

# ALLGEIER

## Passion for a better IT

ALLGEIER HOLDING SE

Corporate Presentation, June 2012

## Allgeier is one of the leading consulting and service companies in the German-speaking region

### Strengths

With more than 2,600 employees and around 1,500 freelance IT experts, Allgeier offers a complete service approach spanning conception, design, implementation and all the way through to the operation of IT landscapes.

As a listed company reporting stable growth, Allgeier is a reliable and expert partner for stable, long-term relationships. Over the past four years between 2008 and 2011, Allgeier reported 28% average annual revenue growth, and 23% average annual EBITDA growth.

### Flexibility

Fourteen corporate units, each with their own individual specialist and sector-related focal points, develop innovative solutions for around 2,000 customers of all sizes, and from almost all sectors. 1,000 highly qualified IT experts in India ensure the highest level of flexibility. Allgeier's customers include some of the world's largest companies, as well as innovative medium-sized operations that aim to secure strategic advantages through intelligent IT.

### Proximity to customers

Allgeier offers its customers a comprehensive range of services and products at 75 locations in Europe, North America and Asia. Allgeier secures the highest service quality through regional anchoring and local presence.

### Innovative power

As an innovative service-provider, Allgeier is optimally positioned in all important future trends.

Over the coming years, Allgeier will target the further expansion of its range of services in growth segments such as cloud computing, virtualisation, security, outsourcing and recruiting.

## Allgeier comprises 14 corporate operating units in three business areas

IT Solutions	IT Services & Recruiting	Project Solutions
Allgeier IT Solutions GmbH, Bremen	Goetzfried AG, Wiesbaden	mgm technology partners Group, Munich
DIDAS Business Services GmbH, Langenfeld	Xiopia GmbH, Unterföhring	Softcon Group, Munich
GEMED GMBH, ULM	U.N.P.-Software GmbH, Düsseldorf	Nagarro Group, San Jose, USA
Allgeier B.V. & NV Netherlands & Belgium	TOPjects AG, Munich	
Terna Gruppe Innsbruck, Austria		
1eEurope (Switzerland) AG, Thalwil, Switzerland		
BSR & Partner AG, Zug, Switzerland		

»The Allgeier Group  
comprised 14 operating company  
units by the end of 2011.«

## Allgeier offers its customers an extensive portfolio of services and products

RANGE OF SERVICES AND PRODUCTS		
Sectors	Services	Products & solutions
Telecommunications	Management & IT consulting	ERP for medium-sized companies
Banks	Software development	eCommerce
Insurance companies	Infrastructure services	Security & compliance
Public sector	Application services	ECM
Industry	Maintenance & support	CRM
Information technology	SAP consulting	Storage solutions
Energy	Outsourcing / managed services	Business Intelligence
Automotive industry		Logistics solutions
Media		Identity Management
Wholesaling / retailing / logistics		Penalty issuing solutions
<b>RECRUITING &amp; THIRD PARTY MANAGEMENT</b>		

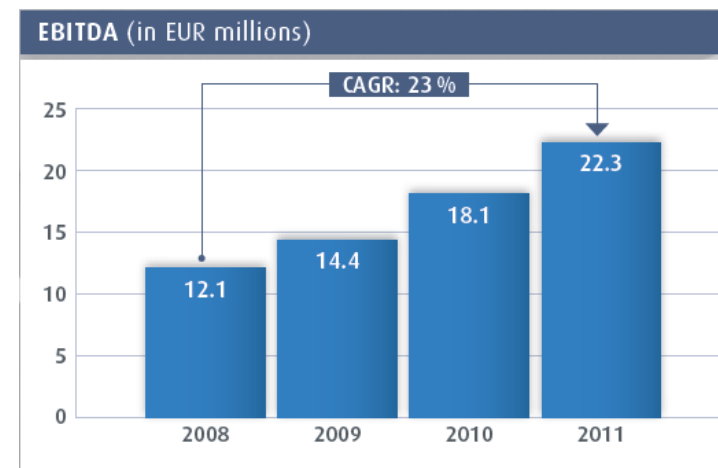
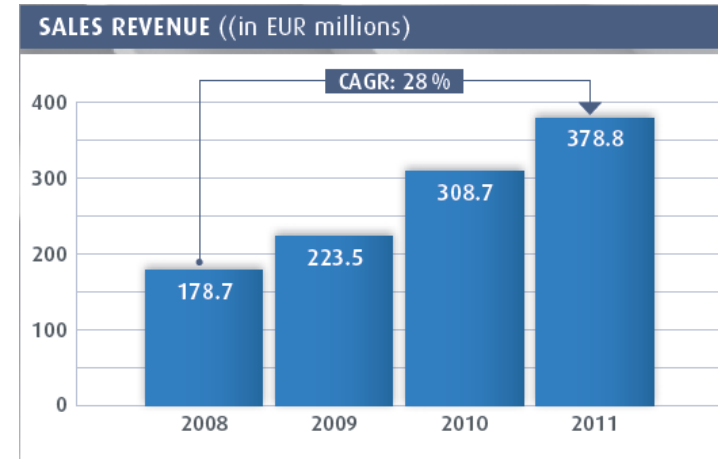
## Allgeier is on a growth and success path

