IT Competence Group S.E. Waalre

Annual report 2013

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FINANCIAL REPORT

## To Our Shareholders

We look back over a highly successful fiscal year 2013.

IT Competence Group achieved excellent annual results for the 2013 fiscal year. Group revenue was EUR 21.6 million, representing a 29% increase over the previous year. EBIT was strongly up to EUR 1.0 million. The Group's net profit was EUR 0.6 million, equalling EUR 0.34 earnings per share.

Overall during 2013, we have delivered strong revenue in all business areas despite increasing competition in our markets. The markets in which we operate are also prone to rapid and significant changes, driven by end user demand and changes in technologies.

We laid the foundations for the continued successful development of our Company in the future with the investments we have made over the past two years in new markets, new products and new ideas. We further solidified out dominant domestic market position and continued our expansion.

The markets in which IT Competence Group operates continue to provide good prospects for growth. We recognise that in establishing and maintaining our objective of having good positions in our target markets, we are up against strong competitors, as well as a rapidly changing landscape for IT. Your Board is mindful of the challenges that lie ahead and we continue to evaluate the potential risks that could impact the Group.

On behalf of the Board, I would like to thank all the people from IT Competence Group for their effective contribution in 2013. We work in an increasingly changing environment and I continue to be positively surprised by the way the Company rises to the new challenges that are generated in the IT market.

For the fiscal year 2014 management expects to achieve:

- 2014 revenues between € 23m and € 25m
- 2014 EBIT above € 1.0m

The year 2013 has been one where we have consolidated our position. While we will undoubtedly have challenges ahead, we believe we have the right portfolio of technologies and people to execute our platform strategy, as we look forward with confidence to the future. We thank you for the brought confidence.

Waalre, June 6, 2014

Robert Käß

Managing Director

#### FISCAL YEAR 2013 at a glance

**Total Revenues** 

2013 € 21.6m + 29.1 %

Gross Margin

2013 € 13.3m 2012 € 11.0m

**EBIT** 

2013 € 1.0m 2012 € 0.05m

Result after Tax

2013 € 0.6m 2012 € -0.1m

**TOTAL** assets

2013 € 8.1m 2012 € 6.5m

## Management

IT Competence Group SE is organised as a SE company under Dutch law with a two-tier board structure. The company's management consists of a Management Board ("Raad van Bestuur") and a Supervisory Board ("Raad van Commissarissen").

**Board of Directors** 

Robert Käß

Robert Käß joined the Management Board of Navigator Equity Solutions SE in November 2008. He is also one of the founding partners of the consulting company The ACON Group SE. He founded AdVal Capital Management AG in 1998, a Munich-based consulting company specialised in the field of finance. In his capacity as CEO of AdVal he invested in several technology companies and advised six companies on their way to IPO. He started his career as a management consultant with KPMG. Robert Käß holds a Master in Business Administration from LMU in Munich.

Supervisory Board

Dr. Jens Bodenkamp

Dr Bodenkamp is currently active as a Business Angel. Previously he Managing Director of the ETF Group Deutschland GmbH, a wholly-owned subsidiary of the globally active venture capital firm ETF Group based in Lugano, Switzerland, responsible for the German language market segment. Previously Dr Bodenkamp directed Intel Corporation's broadband programme Europe, responsible for strategy, strategic alliances, marketing and targeted investments in the broadband space.

#### Erich Hoffmann

Mr. Erich Richard Hoffmann is the Founder of ContTect GmbH. He currently serves as a Consulting Engineer and has also successfully supported a number of start-up companies since 2000. In the past Mr. Hoffmann designed test equipment for several applications and introduced inspection systems for CD, CD-R, MO, LD, LCD and MD formats plus physical optical disc checkers.

## The Company

IT Competence Group SE acts as a holding company for growth-oriented IT service companies. It combines a maximum of entrepreneurial freedom for its subsidiaries with the advantages of a publicly listed group to support them in gaining a leading position in their respective markets. Currently, the Group's operational business is based in Germany. In line with a buy and build strategy, the holding focuses on the acquisition. development and administration of the individual companies.

The strategic objective of IT Competence Group SE is to offer its customers ideal solutions for their information technology requirements and to offer comprehensive support in the planning and implementation of the latest technologies.

In a complex and constantly changing market environment we possess the necessary technical and personnel knowhow enabling us to offer our clients all required services from a single source.

Therefore, we trust especially in the advancement and cooperation of strong independent subsidiary companies under

the umbrella of the Holding in order to realise extensive synergies for our customers. The services of IT Competence Group SE unburden our clients from worrying about IT problems and allow them to focus on optimising their core business.

Within the group we aim at a continuous advancement of each individual subsidiary company, fostered by continued cooperation with the existent management and a financial participation of the management in the company.

