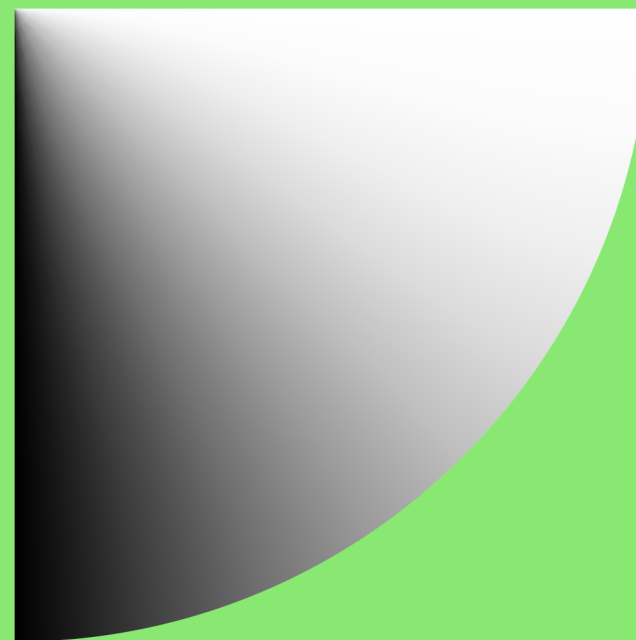




RESULTS H1/2020

Media- and Investor Presentation
23.07.2020



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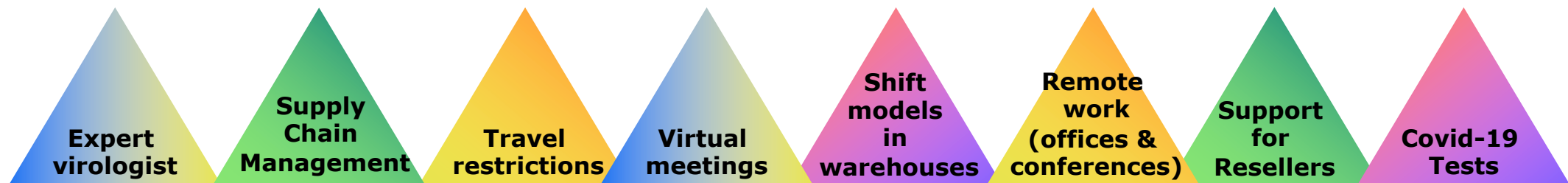
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MARKET CHALLENGES DURING CORONA



Flat hierarchies – responsive analytics
Robust, platform-based business models – diversified ecosystem

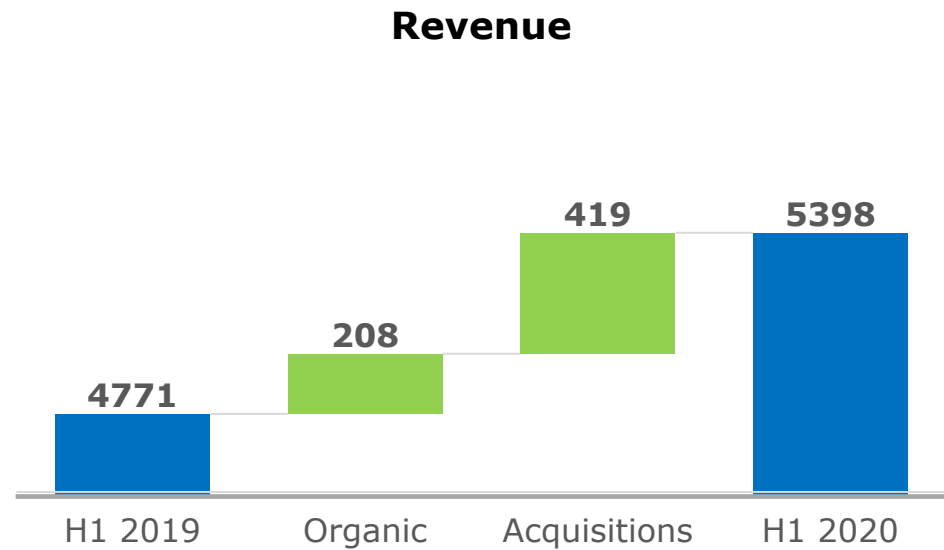


RESULTS H1 2020 (IN MIO EURO)

