

MAY 2016

LEADING CLOUD TRANSFORMATION PARTNER

MR. THOMAS STARK / CFO

CANCOM

PLAN.
BUILD.
PERFORM.

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CANCOM GROUP

- Founded in 1992, one of the largest IT full service providers, headquartered in Munich
- Revenues FY'15: € 932.8 million
EBITDA FY'15: € 63.1 million
Employees: ~2,700 worldwide
- German TecDAX listed
Market Cap: ~ € 730 million



CANCOM SHARE

5-years performance share price and market cap



Share Data

ISIN: DE0005419105

Market Cap
(10 May 2016)

€ 730 million

Ø trading volume

€ 5.8 million per day
(~130,000 stocks)

Index

TecDAX
HDAX

Shareholders

Allianz Global Investors*	~10.0 %
Universal Investment*	~3.0 %
FIL Limited/Fidelity*	~3.4 %
Ameriprise/Threadneedle AM*	~3.7 %
Klaus Weinmann	0.6 %

Analysts' Coverage

Commerzbank	Votum: Hold
Hauck & Aufhäuser	Votum: Buy
Warburg Research	Votum: Buy
Bankhaus Lampe	Votum: Buy
Baader Bank	Votum: Hold
Bankhaus Metzler	Votum: Buy

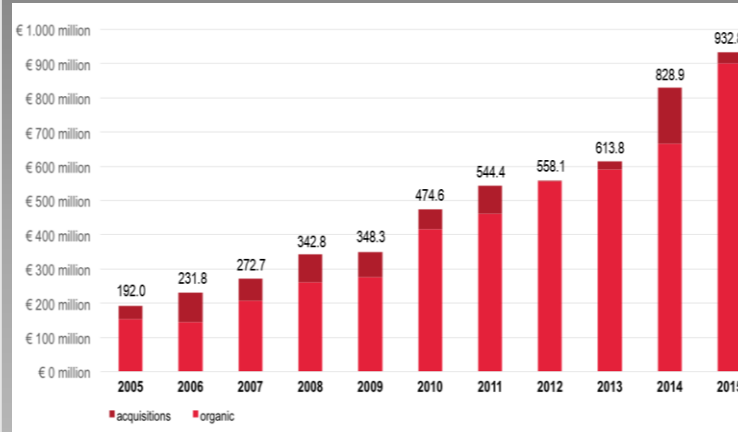
*according to the most recent voting rights disclosure received

Headquarter Munich



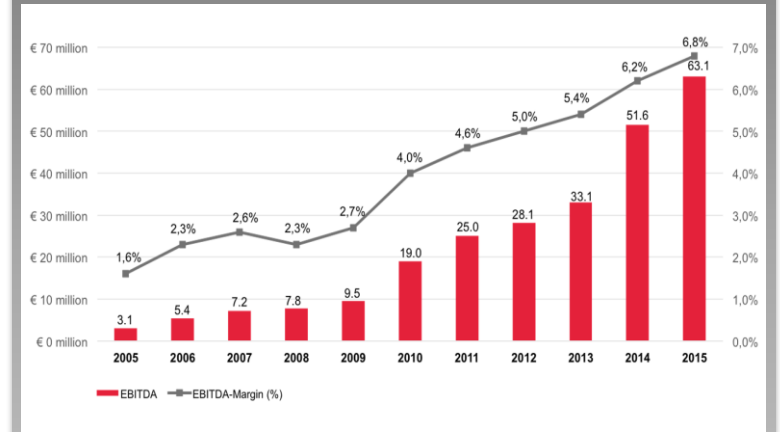
More than 30 locations
Germany, Austria, USA ...

Group Revenues



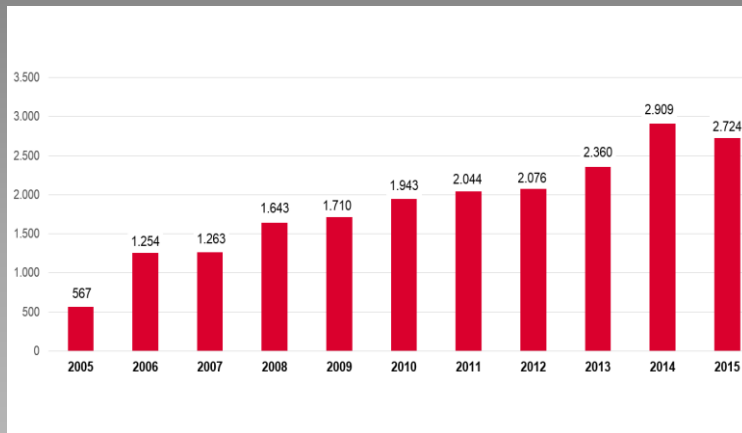
CAGR 17%
2005 – 2015

Group EBITDA



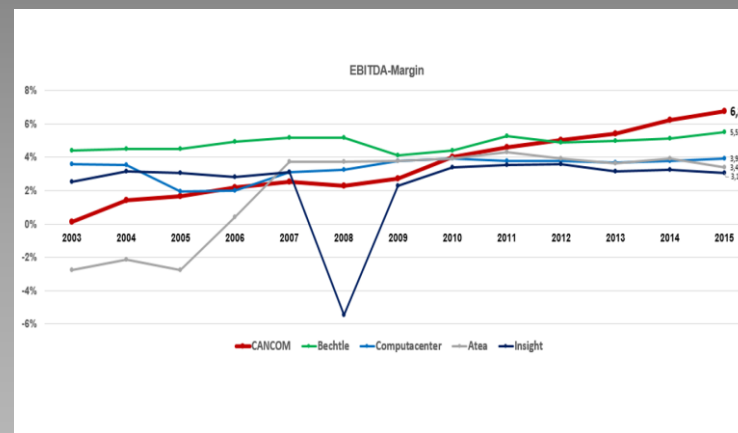
CAGR 35%
2005 – 2015

Number of Employees



Professional Services: 1,888
Sales: 471 / Administration: 365

High Profitability



EBITDA margin shows CANCOM's
high profitability

Listed in German TecDax



5 -years performance
Market Cap: ~ € 730 million

RECENT AWARDS



Experton Group

- Cloud Leader Germany
- Mobile Enterprise Leader Germany
- Digital Workspace Leader Germany