#### Our subsidiaries include:

Human Internet CONSULT AG is a subsidiary of IT Competence Group SE since October 31, 2006. Human Internet CONSULT AG is an IT consultancy with its registered office in Murr/Ludwigsburg. The company with offices in Berlin, Munich, Hamburg, Ludwigsburg and Frankfurt is active throughout Germany mainly in the areas of IT processes, IT organisation, IP convergence and IT security.

BEAM IT CONSULT GmbH is a subsidiary of IT Competence Group SE since June 2007. BEAM is a young IT service company with its registered office in Ludwigsburg. After a strategic repositioning, the company's focus is now on business and process management consulting.

net on AG is a subsidiary of IT Competence Group SE since June 2011. The net on AG is an IT-service provider. With dedicated resources, net on AG offers a comprehensive range of IT solution packages. The company is equipped to fully manage the technology infrastructure or provide any level of support to augment the existing staff.

HIC Systems GmbH is a subsidiary of IT Competence Group SE since June 2009. The company is active throughout Germany mainly in the areas of datacenter solutions, security management, project management and phone solutions for the workplace.

## Shareholder Structure

By the end of the fiscal year 2013, the number of shares outstanding was 1,875,000 thereof Navigator Equity Solutions SE, the main shareholder, holds 78.97% of the shares.

## Annual Shareholders' Meeting

The Annual General Meeting of IT Competence Group SE for the fiscal year 2013 took place in Waalre, the Netherlands, on July 16, 2013. In total 12.73% of the share capital was represented at the meeting. All items of the agenda were approved unanimously.

# Development of Earnings, Asset and Financial Situation

The consolidated financial statement have been prepared in accordance with Title 9 Book 2 of the Netherlands Civil Code.

Earnings situation

Revenue Development

In the fiscal year 2013, IT Competence Group generated total (net) revenues of 21.6m euros (2012: 16.7m euros). This represents an increase of 29.1%.

The Group's total operating costs in the fiscal year 2013 amounted to 12.3m euros (2012: 10.9m euros) an increase of 12.8%.

**Earnings Development** 

In the fiscal year 2013, IT Competence Group generated a gross profit of 13.3m euros (2012: 11.0m euros). The gross margin was lower from 65.9% to 61.6%.

The Group's operating result (EBIT) amounted to 1.0m euros (2012: 0.05m euros). This was primarily attributable to higher revenues. Even though personnel expenses grew significantly (2013: 9.4m euros, 2012: 8.1m euros). The order situation required an increase in personnel.

Pre-tax earnings amounted to 0.8m euros (2012: -0.05m euros). After deduction of income tax amounting to -0.2m euros (2012: -0.0m euros), the income for the period amounted to 0.6m euros (2012: -0.1m euros).

Asset Situation

**Balance Sheet** 

As of December 31, 2013, the IT Competence Group balance sheet total amounted to 8.1m euros (December 31, 2012: 6.5m euros).

The group's total fixed assets decreased to 3.7m euros (2012: 3.9m euros). Current assets increased from 2.6m euros at the end of 2012 to 4.4m euros. This is especially due to an increase of 2.1m euros in Cash and Cash equivalents.

The guarantee capital increased to 2.9m euros (2012: 2.2m euros). Current liabilities increased from 4.3m euros to 5.2m euros, consisting of trade payables amounting to 2.4m euros (2012: 1.3m euros), other liabilities of 2.4m euros (2012: 2.7m euros) and current tax liability of 0.4m euros (2012: 0.3m euros).

## Employees

As of December 31, 2013, the number of employees at IT Competence Group amounted to 145 (2012: 115). This comprises 75 employees at Human Internet CONSULT AG, 1 employee at Beam IT Consult GmbH, 53 employees at net on AG, 7 employees at HIC Systems GmbH and 3 employees at Sinwell AG.

We expect employee numbers at IT Competence Group SE to be significantly up in 2013 as its subsidiaries plan to expand its staff.

## Risk Report

IT Competence Group's future business development will always be influenced by both elements of chance and risk. Our risk management serves to recognise, observe and communicate both chance and risk. This ensures the punctual delivery of

information to the relevant decision makers so that the development of suitable measures to both utilise chance and contain risk can be implemented.

Apart from the general risks that exist in the business environment, due to the nature of its industry, IT Competence Group is also subjected to other risks. These have been summarised below:

#### Cyclical Risks

Customers' demand in the IT market is always dependent on the customers' own business and financial situation and hence also on the general economic development. Currently, the global and German economy is recovering successfully from a deep recession and is expected to generate good growth also for the foreseeable future. This is also reflected in a positive forecast for the development of the IT services market in the coming years. However, there is no guarantee that the current growth is sustainable and there are still a number of significant risks for the future economic development, especially in Europe and Germany. Thus, if the general economic environment should start to deteriorate. this will also have negative effects on the development of the IT services market as well as on the financial and asset situation. of the Group.