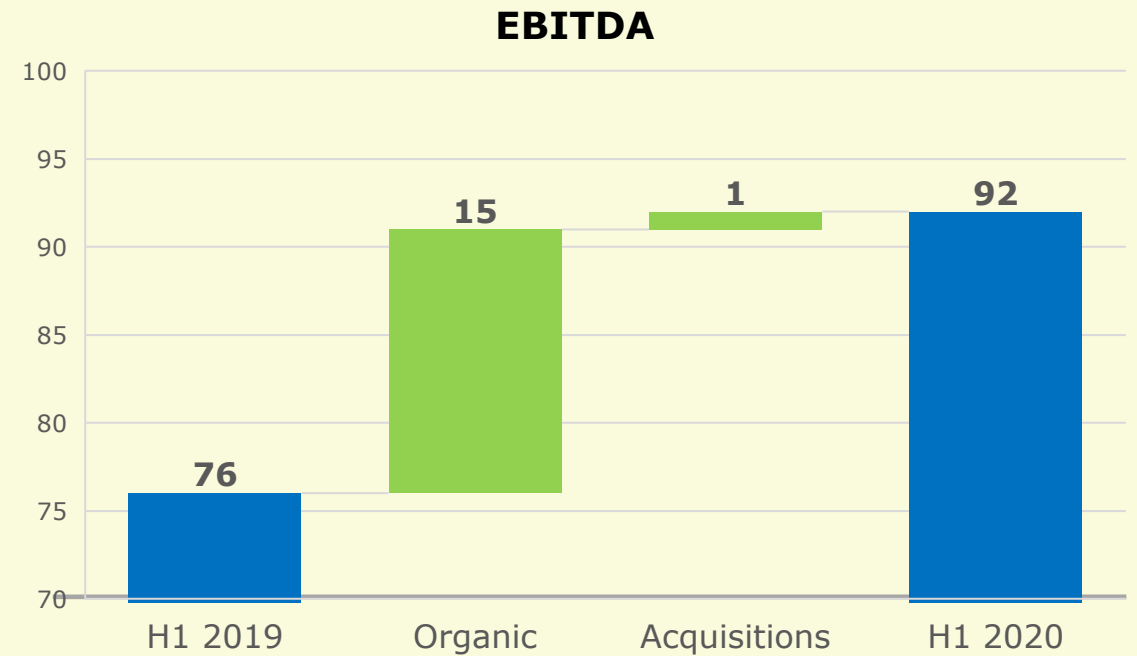
	H1 2020	H1 2019	CHANGE (in %)
Net Sales	5 397.6	4 770.8	+13.1
Supply	4 293.7	3 723.0	+15.3
Solutions	867.2	847.9	+2.3
Service	236.7	199.9	+18.4
EBITDA	92.4	76.3	+21.1
Net Profit Group	44.8	34.0	+31.9
Cash	359.4	185.5	+87.6
Net financial debt*	-0.5	219.8	-100.0

