



Company Presentation
June 2016

Allgeier at a glance

Full-service approach and
comprehensive portfolio

Fast-growing technologies and
future trends

Performance



Allgeier SE is one of the leading IT companies for Business Performance: Allgeier combines the advantages of an international provider with the merits of medium-sized companies with a growth strategy oriented consistently to innovations and future trends, and an integrative business model.

Allgeier's comprehensive portfolio comprises three Business Groups

EXPERTS	SOFTWARE DEVELOPMENT / TECHNOLOGY	SOLUTIONS / BUSINESS SOFTWARE
<p>Contracting</p> <ul style="list-style-type: none"> Provision of IT experts as subcontractors Handling projects that are finalized by subcontractors <p>IT Projects and Managed Services</p> <ul style="list-style-type: none"> IT and Consulting Projects Managed Services Project Management <p>Personnel Leasing</p> <ul style="list-style-type: none"> Leasing of IT and commercial experts, specialists or managers <p>Recruiting</p> <ul style="list-style-type: none"> Provision of highly-skilled IT experts for middle and top management 	<p>High End-Software & Application Engineering</p> <ul style="list-style-type: none"> Nearshore / Offshore Development Implementation Management Testing <p>Software lifecycle projects</p> <p>Application Management Services</p> <ul style="list-style-type: none"> Outtasking Nearshore / Offshore Delivery IT Service Management <p>Process & IT Consulting</p> <ul style="list-style-type: none"> IT Architectures E-Commerce & Portals Mobile Enterprise Big Data / Business Intelligence Apps 	<p>Software Solutions</p> <ul style="list-style-type: none"> Standard Software Solutions <ul style="list-style-type: none"> Microsoft, SAP, IBM, Oracle etc. Proprietary Software Solutions <ul style="list-style-type: none"> ERP, IT-Security, ECM / DMS, BPM, Medical IT <p>Business Solutions</p> <ul style="list-style-type: none"> Cloud Solutions Security & Compliance Solutions Collaboration Solutions Mobile Computing Solutions Business Process Management

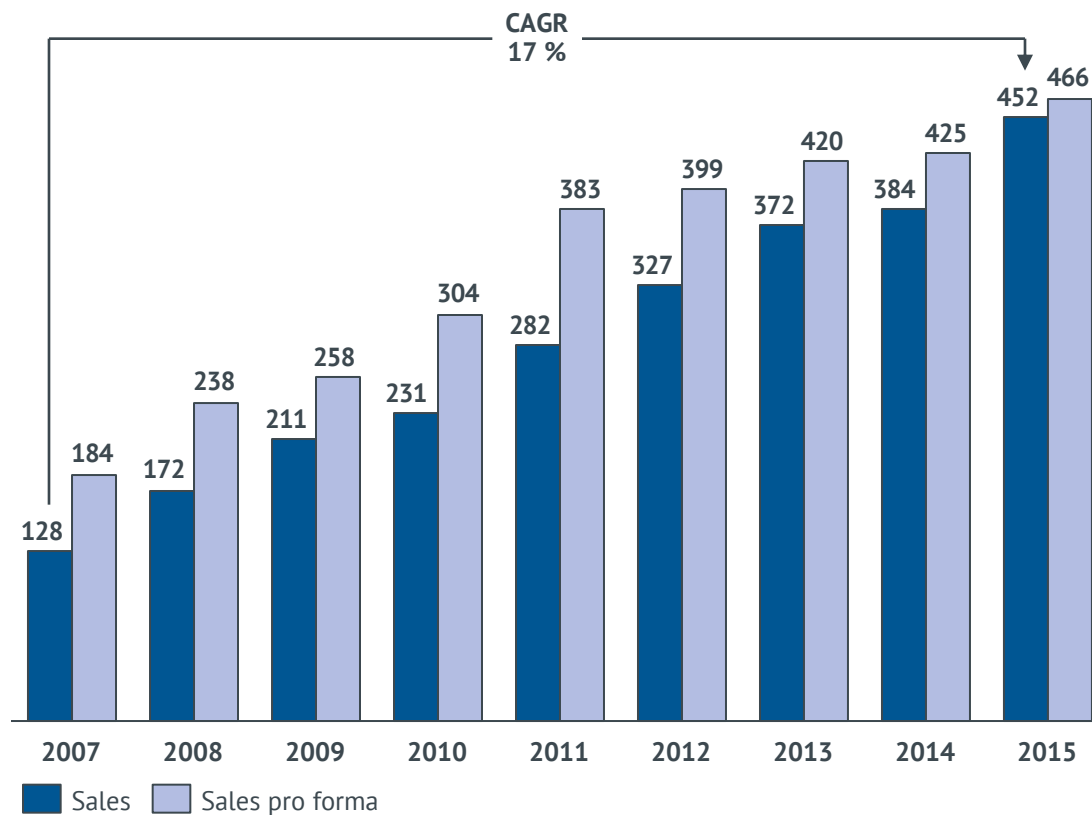
Allgeier focuses its business model on high-growth areas offering above-average development potential¹

