


TELELINK BUSINESS SERVICES DIGITAL FINANCIAL EVENT

- **Financial Outlook 2021-2025**
- **Strategy Update**

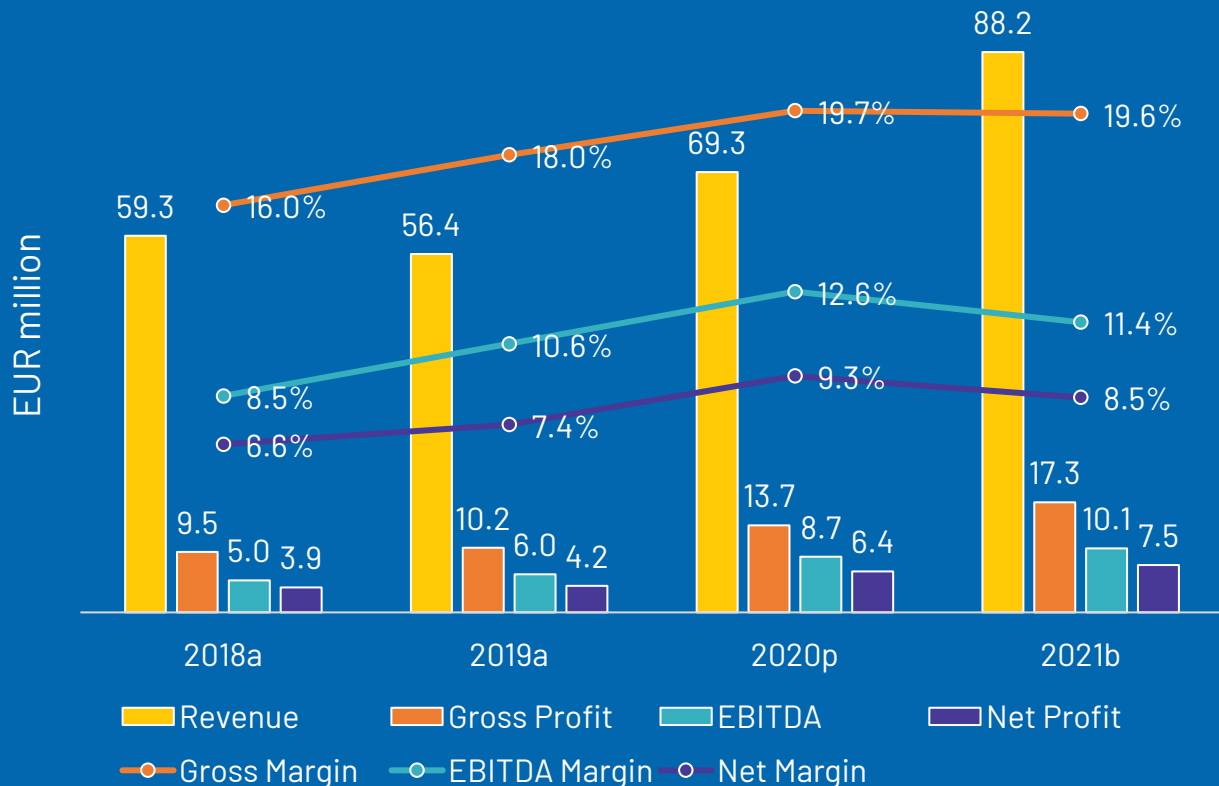
23rd March, 2021



The background features a person in a blue suit holding a tablet. Overlaid on the image are various financial data points and charts. A bar chart on the right shows an upward trend with values 15.90, 16.90, and 18.90. An arrow points upwards from the first bar to the second. A pie chart is visible in the center. Text elements include percentages like +3.77%, +3.42%, +0.60, +0.20, and -0.38%, and numbers like 1.54%, 4.94%, 64.78, 65.02, 1011010010010010, and 5.5. The overall theme is financial analysis and business growth.

FINANCIAL OUTLOOK 2021-2025

P&L TRENDS BUDGET 2021



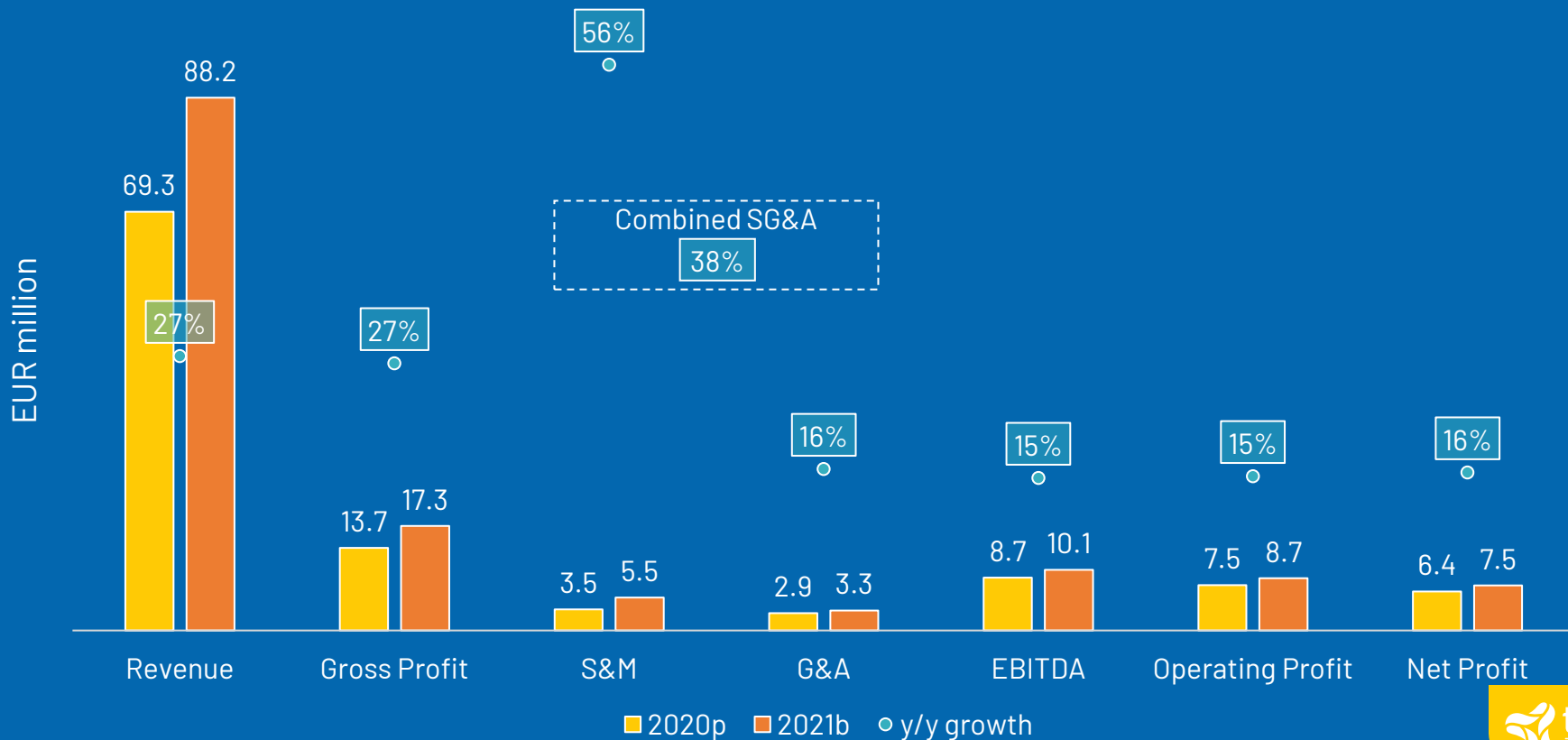
- Revenue:
 - Y/Y 21/20 = +27%
 - 3Y CAGR 21/18 = +14%

- Gross Profit:
 - Y/Y 21/20 = +27%
 - 3Y CAGR 21/18 = 22%
 - margin 21-20 = -0.1%