*without effect due to IFRS 16 leases

CHANGES REVENUE

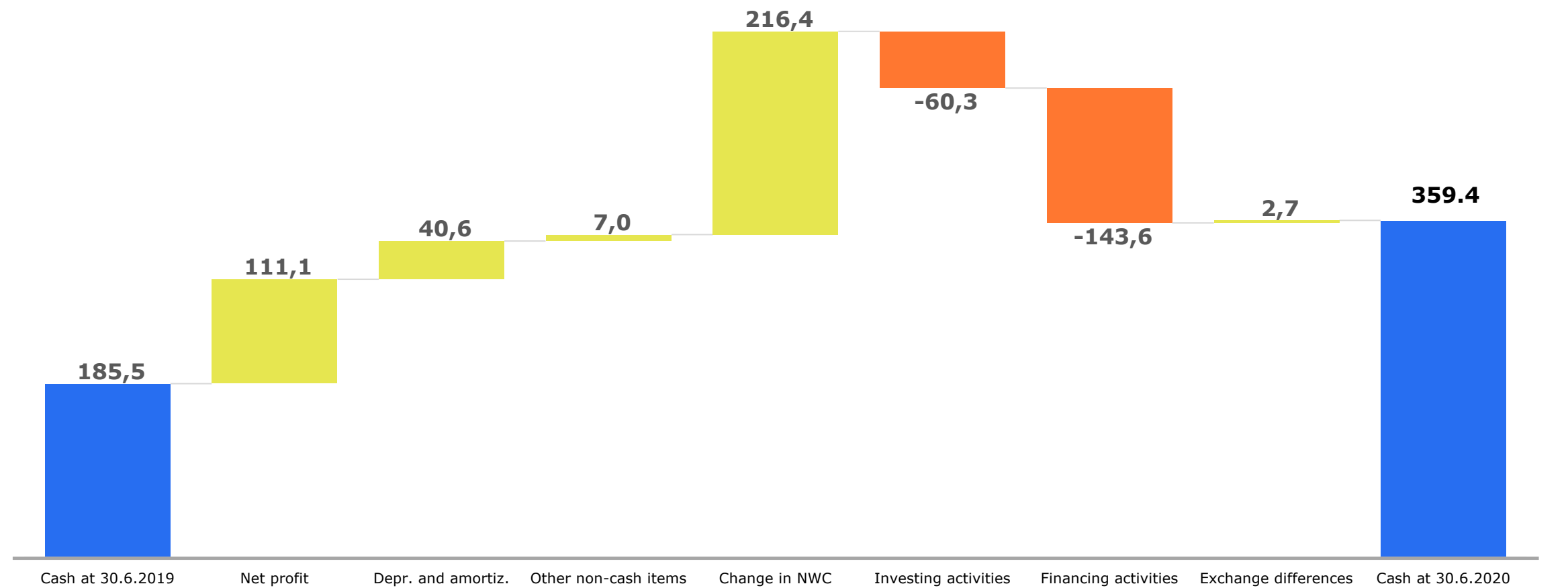


CHANGES EBITDA



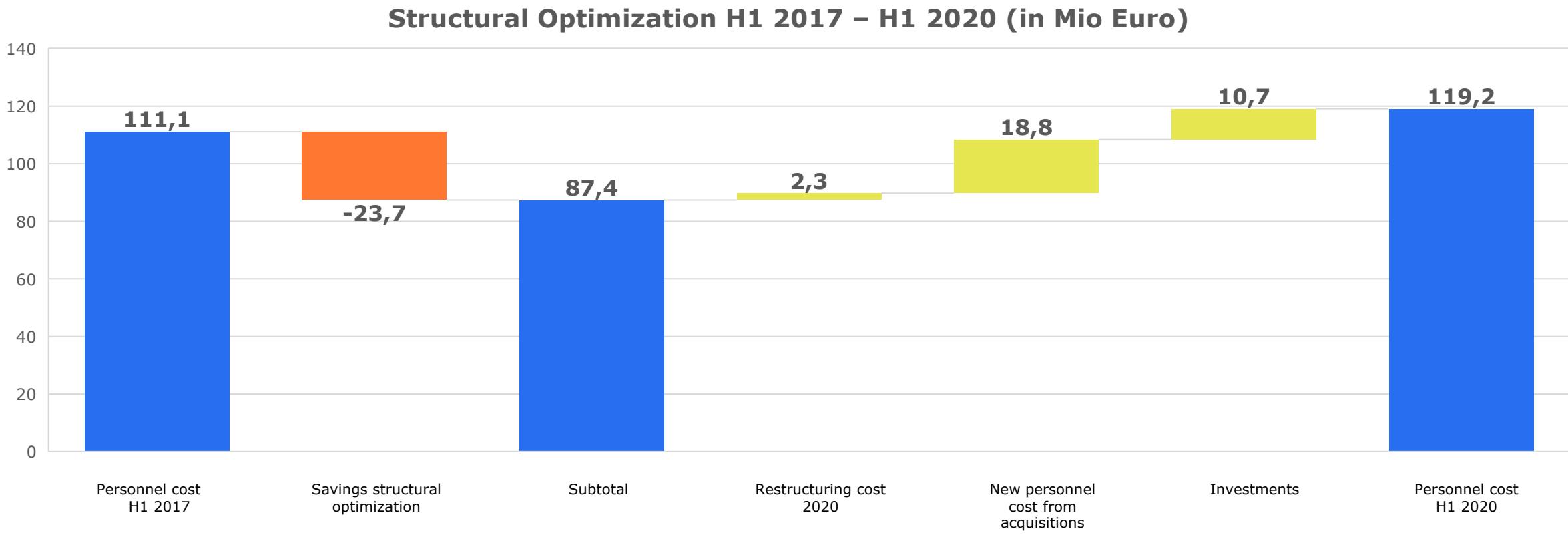