Over the past few years, Allgeier has not only reported strong organic growth, but has also accelerated its growth and further expanded its range of products and services through stringently selected acquisitions.

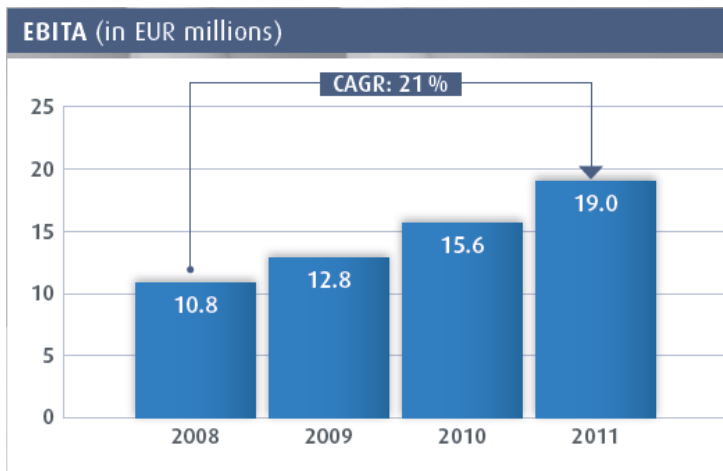
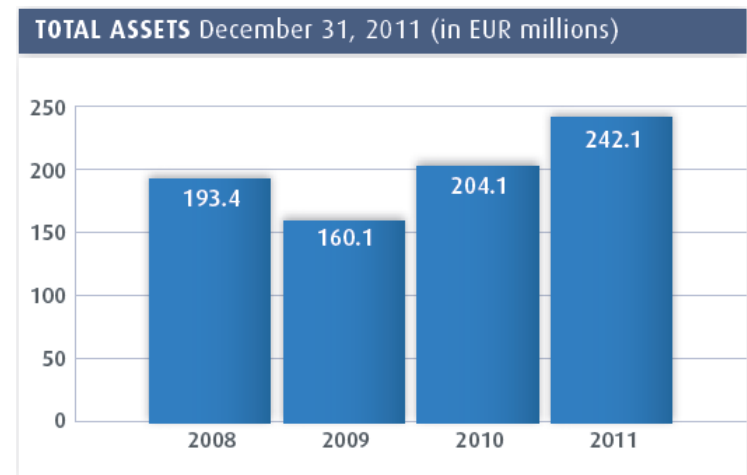
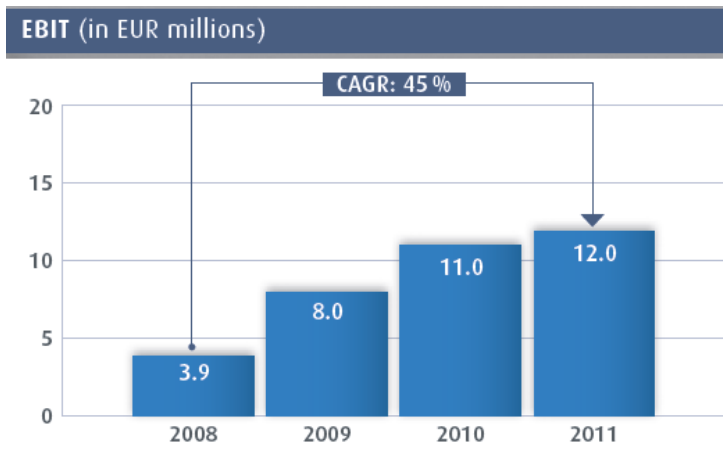
Ten years ago, Allgeier reported revenue of less than €10 million in its IT segment. Today, the Group has firmly established itself as one of the leading IT service companies on the German market. In 2011, Allgeier generated further significant growth with revenue up 23% to €379, as well as a marked increase in earnings.