#### Competition

The IT services market is highly fragmented and characterised by intense competition. Competition

for the Group companies arises from a small number of bigger players in the market as well as from a large number of small competitors. Such competition is even boosted by former employees of Group companies going into business for themselves. As in every other market, strong competition is always putting pressure on pricing and margins in the

market, thus also affecting the Group's profitability. If the Group companies are not able to prevail in this highly competitive environment there may be adverse effects on the Group's financial and asset situation.

#### Personnel Risks

The IT business is rapidly changing and evolving new technologies. Thus it is necessary that the technical staff of the Group companies always stays on top of these developments and continuously expands its skills to remain state-of-the art. If the Group companies do not provide for this risk by organising sufficient education and training programs they might lose their competitive capacity, resulting in respectively advers effects on the Group's financial and asset situation. Currently, the Group's management has no reason to believe that any of the above mentioned risks represents an acute threat to the Group's continuation.

#### Legal Risks

Amendments to laws and/or regulations may have a positive or a negative effect on a company's market activities.

## Internal Control and Management Statement

With due observance of the limitations that are inevitably inherent in any risk management and internal control system, our internal risk management and control systems provide reasonable assurance that our financial reports are free of material misstatement and that these systems were adequate and effective in 2013. There are no indications that they will not be adequate and effective in the current year. The phrase "reasonable assurance" is taken to mean the level of assurance that would be provided by a director acting with due care under the

given circumstances. The set of procedures involving the internal risk management and control systems, and the related findings, recommendations and measures have been discussed with the Supervisory Board and the independent external auditor.

In addition, we declare, based on Article 5.25c Wet op het financieel toezicht (Wft), that to the best of our knowledge and in accordance with the applicable reporting principles:

- the consolidated financial statements of 2013 give a true and fair view of the assets, liabilities, the financial position and the profit and loss of IT Competence Group SE and its consolidated operations; and
- the management report includes a true and fair review of the position as per 31 December 2013 and of the development and performance during 2013 of IT Competence Group SE and its related participations of which the data have been included in the financial statements, together with a description of the relevant risks of which the IT Competence Group is being confronted.

Waalre, June 6, 2014

The Management Board:

**Robert Kaess** 

## FINANCIAL STATEMENTS

# 1 CONSOLIDATED BALANCE SHEET AS PER DECEMBER 31, 2013 (after appropriation of result)

		December 3	31, 2013	December 3	31, 2012
		€	€	€	€
ASSETS					
FIXED ASSETS					
Intangible fixed assets Tangible fixed assets	(1) (2)	3,535,308 150,220	_	3,736,831 161,292	
			3,685,528		3,898,123
CURRENT ASSETS					
Work in progress					
Work in progress			156,476		55,976
Receivables, prepayments a accrued income	<b>and</b> (3)				
Trade receivables		1,562,425		1,870,774	
Taxes and social securities Other receivables, deferred as	sets	- 57,720		92,691 80,518	
	•		1,620,145		2,043,983
Cash and cash equivalents			2,588,936		517,763

8,051,085	6,515,845

_		December 31, 2013		December 31, 2012	
		€	€	€	€
LIABILITIES					
GROUP CAPITAL	(4)		75,772		-584,383
SUBORDINATED LOANS	(5)		2,790,000		2,740,000
LONG-TERM LIABILITIES	(6)				
Loans from group companies			-		50,000
CURRENT LIABILITIES	(7)				
Bank overdraft Trade creditors Group companies Amounts due to participants an companies in which participatio		50 2,436,825 1,024,225		1,292,128 1,024,411	
takes place Taxes and social securities Liabilities, accruals and deferred		- 380,492		753,372 343,670	
income	_	1,343,721		896,647	
			5,185,313		4,310,228

8,051,085 6,515,845

## 2 CONSOLIDATED PROFIT & LOSS ACCOUNT FOR THE YEAR 2013

	2013		2012		
-	€	€	€	€	
Nett turnover (8) Movement of inventories of finished	21,594,804		16,725,920		
goods and work in progress Cost price	100,500 8,403,865		-143,263 5,556,406		
Gross margin		13,291,439		11,026,251	
	-	13,291,439	en coma	11,026,251	
Employee expenses (9) Amortisation and depreciation (10) Other operating expenses	9,417,633 276,275 2,627,117		8,128,653 283,717 2,566,878		
ana ngasa s		12,321,025		10,979,248	
Operating result	FX1,A <del>1</del>	970,414		47,003	
Financial income and expenses (11)		-132,845		-96,876	
Result from general operations before tax	0.500	837,569		-49,873	
Taxation on result of ordinary activities (12)		-197,414		-29,653	
Result from general operations after tax Minority interest	_	640,155	-	-79,526 1,950	
Result after tax	=	640,155	_	-77,576	

#### 3 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### GENERAL

#### Activities

IT Competence Group SE is a company domiciled in The Netherlands. The address of the Company's registered office is Laan van Diepenvoorde 3, 5582 LA Waalre. The Group is a publicly listed holding company focusing on fast growing IT service companies with business activities in IT consulting and outsourcing solutions.