in Mio. EURO

CAPITAL OPTIMIZATION: CHANGES CASH* 06/2020 AGAINST 06/2019



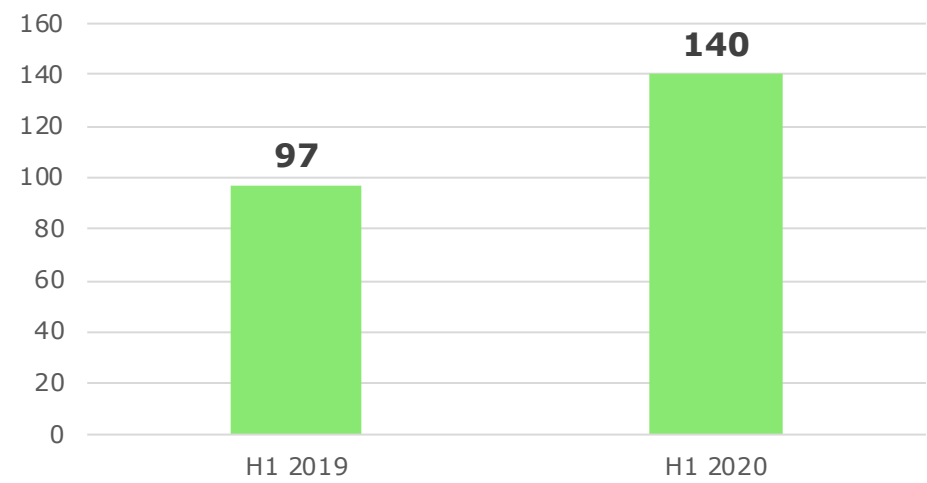
* in Mio. EURO based on Cashflow Statements

