

PRESS RELEASE

Ctac's Capital Markets Day



About Ctac

As a Business & Cloud Integrator, Ctac helps its clients realise their ambitions. Ctac creates the required business value through constant innovation. Ctac offers a broad portfolio of solutions, including SAP and Microsoft 'on any cloud' solutions, and provides services in the fields of IT modernisation, Connected Intelligence, Transformation & Change management, Security & Trust and Business Transformation.

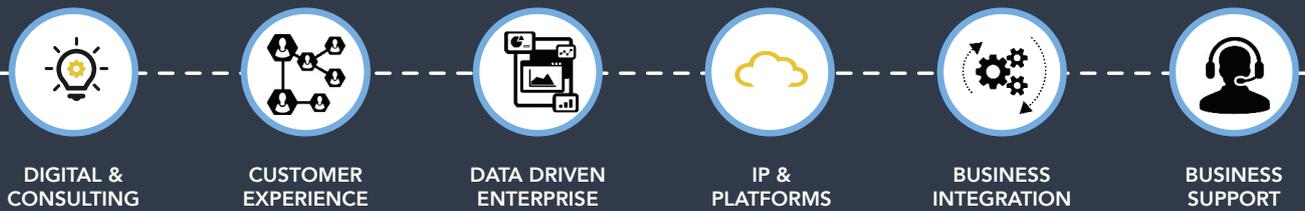
In addition, Ctac has a number of its own products, including the XV Retail Suite, which consists of an omnichannel-driven Point-of-Sale & Loyalty platform, and SaaS solutions for housing corporations and commercial real estate, respectively Fit4Woco and Fit4RealEstate.

In 2021, Ctac had been in business for 29 years and over the years has built up extensive experience and material know-how in the retail, wholesale, manufacturing and real estate sectors. In 2020, Ctac recorded revenue of € 87.3 million.

Ctac has a balanced workforce in terms of age, expertise and experience. Ctac sees working together to realise common goals as a high priority. Ctac is listed on the Euronext Amsterdam stock exchange (ticker: CTAC) and has offices in 's-Hertogenbosch and in Wommelgem (Belgium).



PORTFOLIO PILLARS



More information

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Ctac held Capital Markets Event and presented strategy update

's-Hertogenbosch (the Netherlands), 11 June 2021 – Today, Ctac hosted its first Capital Markets Event and presented a strategy update for profitable growth acceleration in the period 2021-2025.

Highlights strategy update 2021 – 2025

With a refocused and more agile organization in place, Ctac is now ready to enter a new phase with a stronger emphasis on growth in the Benelux IT services and solutions market. The company is well-positioned to take advantage of post-Covid market momentum and the subsequent acceleration of the digital transition in its target markets, which is expected to lead to increased demand for IT specialists and sector-specific IT solutions in the years to come.

The strategy update presented today is built upon the following growth and value drivers: (1) Integration; (2) Connectivity (3) Diversification and (4) Innovation. The strategy will be further enforced by continued investments in Ctac's positioning as an employer of choice with a well-balanced, engaged and talented workforce that continues to deliver seamless added value IT services and composed solutions to our clients.

Medium term objectives

The medium term objectives have been refined to better underline Ctac's strategic ambition.

Financial objectives

- Revenue: high single-digit organic year-on-year growth (as of 2021) with net growth of average number of FTE's with 10%
- Gross margin: year-on-year increase in each business line
- Revenue per FTE: year-on-year increase of revenue per FTE and productivity per direct employee
- EBIT margin: exceeding 8% as of 2023

Non-financial objectives

- Employee engagement: A Net Promotor Score (NPS) of > 10
- Talent retention: A year-on-year average retention rate above 85% of our pool of specialists
- Sustainability: Continued involvement with local communities we work in, actively supporting local social initiatives; committed to deliver emission reductions in line with EU Green Deal target for 2030

Guidance

The outlook for full year 2021 remains unchanged. Year-on-year, revenue is expected to increase at comparable gross margins (as % of revenue) and lower cost, resulting in an improved EBIT compared to full year 2020.



FINANCIAL CALENDAR

- 11 June 2021 : Capital Markets Day
- 5 August 2021 : Publication half year results 2021
- 28 October 2021 : Publication press release on third quarter

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Disclaimer

This press release contains statements that provide forecasts of future results for Ctac N.V. and expresses certain intentions, objectives and ambitions on the basis of current insights. Such forecasts are, of course, not free of risks and, in view of the fact that there is no certainty about future circumstances, there is a certain degree of uncertainty. There is a multitude of factors that may underlie the fact that the actual results and forecasts may differ from those described in this document. Such factors may include: general economic and technical developments, scarcity in the labour market, the pace of internationalisation of the market for IT solutions and consulting activities as well as future acquisitions and/or divestments.