GROUP LEVEL	Allgeier Group			
BUSINESS GROUP LEVEL	Experts	Software Development / Technology		Solutions / Business Software
DIVISION LEVEL	Allgeier Experts	Nagarro	mgm technology partners	Solutions
COMPANY LEVEL	Goetzfried TECOPS networker U.N.P. Goetzfried Professionals Oxygen Consultancy SearchConsult	Nagarro India Nagarro USA Nagarro Germany Nagarro Austria Nagarro Nordics Nagarro France Nagarro UK	mgm technology p. mgm consulting p. mgm security p. mgm technology p. Switzerland mgm technology p. Vietnam	Allgeier IT Solutions Group Allgeier Productivity Solutions BSH IT Solutions Allgeier Medical IT Allgeier CH

¹ Group structure without discontinued operations

Allgeier's top line has been powered by both organic growth and acquisitions: 17% CAGR

Sales¹ / Sales pro forma²



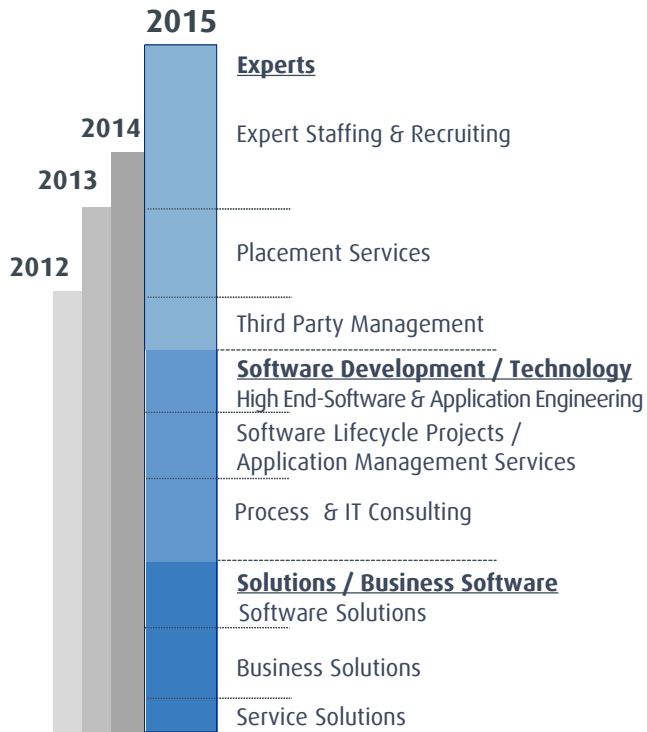
- Allgeier reports strong growth in recent years: Sales continued operations according to IFRS (excluding sold divisions): +17% CAGR (2007 – 2015)
- Sales pro forma (incl. historical values of companies acquired²): +12% CAGR (2007 – 2015)
- Allgeier accelerates growth and expands the solutions and services portfolio through highly selective acquisitions

¹ in EUR millions; continued operations according to IFRS (excluding sold basic technology and temping divisions, as well as DIDAS, Allgeier Benelux Group, terna and b+m Informatik AG)

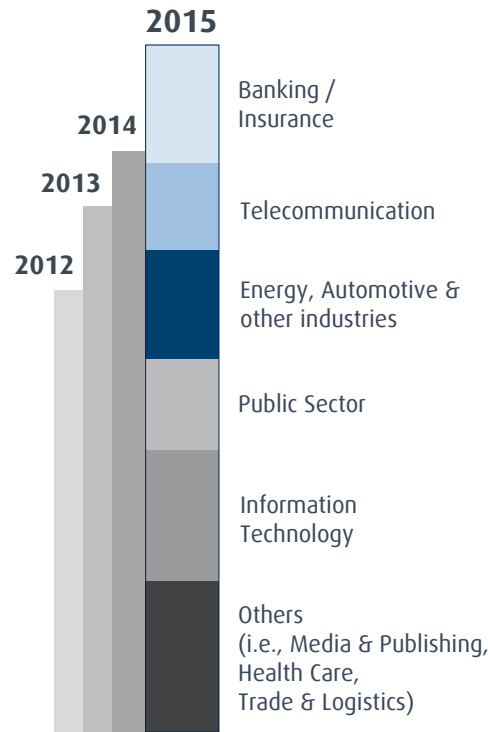
² in EUR millions; acquisitions from insolvency and asset deals excluding historical values, excl. discontinued operations

As an integrated company Allgeier's portfolio of IT offerings spans across various sectors, industries and customers