STRUCTURAL OPTIMIZATION

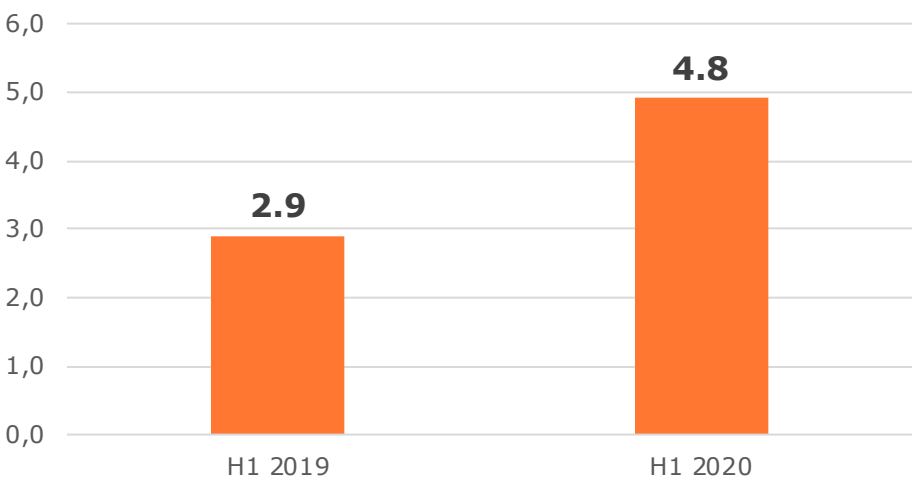


DEVELOPMENT OF THE ACMP

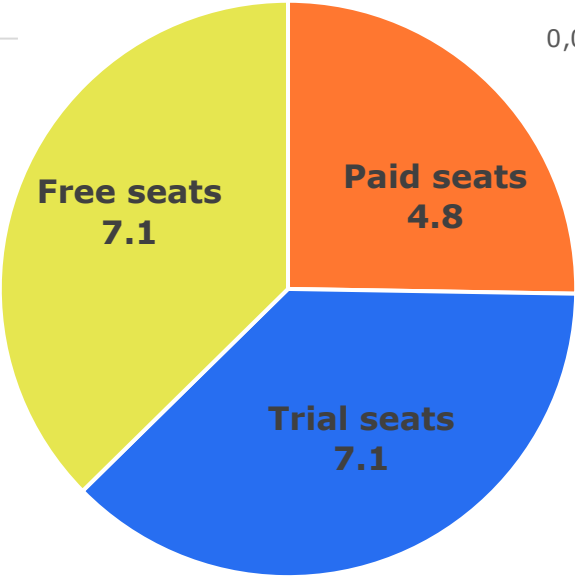
Revenue in million euros



