

AURELIUS acquires T-Systems IDS

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



T · · · Systems · · ·

SELECTION OF SERVICES

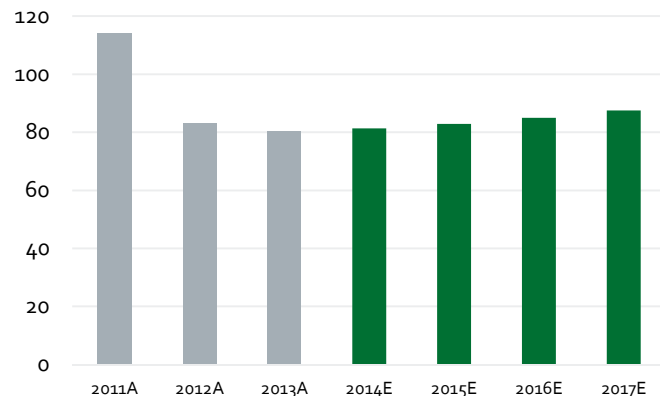
- Individual desktop solutions
 - IMAC and break/fix
 - Supply management
- Project management
 - Roll-outs
 - Design-Build-Run
- Hardware and Software consulting and selling
- System engineering

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)

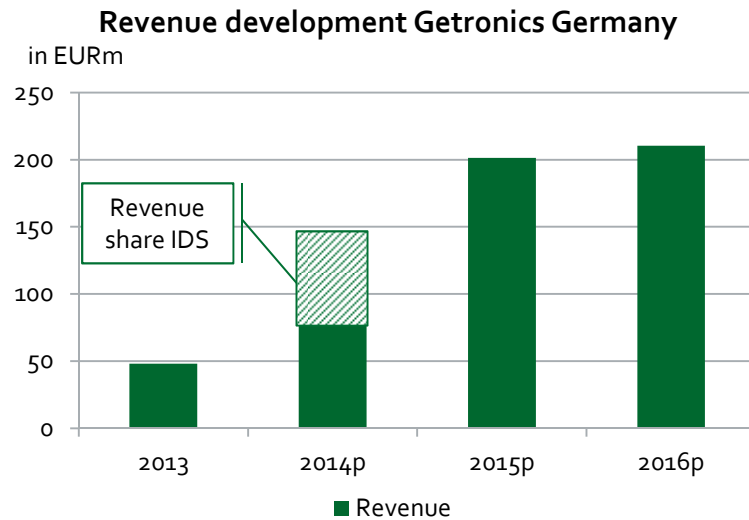


Source: Management business plan

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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