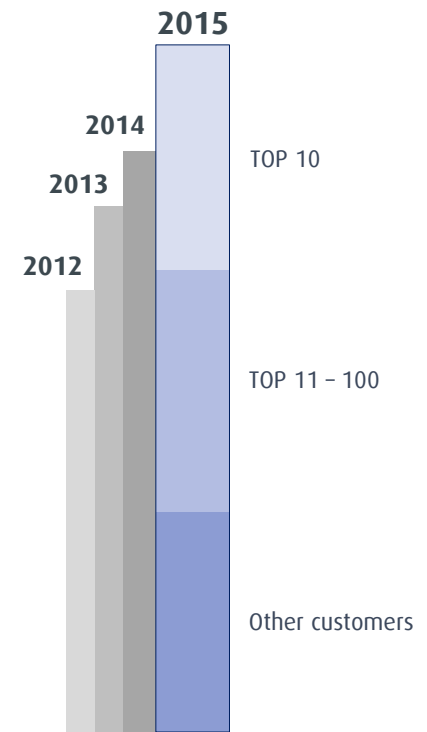
Activity sectors



Industries

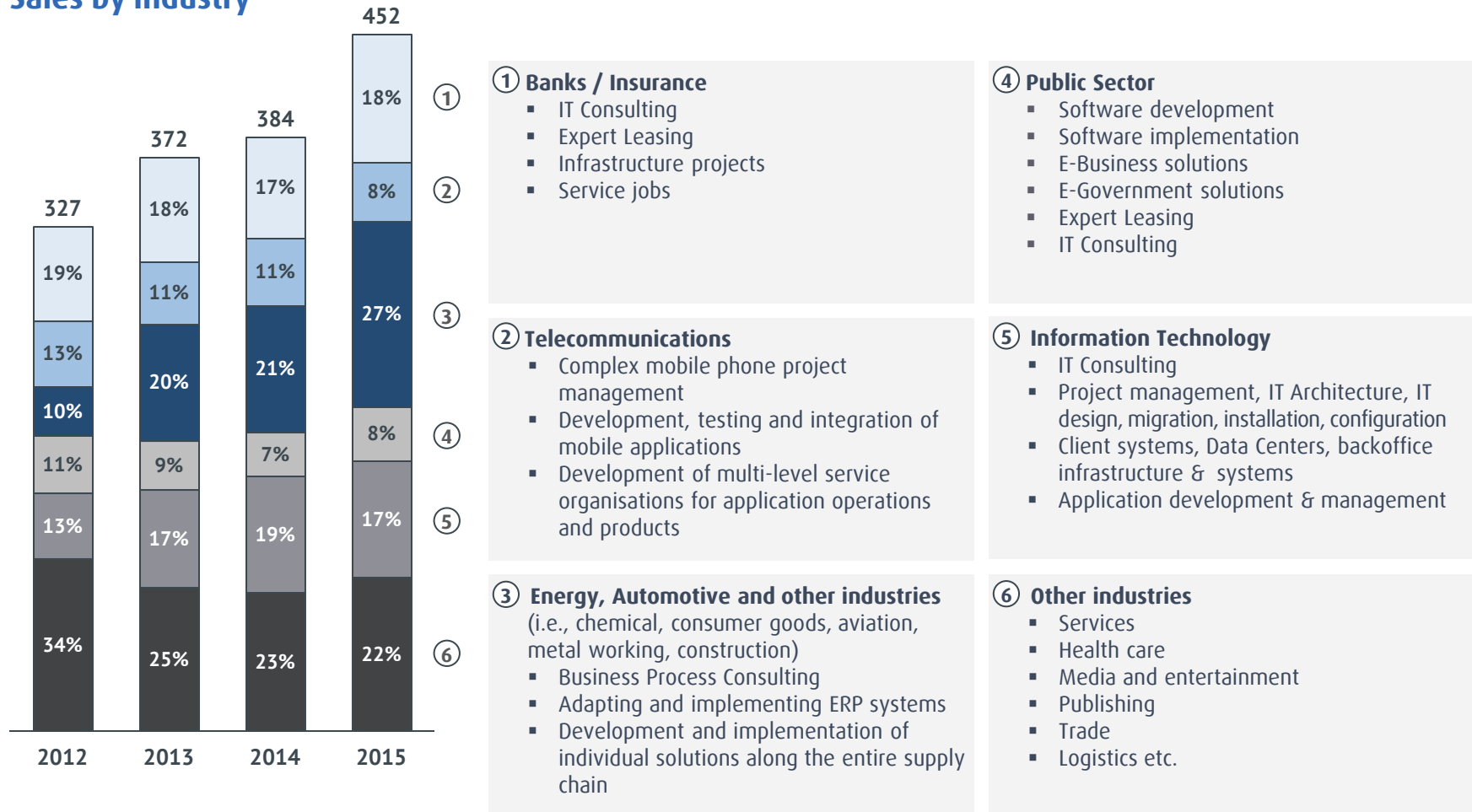


Customers



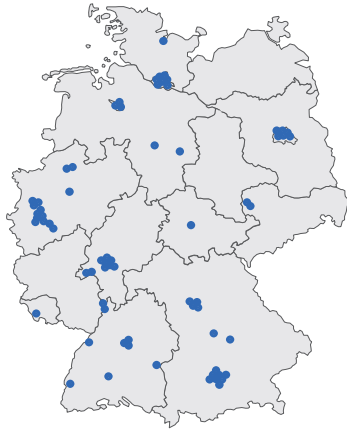
Allgeier works for leading companies across a range of different industries – from global groups to medium-sized businesses

