

Headlines

- Multiple successful acquisitions
- A broad & compelling proposition set
- **300** talented UK based staff
- Operating in a growing & changing marketplace

The Marketplace

- UK market size c. **£33billion** by **2022** (Gartner)
- Cloud Computing CAGR – **19%** (Gartner)
- Unified Communications market **doubling to £975m in 4 years** (BT)
- SIP Trunks market of over **£720m** by **2021** (BT)

AdEPT was formed over 15 years ago and now works with over 12,000 clients at the fulcrum of this converging market where Information Technology, Networking and Telephony are all delivered and consumed in a seamless way. Hence our mission – “unifying technology, inspiring people”.

With a key skill in acquisition (exhibited through over 25 transactions) AdEPT is undertaking an integration initiative (Project Fusion) implementing new systems throughout the business to enhance growth and optimise service.

Whilst AdEPT retains a focus on being ‘Capex Light’ in 2018 AdEPT launched Nebula - this allows customers to easily deploy the full range of AdEPT product & services from a single connection.

Financial Year Ending 31st March 2019

Revenue: **£51m** (increased by 11% yoy)

Adjusted EBITDA: **£10.8m** (increased by 11% yoy)

Underlying EBITDA margin %: **21%** (Gross margin: 49%)

Adjusted profit before tax: **£8.4m** (increased by 8% yoy)

Fully diluted earnings per share: **27.1p** (2018: 25.8p)

Dividend Declared: **9.8p** (increased by 12% yoy)

Market Capitalisation (as at June 2019): **£88m**

Year end net senior debt: **£27.1m** (2018: £17.6m)

Managed Services Revenues: **72%**

Our Priorities

Uniting Technologies
Careful acquisition
Progressive Dividends
Simplifying to ‘one AdEPT’
Building on own product -Nebula
Organic Growth



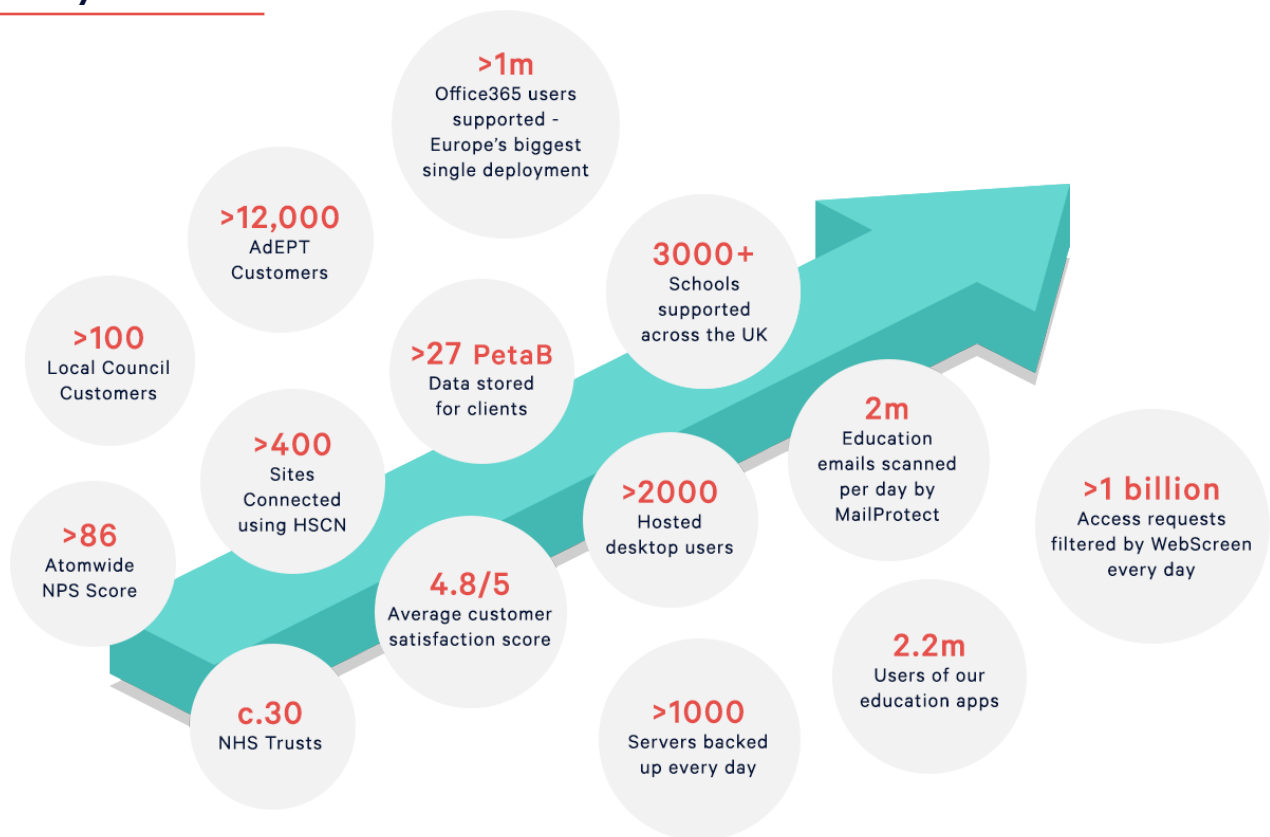
Successful acquisitions since 2014...



Product Families Provided to Clients

- Data Networking
- Governance, Compliance & Security
- Cloud Services
- Business Continuity
- Managed IT
- Voice Services & Callaboration
- Professional Services

AdEPT by numbers



Working with partners to architect solutions...

Including...