Canalys

- Cloud Managed Services Partner of the year (EMEA Channels Forum)



Cisco

- Security Partner of the year in Germany and Central Europe

BUSINESS MODELL

Trading



1990s

Services



2000s

Cloud Computing



2010s

IT MARKET GERMANY

RANKING

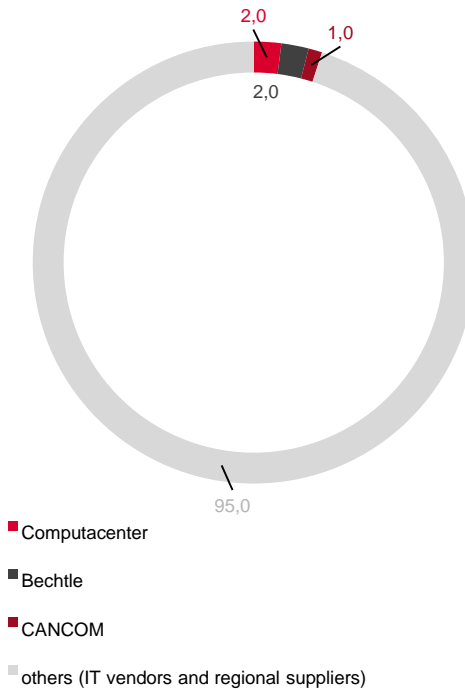
Source: Computerwoche, Nov 2015

Pos.	Company	revenues Germany 2015 (in € million)
1	Bechtle	1,957.6
2	Computacenter	1,628.1
3	CANCOM	845.2
4	Comparex	667.0*
5	Dimension Data	440.0*
6	Arvato Systems	337.0*
7	Accenture	320.0*
8	Fritz & Macziol	309.0*
9	SVA System Vertrieb Alexander	248.0*
10	Infosys	229.0*

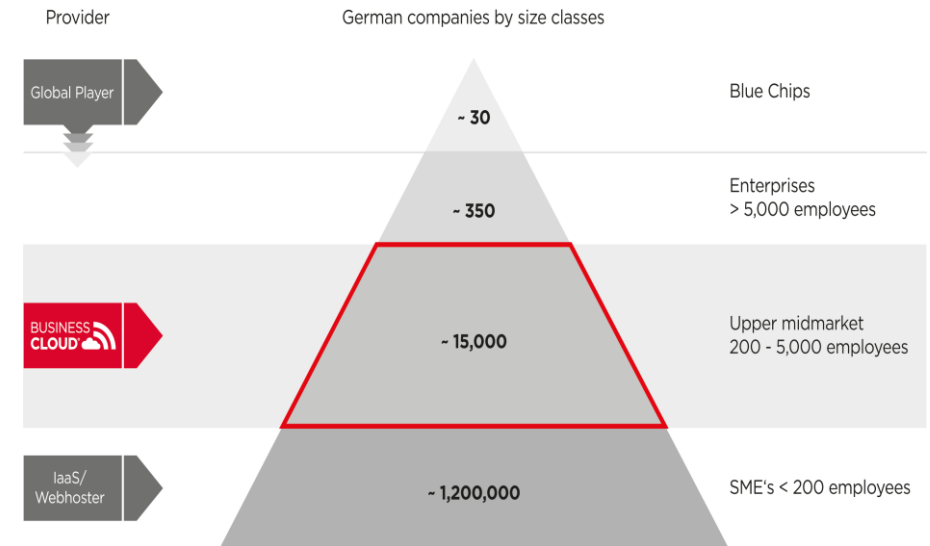
* FY 2014

MARKETSHARE

% / size of the German market 2015: € 81.1 billion (Bitkom)



TARGET CUSTOMERS



Source: Bureau van Dijk, 2014

BUSINESS SEGMENTS

IT SOLUTIONS

FY 2015 (ΔFY'14)

Revenues	€ 801.0 million (+11.0%)
EBITDA	€ 44.7 million (+9.8%)
EBITDA margin in %	5.6 % (+0.0%)
Depreciation	€ 9.3 million
Amortization	€ 5.6 million
No. of customers	> 20,000

SYSTEM INTEGRATION

IT infrastructure (hardware/software) solutions and services

e.g. mobility, security, network, collaboration projects

CLOUD SOLUTIONS

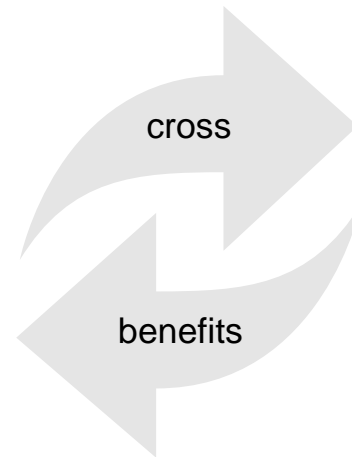
FY 2015 (ΔFY'14)

Revenues	€ 131.8 million (+22.7%)
EBITDA	€ 29.2 million (+44.8%)
EBITDA margin in %	22.1 % (+3.4%)
Depreciation	€ 2.8 million
Amortization	€ 3.8 million
No. of customers	~ 600