As per January 1, 2011 IT Competence SE has a permanent establishment in Germany, the address of the Company's office is Schlossdomäne Monrepos 6, 71634 Ludwigsburg.

The parent company of IT Competence Group SE is Navigator Equity Solutions SE, which holds 78.97% of the outstanding shares.

## Basis of preparation

Certain comparative figures have been reclassified to conform to current year's presentation.

## Group structure

In the financial statements of IT Competence Group S.E. the financial information is consolidated of IT Competence Group S.E. and her following group companies:  $\frac{1}{2} \sum_{i=1}^{n} \frac{1}{2} \sum_{i=1}^{n} \frac{$ 

#### LIST OF PARTICIPATING INTERESTS

Name, statutory registered office	Share in issued capital
	%
Human Internet CONSULT AG Ludwigsburg	100.00
net on AG München	100.00
BEAM IT CONSULT GmbH Ludwigsburg	100.00
Sinwell AG München	100.00

#### **Cash flow statement**

The Company has used the exemption from disclosing a cash flow statement based on Dutch GAAP 360 paragraph 104.

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#### **Consolidation principles**

Financial information relating to group companies and other legal entities which are controlled by IT Competence Group S.E. or where central management is conducted has been consolidated in the financial statements of IT Competence Group S.E. The consolidated financial statements have been prepared in accordance with the accounting principles of IT Competence Group S.E.

With regard to the company profit and loss account, the company applies the exemption of article 2:402 BW.

The financial data of IT Competence Group S.E. has been processed into the consolidated annual account according to the exemption of article 2:402 BW. A brief profit and loss account is provided for a single annual account.

Financial information relating to the group companies and the other legal entities and companies included in the consolidation is fully included in the consolidated annual account, eliminating the intercompany relationships and transactions. Third-party shares in equity and results of group companies are separately disclosed in the consolidated annual account.

Financial statements of the subsidiaries are included in the consolidated financial statements from the date that control commences (the acquisition date) until the date that control ceases. At acquisition date the assets, provisions and liabilities are measured at fair values. Goodwill paid is capitalised, to which amortisation is charged based on the estimated useful life. The results of participating interests sold during the year are recognised until the moment of disposal.

## GENERAL ACCOUNTING PRINCIPLES FOR THE PREPARATION OF THE CONSOLIDATED ANNUAL ACCOUNTS

The consolidated financial statement have been prepared in accordance with Title 9 Book 2 of the Netherlands Civil Code.

Valuation of assets and liabilities and determination of the result takes place under historical costs convention. Unless presented otherwise at the relevant principle for specific balance sheet item, assets and liabilities are presented at nominal value.

#### **Conversion of foreign currency**

Receivables, liabilities and obligations denominated in foreign currency are translated at the exchange rates prevailing at balance sheet date. The exchange differences resulting from the conversion as of balance sheet date, taking into account possible hedge transactions, are recorded in the profit and loss account.

#### PRINCIPLES OF VALUATION OF ASSETS AND LIABILITIES

#### Intangible fixed assets

Intangible fixed assets are presented at cost less accumulated amortisation and, if applicable, less impairments in value. Amortisation is charged as a fixed percentage of cost, as specified in more detail in the notes to the balance sheet. The useful life and the amortisation method are reassessed at the end of each financial year.

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#### Tangible fixed assets

Tangible fixed assets are presented at acquisition price less cumulative depreciation and, if applicable, less impairments in value. Depreciation is based on the estimated useful life and calculated as a fixed percentage of cost, taking into account any residual value. Depreciation is provided from the date an asset comes into use. Land is not depreciated.

#### Financial fixed assets

Participating interests where significant influence is exercised over the business and financial policy are valued according to the equity method on the basis of the net asset value. This net asset value is based on the same accounting principles as applied by IT Competence Group S.E. Participating interests with a negative net asset value are valued at  $\in$  1. In the case that the company fully or partly guarantees for the debts of the respective participating interest, a provision is recognised. If the company fully or partly guarantees the liabilities of the participations concerned, or has the effective obligation respectively to enable the participation to pay it's (share of the) liabilities, a provision is formed. Upon determining this provision, provisions for doubtful debts already deducted from receivables from the participations are taken into account.

Upon initial recognition the receivables on and loans to participations and other receivables are valued at fair value and then valued at amortised cost, which equals the face value, after deduction of any provisions.

#### Work in progress

The work in progress is valued at construction cost or lower net realizable value. This lower net realizable value is determined by individual assessment of the inventories.

#### Trade and other receivables

Trade and other receivables are stated at nominal value, less any provision for doubtful debts. Provisions are designated on basis of individual assessment of recoverability of the receivables.

#### Cash and cash equivalents

The cash is valued at face value. If cash equivalents are not freely disposable, then this has been taken into account in the valuation.

#### Subordinated loans

These loans are subordinated to all existing and future liabilities of the company and are presented at nominal value.

