

## OVERVIEW

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



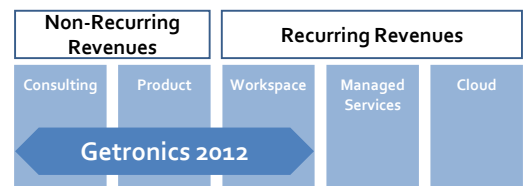
AURELIUS EBITDA Improvement	EUR 29.1m
Enterprise Value at Exit	EUR 220.0m



## 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

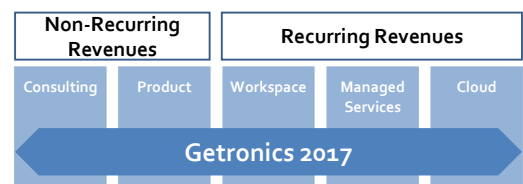
### Five strategic add-on acquisitions

✓	<b>steria</b> <b>ibérica</b>	Applications, Consulting
✓	<b>connectis</b>	Applications
✓	<b>NEC</b>	Unified Communications
✓	<b>TELVENT</b>	Applications, Consulting
✓	<b>colt</b>	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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