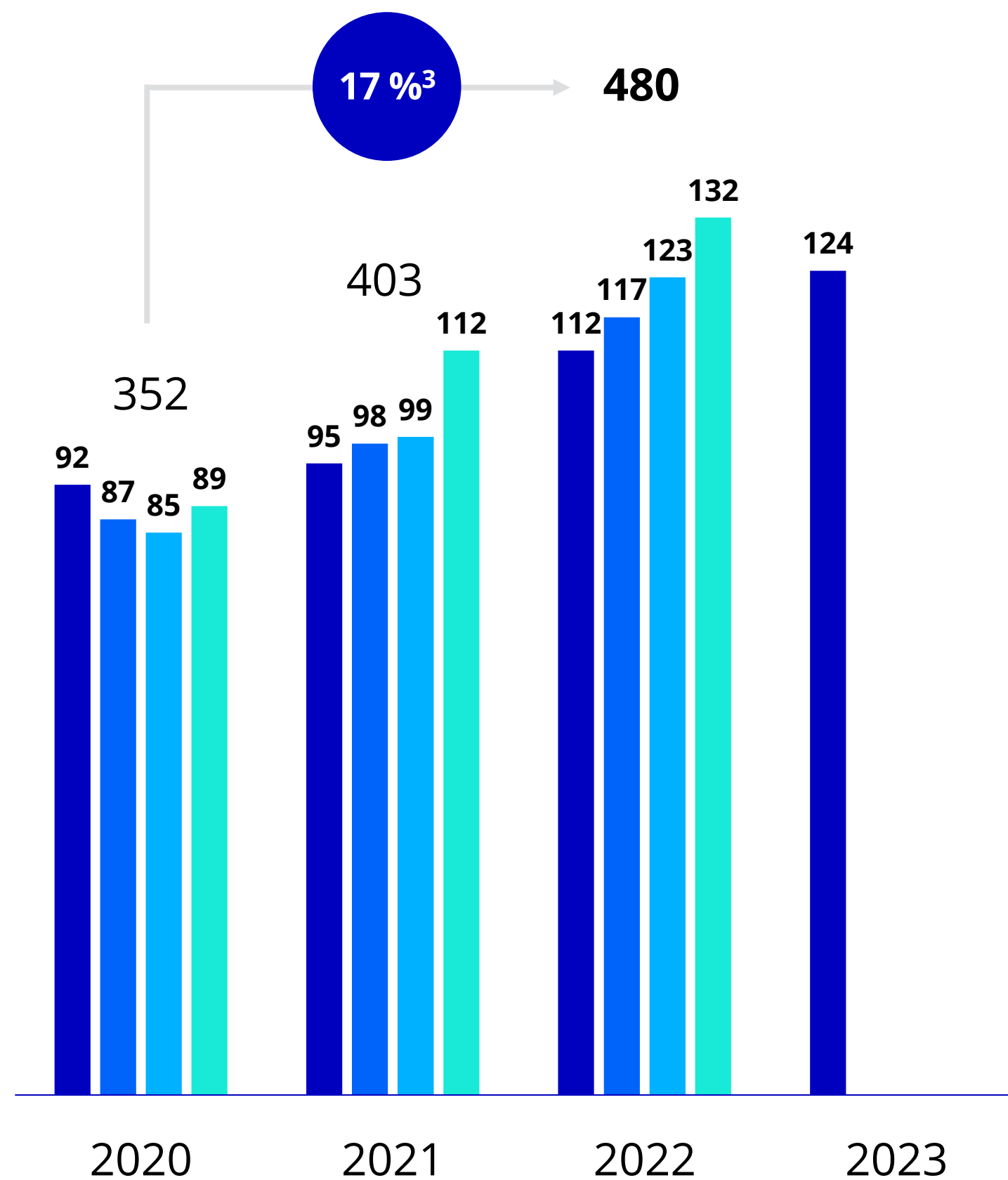
4 Group financials



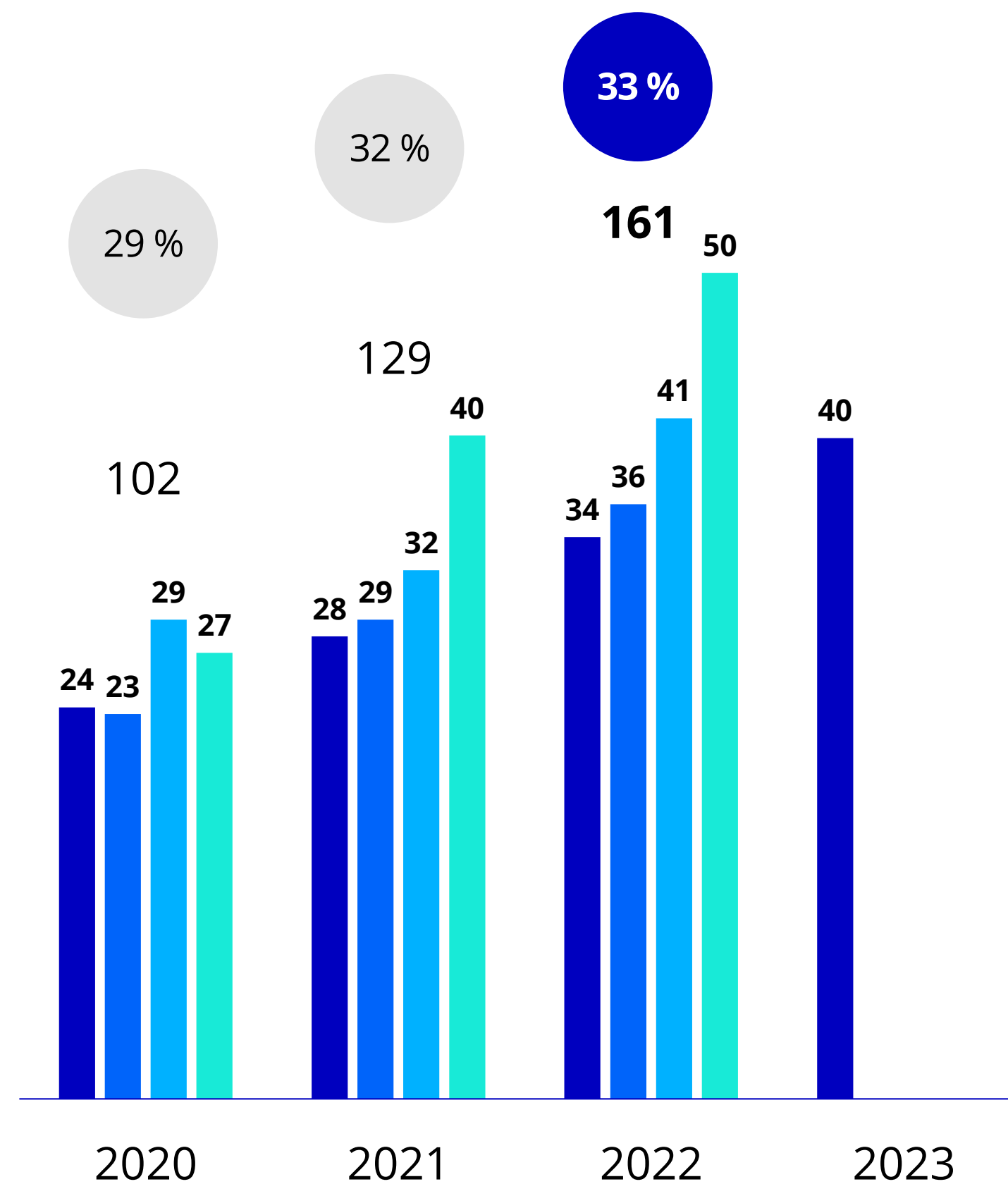


Allgeier P&L shows growth and continuous margin improvement

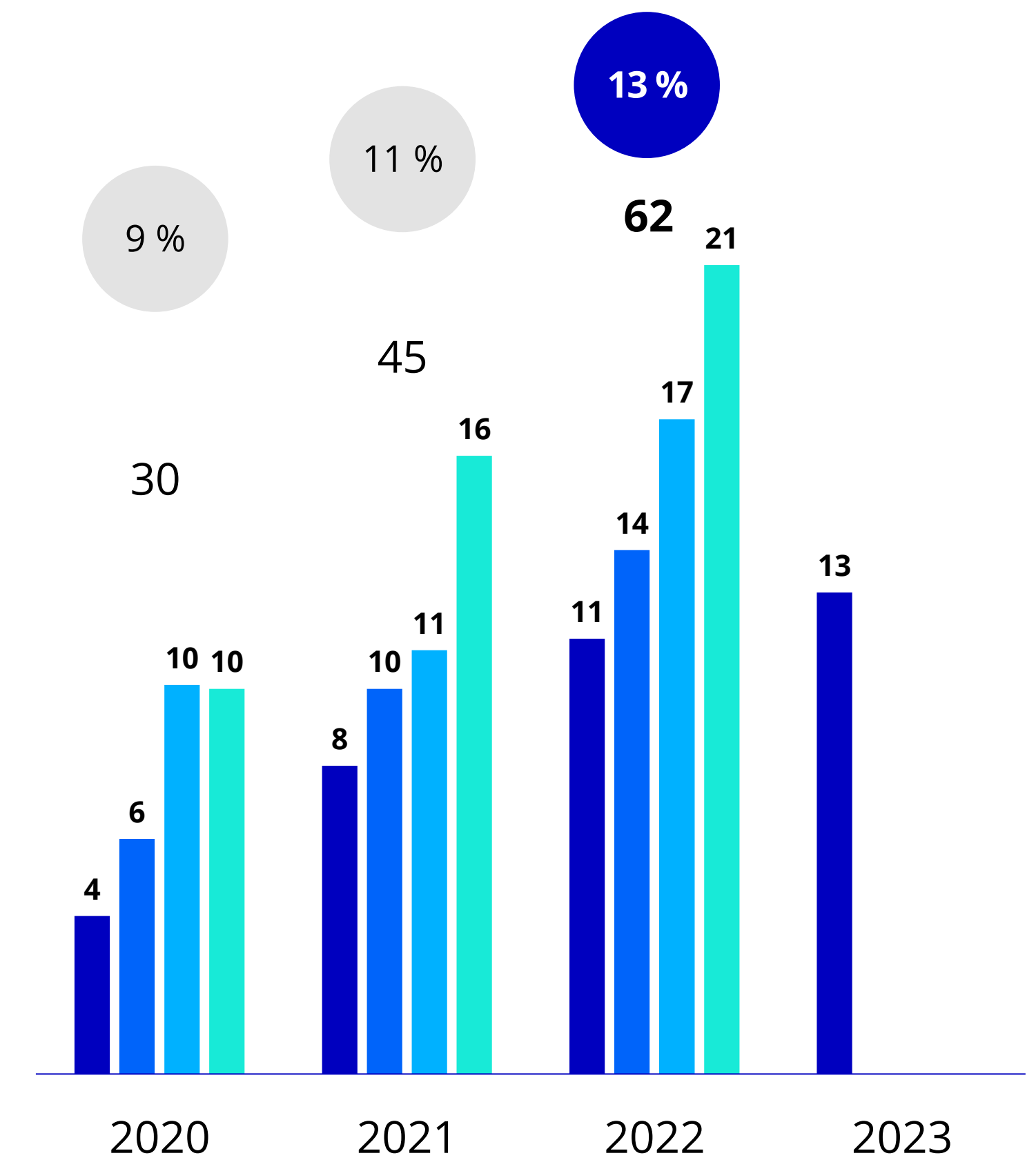
Revenue¹ in € m



Gross profit & margin¹ in € m



Adj. EBITDA & margin^{1,2} in € m



¹) Continuing operations according to IFRS

²) EBITDA before effects that are extraordinary or relate to other periods

³) CAGR: Compound Annual Growth Rate



Performance & stability of Allgeier are underlined by key figures

91 %

Revenue from existing clients¹

Stable & loyal customer base

121,155 €

Revenue per capita

13,7 yrs

Relationship length top 20 clients (avg)

+17 %

Revenue growth top 20 clients
(CAGR 2015-2022)

2,452¹

Customers (total)