Sales by industry

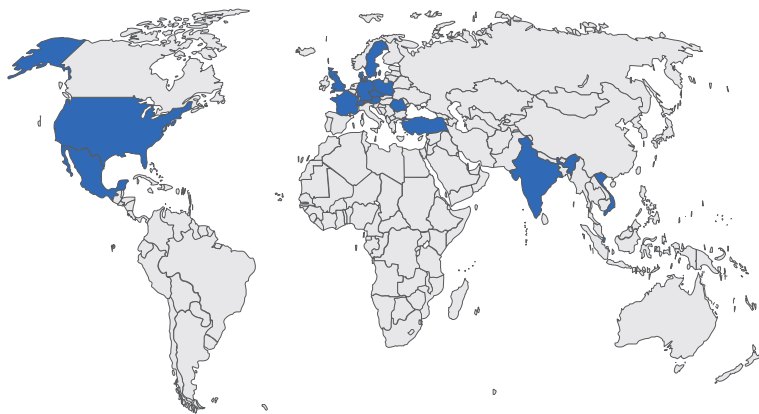


Figures in EUR millions

Local and international presence gives Allgeier flexibility for allocation of resources



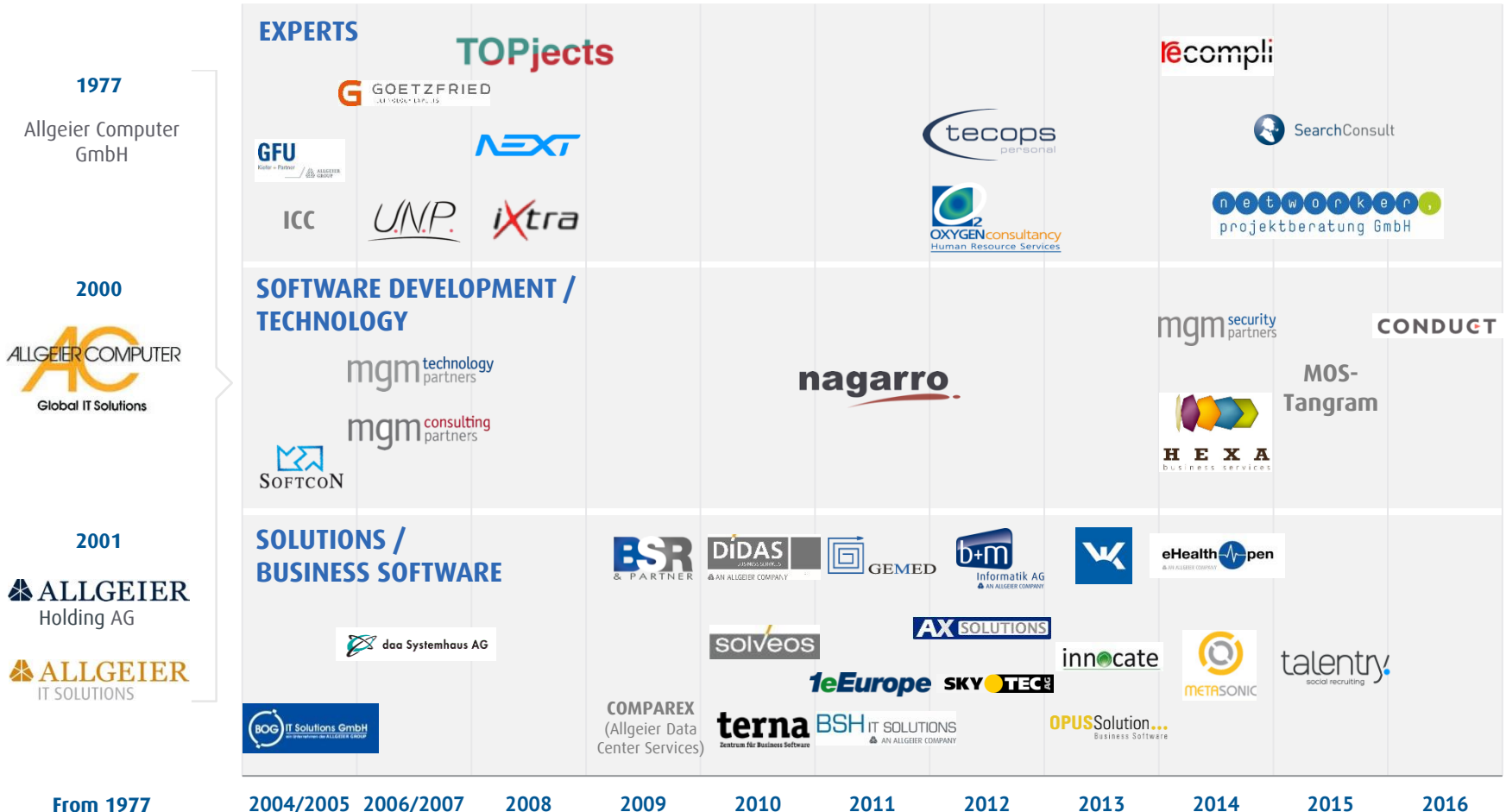
- 64 sites in Germany
- 9 sites in Austria and Switzerland
- 12 sites in rest of Europe and Turkey
- 10 sites in the USA, Mexico, Singapore, Vietnam and India