Paid seats in million



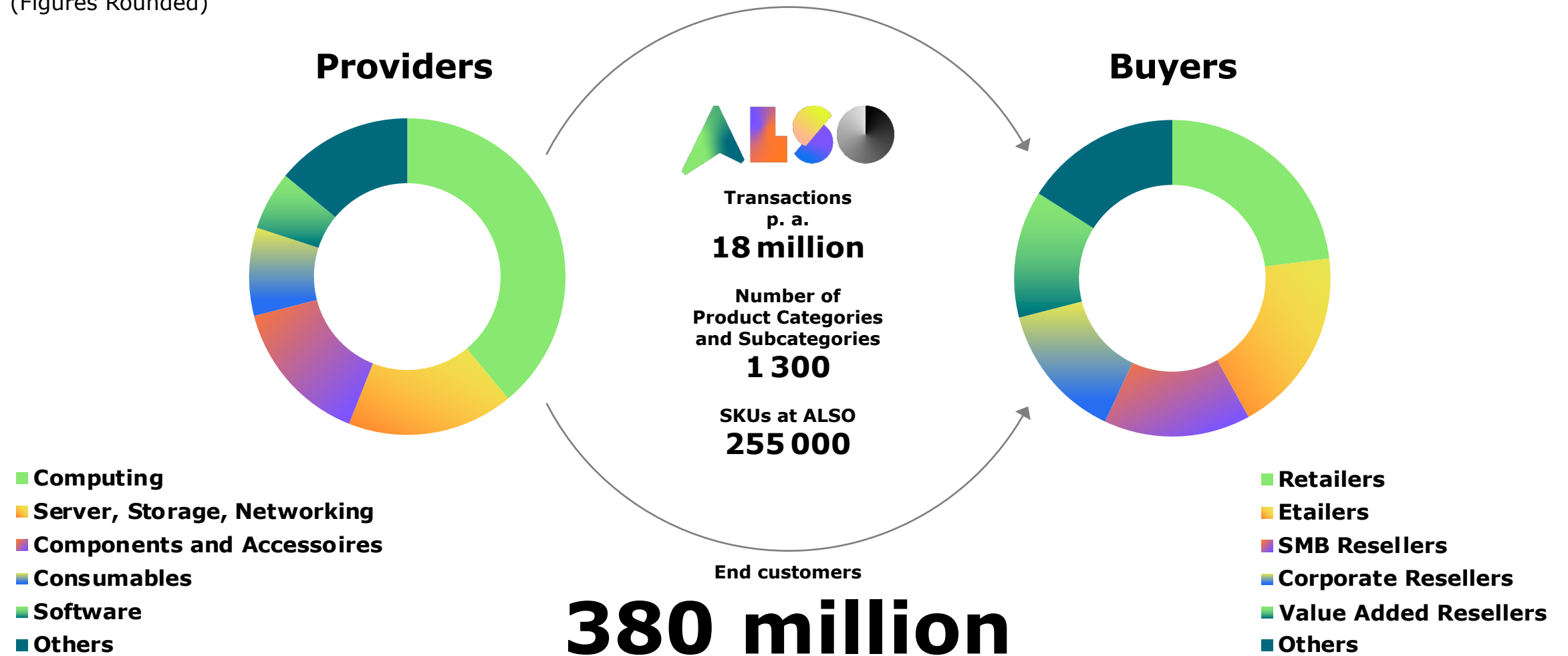
Managed seats



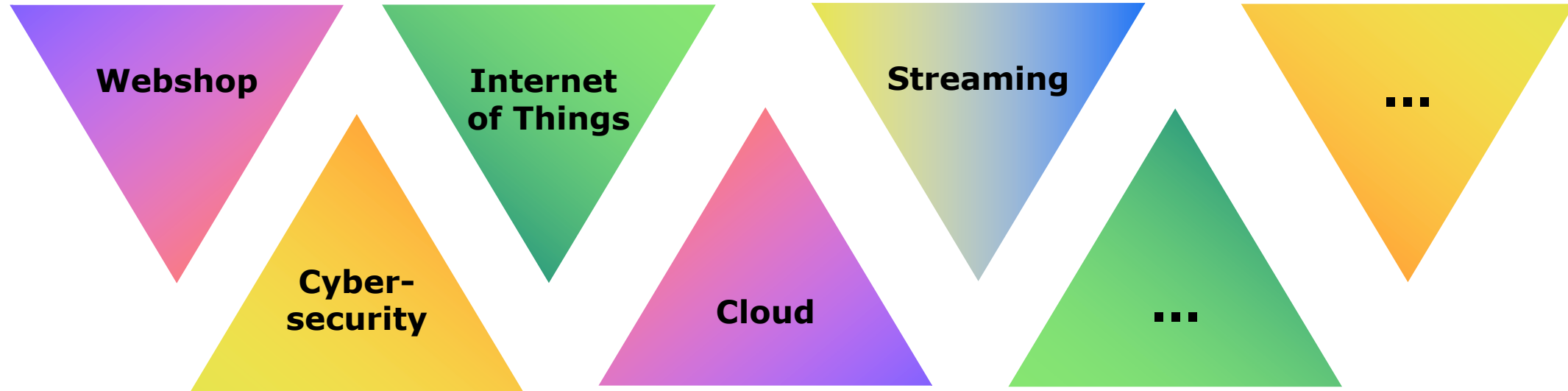
19 million

THE ALSO ECO SYSTEM

(Figures Rounded)