CLOUD TRANSFORMATION

Cloud Infrastructure, software and services

Cloud und shared managed services



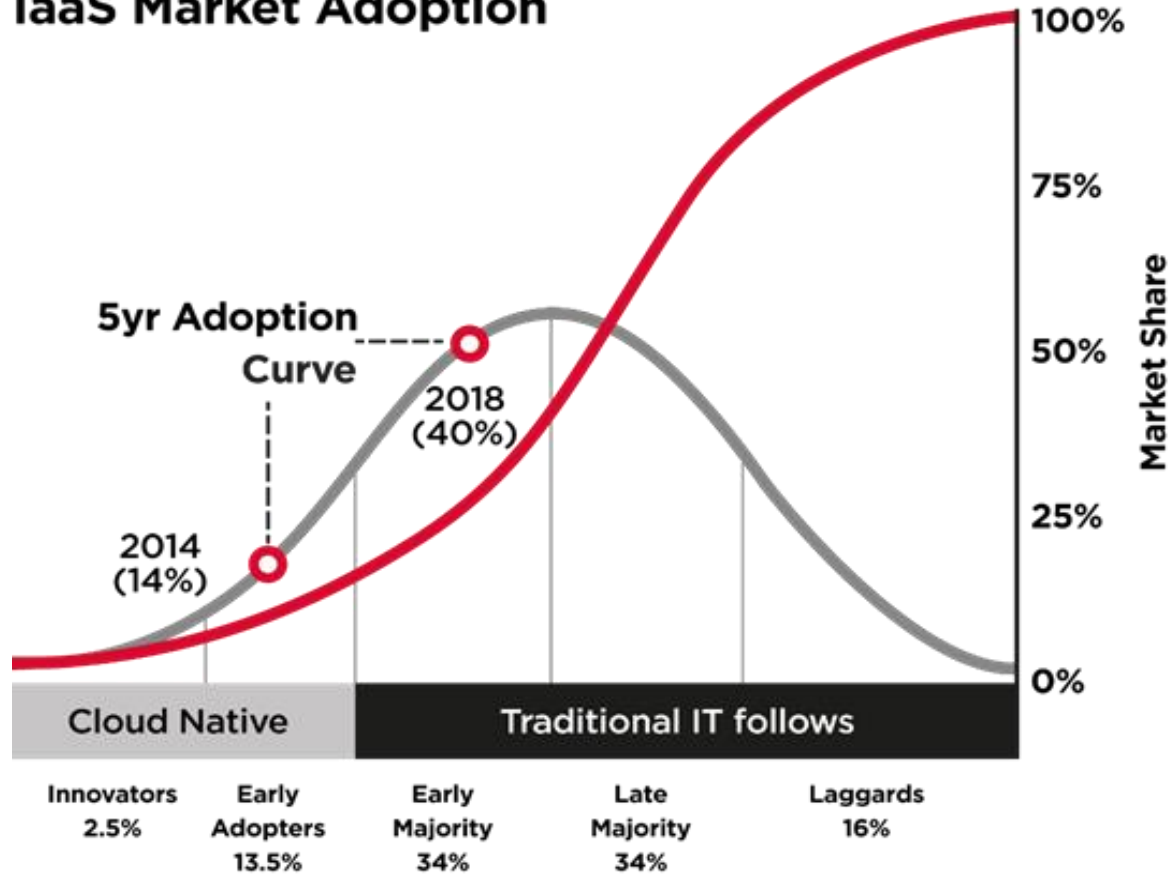


TOP TRENDS IN THE ERA OF DIGITALIZATION

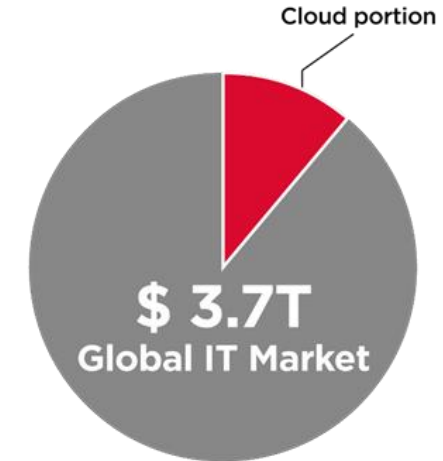
- **Cloud**
- **Analytics**
- **Mobility**
- **Security**