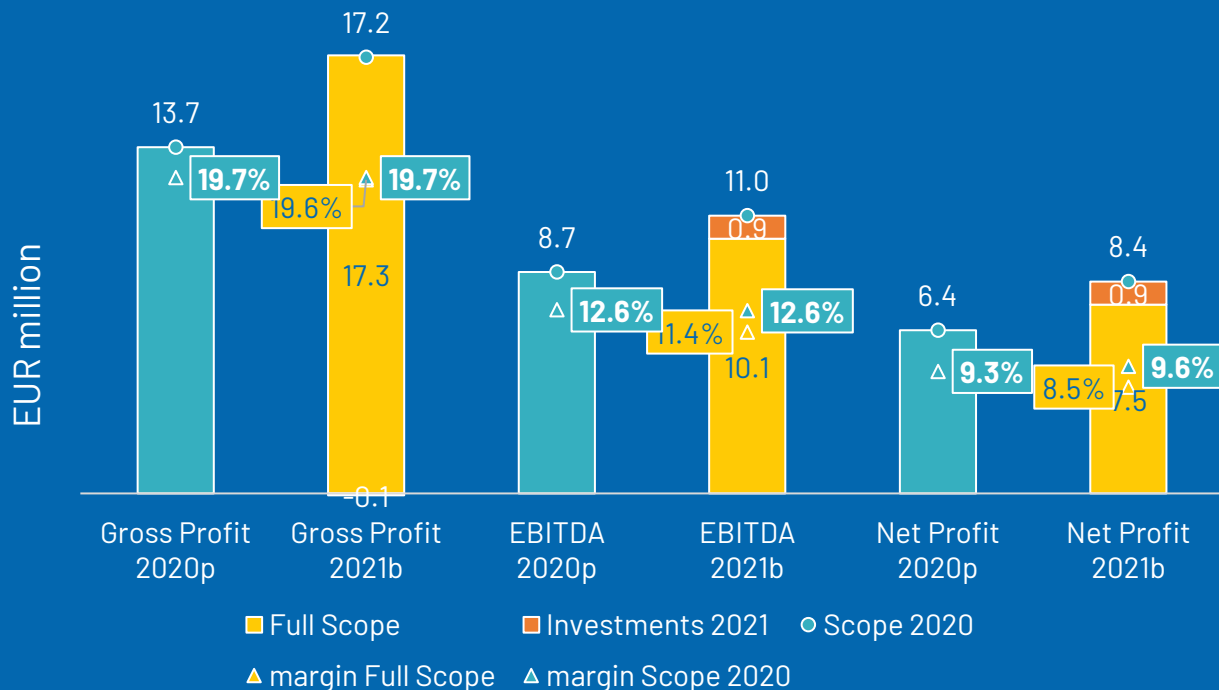
- EBITDA:
 - Y/Y 21/20 = +15%
 - 3Y CAGR 21/18 = +26%
 - margin 21-20 = -1.2%

- Net Profit:
 - Y/Y 21/20 = +16%
 - 3Y CAGR 21/18 = +24%
 - margin 21-20 = -0.8%

P&L TRENDS BUDGET 2021 (DETAILED)



ADJUSTED* PROFITABILITY TRENDS 2021



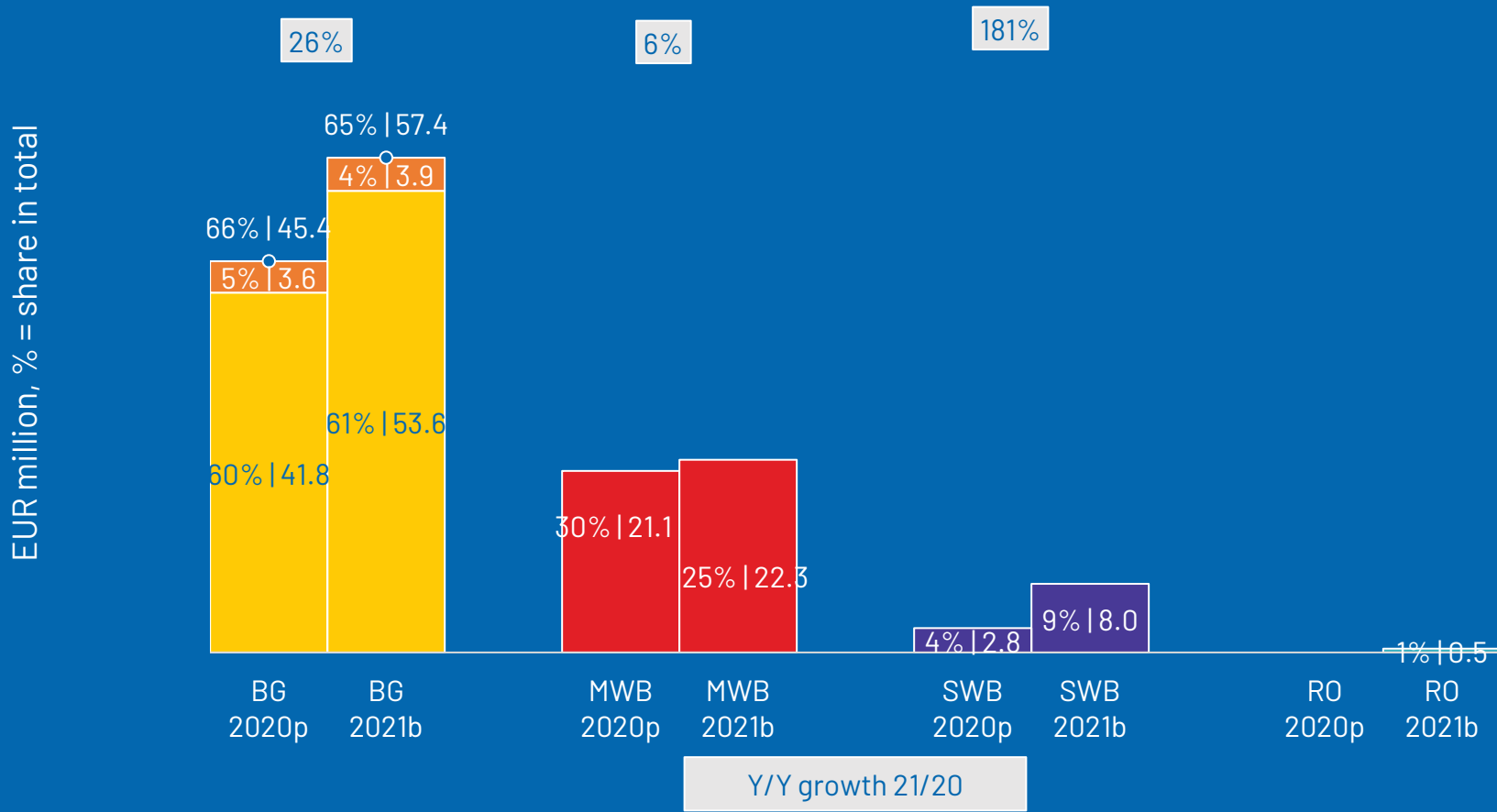
- Gross Profit:
 - A. Y/Y 21/20 = +26%
 - A. 3Y CAGR 21/18 = +22%
 - A. margin 21-20 = const.

- EBITDA:
 - A. Y/Y 21/20 = +26%
 - A. 3Y CAGR 21/18 = +30%
 - A. margin 21-20 = const.