#### Liabilities

Liabilities are valued at nominal value, unless determined differently.

#### PRINCIPLES FOR THE DETERMINATION OF THE RESULT

#### **Determination of the result**

The result is determined based upon the difference between the net turnover and the costs and other expenses taking into account the accounting principles mentioned before. Income and expenses are accounted for on accrual basis. Profit is only included when realized on the balance sheet date. Losses originating before the end of the financial year are taken into account if they have become known before preparation of the financial statements.

#### **Nett turnover**

Revenues from services are recognised in proportion to the services rendered, based on the cost incurred in respect of the services performed up to balance sheet date, in proportion to the estimated costs of the aggregate services to be performed. The cost price of these services is allocated in the same period.

#### **Amortisation and depreciation**

Amortization on (in)tangible fixed assets using a fixed rate on the acquisition costs of conversion. The depreciation on (in)tangible fixed assets is calculated by using a fixed rate on the acquisition cost or cost of conversion.

Gains and losses on disposal of (in)tangible fixed assets are recorded under amortization/ depreciation, gains only to the extent that the gain is not capitalised deducted from replacement investments.

#### Financial income and expenses

Financial income and expenses comprise interest income and expenses of loans for the current reporting period.

#### **Taxes**

Corporate income tax is calculated at the applicable rate on the result for the financial year, taking into account permanent differences between profit calculated according to the annual account and profit calculated for taxation purposes, and with which deferred tax assets (if applicable) are only valued insofar as their realisation is likely.

## 4 NOTES TO THE CONSOLIDATED BALANCE SHEET AS OF DECEMBER 31, 2013

#### **Fixed assets**

		12/31/2013	12/31/2012
	_	€	
1. Intangible fixed assets			
Goodwill Client lists and other intangible fixed assets		3,516,619 18,689	3,712,653 24,178
	_	3,535,308	3,736,831
	= Goodwill	Client lists and other intangible fixed assets	Total
	€	€	€
Book value as of January 1, 2013 Purchase price Cumulative depreciation	4,909,438 -1,196,785 3,712,653	128,182 -104,004 24,178	5,037,620 -1,300,789 3,736,831
Movement Investments Amortization	-196,034	5,763 -11,252	5,763 -207,286
	-196,034	-5,489	-201,523
Book value as of December 31, 2013 Purchase price Cumulative depreciation	4,909,438 -1,392,819 3,516,619	133,945 -115,256 18,689	5,043,383 -1,508,075 3,535,308

The goodwill of € 3,407,419 (2012: € 3,598,489) relates to the acquisition of the shares in Human Internet Consult GmbH. The remaining life is 18 years.

€ 109.200 (2012: 114,164) relates to the acquisition of the shares of the 100% subsidairies of net on AG. The remaining life is 22 years. € 18,689 relates to other intangible fixed assets.

The business model of IT Competence Group S.E. (ITC) is to acquire, restructure, integrate and develop companies in the IT industry. The aim is to keep all business acquired by ITC within the group and support them in the long run. Due to the long term approach Management of ITC decided to depreciate the goodwill of the acquired companies over the period of 25 years.

#### Amortisation rates

	%
Goodwill	4
Client lists and other intangible fixed assets	25

		12/31	./2013	12/	31/2012
	_		€		€
2. Tangible fixed assets					
Plant and machinery Other tangible fixed assets	_		55,956 94,264		62,897 98,395
	_	:	150,220		161,292
	_				
	Plant	and	Other tangible fixed	e	
	machi	inery	assets		Total
	€		€		€
Book value as of January 1, 2013			101.4		170.600
Purchase price Cumulative depreciation and impairment		9,276 5,379	101,4 -3,0		170,683 -9,391
		2,897	98,3		161,292
				-	
Movement Investments	c	,600	48,3	17	57,917
Depreciation		5,541	-52 <b>,</b> 4		-68,989
	-6	,941	-4,1	31	-11,072
Book value as of December 31, 2013					
Purchase price		3,876	149,7		228,600
Cumulative depreciation		2,920	-55,4		-78,380
Book value as of December 31, 2013	55	,956	94,2	64 <del></del> =	150,220
Depreciation rates					%
Plant and machinery					10-50
Other tangible fixed assets					5-50
Current assets					
3. Receivables, prepayments and accrued income					
	_	12/31	/2013	12/	31/2012
		:	€		€
Trade receivables					
Trade debtors	=	1,5	562,425		1,870,774

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	12/31/2013	12/31/2012
	€	€
Taxes and social securities		
Corporate income tax	_	53,494
Valued added tax		39,197
		92,691
Other receivables, deferred assets		
Other receivables, deferred assets	57,720	80,518

#### 4. Group capital

Please refer to the notes to the non-consolidated balance sheet on page 28 of this report for an explanation of the shareholder's equity

#### 5. Subordinated loans

Loan Navigator Equity Solutions SE

2,790,000 2,740,000

A loan of  $\[ \in \] 2,790,000$  is subordinated to all existing and future liabilities of the company. An interest rate equal to the 6-month Euro Interbank Offered Rate (Euribor) is calculated. To the extent that the Company realizes commercial profit, the Company is obliged to pay a profit depending interest, which will be determined as follows:

- € 0 € 500,000, 0.5%
- € 500,000 € 1,000,000, 1.0%
- € 1,000,000 and more, 2.0%

The loan will be repaid within a maximum period of 5 years (31 December 2016). The following items are pledged as guarantee on first demand: trade debtors, stocks in the participation of net on AG, stocks in the participation of Beam IT GmbH and a second pledge of Human Internet Consult AG.