CLOUD MARKET GLOBAL

IaaS Market Adoption



Global IT Market Opportunity



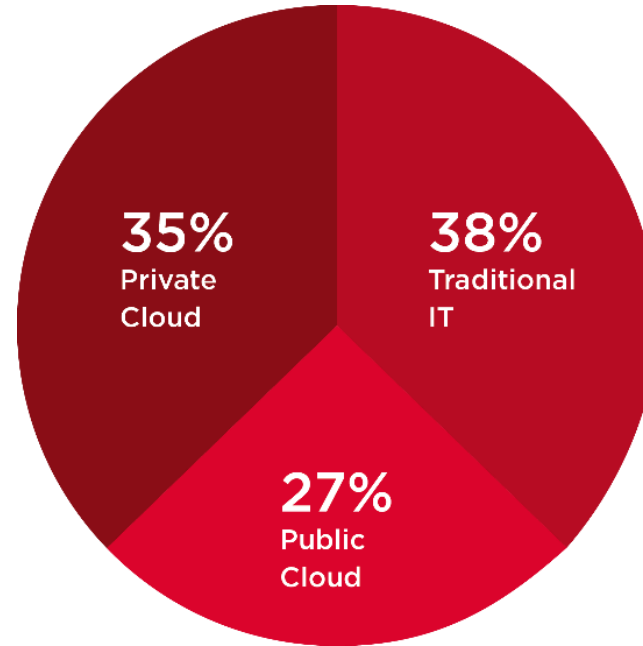
Source: HPE / IDC

HYBRID CLOUD DEVELOPMENT

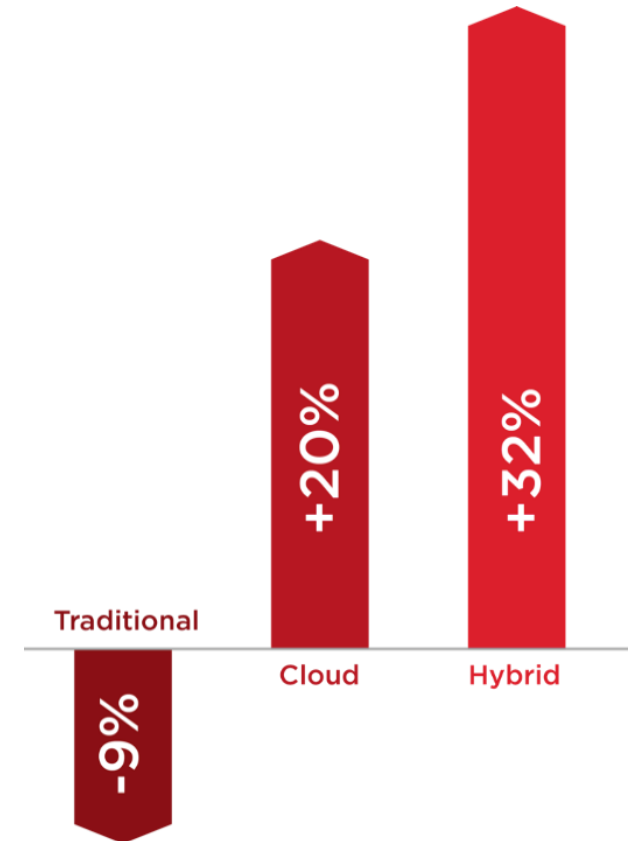
More than

80%

of Enterprise IT Organizations will commit to Hybrid Cloud Architectures by 2017

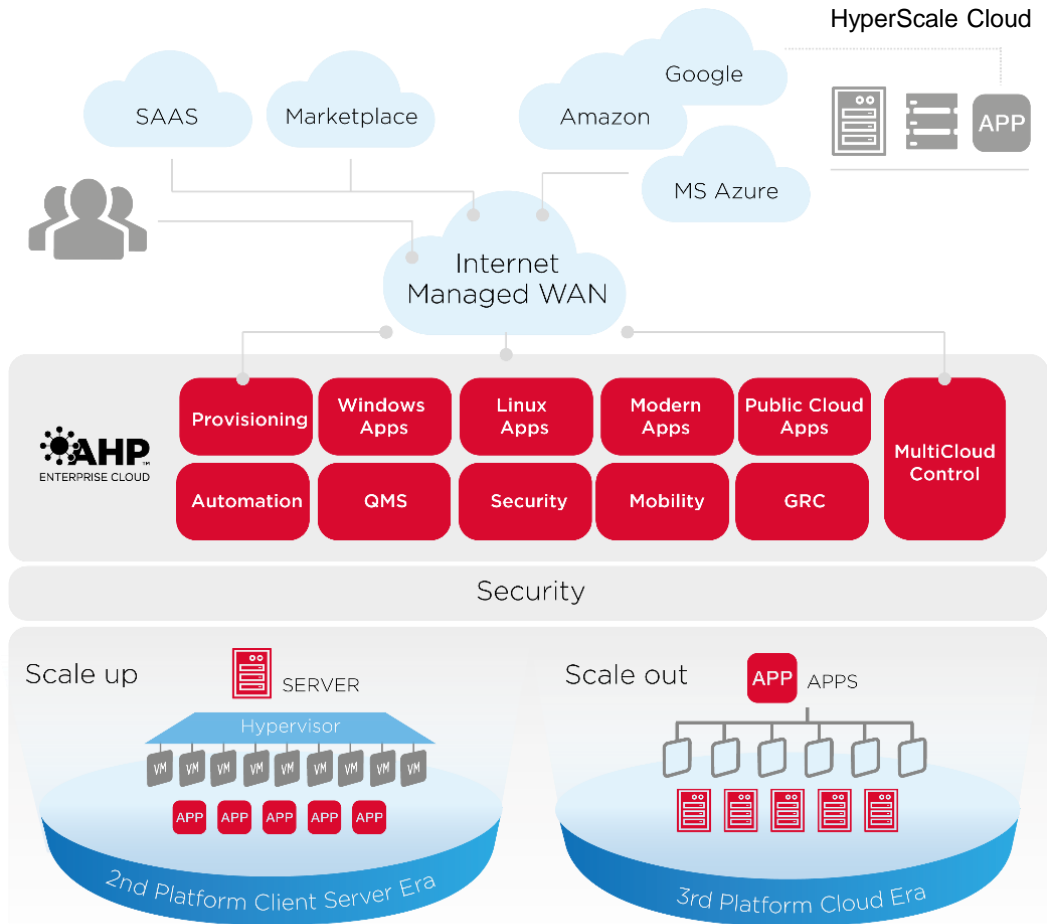


2017-2018 expected blend of infrastructure among hybrid implementers.