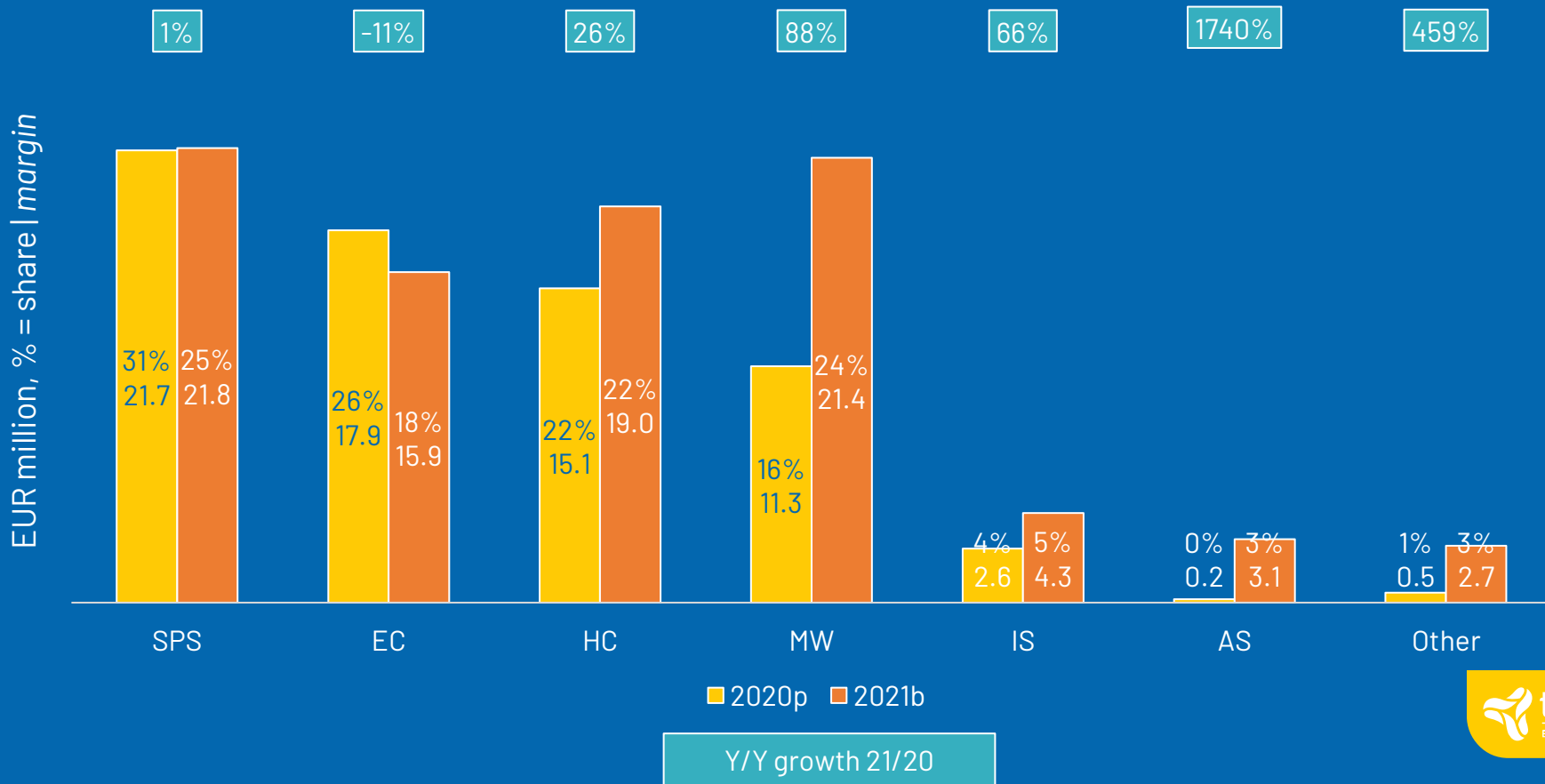
- Net Profit:
 - A. Y/Y 21/20 = +30%
 - A. 3Y CAGR 21/18 = +29%
 - A. margin 21-20 = +0.3%

* Excluding net costs and expenditures on new business development with direct P&L impact in the current year and payback delayed beyond the current year: new market entries, development consultancy, business development, sales engineering and management teams and academic sponsorships