“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 is the **offshore centre** for High-End Software & Application Development & Management

Through highly selective acquisitions Allgeier has formed one of the leading IT Groups in the German-speaking world



Allgeier focuses on performance, flexibility and innovation

Performance

- High growth: Sales CAGR 17% (2007 – 2015)¹, EBITDA¹ CAGR 12% (2007 – 2015)
- Growth permanent employees: CAGR 30% (2007 – 2015)²

Flexibility

- Business Groups with high autonomy in specialized fields form an integrated Group
- Blended shoring approach – nearshoring and offshoring with
> 3,000 highly qualified IT experts at sites in Romania, Czech Republic, Vietnam and India

Innovation

- Concentrate on highly innovative business fields such as IT Security, Cloud Computing, Mobile Applications, Big Data / Datability, Outsourcing, Enterprise Content Management, Collaboration / Enterprise 2.0 und Recruiting / Expert Staffing

¹ Continued operations in accordance with IFRS

² 5,963 permanent employees and 1,275 temporary assignments (continued operations as of 31 March 2016)

Allgeier at a glance

**Full-service approach and
comprehensive portfolio**

Fast-growing technologies and
future trends

Performance

Business Group EXPERTS: Leading provider of flexible personnel services

EXPERTS

SOFTWARE DEVELOPMENT / TECHNOLOGY

SOLUTIONS / BUSINESS SOFTWARE

Facts and Figures

- > 1,800 salaried IT experts and commercial specialists
- > 1,000 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: 34 sites in 3 countries, thereof 30 in Germany, 1 in Switzerland and 3 in Turkey
- Among top 3 personnel service-providers in Germany according to the Lünendonk® 2015 market segment study “The market for recruiting, mediating and managing IT freelancers in Germany”



Operating units



Business Group EXPERTS: Leading provider of flexible personnel services

EXPERTS

SOFTWARE DEVELOPMENT / TECHNOLOGY

SOLUTIONS / BUSINESS SOFTWARE

Solutions and Services

- Contracting: Provision of IT experts as subcontractors as well as handling projects that are finalized by the subcontractors
- IT Projects and Managed Services: Labour-intensive IT and Consulting Projects, Managed Services and Project Management
- Personnel Leasing: Leasing of IT and commercial experts, specialists or managers
- Recruiting: Provision of highly-skilled IT experts for middle and top management

References

- 11 out of 20 biggest* German companies
- 15 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
 RAD Frameworks iOS IBM WebSphere Portal Server
 Hibernate
 Server-oriented Technologies

* in terms of sales

** in terms of total assets

Business Group SOFTWARE DEVELOPMENT / TECHNOLOGY: Specialist for High-End Application Development and Software Lifecycle Management

EXPERTS

SOFTWARE DEVELOPMENT / TECHNOLOGY

SOLUTIONS / BUSINESS SOFTWARE

Facts and Figures

- > 3,200 permanent employees and around 150 freelance IT experts
- > 3,000 highly qualified IT developers in near- and offshore centres in India, Vietnam, Romania and Czech Republic
- International setup and flexible provision:
36 sites in 14 countries, thereof 16 in Germany,
10 in Europa (Austria, France, Romania, Czech Republic, Sweden,
Norway, Denmark and United Kingdom), 4 in U.S.A., 1 in Mexico,
1 in Singapore, 1 in Vietnam and 3 in India
- CMMI certification level 5
- ISO 27001 certification



Operating units

nagarro

mgm technology
partners

mgm consulting
partners

mgm security
partners

Business Group SOFTWARE DEVELOPMENT / TECHNOLOGY: Specialist for High-End Application Development and Software Lifecycle Management

EXPERTS

SOFTWARE DEVELOPMENT / 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
- 6 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