Source: IBM WPC 2016

HYBRID MULTI CLOUD PLATFORM

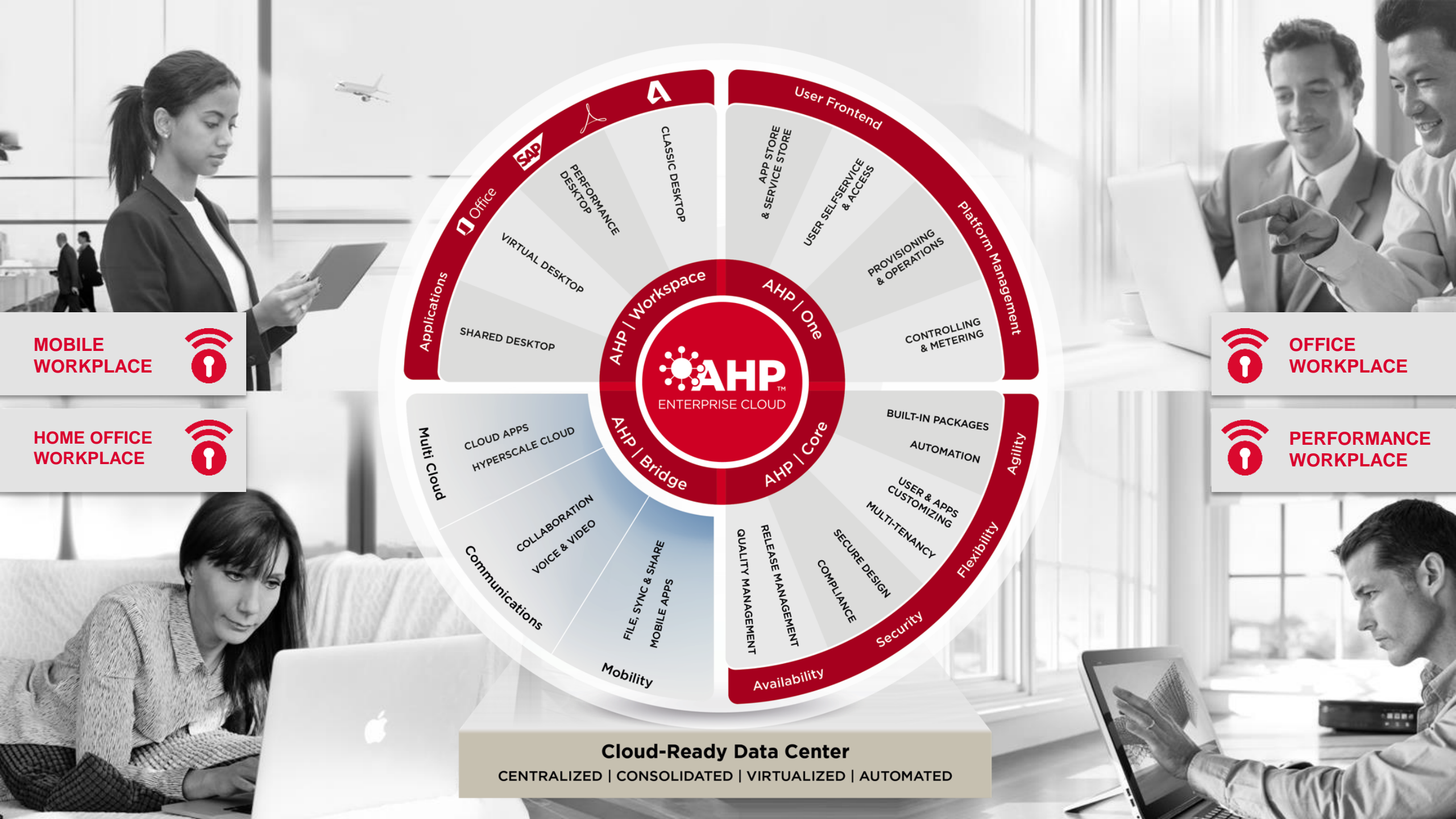


Consolidation – Standardisation – Virtualisation - Automation

Digital Smart Solution

Middleware Presentation Layer

Datacenter Backend



MOBILE
WORKPLACE