#### 6. Long-term liabilities

Loans from group companies

Navigator Equity Solutions SE - 50,000

The loan of  $\in$  50,000 of Navigator Equity Solutions SE has been added to the subordinated loan in 2013.

#### 7. Current liabilities

	12/31/2013	12/31/2012
	€	€
Trade creditors		
Creditors	2,436,825	1,292,128
Group companies		
Navigator Equity Solutions SE	1,024,225	1,024,411
Amounts due to participants and to companies in which participation takes place		
Associates	_	753,372
	47	
Taxes and social securities		
Corporate income tax Valued added tax Pay-roll tax	143,389 73,839 163,264	- 343,670
	380,492	343,670
Liabilities, accruals and deferred income		
Accruals and deferred income	1,343,721	896,647

#### Off balance sheet commitments

## Lease obligations

Lease and rental obligations entered into with third parties (based on an average three) yearly amounts € 805,000 (2012: € 649,000). These obligations end between 2014 and 2018.

## 5 NOTES TO THE CONSOLIDATED PROFIT & LOSS ACCOUNT FOR THE YEAR 2013

#### 8. Nett turnover

The net turnover for 2013 of the legal entity and its subsidairies and/or groupcompanies has increased with 29.1%.

		2013	2012
		€	€ _
9. Employee expenses			
Wages and salaries Social security charges	10	8,052,752 1,364,881	6,924,160 1,204,493
	L-1	9,417,633	8,128,653

#### Staff

During the 2013 financial year, the average number of employees in the Group, converted into full-time equivalents, amounted to 145 (2012: 115).

Director's total remuneration approximated EUR 90k in 2013 and EUR 90k in 2012.

10. Amortisation and depreciation		
Intangible fixed assets Tangible fixed assets	207,286 68,989	203,864 79,853
	276,275	283,717
11. Financial income and expenses		
Interest and similar income Interest and similar expenses	46,854 -179,699	5,401 -102,277
	-132,845	-96,876
12. Taxation on result of ordinary activities		
Corporate income tax	-197,414	-29,653

6 COMPANY BALANCE SHEET (after appropriation of result)	AS OF DECEMBEI	R 31, 2013		
(and appropriation of result)	December 3	31, 2013	December 3	1, 2012
	€	€	€	€
ASSETS				
FIXED ASSETS				
Intangible fixed assets (13)		3,407,419		3,598,489
Tangible fixed assets (14)		1,126		-
Financial fixed assets (15)				
Participations in group companies Receivables from group companies	1,186,732 629,490	<u> </u>	929,698 582,004	
		1,816,222		1,511,702
CURRENT ASSETS				
Receivables, prepayments and accrued income (16)				
Trade receivables Other receivables, deferred assets	2,280	_	1,000 9,010	
		2,280		10,010
Cash and cash equivalents		43,390		67,164

5,270,437	5,187,365

		December 3	31, 2013	December :	31, 2012
	•	€	€	€	€
EQUITY AND LIABILITIES					
SHAREHOLDERS' EQUITY	(17)				
Issued share capital Treasury shares Other reserves		1,875,000 -116,792 -1,113,919		1,875,000 -136,792 -1,324,489	
			644,289		413,719
SUBORDINATED LOANS	(18)		2,790,000		2,740,000
GUARANTEE CAPITAL		_	3,434,289	_	3,153,719
LONG-TERM LIABILITIES	(19)				
Loans from group companies			735,389		824,013
CURRENT LIABILITIES	(20)				
Trade creditors Group companies Taxes and social securities Liabilities, accruals and deferred		502 1,024,225 17,874		79,088 1,024,411 -	
income		58,158		106,134	
	-		1,100,759		1,209,633

5,270,437	5,187,365

## 7 COMPANY PROFIT AND LOSS ACCOUNT 2013

	2013	2012
	€	€
Share in result of participating interests after taxes	354,376	384,132
Other income and expenses after taxation	-143,806	-294,979
Resultaat na belastingen	210,570	89,153

## 8 NOTES TO THE COMPANY BALANCE SHEET AS OF DECEMBER 31, 2013

#### **Fixed assets**

#### 13. Intangible fixed assets

	Goodwill
	€
Book value as of January 1, 2013	
Purchase price Cumulative depreciation	4,776,755 -1,178,266
	3,598,489
Movement	
Amortization	
Book value as of December 31, 2013	
Purchase price	4,776,755
Cumulative depreciation	1,369,336
	3,407,419

The goodwill of € 3,407,419 (2012: € 3,598,489) regards the acquisition of the shares in Human Internet Consult GmbH. The remaining life is 18 years.