REVENUE BY REGION 2021

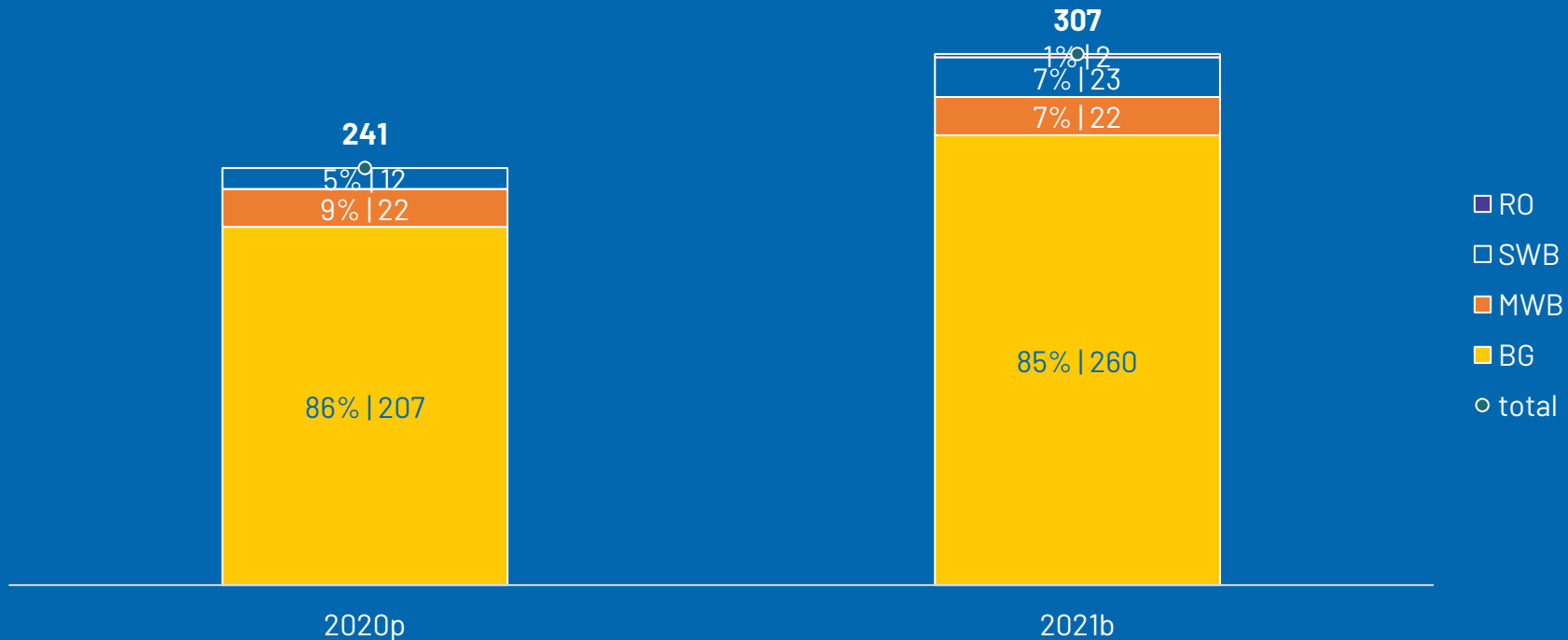


REVENUE BY TECH GROUP 2021



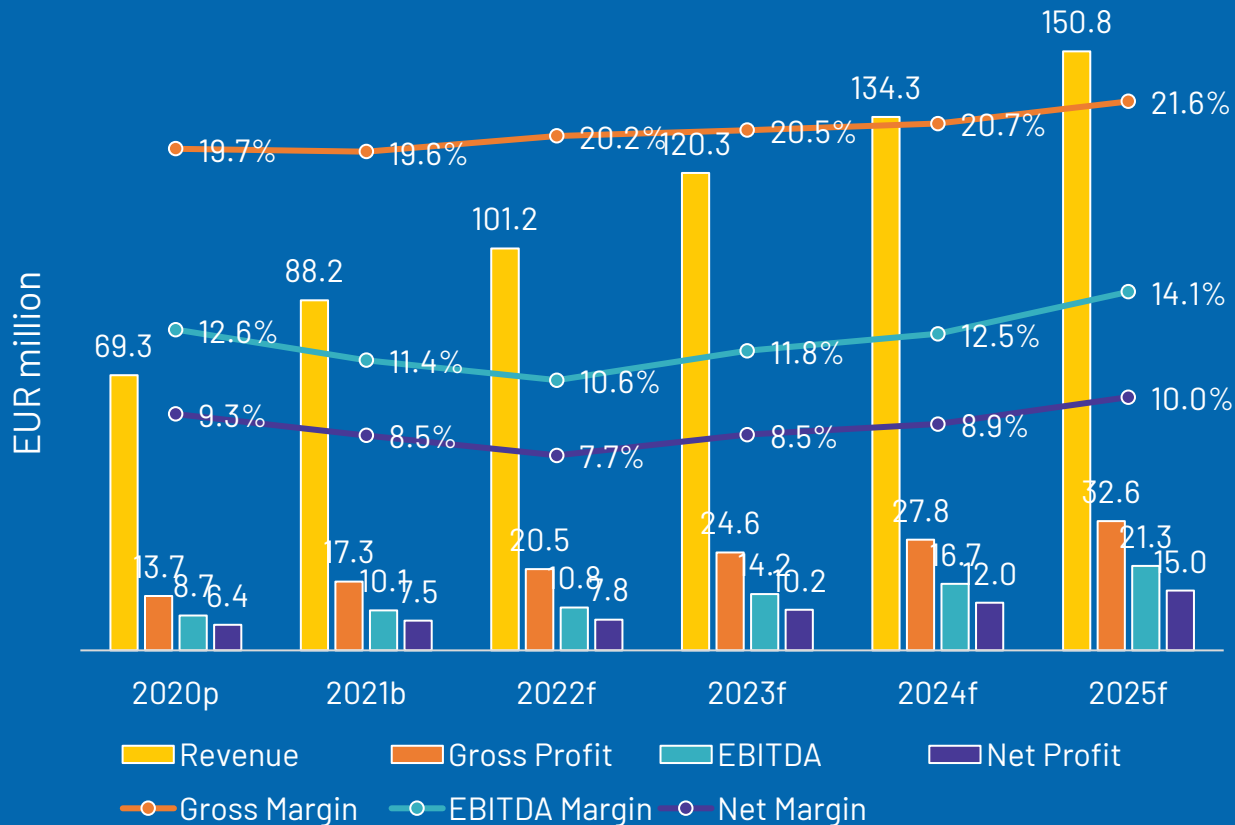
PERSONNEL BY REGION 2021

as of period end, % = share in total



* Maintaining the same level of fixed cost coverage and cost per employee, while accepting a temporary decrease in operating profit per employee

P&L TRENDS 2021-2025



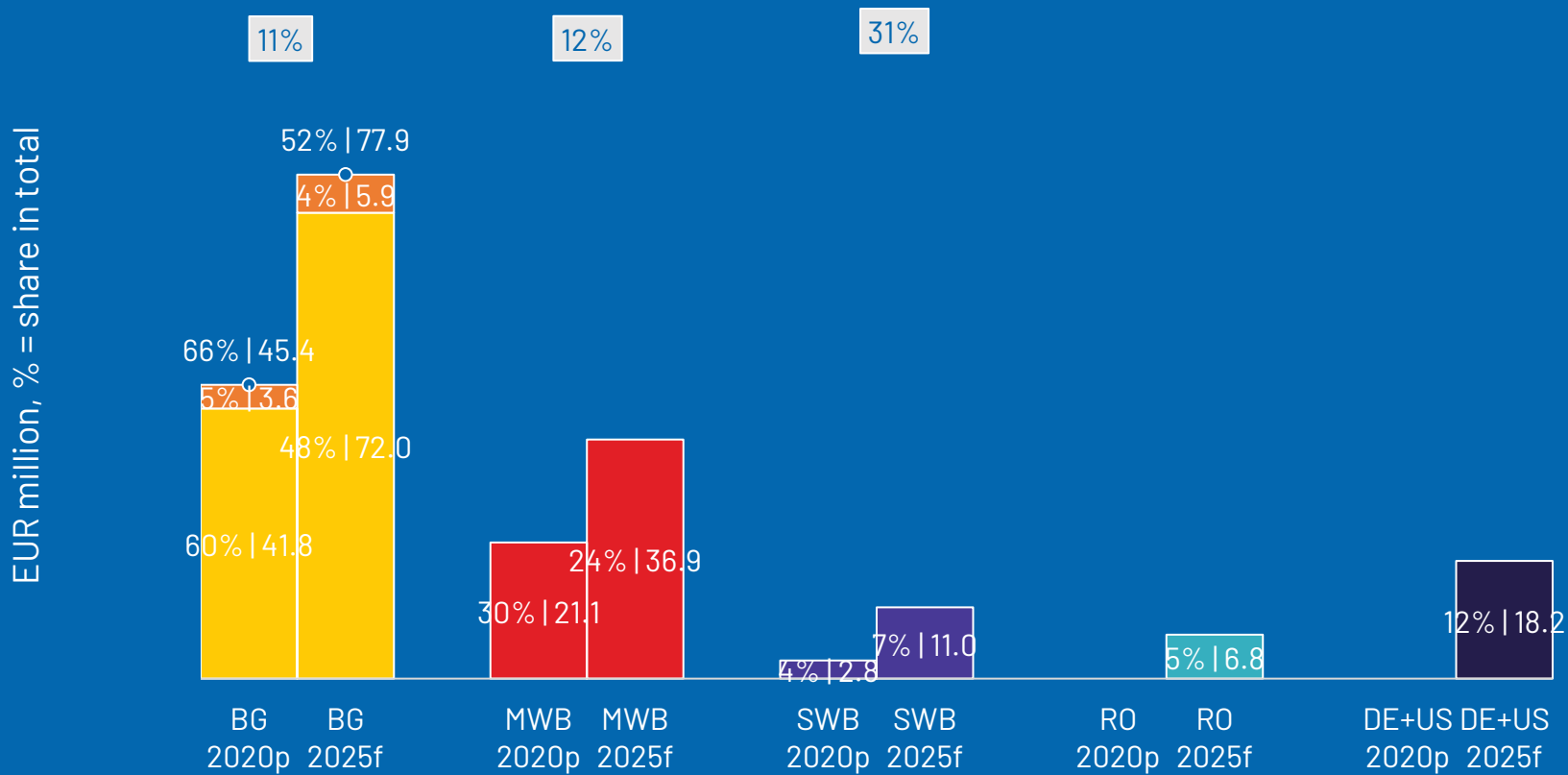
- Revenue:
 - 5Y CAGR = +17%

- Gross Profit:
 - 5Y CAGR = 19%
 - margin 25-20 = +1.9%

- EBITDA:
 - 5Y CAGR = +19%
 - margin 25-20 = +1.5%

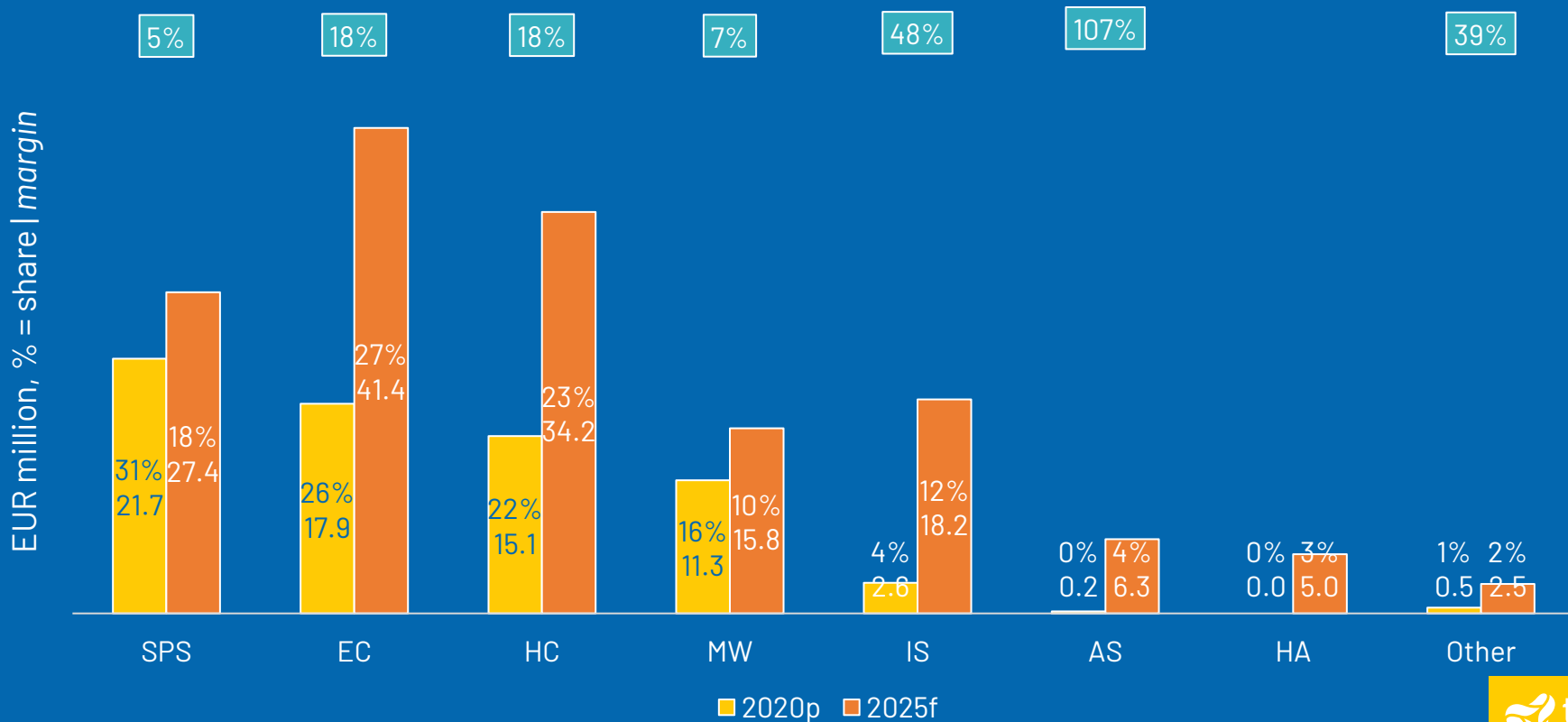
- Net Profit:
 - 5Y CAGR = +18%
 - margin 25-20 = +0.7%