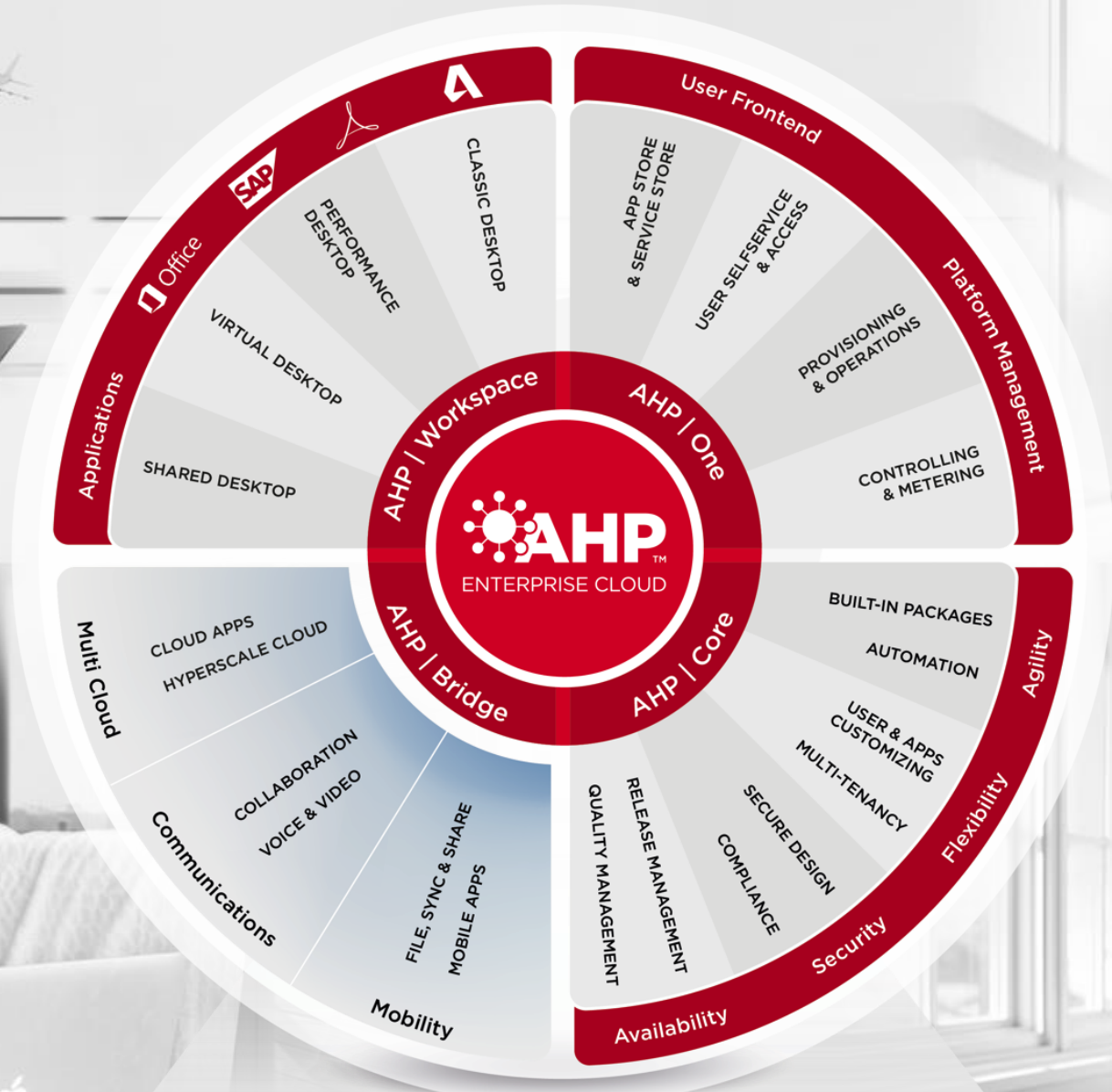
HOME OFFICE
WORKPLACE



OFFICE
WORKPLACE



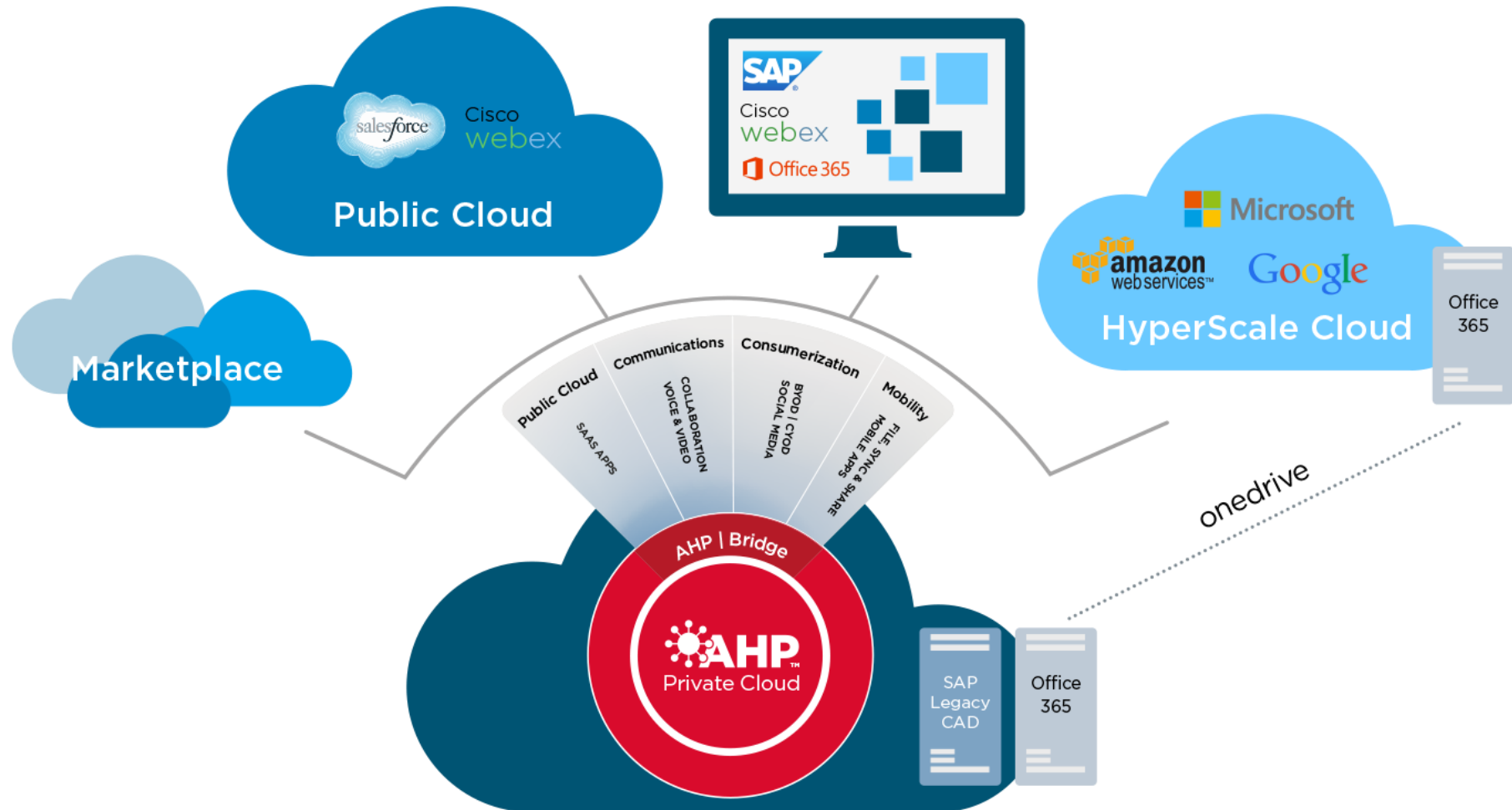
PERFORMANCE
WORKPLACE



Cloud-Ready Data Center

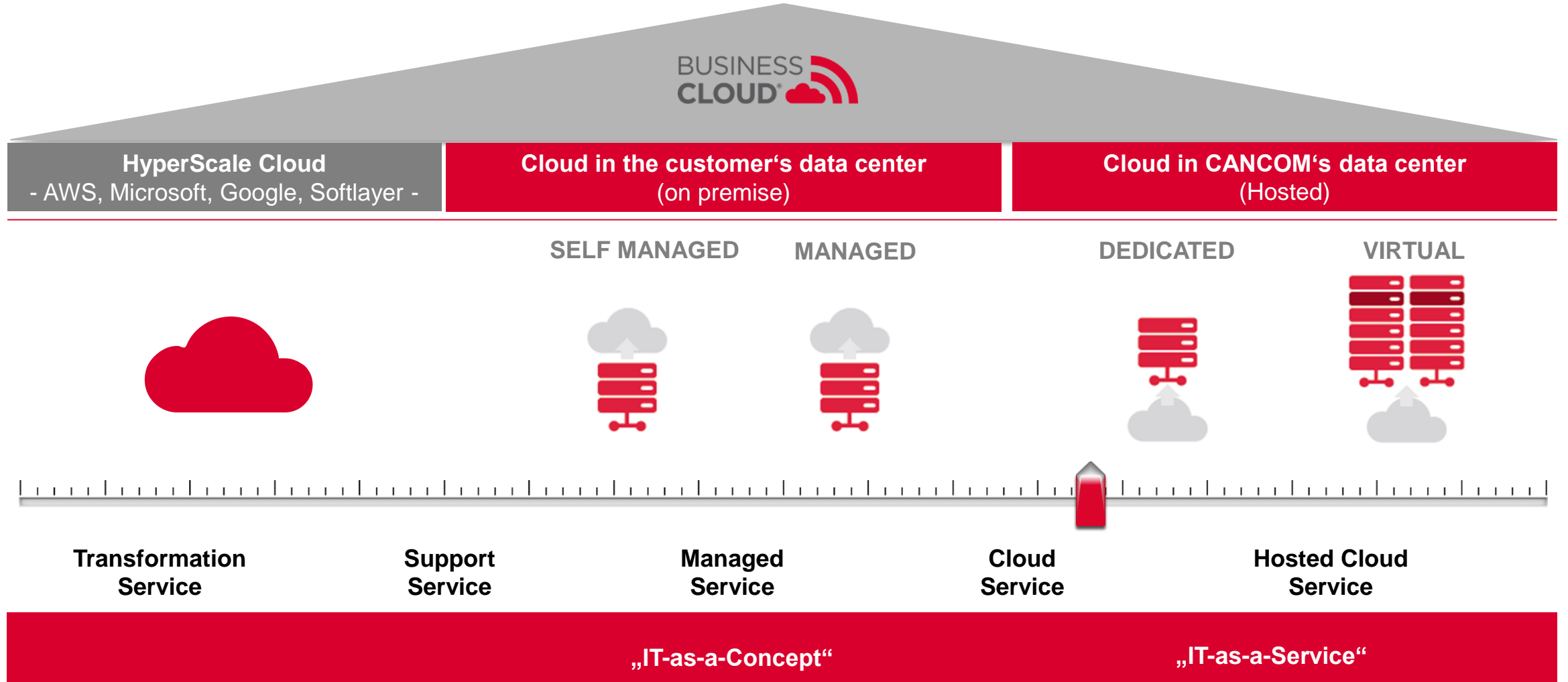
CENTRALIZED | CONSOLIDATED | VIRTUALIZED | AUTOMATED

