

## **Interim report for the first quarter of 2009**

### **adesso AG follows forecast with sales and earnings / profitable with reduced margin in the first quarter of 2009**

Interim report of adesso AG in accordance with § 37 WpHG

- Consolidated sales revenues of EUR 16.6 million compared to EUR 14.1 million in the prior year
- As expected, operating margin lower at 6.3 % (prior year: 11.2 %)
- New subsidiary successfully integrated in Austria

***Dortmund, 15 May 2009 – adesso AG was able to increase sales revenues in the first quarter of 2009 by 18 % to EUR 16.6 million compared to the prior year period. In doing so, adesso reported consolidated earnings totaling EUR 276 thousand with an operating margin of 6.3 % and therefore remained within the range of the company's forecast.***

In a market environment that has become more difficult, adesso has succeeded in sustaining the majority of its existing business portfolio at the same level. Against initial expectations, prices were not under exceptionally high pressure. Budget cuts in the IT department are likely to result in delays to planned new projects or project progress coming to a standstill. Sales revenues with new customers were therefore lower in the first quarter of 2009.

beiT Consulting GmbH (now adesso Austria GmbH), acquired in February 2009, initially contributed EUR 614 thousand towards consolidated sales revenues pro-rata from the acquisition date. As a result, the integration and repositioning as an adesso regional subsidiary was a success and the market presence was completely converted to adesso. With references and sales support from Germany, the company has already been able to acquire the Austrian Federal Economic Chamber as a new customer and place a major offer for a bank portal in Austria. Based on its many years of experience, the Austrian management is supporting adesso in Germany in acquiring additional customers in the Media department. adesso software products have already been presented to a variety of companies in Austria.

As expected, software license sales for in-house products from the Content Management and Content Migration departments were at a slightly lower level than the prior year. Some customers are reluctant to invest in new software licenses against the backdrop of financial uncertainties in their own businesses. However, adesso finds itself in a promising supply situation of considerable magnitude with some of its other customers, which was not expected in 2009.

While sales revenues increased by 18 % or EUR 2.5 million to EUR 16.6 million against the prior year, they were EUR 2.3 million lower than the prior quarter. The decline was on the one hand due to an untypical commercial transaction for adesso concerning a major license from a third party manufacturer in the range of EUR 1 million in the fourth quarter of 2008 – traditionally the strongest quarter for the company's own software products. Another reason for the decrease was the negative impact on the Consultancy and Software Development department caused by the economic crisis, which will be counteracted by a more restricted recruitment policy and expanding the Sales department.

By recruiting specialist staff in the prior year, personnel expenses went up by 25 % to EUR 11.3 million and experienced a stronger increase than sales revenues (+ 18 %). As a result of the positive economies of scale, other operating expenditure rose by just 8 % to EUR 3.4 million, which meant that EBITDA dropped by EUR 526 thousand or 33 % to EUR 1,048 thousand compared to the prior year. The EBITDA margin decreased from 11.2 % in the prior year to 6.3 % and is therefore above the minimum value of the forecast. Regular depreciation and amortization, in particular on balance sheet items from company acquisitions, amounting to EUR 902 thousand as well as positive financial earnings of EUR 84 thousand and tax earnings of EUR 45 thousand resulted in consolidated earnings amounting to EUR 276 thousand in the first quarter of 2009 (prior year: EUR 868 thousand).

	Q1/2008	Q4/2008	Q1/2009	+/- YOY	+/- in %
<b>Sales revenues</b>	14,095	18,911	16,638	+ 2,543	+ 18 %
<b>EBITDA</b>	1,574	1,384	1,048	- 526	- 33 %
<b>EBITDA margin</b>	11.2 %	7.3 %	6.3 %	- 4.9 pp	- 44 %
<b>Con. earnings</b>	868	751	276	- 592	- 68 %
<b>Employees FTE (number)</b>	470 (529)	529 (582)	567 (625)	+ 97 (+ 96)	+ 21 % (+ 18%)
<b>Net cash</b>	6,831	15,806	7,708	+ 877	+ 13 %

Variable salary components for 2008 totaling EUR 5.1 million were paid out in the first quarter as planned (prior year: EUR 3.3 million). EUR 3.8 million was spent on acquiring beiT Consulting GmbH, which was countered by adding an acquisition loan totaling EUR 3 million. Accordingly, an outflow of EUR 0.8 million resulted from the acquisition in the first quarter. By increasing the receivables portfolio and the number of projects worked on, but not yet invoiced, pre-financed working capital increased by EUR 2.7 million to EUR 9.7 million. Overall, the portfolio of liquid assets decreased by EUR 5.3 million to a still solid EUR 13.4 million compared to 31 December 2008. Due to borrowing an acquisition loan, the net cash item amounts to EUR 7.7 million compared to EUR 15.4 million at the turn of the year. Unlike the first quarter, no important payments will be incurred in the following quarters for the variable salary program and an increasing number of fixed price projects will be invoiced. As was the case in the prior year, this will result in a significantly more positive development of the cash item.

The equity ratio remained unchanged at 45 %.

Market segments relevant to adesso are developing as expected in 2009. We anticipate customer IT budgets remaining under pressure and offering less potential for growth in the coming two or three quarters. Compared to other industries, the IT Services segment was affected by the global recession to a considerably lesser extent. Unlike some major competitors, adesso plans to successfully overcome the downturn phase without making significant reductions to the carefully established, highly qualified workforce. Adesso is aiming to take advantage of potential signs of weakness from competing market players in an effort to enhance its market share. The company will continue to stick to the forecast for 2009 which includes sales revenues of between EUR 68 million and EUR 70 million and an EBITDA margin of at least 5 %.

The Executive Board

This and further capital market related information can be found in the Investor Relations section of our website at:  
<http://www.adesso-group.de/en/investorrelations/>

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