REVENUE BY REGION 2021-2025



5Y CAGR 25/20

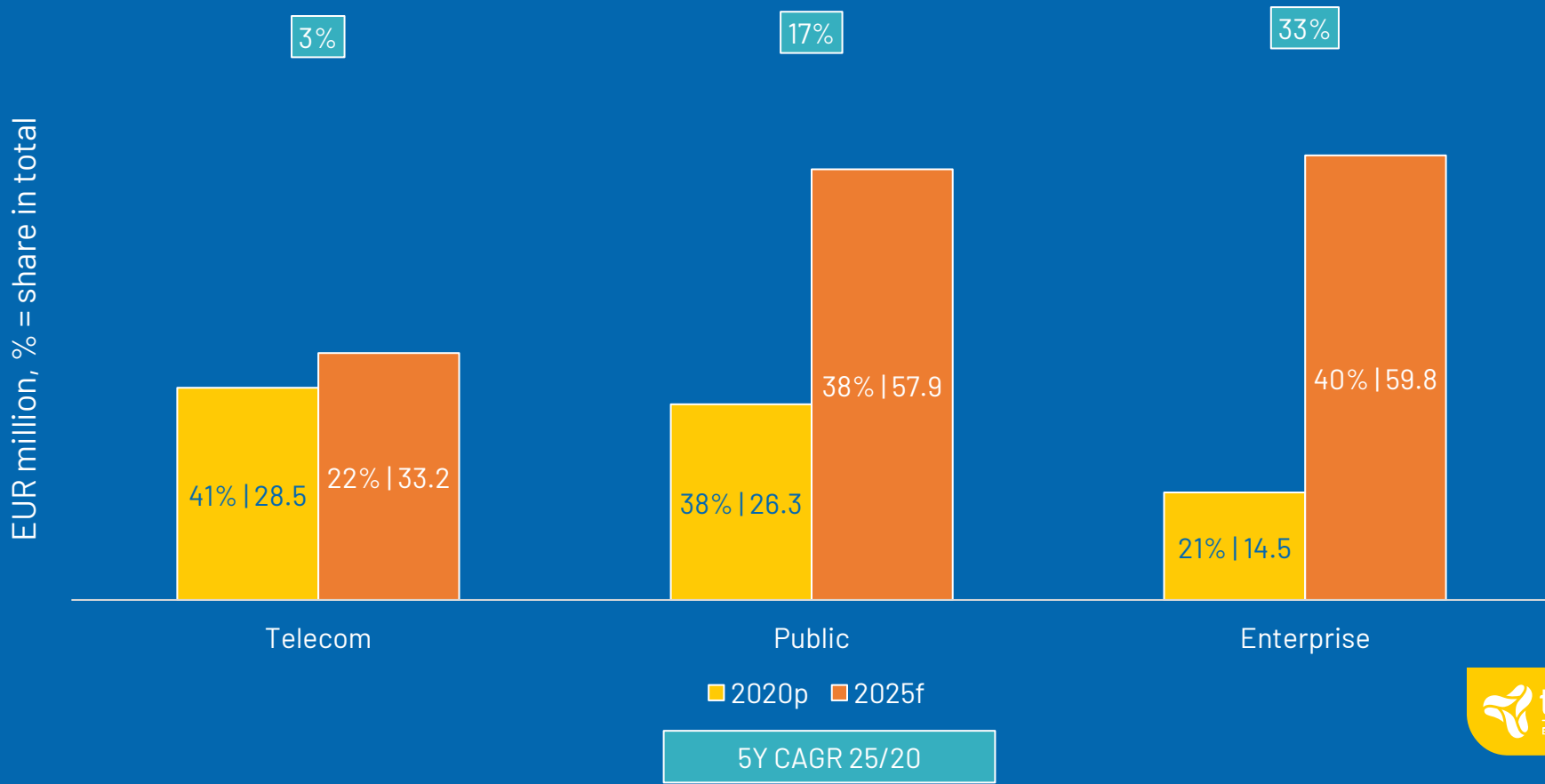
REVENUE BY TECH GROUP 2021-2025



HA = new tech group Hyperautomation

5Y CAGR 25/20

REVENUE BY SECTOR 2021-2025



A close-up photograph of a person's hand holding a small, square microchip with a green base and gold pins. The chip is being held over a complex printed circuit board (PCB) populated with various electronic components, including several cylindrical capacitors with blue and white markings. The background is slightly blurred, emphasizing the hand and the chip.

