

Press Release

Growth and investments: AEB is shaping the future

- Investments in research and development, the digitization of internal processes, and a next-generation portfolio – all financed from day-to-day operations
- New orders and revenues at record levels
- New €32 million headquarters a reflection of forward-looking strategy

Stuttgart, September 19, 2017 – AEB GmbH, a provider of global trade and logistics software, welcomes the future with open arms. The company is investing heavily in research and development (R&D), the digitization of its in-house processes, and the training and continuing education of its employees. The aim is to sustain the healthy growth trajectory of recent years and broaden the foundation of its long-term success.

In this spirit, AEB is investing over 5 percent of its annual revenues in employee development and over 10 percent in R&D. One of the primary objectives is to extend and further internationalize the existing software portfolio. A new customs solution, for example, lets businesses manage their customs clearance for many countries through a single software solution – automated and standardized.

AEB is also expanding its portfolio of high-performance cloud-based solutions, which can be easily purchased in an online shop and quickly configured for use. The software provider has also established an in-house startup whose goal is to develop new business models, technologies, and solutions.

Standards-based software – customized to the individual

Another focus of R&D investments at AEB is the effort to develop a new generation of IT solutions that provide flexible, individualized support for business processes. “The idea is to elevate the role of logistics for our customers to fuel innovation and drive business – a factor they can leverage to differentiate themselves from the competition,” explains Markus Meissner, Managing Director of AEB.

The software relies largely on standardized components from the AEB portfolio. These components can be integrated into a customizable process layer so that customers can model their own unique processes down to the last detail. “Users get a solution built upon best-practice templates – and so easy to customize that they can even make the adaptations themselves,” Meissner adds. “Standardized components with specialized features provide the necessary stability. The customs clearance functionality, for example, would match the normal maintenance cycle of standardized software, so it incorporates all the updates and satisfies all the requirements of customs authorities.” The first projects based on the new solutions are now being implemented.



New orders and revenues at record levels

AEB is investing from a position of strength and financing these investments from the cash flow of its day-to-day business operations. The software company's most recent financial report – like those of previous years – boasts rising revenues, a robust cash flow, and record levels of new orders: Revenues in fiscal 2016 were up nearly 9 percent to €40.8 million, while new orders rose over 12 percent to €18.4 million.

AEB reports a similarly positive trend in its current fiscal year to date. "We seek a success that we can afford. The current trend aligns perfectly with our planning and underscores our long-term orientation," Meissner explains. "This is also rooted in our corporate philosophy: We are willing to forgo short-term profit if it makes us stronger in the long term."

New company headquarters embodies trajectory of growth and investment

AEB's corporate culture and successful path of growth in recent years is also reflected in its new company headquarters. The software company invested over €32 million in a new high-tech structure in Stuttgart.

The headquarters boasts 8,950 square meters of office space and is designed to accommodate 500 employees. The building features an open and transparent central atrium and over 400 workstations in bright, flexible-use open-office spaces – without fixed workstations for the various members of a team. The idea is to foster communication, collaboration, and creativity among the employees. The open spaces alternate with "think tanks," private retreats, project rooms, and creative spaces. The outside area even features herb gardens, an athletics zone, and open-air workspaces.

The new building also includes two data centers that house both the heart of the in-house IT infrastructure and the cloud-based and on-demand software for over 5,000 businesses. The transactions processed here include some 3.8 million export declarations transmitted to the customs authorities each year, delivering key IT support to Germany's export-driven economy.

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About AEB (www.aeb.com)

For over 35 years, AEB GmbH has developed software to support the global trade and logistics processes of businesses in the industrial, commercial, and service sectors. More than 5,000 customers from over 35 countries use AEB solutions for transport and warehouse management, import and export management,



preference management, and much more. They benefit from enhanced efficiency, compliance, and transparency – domestically and internationally – thanks to features such as customs and embargo checks, improved collaboration with supply chain partners, and automated shipping processes. AEB's portfolio extends from ready-to-go online solutions to comprehensive logistics solutions.

AEB has its main offices and on-site data centers in Stuttgart, with other domestic offices in Hamburg, Düsseldorf, Munich, Soest, Mainz, and Lübeck. AEB is represented internationally with offices in the United Kingdom (Warwick), Singapore, Switzerland (Zurich), Sweden (Malmö), the Netherlands (Rotterdam), the Czech Republic (Prague), Austria (Salzburg), France (Paris), and the United States (New York).