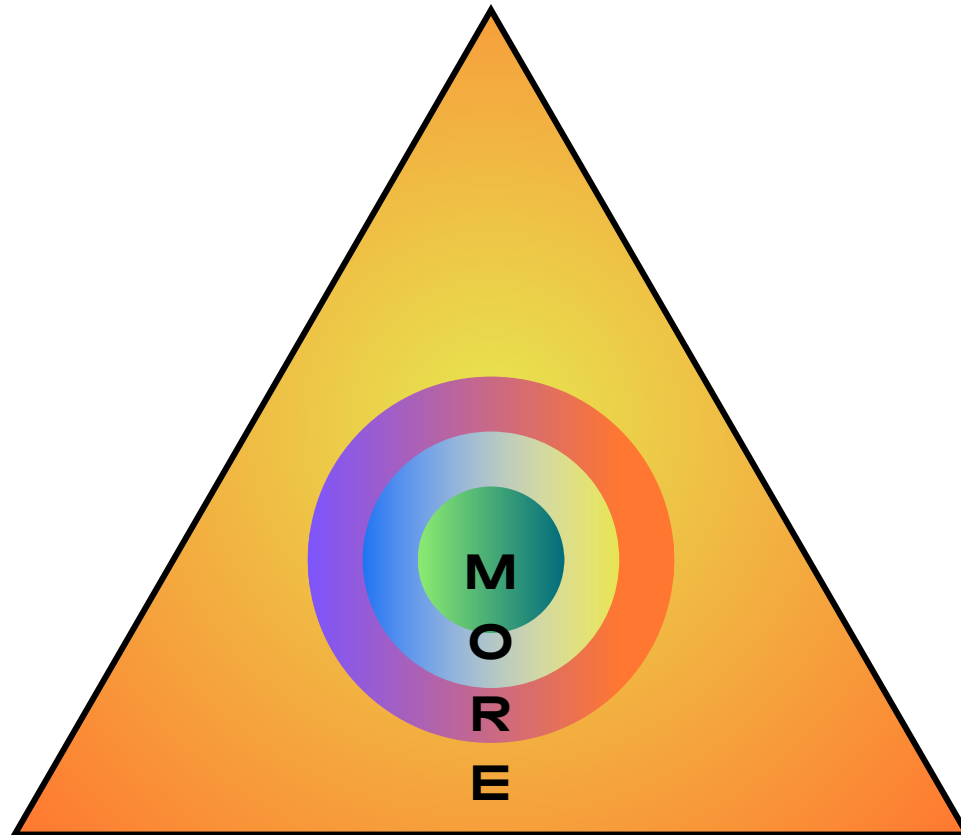


GROWTH DRIVER DIGITAL PLATFORMS



- ▶ High scalability
- ▶ Great technological expansion potential

ALSO'S STRATEGIC DEVELOPMENT



MAINTAIN

- Ecosystem
- Organization
- Culture

OPTIMIZE

- Solutions
- Service / Digital Platforms
- Market share

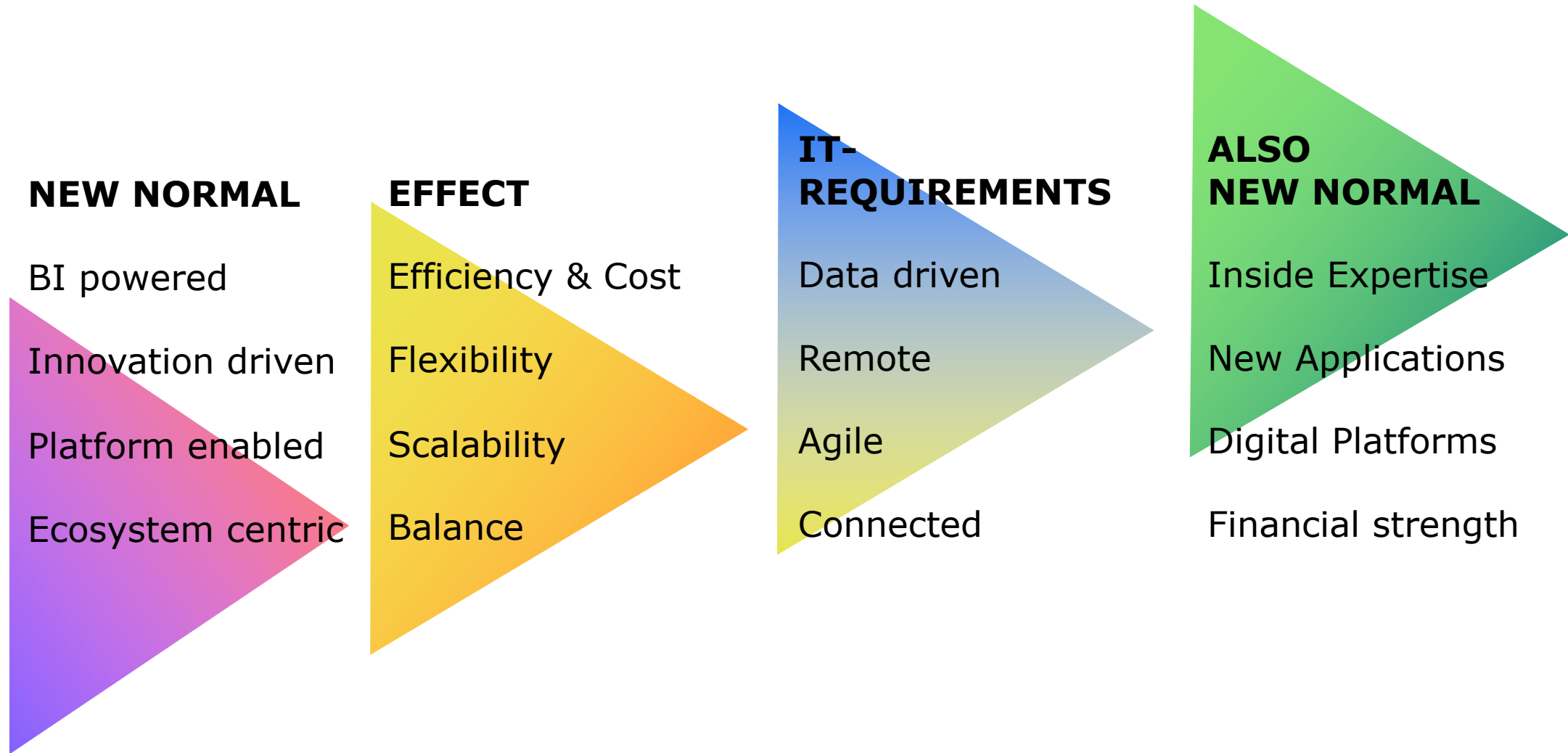
REINVENT

- Digital platforms
- Virtual business
- Verticals

ENHANCE

- Ecosystem
- Digital Platforms
- Vertical Expertise

ON THE WAY TO THE NEW NORMAL



TARGETS 2020+

Target 2020:

EBITDA
210–220 Mio
EURO

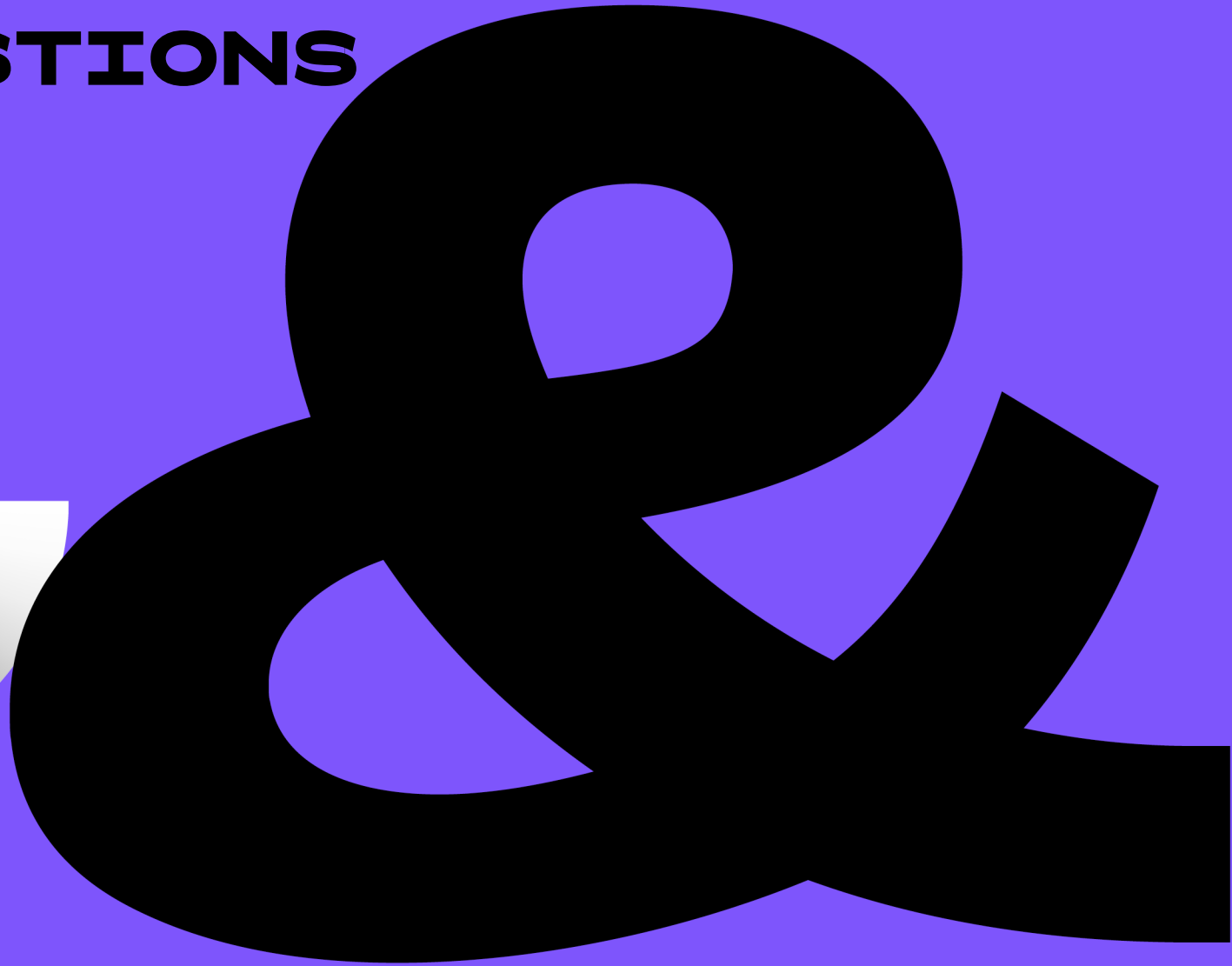
ROCE
13–15%

Target Midterm:

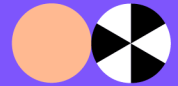
EBITDA
250–310 Mio
EURO

ROCE
13–15%

QUESTIONS



Answers





THANK YOU