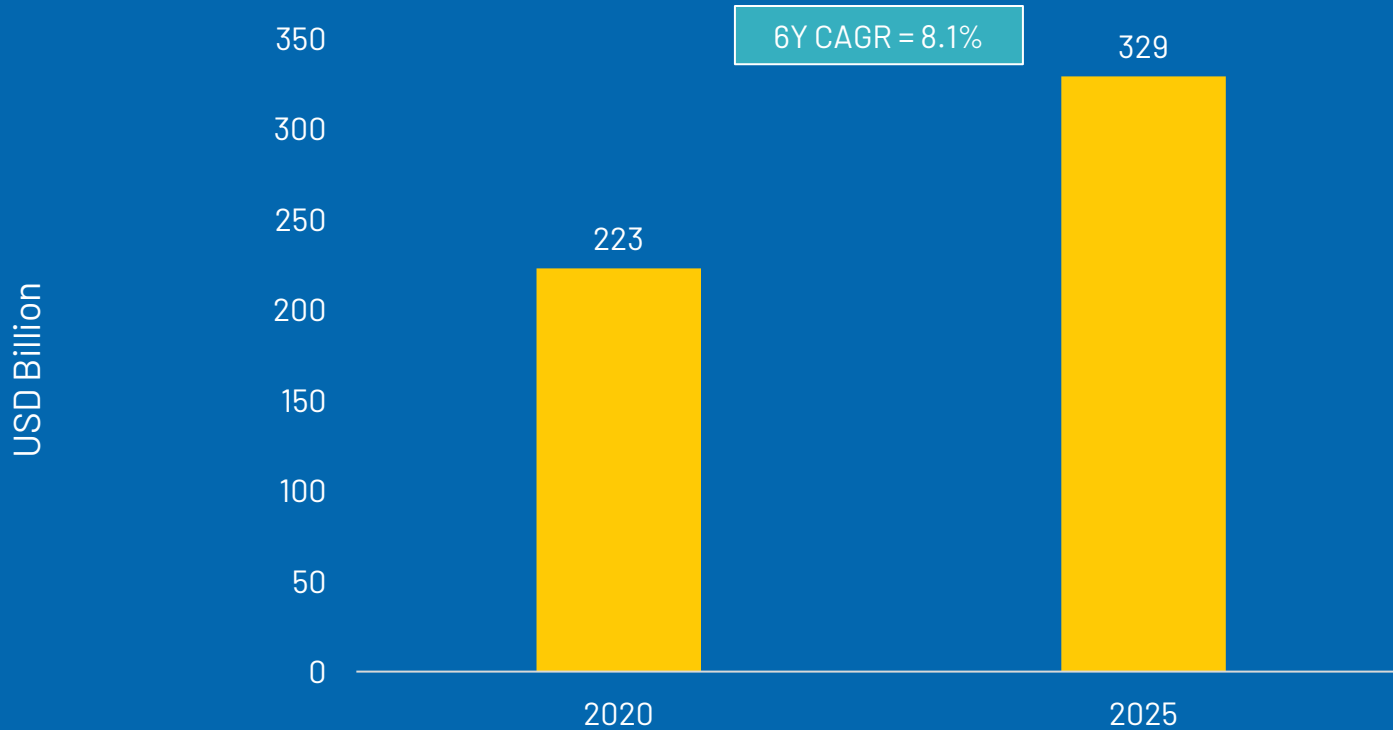
STRATEGIC INITIATIVES



EXPAND
OUR MANAGED SERVICES PORTFOLIO
IN WESTERN EUROPE AND USA

MANAGED SERVICES

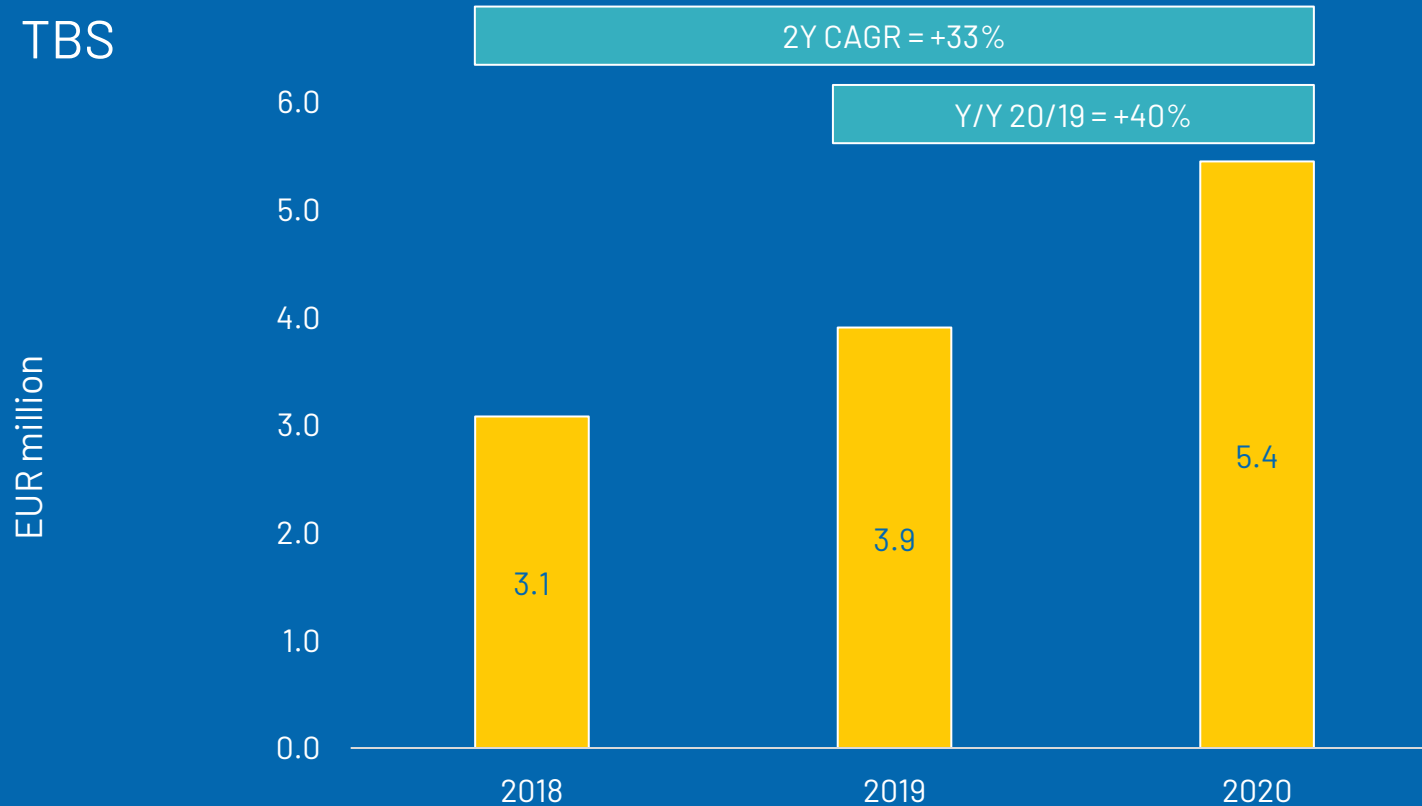
GLOBAL MARKET TREND



Source: Markets and markets (April 2020)

MANAGED SERVICES

TBS



Managed Services + Extended Support, incl. ASOC



MANAGED SERVICES

GLOBAL GROWTH FACTORS



Lack of skilled IT professionals



Shared risk of new tech adoption and operation



Cost reduction / Lower IT budgets



Cybercrime growth



Control of outgoing IT expenditures



SMBs driving market growth



High cloud adoption

WHY TBS

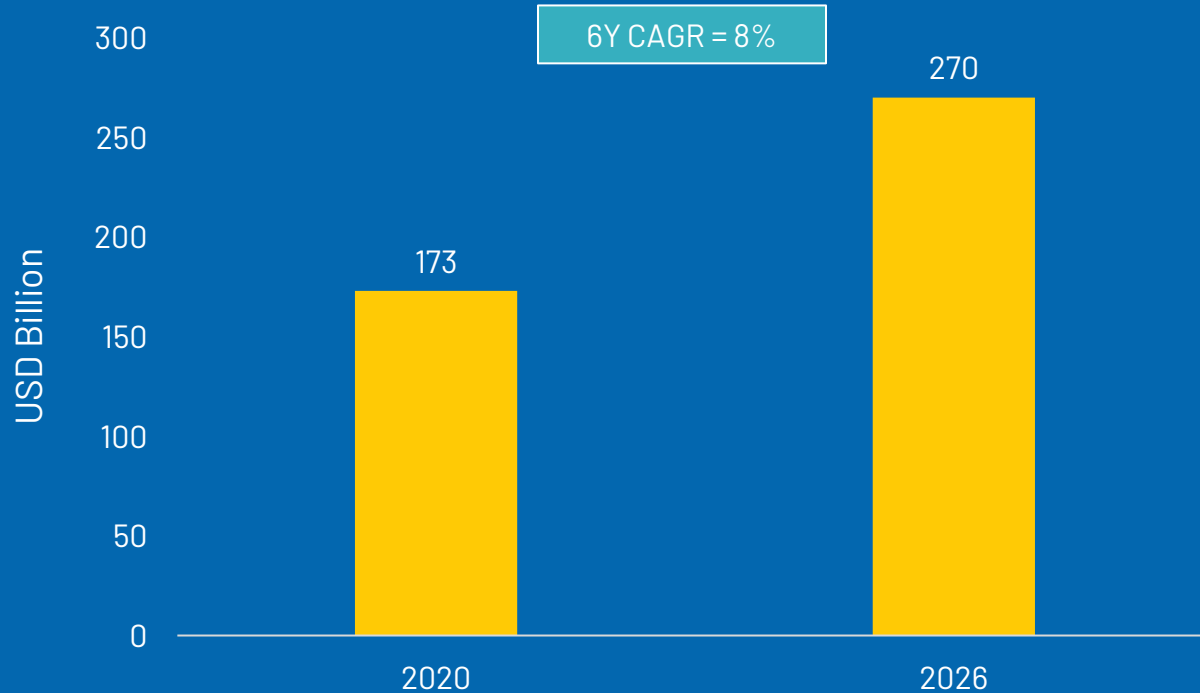
- Simplicity
- Broad View
- Flexibility
- Extra Mile
- Attention to Detail
- Proven Records

