

Press release interim consolidated financial statements TIE KINETIX N.V.
Financial information in this interim report is unaudited

TIE KINETIX: strong Q3 performance

Breukelen, the Netherlands, August 12th, 2015

Third Quarter results (period April 1 – June 30, 2015).

- Sizeable new customers in Analytics & Optimization (Siemens/Germany, European Parliament/Belgium) and in Demand Generation (Michelin/France)
- Strong Order intake of € 2.927k (Q2 2015: € 2.483k)
- Release of Smartbridge 3 next generation Integration Solution
- SaaS and hosting revenues grow to € 2.258k (Q2 2015: € 2.163k)
- Total revenue (excl. EU projects) increase by 10,2% to € 5.187k (Q2 2015: € 4.705k)
- EBITDA, excl. EU projects and one-time costs amounts to € 646k (Q2 2015: € 178k)
- EBITDA impacted by EU projects (EBITDA loss of - €67k) and by one-time costs (€ 56k)
- EBIT, excl. EU projects and excl. one-time costs amounts to € 293k (Q2 2015: € -84k)

Highlights:

Table 1: Q3 Operational performance

In € x 1.000	Integration		E-Commerce		Analytics & Optimization		Demand Generation		Elimination		Total Operations	
	Q3-15	Q2-15	Q3-15	Q2-15	Q3-15	Q2-15	Q3-15	Q2-15	Q3-15	Q2-15	Q3-15	Q2-15
Licenses and hardware	213	167	0	0	0	-26	4	1	0	0	217	142
Maintenance and support	767	744	4	12	0	0	2	0	0	0	773	756
Consultancy and Implementation	599	471	317	320	456	438	491	366	0	0	1.863	1.595
Software as a service	921	825	469	556	154	102	714	680	0	0	2.258	2.163
Other income and intercompany	74	65	4	12	67	64	21	27	-90	-119	76	49
Total income	2.574	2.272	794	900	677	578	1.232	1.074	-90	-119	5.187	4.705
Total cost of sales	-881	-759	-434	-526	-444	-427	-734	-915	93	109	-2.400	-2.518
Gross margin	1.693	1.513	360	374	233	151	498	159	3	-10	2.787	2.187
	66%	67%	45%	42%	34%	26%	40%	15%	-3%	8%	54%	46%
Wages and salaries											-1.319	-1.204
Other operating expenses											-822	-805
Total Operating expenses											-2.141	-2.009
EBITDA (excl. one-time expenses)											646	178
One-time expenses											-56	-609
EBITDA											590	-431
Depreciation and amortization											-353	-262
EBIT											237	-693

Table 2: Q3 - EU projects and total performance

In € x 1.000	Total		EU projects		Total Consolidated		
	Q3-15	Q2-15	Q3-15	Q2-15	Q3-15	Q2-15	Change
Licenses and hardware	217	142	0	0	217	142	75
Maintenance and support	773	756	0	0	773	756	17
Consultancy and Implementation	1.863	1.595	0	0	1.863	1.595	268
Software as a service	2.258	2.163	0	0	2.258	2.163	95
Other income and intercompany	76	49	351	662	427	711	-284
Total income	5.187	4.705	351	662	5.538	5.367	171
Total cost of sales	-2.400	-2.518	-36	-45	-2.436	-2.563	127
Gross margin	2.787	2.187	315	617	3.102	2.804	298
	54%	46%	90%	93%	56%	52%	174%
Wages and salaries	-1.319	-1.204	-265	-484	-1.584	-1.688	104
Other operating expenses	-822	-805	-117	-102	-939	-907	-32
Total Operating expenses	-2.141	-2.009	-382	-586	-2.523	-2.595	72
EBITDA (excl. one-time expenses)	646	178	-67	31	579	209	370
One-time expenses	-56	-609	0	-1.283	-56	-1.892	1.836
EBITDA	590	-431	-67	-1.252	523	-1.683	2.206
Depreciation and amortization	-353	-262	0	0	-353	-262	-91
EBIT	237	-693	-67	-1.252	170	-1.945	2.115

TIE Kinetix, the leading provider of cloud-managed Integration, Analytics, Demand Generation and E-Commerce services today released its interim management statement for Q3 of its fiscal 2015, covering the period April 1, 2015 – June 30, 2015.

EU subsidies partially repaid through offsets

In Q3 of 2015, the European Commission has offset an amount of € 328.713 EU subsidies claimed by TIE Kinetix for current projects against repayment of subsidies that TIE Kinetix has to make to the EC following the outcome of the audit on projects executed in 2008-2012. Although TIE Kinetix still disputes the administrative treatment of the Commission, the amount of EU subsidies TIE Kinetix has to repay is now estimated to amount to €756.670. A first draw down of € 700.000 under the shareholder guarantee has been made on March 31st, 2015.

This document may contain expectations about the financial state of affairs and results of the activities of TIE Kinetix as well as certain related plans and objectives. Such expectations for the future are naturally associated with risks and uncertainties because they relate to future events, and as such depend on certain circumstances that may not arise in future. Various factors may cause real results and developments to deviate considerably from explicitly or implicitly made statements about future expectations. Such factors may for instance be changes in expenditure by companies in important markets, in statutory changes and changes in financial markets, in the EU grant regime, in the salary levels of employees, in future borrowing costs, in future take-overs or divestitures and the pace of technological developments. TIE Kinetix therefore cannot guarantee that the expectations will be realized. TIE Kinetix also refuses to accept any obligation to update statements made in this document.

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About TIE Kinetix

TIE Kinetix transforms the digital supply chain by providing Total Integrated E-commerce solutions. These solutions maximize revenue opportunities by minimizing the energy required to market, sell and deliver online. Customers and partners of TIE Kinetix constantly benefit from innovative, field tested, state-of-the-art technologies, which are backed by over 25 years of experience and prestigious awards. TIE Kinetix makes technology to perform, such that customers and partners can focus on their core business.

TIE Kinetix is a public company (NYSE Euronext: TIE Kinetix), and has offices in the United States, the Netherlands, France, Australia, UK, Spain, Germany, Austria and Switzerland.