The business model of IT Competence Group S.E. (ITC) is to acquire, restructure, integrate and develop companies in the IT industry. The aim is to keep all business acquired by ITC within the group and support them in the long run. Due to the long term approach Management of ITC decided to depreciate the goodwill of the acquired companies over the period of 25 years.

Amortisation rates	
	%
Goodwill	4

#### 14. Tangible fixed assets

14. Tangible fixed assets		
		Other tangible fixed assets
Book value as of January 1, 2013 Investments		- 1,267
Depreciation		-141
Book value as of December 31, 2013		1,126
Purchase price Cumulative depreciation		1,267 -141
Book value as of December 31, 2013		1,126
Depreciation rates		
		%
Other tangible fixed assets		5-50
15. Financial fixed assets		
	12/31/2013	12/31/2012
	€	
Participations in group companies		
Human Internet CONSULT AG	1,186,729	929,696
BEAM IT CONSULT GmbH	1	1
net on AG Sinwell AG	1 1	1
Sillwell Ad	1,186,732	929,698
	2013	2012
	€	€
Human Internet CONSULT AG		
Book value as of January 1	929,696	955,285
Share in result	257,033	-25,589
Book value as of December 31	1,186,729	929,696

At balance sheet date Beam IT Consult GmbH, net on AG and Sinwell AG have negative equities that have not been provided for. The results in 2013 (cumulative losses at balance sheet date) amounted respectively € 3,045 (€ -286,635), € 579.254 (€ -1,143,800), and € -55,375 (€ -55.375).

	12/31/2013	12/31/2012
	€	€
Receivables from group companies		
BEAM IT CONSULT GmbH net on AG Human Internet CONSULT Systems GmbH Human Internet CONSULT AG Sinwell AG	139,687 428,521 - 35,176 26,106	510,492 23,800 47,712
	629,490	582,004
Current assets		
Current assets		
16. Receivables, prepayments and accrued income		
Trade receivables		
Trade debtors	20	1,000
	-	<del></del>
Other receivables, deferred assets		
Prepayments and accrued income	2,280	9,010
17. Shareholders' equity		
Issued share capital		
Subscribed and paid up 1,875,000 ordinary shares at par value		
€ 1.00	1,875,000	1,875,000
The statutory share capital amounts to € 9,375,000		
Treasury shares		
Treasury shares Book value as of January 1 Movement	-136,792 20,000	-136,792 -
Book value as of December 31	-116,792	-136,792

	2013	2012
	€	€
Other reserves		
Book value as of January 1 Allocation of financial year nett result	-1,324,489 210,570	
Book value as of December 31	-1,113,919	-1,324,489

The variance between the consolidated equity and the company's equity is similar to the negative equity of the 100% participations in BEAM IT CONSULT GmbH, net on AG and Sinwell AG amounting to respectively € 233,590 (2012: € 236,635), € 329,549 (2012: € 920,303) and € 5, 375, less the valuation in the company balance sheet at balance sheet date at € 1 each.

The difference between the consolidated result and the company only result of € 429,585 (2012: € 166,229) can be explained by the movement of not recognised losses of participations in group companies with a negative equity, less an impairment movement of the receivables of the participations concerned amounting € 147,339.

	12/31/2013	12/31/2012
	€	
18. Subordinated loans		
Loan Navigator Equity Solutions SE	2,790,000	2,740,000

A loan of  $\[ \in \] 2,790,000$  is subordinated to all existing and future liabilities of the company. An interest rate equal to the 6-month Euro Interbank Offered Rate (Euribor) is calculated. To the extent that the Company realizes commercial profit, the Company is obliged to pay a profit depending interest, which will be determined as follows:

- € 0 € 500,000, 0.5%
- € 500,000 € 1,000,000, 1.0%
- € 1,000,000 and more, 2.0%

The loan will be repaid within a maximum period of 5 years (31 December 2016). The following items are pledged as guarantee on first demand: trade debtors, stocks in the participation of Neton AG, stocks in the participation of Beam IT GmbH and a second pledge of Human Internet Consult AG.

## 19. Long-term liabilities

	12/31/2013	12/31/2012
	€	€
Loans from group companies		
Human Internet CONSULT AG Navigator Equity Solutions SE	735,389	774,013 50,000
	735,389	824,013
The loan of $\leqslant$ 50,000 of Navigator Equity Solutions SE has been as 2013.	ided to the subor	dinated loan in
20. Current liabilities		
Trade creditors		
Creditors	502	79,088
Group companies		
Navigator Equity Solutions SE	1,024,225	1,024,411
Taxes and social securities		
Valued added tax Pay-roll tax	8,393 9,481	-
	17,874	-

#### 9 NOTES TO THE COMPANY PROFIT AND LOSS ACCOUNT 2013

#### 21. Nett turnover

The revenues increased in 2013 compared to 2012 with 50.8 %.