Business Group SOLUTIONS / BUSINESS SOFTWARE: Provider of high-performance solutions and services

EXPERTS

SOFTWARE DEVELOPMENT / TECHNOLOGY

SOLUTIONS / BUSINESS SOFTWARE

Facts and Figures

- > 300 permanent employees and
~ 20 freelance IT experts
- High scalability and local presence:
25 sites in 8 countries, thereof 18 in Germany and
7 in rest of Europe (Switzerland, Austria and Poland)
- #1 in COMPUTERWOCHE and ChannelPartner's customer survey
evaluating the best German IT services companies 2013 (#2 in 2014
and 2012)
- ISO 9001 certification
- Allgeier IT Solutions: Cloud Leader 2015 in "SaaS - ERP for SMEs"
according to Experton Cloud Vendor Benchmark 2015
- Metasonic Suite: Awarded by Gartner as "Cool Vendor" for business
process management software in 2014
- Allgeier CH: Microsoft "Cloud Innovation" Partner of the year 2013



Operating units



Business Group SOLUTIONS / BUSINESS SOFTWARE: Provider of high-performance solutions and services

EXPERTS

SOFTWARE DEVELOPMENT / 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
- 15 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



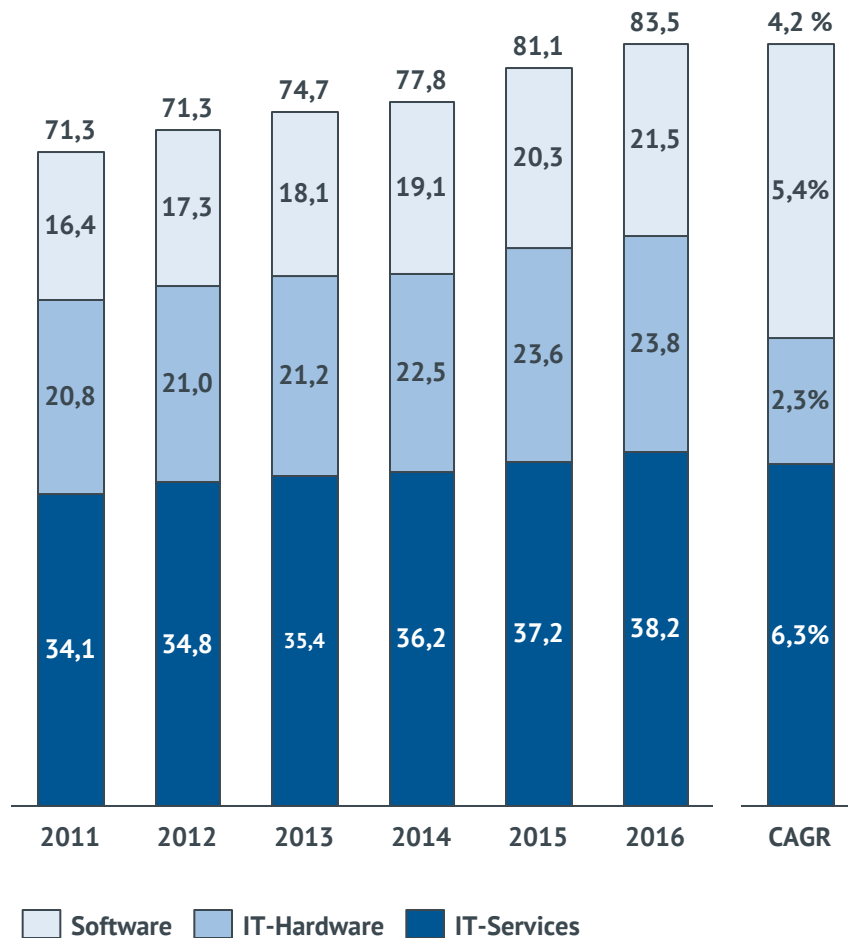
Allgeier at a glance

Full-service approach and
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Performance

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



- In the last 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, Allgeier benefits from such development
- Products and services offered in Experts, Software Development / Technology, Solutions / Business Software Business Groups are a reflection of the dynamic nature of the markets and corresponding customer demands

Source: BITKOM, EITO (March 2016), own estimate; all figures in EUR billions

Allgeier focuses on fast-growing technologies and on future trends

Technology and market trends 2016

Future trend	Frequency of mention	Allgeier Solutions (excerpt)
IT-Security	59%	e.g., JULIA MailOffice® email solution, cloud security solutions, secure web applications development
Cloud Computing	58%	e.g., cloud business solutions, such as cierp3® ERP solution, scanview® on demand ECM solution
Industry 4.0	54%	e.g., standard and individual software solutions applications
Big Data	51%	e.g., mgm Hadoop for high-performance mass data processing
Internet of Things	47%	e.g., development of software solutions and applications
Mobile Computing	40%	e.g., application development, SC mobile regulatory offences solution, scanview® Mobile, syntona® logic Mobile App
Smart Home	27%	e.g., individual software and application development
Social Media / Social Business	21%	e.g., individual development of mobile apps
Digital Health	21%	e.g., software solutions and services of the Allgeier Medical IT
Business Process Management (BPM)	20%	e.g., proprietary business software solutions such as Metasonic® Suite