For the future, Allgeier anticipates market share gains and growth rates ahead of market expectations due to a continuation of organic growth and further value-enhancing acquisitions.

In this context, Allgeier will further expand its range of services primarily in high-growth segments.



## Allgeier is on a growth and success path

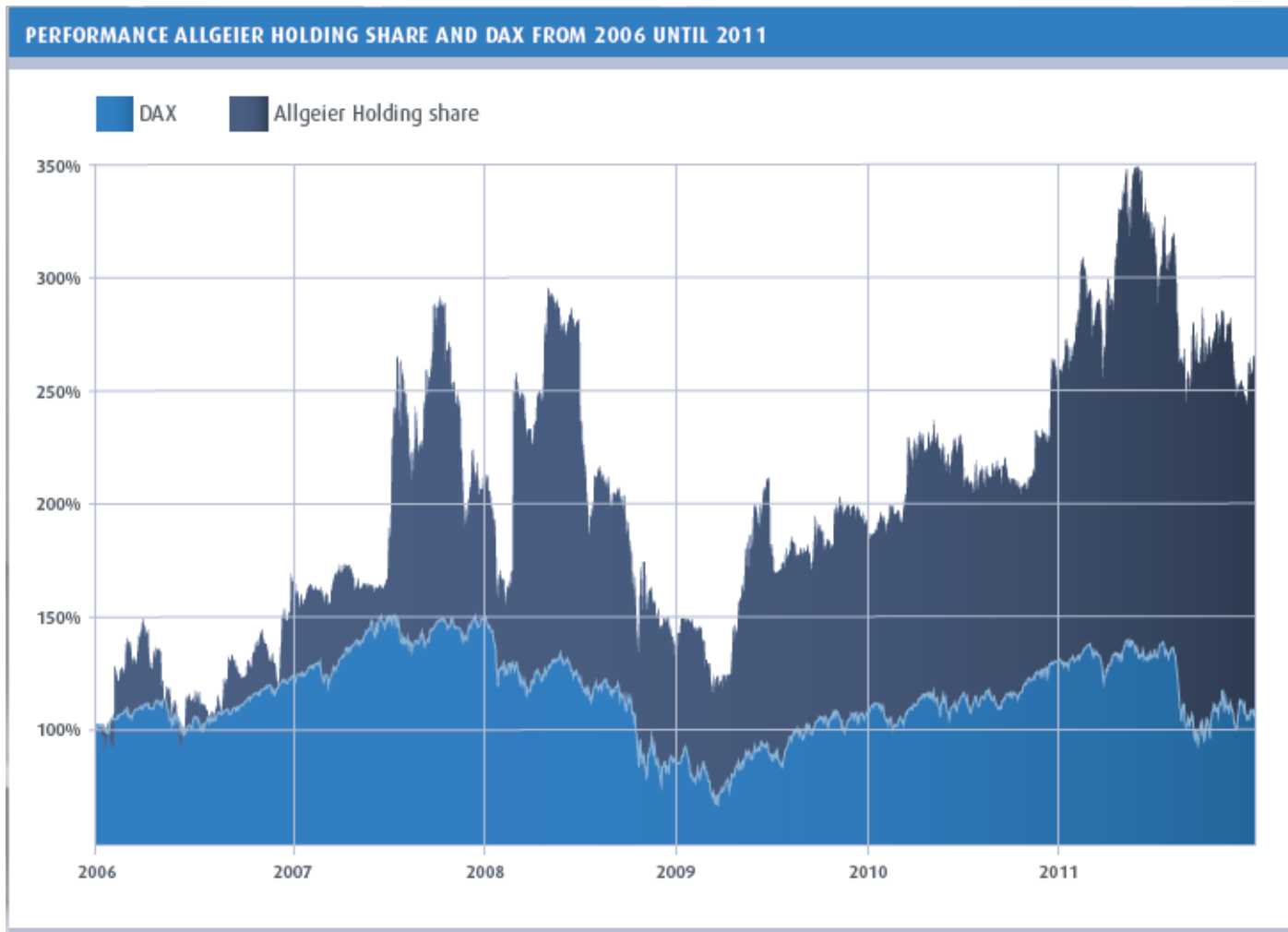


## Allgeier is on a growth and success path

KEY GROUP FIGURES	2008	2009	2010	2011	CAGR
Sales revenue	178.7	223.5	308.7	378.8	28.5%
EBITDA	12.1	14.4	18.1	22.3	22.6%
EBITA	10.8	12.8	15.6	19.0	20.7%
EBIT	3.9	8.0	11.0	12.0	45.4%
EBT	87.4	7.0	10.2	9.5	
Net income	80.4	5.0	8.7	5.3	
Total assets	193.4	160.1	204.1	242.1	
Equity	81.8	79.5	85.5	88.2	
Earnings per share (in EUR)	8.93	0.60	0.99	0.52	
Number of permanent employees	831	1,261	1,339	2,546	
Number of freelance experts	1,331	1,235	1,438	1,531	

