

OVERVIEW

Headquarters	Diegem (BE)
Industry	IT Services
Revenues	EUR 450.2m
EBITDA	EUR 31.1m
Asset class	MidMarket



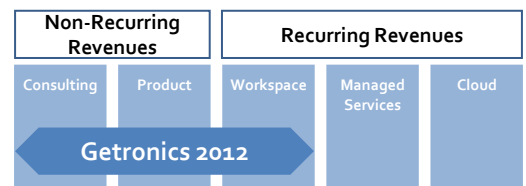
AURELIUS EBITDA Improvement	EUR 29.1m
Enterprise Value at Exit	EUR 220.0m



AT ACQUISITION

Underperformer in the low margin segments onsite support and field services

- Operating entities not integrated, no group strategy
- Low-margin workspace management and product sales
- Below average customer renewal rates



AURELIUS' OPERATIONAL INVOLVEMENT

Carve-out and operational improvement

- Carve-out from KPN (IT-Infrastructure, financing, branding, etc.)
- Cost reduction program (e.g. outsourcing logistics, standardized controlling and tool landscape)
- Top-line stabilization through implementation of systematic customer renewal/upselling roadmap

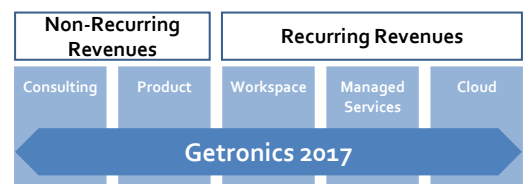
Five strategic add-on acquisitions

- ✓ **steria** **ibérica** Applications, Consulting
- ✓ **connectis** Applications
- ✓ **NEC** Unified Communications
- ✓ **TELVENT** Applications, Consulting
- ✓ **colt** Cloud

AT EXIT

Global provider of digital transformation solutions

- Comprehensive portfolio of services spanning the entire IT spectrum
- Growing focus on higher margin services including digitization and cloud
- Strategic buyer financed by White Oak, Permira DM and WhiteHorse Capital



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