AHP – CONTROL CENTER IN MULTI CLOUD ENVIRONMENTS



CANCOM BUSINESSCLOUD

Cloud and service delivery models



BUSINESSCLOUD CUSTOMERS



CLOUD LEADER 2015

Experton Group



>10 years of experience
 in cloud business

Cloud Vendor Benchmark 2015 – Germany Cloud Workplaces

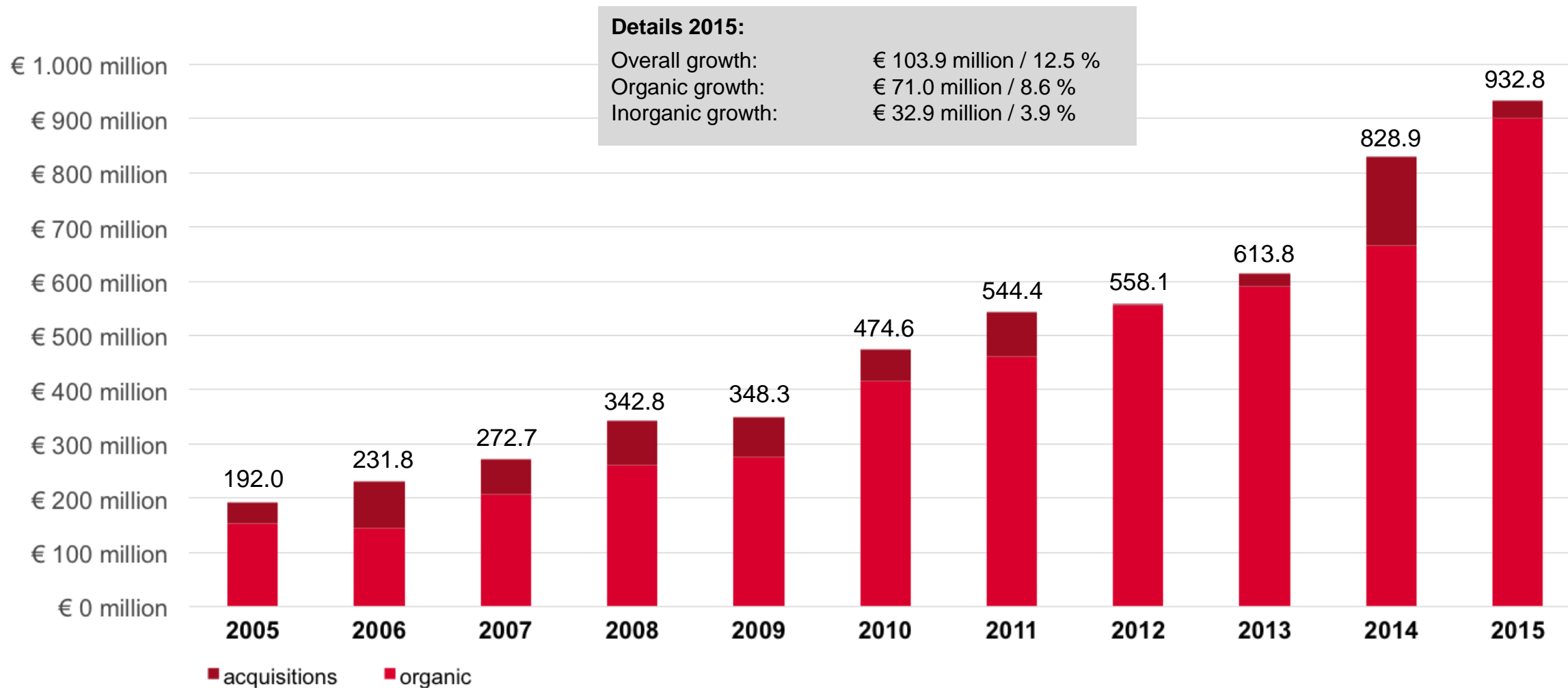




FINANCIALS

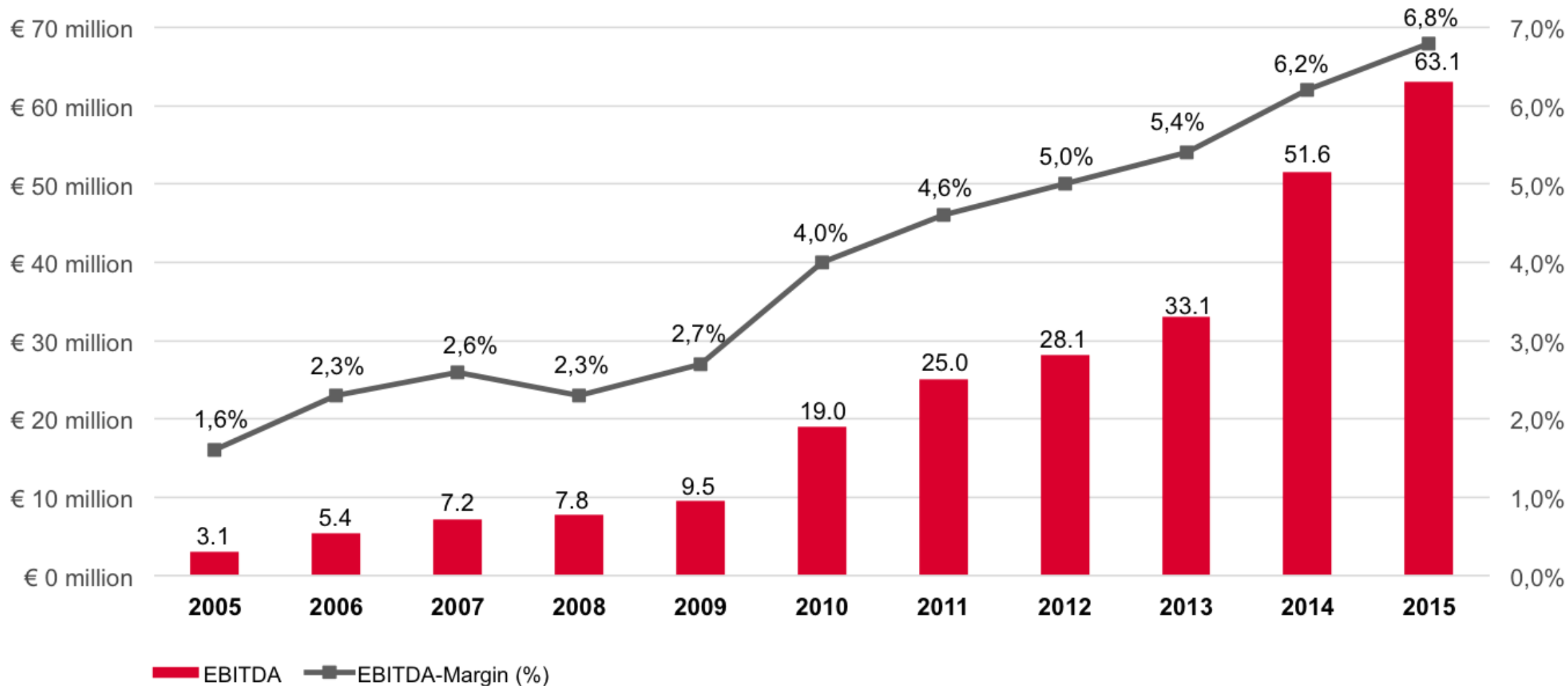
GROUP REVENUES

CAGR 2005-2015: 17 %

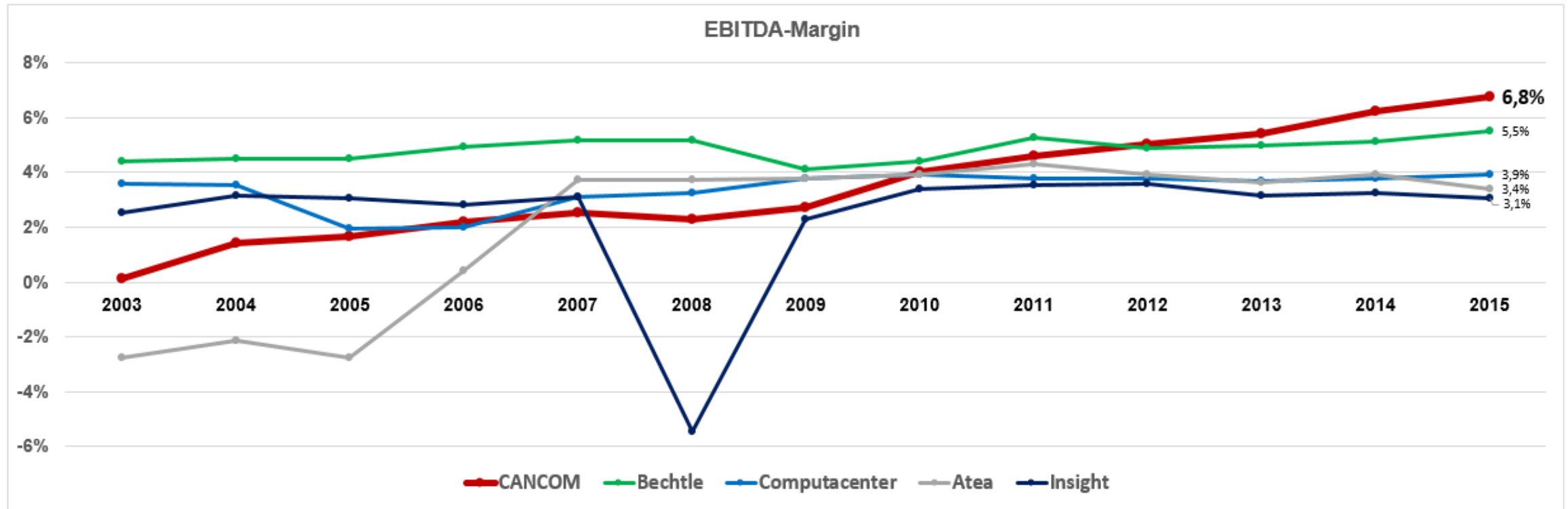


GROUP EBITDA

CAGR 2005-2015: 35 %



EBITDA margin shows CANCOM's high profitability



A photograph of a modern, multi-story office building at night, illuminated from within. The building has a grid-like facade of windows. The word "CANCOM" is visible in large, illuminated letters on the top edge of the building. The background shows a city skyline and a highway with light trails from traffic. The entire image has a red color overlay.

CANCOM

Thank you.

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