(In accordance with IFRS; in EUR millions)  
 (2008 including disposal gain on temporary help business)

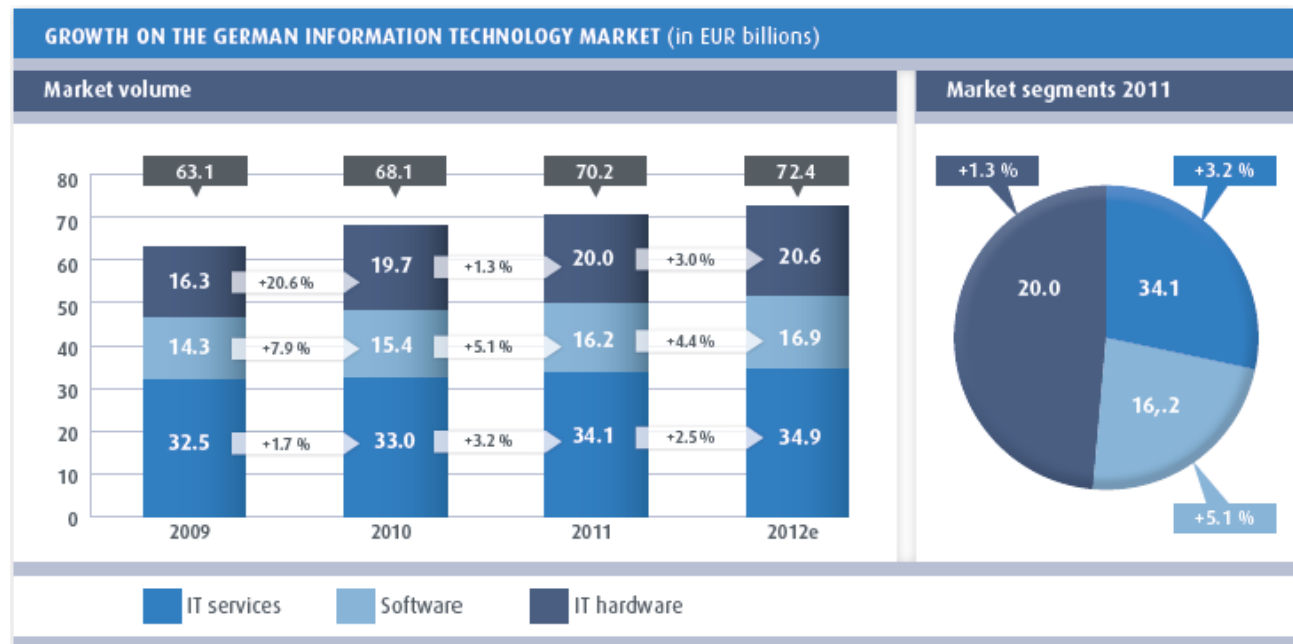
## Allgeier is on a growth and success path



## The German IT services market reports stable growth

Over recent years, information technology has brought about significant changes to the working methodologies of almost all industries and public-sector administrative operations. Today, IT is the most important innovative power in almost all sectors, and employees think increasingly in terms of networking and IT structures.

This trend is still in its infancy, and requires that working environments be adjusted, and that the IT services on offer be developed further. The IT service industry, and consequently Allgeier as an innovative full-service provider, will benefit from such changes.



Source: BITKOM, EITO; February 2012

## Allgeier secures sustainable success through consistently addressing IT megatrends

IT is today the most important innovative power in almost all sectors.

Particularly in economically difficult times, companies concentrate on technologies that make them more streamlined, more productive, and more effective. The need to bring increasing flexibility to working structures remains unbroken in the German economy.

Fundamental changes in our markets, such as shifts in value-creating configurations, offer numerous opportunities and great potentials for the service business. The services on offer will develop further, with overall markets registering growth.