Source: BITKOM sector barometer first six months of 2016, "The most important technology and market trends from the point of view of the ICT sector"

Allgeier at a glance

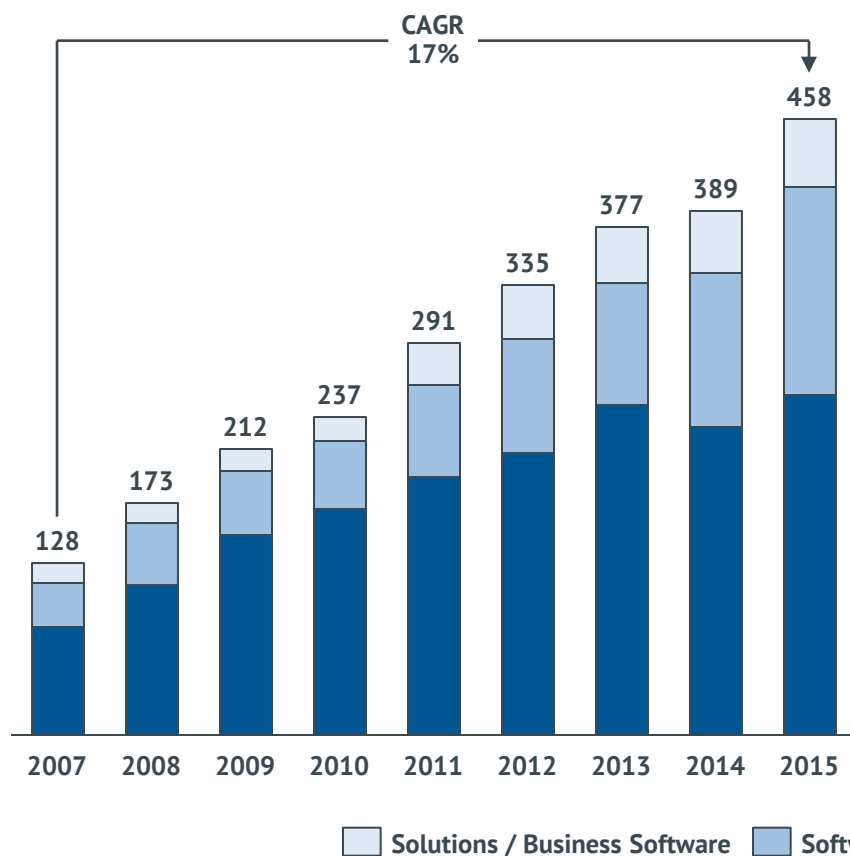
Full-service approach and
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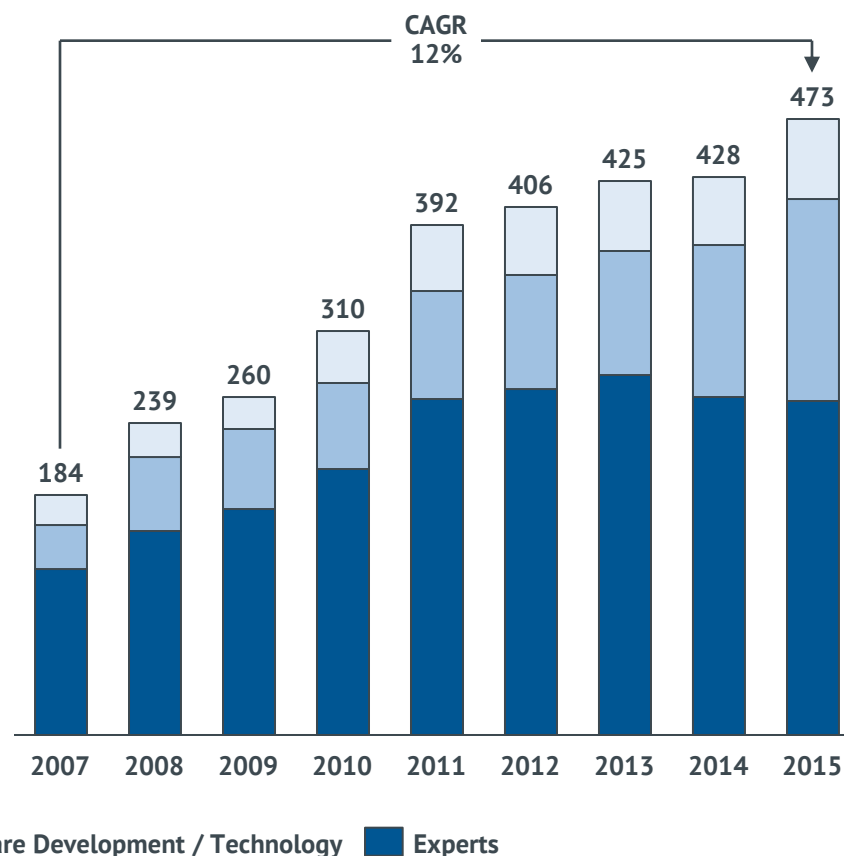
Performance