**DIFFERENTIATE
WITH INFORMATION SECURITY
SERVICES AND PRODUCTS IN SEE**



INFORMATION SECURITY

GLOBAL CYBERSECURITY MARKET



Source: [Forbes](#) / Australian Cybersecurity Growth Network

DIFFERENTIATORS

12

Dedicated
cybersecurity analysts

2+

Years of committed
team development

35+

Vendor partners

Holistic
process

Product
strategy

Client
recognition

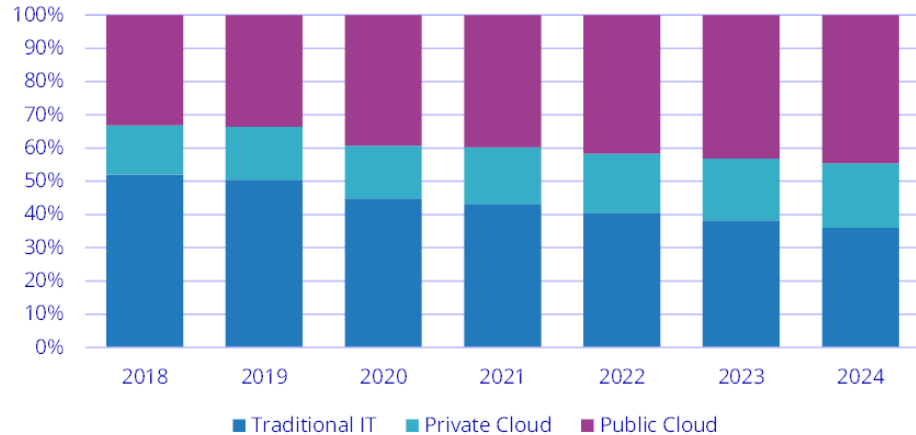


**EXTEND
OUR CLOUD SERVICES PORTFOLIO**

PUBLIC CLOUD IT INFRASTRUCTURE MARKET OVERVIEW - IDC

- YoY spending increase by 13.1% in Q3'20
- Exceeded non-cloud IT infrastructure spending for the first time ever
- Non-cloud infrastructure, expecting a decline

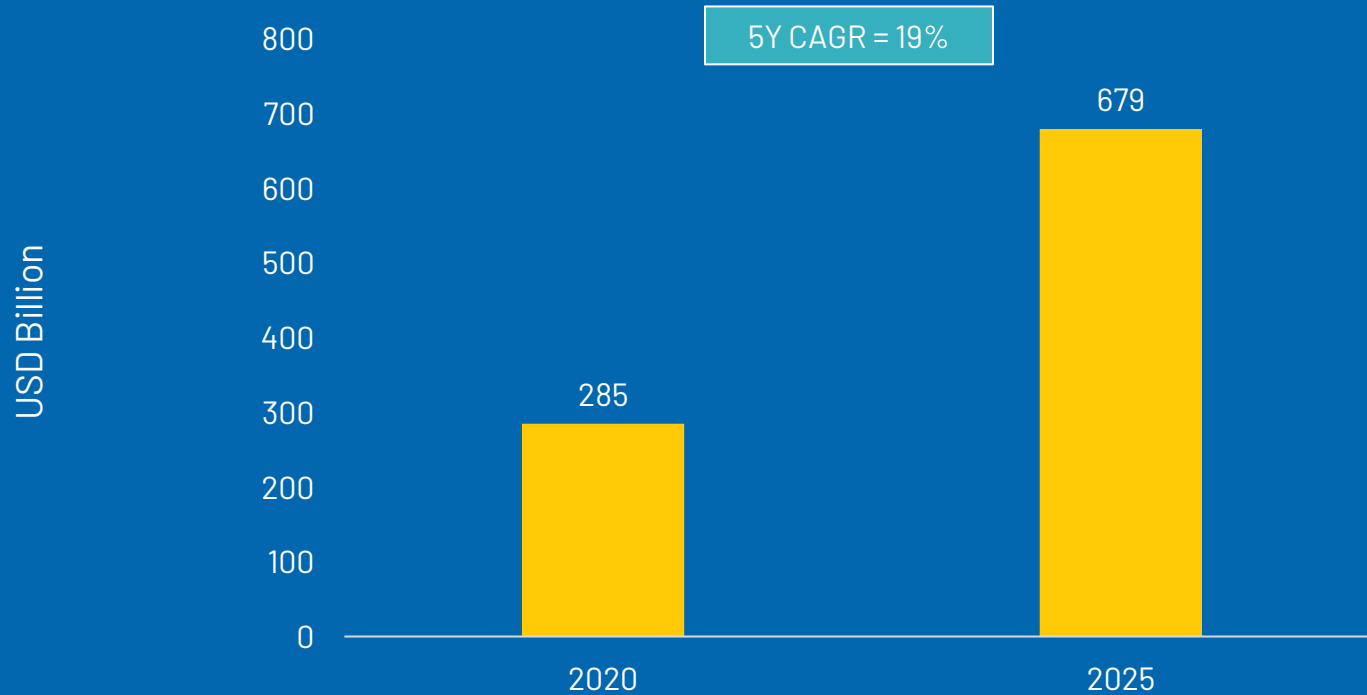
Worldwide Cloud IT Infrastructure Market Forecast by Deployment Type, 2018- 2024 (shares based on Value)