>1m €

2019 2020 2021 2022

Customers with revenues >1m €

60 %

Proportion of academics



3,329

2019 2020 2021 2022

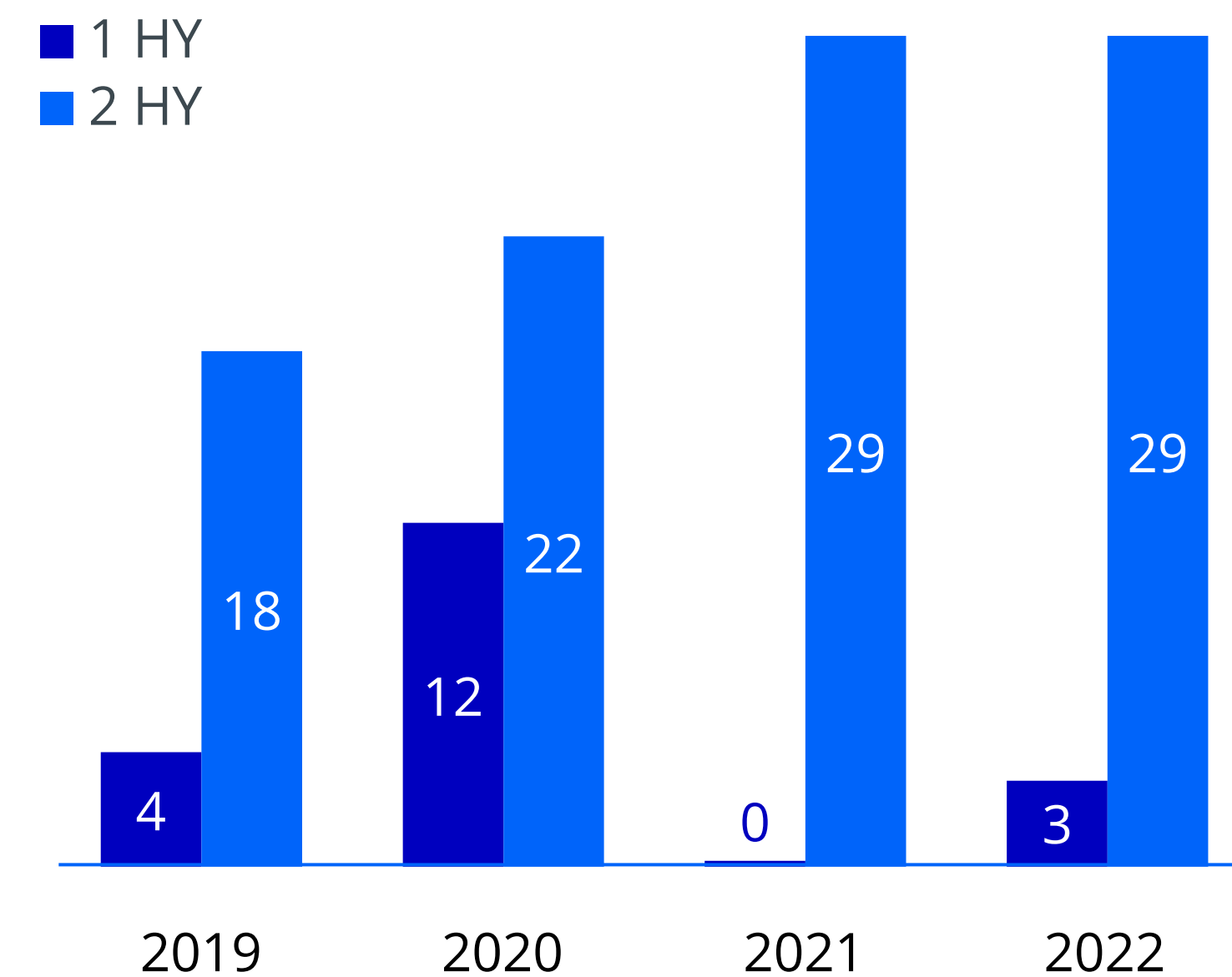
No. of employees

¹) Revenue FY 2022 from existing customers with revenues of at least 1k EUR p.a.