Sales growth both organically and through acquisitions CAGR 17%

Sales¹



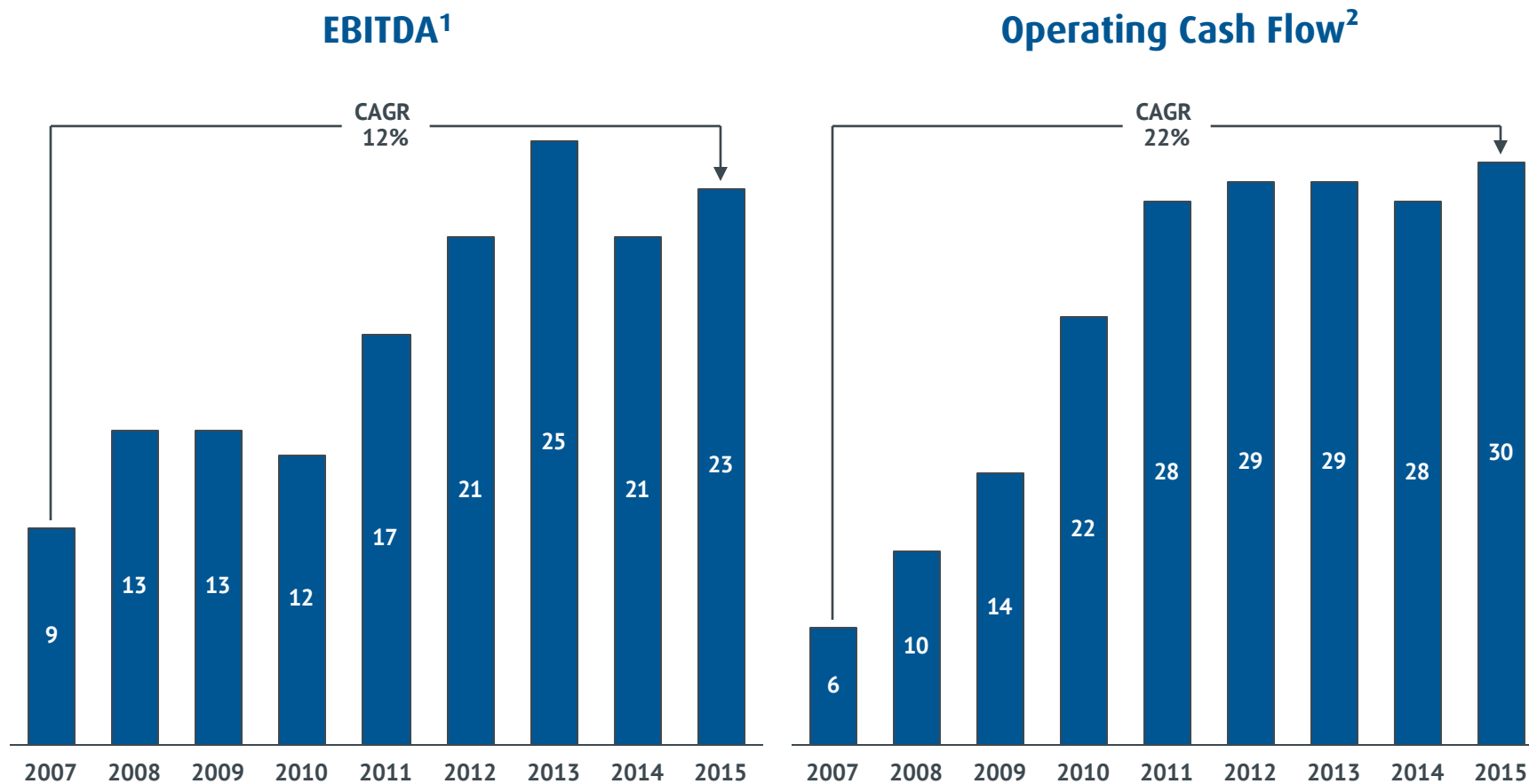
Sales pro forma²



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² in EUR millions; acquisitions from insolvency and asset deals excluding historical values, excl. DIDAS, Allgeier Benelux Group, terna and b+m Informatik AG)

Strong earnings growth CAGR 12% – Strong operating cash flow growth CAGR 22%



1 in EUR millions; continued operations according to IFRS (excluding sold divisions)

2 in EUR millions; before change to working capital

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