

Press Release

adesso AG establishes itself among the leading independent IT service providers for insurers

Semi-annual balance shows continuous growth of turnover of approximately 35 percent / Entry into the healthcare market

Dortmund, 05 September 2005 – adesso AG, consultancy house and IT service provider with its headquarters in Dortmund, proves by its semi-annual balance just published its top position as an independent provider in the market segments insurance, reinsurance and lottery providers. The first-half result of 2005 reveals that adesso has generated a turnover of 8.3m € – this is identical to an increase of about 35 percent compared to the same period of the previous year. The targeted turnover of 14.5m € for 2005 has already been reached according to the current stock of orders and will thus be considerably exceeded at the end of the year. With the investments made in the Quintessenz Beratung GmbH, which have been agreed only recently, adesso paves the way for opening up the healthcare market as an additional target sector.

With this adesso was able to reach a growth in turnover of more than 30 percent regarding the semi-annual figures for the second time in a row and, therefore, substantially exceeds the growth forecast of the branch association BITKOM of 3.4 percent for the IT sector. Basis for the success of the company is its consistent quality strategy which marks out the company as a premium service provider with consultancy competence and IT know-how in comparison with competitors from low-wage countries. At the same time by employing this strategy in a highly competitive environment adesso managed to prevail over considerably bigger and globally acting market participants. As a result the existing customer base has been successfully strengthened and extended: since January 2005 has been able to attract new customers in the key branches, such as DBV Winterthur, HanseMerkus and HypoVereinsbank. Moreover, business activities with the national lottery companies have been

expanded, too.

With long-term projects, such as those which are, for example, implemented for ISKV, adesso has created the basis for an intensified commitment in the healthcare branch. A further step has been taken towards having a stake in Quintessenz Beratung GmbH, a company with a focus on healthcare. Dr. Rüdiger Striemer, chief executive for business development at adesso, comments on this as follows: "Having a stake in Quintessenz guarantees us important know-how and enables us to position ourselves as a service provider on a market that currently experiences extreme changes due to the general cost pressure as well as to extensive legal reforms. In cooperating with Quintessenz we intend to support our customers, for example, in the implementation of an efficient healthcare management." With the Federal Association of the Company Health Insurance Fund (German: BKK Bundesverband), which as an umbrella organisation of company health insurers is a central contact partner for the company health insurers, a new customer in this segment has already been secured. The excellent interim balance sheet of the company is also mirrored in the number of staff: in the near future adesso expects an increase of approximately 190 – 200 persons.

approx. 3.260 characters

adesso AG

As a consultancy house and IT service provider adesso combines significant branch knowledge and economic know-how with technology competence. The service spectrum comprises strategic and technological consultancy, software development and implementation. The focal point in these business activities is the implementation of innovative information technologies with the objective to improve the efficiency of business processes of customers and to ensure an optimal course of business in the company.

adesso has diverse experience in defining and implementing e-business strategies up to the development and integration of highly complex, company-critical applications. The main industries of adesso are, among others, the fields of insurance, financial services, the lottery business as well as the healthcare sector. Decisive for the success of adesso is the highly professional but also communicative and social competence of the teams. Absolute reliability regarding deadlines and budgets is an

essential characteristic of its company philosophy.

adesso AG was founded in Dortmund in 1997 and employs approximately 180 members of staff at present (without subsidiaries). Further locations are Berlin, Munich, Cologne and Frankfurt. Customers are, for example, well-known companies such as Allianz, WestLotto or Zurich Gruppe.

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