#### Staff

During the 2013 financial year, the average number of employees, converted into full-time equivalents, amounted to 1 (2012: 1).

#### 22. Share in result of participating interests

	2013	2012
	€	€
Share in result of Human Internet CONSULT AG Share in result of BEAM IT Consult GmbH	257,036 147,339	-25,589 -26,453
Share in result of Neton AG Share in result of Sinwell AG	- -49,999	436,174 -
	354,376	384,132

#### Signing of the financial statements

Waalre, June 6, 2014

R. Kaess



## OTHER INFORMATION

#### 1 INDEPENDENT AUDITOR'S REPORT

To: The management of IT Competence Group SE

## Report on the financial statements

We have audited the accompanying financial statements 2013 IT Competence Group SE, Waalre, which comprise the consolidated and company balance sheet as at December 31, 2013, the consolidated and company profit and loss account for the year then ended and the notes, comprising a summary of the accounting policies and other explanatory information.

#### Management's responsibility

Management is responsible for the preparation and fair presentation of these financial statements and for the preparation of the management board report, both in accordance with Part 9 of Book 2 of the Dutch Civil Code . Furthermore management is responsible for such internal control as it determines is necessary to enable the preparation of the financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditor's responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Dutch law, including the Dutch Standards on Auditing. This requires that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error.

In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.



## Opinion with respect to the financial statements

In our opinion, the financial statements give a true and fair view of the financial position of IT Competence Group SE as at December 31, 2013 and of its result for the year then ended in accordance with Part 9 of Book 2 of the Dutch Civil Code.

## Report on other legal and regulatory requirements

Pursuant to the legal requirement under Section 2:393 sub 5 at e and f of the Dutch Civil Code, we have no deficiencies to report as a result of our examination whether the management board report, to the extent we can assess, has been prepared in accordance with Part 9 of Book 2 of this Code, and whether the information as required under Section 2:392 sub 1 at b-h has been annexed. Further we report that the management board report, to the extent we can assess, is consistent with the financial statements as required by Section 2:391 sub 4 of the Dutch Civil Code.

Waalre, 6 June 2014

Stroeken Rossieau B.V.

Was signed on 6 June, 2014 by F.A.A. Stroeken RA

#### 2 STATUTORY APPROPRIATION OF PROFIT

Based on article 15 of the statutes the result is at disposal of the General Shareholders Meeting which can allocate the profit wholly or partly to the general or specific reserve funds.

The company can only make payments to the shareholders and other parties entitled to the distributable profit for the amount the shareholders'equity is greater than the paid-up and called-up part of the capital plus the legally required reserves.

Article 15 of the company's Articles of Association:

- 1. Following the prior approval of the supervisory board, the management board is authorised to reserve such a portion of the profit as it deems necessary, with due observance of the obligation to retain statutory reserves, or any reserves prescribed by these articles.
- 2. Any profit remaining following the reserves rretained to in the foregoing paragraph is placed at the disposal of the general meeting. A resolution to distribute profits in cash shall be adopted by the general meeting of shareholders by more than half of the votes cast. A resolution to distribute rofits in kind shall be adopted by the general meeting of shareholders with a majority of at least ninety-five percent (95%) of the votes cast, provided that at least fifty percent (50%) of the issued share capital is represented at the general meeting of shareholders.
- 3. Other than by adoption of the annual accounts, the general meeting is authorised to cancel the reserves, either wholly or in part, at the proposal of the management board, which proposal is approved by the supervisory board. A deficit may only be offset against the reserves prescribed by law to the extent that this is allowed by law.
- 4. The company may only pay out to shareholders and other entitled parties any profit subject to distribution to the extent that its equity capital exceeds the amount of the paid and called-up portion of the capital plus the reserves that must be retained by law or in accordance with the articles of association.
- 5. In calculation the profit distribution, shares that the company holds in its own capital do not count and no profit is distributed in respect of them except if and to the extent that the shares in question are encumbered with a right of usufruct established by the company at the time they were acquired. These shares do not confer any right to a share in the balance left after winding-up either.

#### 3 APPROPRIATION OF THE RESULT FOR THE 2012 FINANCIAL YEAR

The annual account for 2012 was adopted by the General Shareholders Meeting held on July 16, 2013. The General Shareholders Meeting has determined the appropriation of the result as it was proposed.

#### 4 APPROPRIATION OF THE PROFIT FOR 2013

The board of directors proposes to add the profit for 2013 of € 210,570 to the other reserves. This proposal has been processed in the annual account in advance of the adoption by the General Meeting.

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