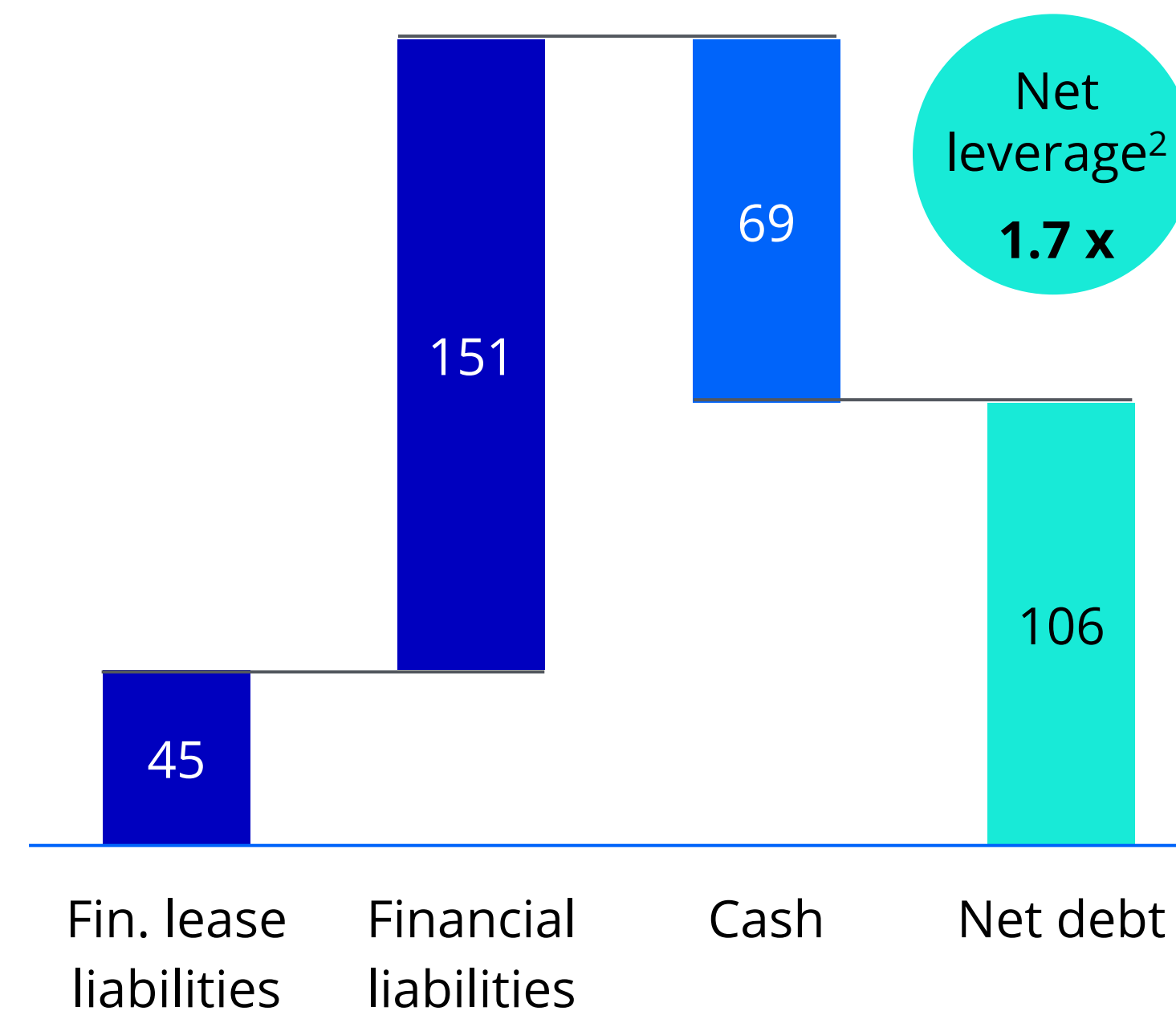


Balance sheet ratios offer leeway for further M&A

Operating Cashflow development in € m¹



Net debt in € m¹



€ 200 m

Revolving credit facility
by a bank consortium

+

€ 60 m

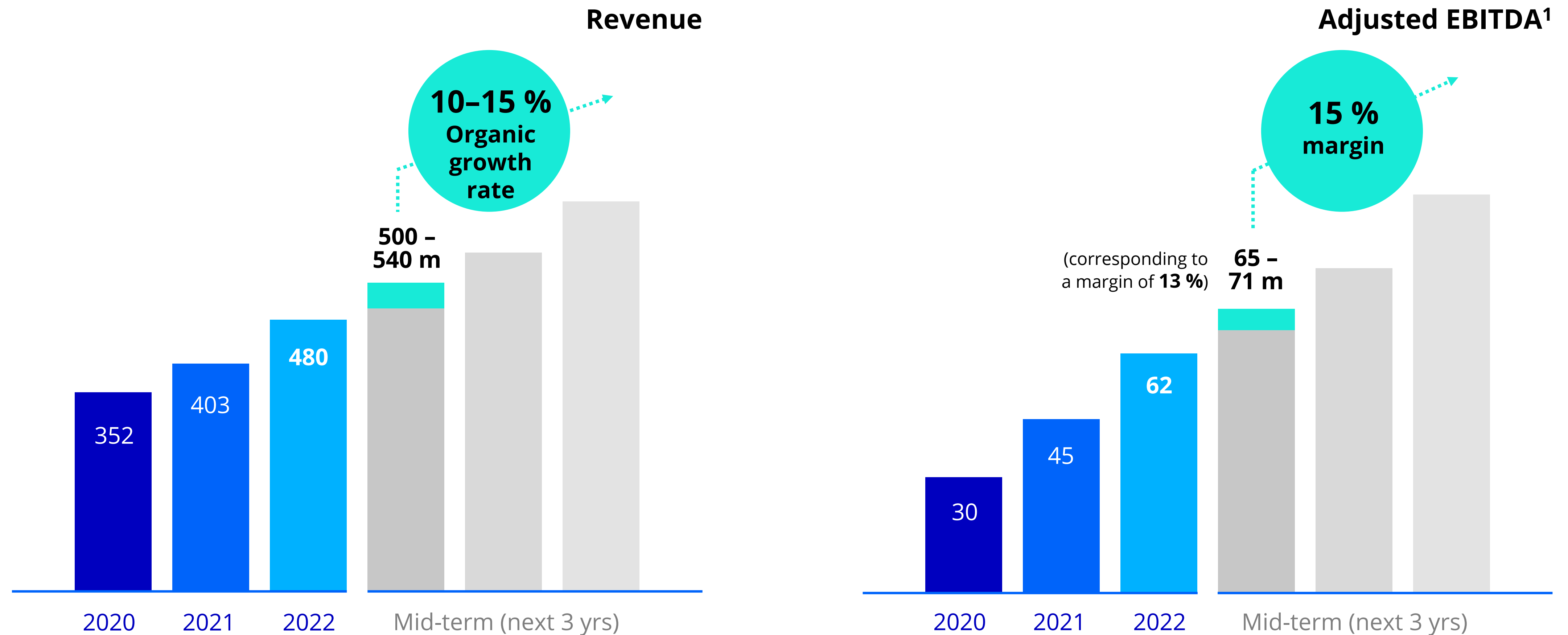
Promissory note loan
(Schuldschein)
by a bank consortium
with a term of 5 & 7 yrs

¹) Continuing operations according to IFRS

²) Net debt-to-Pro-forma Adjusted EBITDA (LTM) ratio according to revolving credit facility



Guidance for the 2023 financial year and mid-term forecast: Further revenue growth & margin expansion



¹) EBITDA before effects that are extraordinary or relate to other periods



5 Value creation highlights





Allgeier is creating sustainable shareholder value at the core of digitalization

1. **Digitalization** is disrupting any business

Digitalization drives our business. We address the need of our customers for change-the-business projects.

3. **Smart & highly skilled people** are the basis of know-how in a fast-developing business environment

We are a safe & exciting home to our people based on modern & open cultures in the various Allgeier companies.

2. **State-of-the-art software solutions** are a key competitive differentiator

We deliver high value-add through software solutions like open-source software, cyber security, cloud transformation & e-government.

4. **M&A** creates outstanding development opportunities in a fragmented market environment

We are attracting companies & entrepreneurial people to join us.

Thank
you

Postal address

Allgeier SE
Einsteinstrasse 172 – Blue Tower
D-81677 Munich
Phone: +49 89 998421-0

Contact

Dr. Marcus Goedsche
ir@allgeier.com

Web

www.allgeier.com/en/investor-relations

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