

# AURELIUS acquires T-Systems IDS

Conference Call April 8, 2014, 3:30 pm CET



# T · · · Systems · · ·

### SELECTION OF SERVICES

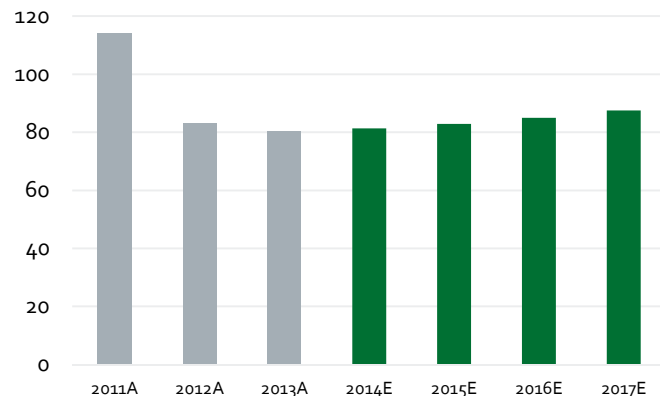
- Individual desktop solutions
  - IMAC and break/fix
  - Supply management
- Project management
  - Roll-outs
  - Design-Build-Run
- Hardware and Software consulting and selling
- System engineering

### SELECTION OF CLIENT BASE



- T-Systems Individual Desktop Solutions GmbH (IDS) is a 100% subsidiary of T-Systems International and was founded in July 2007 as a production unit within T-Systems
- Key figures 2014 (management plan):
  - Net revenue EUR 81.3m
  - EBIT EUR 3.5m
- The business provides extensive, individualised ICT solutions for premium customers in Germany
- The business currently employs 630 internal and another 500 external employees, working at approx. 75 sites across Germany
- Due to a competitive market environment in the desktop management sector, IDS is considered non-core by T-Systems
- With long-lasting client agreements, IDS will remain preferred partner of T-Systems going forward

Net Revenue (in EUR m)

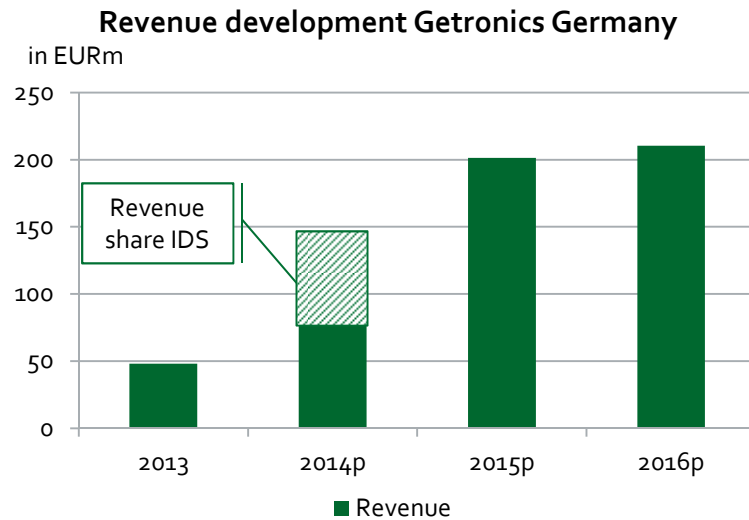


Source: Management business plan

### SITUATION AT TIME OF ACQUISITION

- “Production unit” of T-Systems with cost+ pricing
- No independent market approach, i.e. 100% of revenues generated through T-Systems
- No focus on market developments, utilisation, profitability, external sales, efficiency or cost management
  - > The business has no account controlling – profitability on contract or client level not calculated
- No own sales, overhead or administrative functions but very complex internal employee regulations
  - > Large parts of IDS staff are looking forward to act freely and in an entrepreneurial fashion in the market
- Services are offered to clients with a T-Systems “surcharge” only, making the company relatively uncompetitive

## AURELIUS ACQUIRES IDS



Source: Management business plan

### ACQUISITION RATIONALE – INTEGRATION WITH GETRONICS

- With AURELIUS' acquisition of IDS, Getronics Germany will make a step-change and become a leading player in the German region
- Without own overhead, IDS will leverage existing Getronics administrative functions
- IDS has long-term relationships with premium clients in Germany and will therefore strongly enhance AURELIUS' IT Service portfolio
- Significant operational improvement potential,
- Margin potential by offering services without "surcharge" to external clients
- Topline growth in the areas of data security and cloud services

### TERMS

Typical AURELIUS deal

### TIMING

Closing expected in Q2, significant positive earnings and cash effect

## IR DATA POINTS



## FINANCIAL CALENDAR

May 14, 2014	Q1 figures
May 21, 2014	Annual General Meeting
August 14, 2014	Half-year report



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