Source: IDC 2021

PUBLIC CLOUD

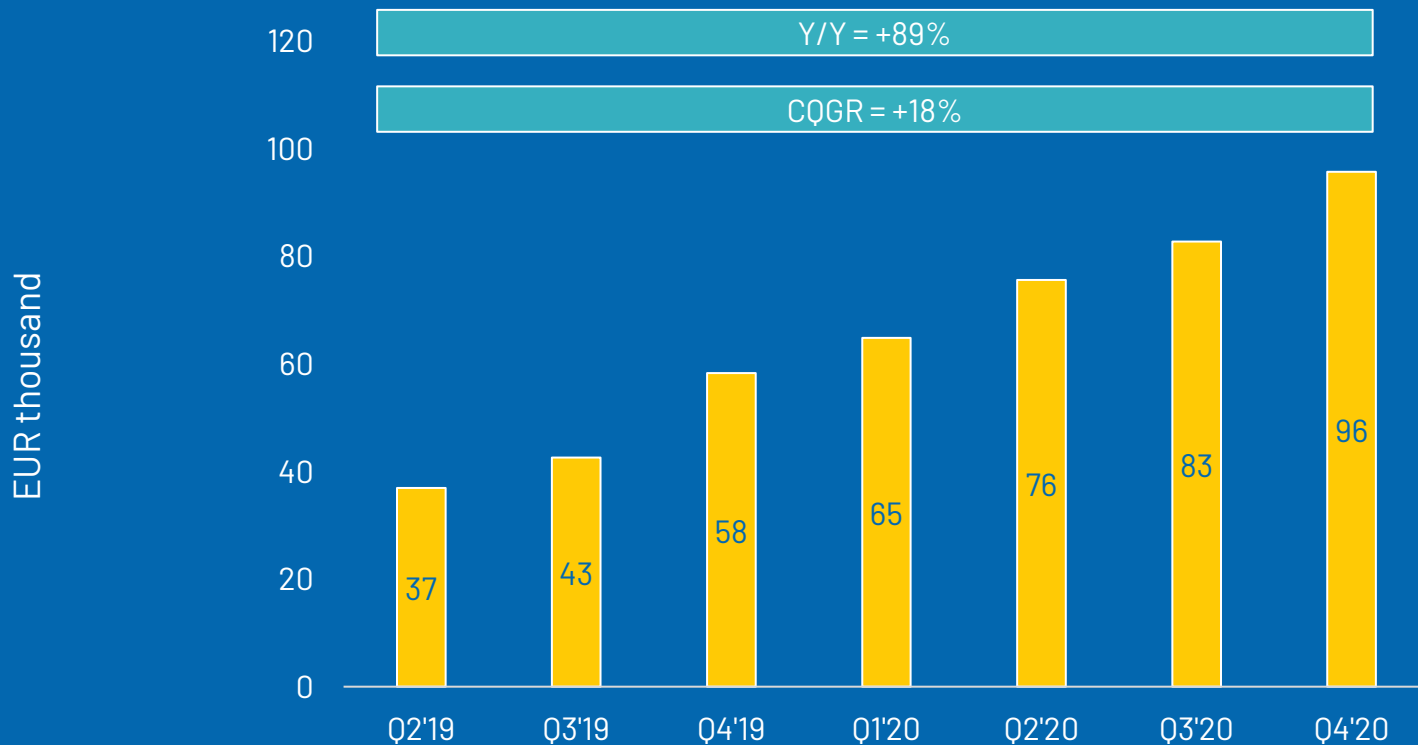
GLOBAL MARKET



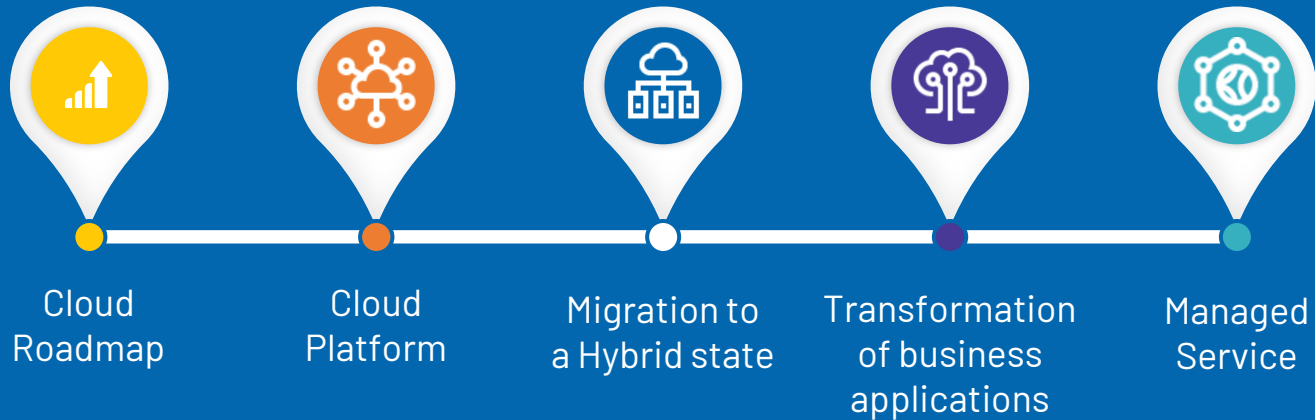
Source: [Statista.com](https://www.statista.com)

CLOUD IN TBS

AZURE CONSUMED REVENUE



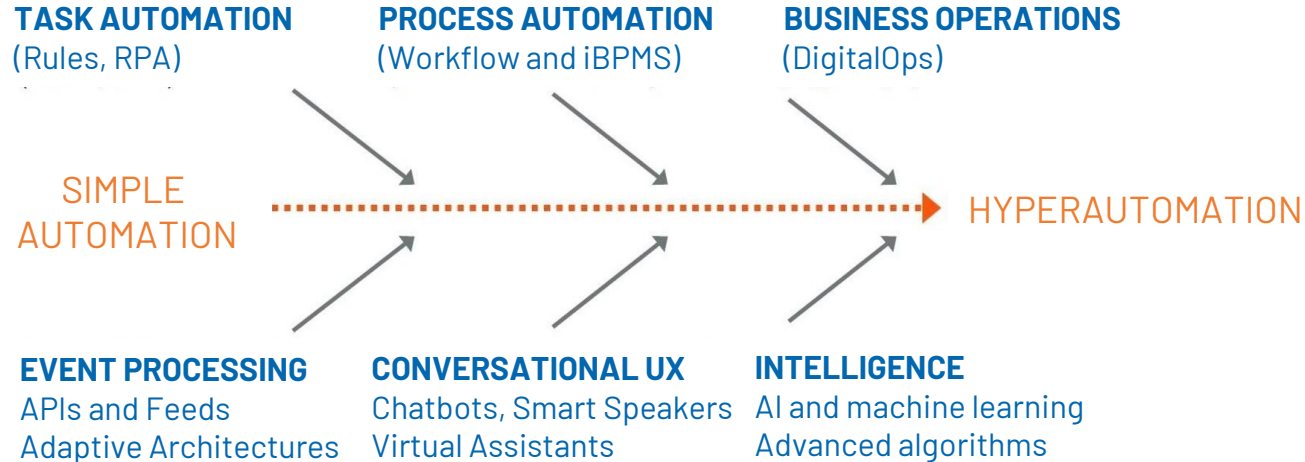
PROVIDING AN END-TO-END EXPERIENCE





**BUILD
HYPERAUTOMATION EXPERTISE**

WHAT IS HYPERAUTOMATION?



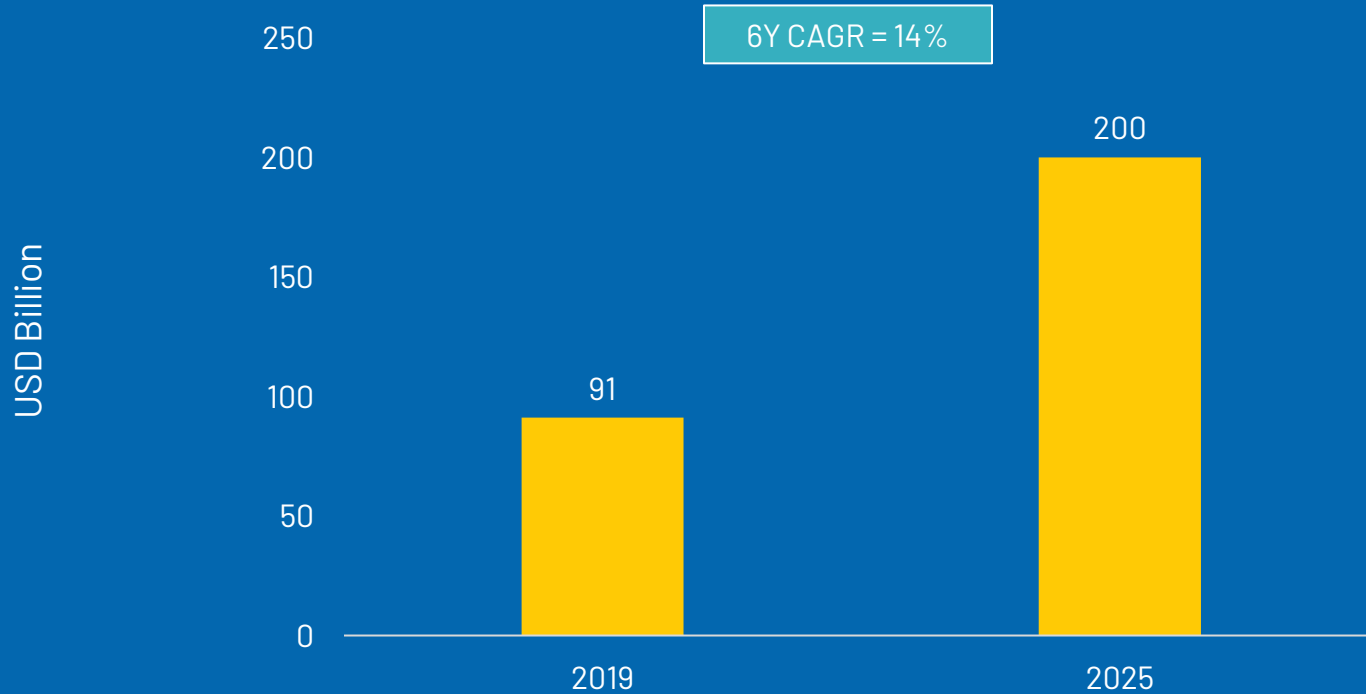
HYPERAUTOMATION FUTURE

“HYPERAUTOMATION IS IRREVERSIBLE AND INEVITABLE. EVERYTHING THAT CAN AND SHOULD BE AUTOMATED WILL BE AUTOMATED.”

– BRIAN BURKE, RESEARCH VICE PRESIDENT, GARTNER

HYPERAUTOMATION

GLOBAL MARKET



Source: [Industryarc.com](https://www.industryarc.com)

HYPERAUTOMATION:

**THE NEXT MILESTONE TOWARDS
COMPLETE DIGITAL TRANSFORMATION**

STRATEGIC FRAMEWORK

Maintain

Optimize

Differentiate

Expand

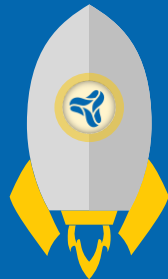


O for **Optimize** or the continuous improvement of tools and processes, aiming operational excellence and financial success

E for **Expand** both geographically and technologically, by leveraging economy of scale and knowledge

M for **Maintain** stands for securing what has already been achieved by investing in right management

D for **Differentiate** by showing customer orientation, high proficiency and a unique blend of services



M O D E

**DIFFERENTIATE WITH
INFORMATION SECURITY
IN SEE**

**BUILD STRONG
HYPERAUTOMATION
PORTFOLIO**

**EXPAND MANAGED
SERVICES PORTFOLIO IN
WEST EUROPE AND USA**

**EXTEND CLOUD SERVICES
PORTFOLIO**

A close-up photograph of a network switch with several blue Ethernet cables plugged into its ports. The background is softly blurred, showing more cables and a warm light source. A blue banner with white text is overlaid in the center.

THANK YOU!