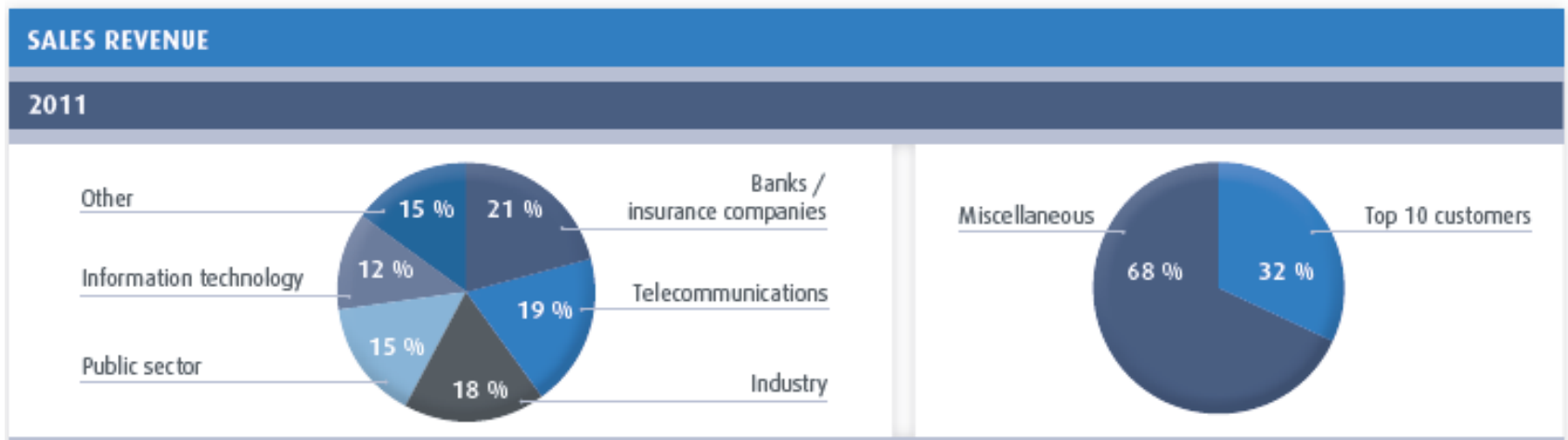
Allgeier is benefiting from these trends. The Allgeier Group has positioned itself optimally in all important growth markets over recent years. The products and services offered in the individual segments of IT Solutions, IT Services & Recruiting, and Project Solutions, reflect the markets' dynamics and customers' requirements in equal measure.



## Allgeier works for customers in almost all sectors

Allgeier customers include

- 20 of the top 30 German companies,
- Half of the top 100 companies in Germany



Allgeier operates for leading companies in Germany – ranging from global groups to medium-sized companies

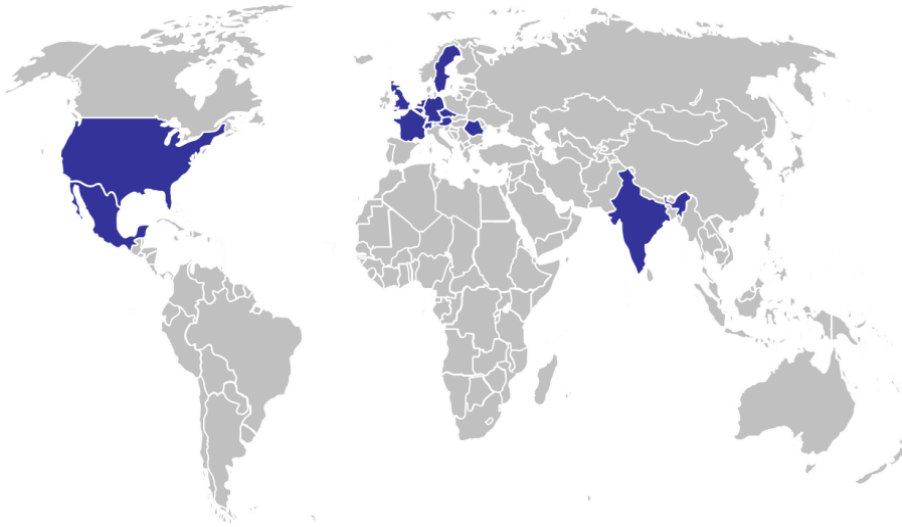
Numerous national and international groups have relied on Allgeier's expertise, experience and products for many years.



## International presence enables Allgeier to deploy its resources flexibly

### Allgeier locations

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- 50 locations in Germany
- 18 locations in the rest of Europe
- 7 branches in the USA, Mexico and India

### Near-/off-/blended shoring

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- Prague (Czech Republic) and Timisoara (Romania) are nearshore locations
- India is the offshore centre for application development & management
- Allgeier addresses regional and all specialist project queries through its "blended shoring" approach

## Contact

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