



#### PRESS RELEASE

Amsterdam, August 26, 2009

# TIE: Q3 Trading Update

TIE Holding N.V. ("TIE") reports the following highlights with regard to the third Quarter 2009 (April 1, 2009 – June 30, 2009)

#### **Business Results:**

During the third Quarter 2009 Total Income amounts to € 2,905k (Q3\_2008: 2,641k). Operating Income Q3 amounts to € 197k (Q3\_2008: € 40k) and Net Income to € 119k (Q3\_2008: € 25k).

For the nine months 2009 Total Income amounts to € 8,514k (9M\_2008: € 7,226k), Operating Income amounts to € 536k (9m\_2008: € -2,070k) and Net Income amounts to € 264k (9m\_2008: € -2,101k).

CEO Jan Sundelin said: "the Company has shown a significant revenue growth of 18% in comparison to year to date last year. After 18 months of restructuring the Company, we started to invest in global partnerships which resulted in the strategic alliance with CNET Content Solutions, acquired a 75.5% participation in MamboFive, strengthened our sales power in Europe, Middle East, Africa, Asia and the Pacific and introduced a new standard through our Kinetix Platform combining the power of Business Integration, Content Syndication and eCommerce. We believe that the above investments form the basis for the Company's growth over the coming periods".

#### **Global Partnerships:**

On **April 9, 2009** the Company announced that Siemens Enterprise Communications has selected the *TIE Kinetix Content Syndication Platform* as a key part of its worldwide indirect partner program. The *TIE Kinetix Content Syndication Platform* enables Siemens to manage and distribute their marketing and sales information real-time to their worldwide indirect sales channel.

On **June 17, 2009** CNET Content Solutions, a division of CBS Interactive, and TIE announce that they have formed a strategic alliance to resell the *TIE Kinetix Content Syndication Platform* worldwide. As a result thereof CNET is able to offer and promote the TIE Kinetix Content Syndication Platform (CSP) to the many consumer electronic vendors it powers. The combined services of the alliance provide brand managers and marketers with the ability to have greater control over their content across multiple websites and channel partners, including differentiation of the rich content at the online point-of-sale and have up to the minute timely updates.

#### **New Operations:**

On **June 1, 2009** Emile van de Klok has been appointed as Managing Director of TIE International. Emile is responsible for strengthening TIE's reseller channel for TIE Kinetix CSP in Europe (outside the Benelux and France), Middle East and Africa.

On **August 4, 2009** Stuart Drysdale has been appointed as Managing Director of TIE Asia Pacific and Japan. Stuart has a broad experience in the Asia Pacific region in the management and building of business, especially in the field of printing solutions and

system integrators markets. Stuart will support our partners like CNET Content Solutions and Epicor in exploring the Asia-Pacific and Japanese market for TIE Kinetix Platforms.

#### **New Product Release:**

On **June 24, 2009** TIE sent out a press release regarding the launch of a new product in the Netherlands within the TIE Kinetix Business Integration Platform for the Electronic Data Interchange ('EDI') market called *Business Integration SmartStart*. *BI SmartStart* offers direct cost savings to its users by combining the newest technology on EDI and cost-free transport of messages through 'Freeconnect' into one product.

On **August 4, 2009** the US division of TIE, TIE Commerce, launched a new reporting tool in the United States within the TIE Kinetix Content Syndication Platform. With this new tool, marketing executives can now analyze and manage the effectiveness of their online e-commerce programs with instant market research data.

#### **EU projects:**

On **July 1, 2009** TIE announced its engagement in the European project to develop visionary collaborative business environments for small and medium enterprises (SME's). TIE will receive a funding of € 440k over a period of 30 months. The Net-Challenge project aims to enable European SMEs to form so-called "non-hierarchical networks" which help improve their competitive position. Methodologies and software applications will be developed to facilitate ebusiness connections in peer-to-peer (P2P) environments as opposed to the classical hub-spoke model. Net-Challenge aims to achieve P2P network effects for SME's similar to web 2.0, social networking, Skype-like solutions etc. that have transformed the interaction between citizens.

#### **Financial and Cash Position:**

During Q3 2009 the equity position of the Company was strengthened by the conversion of 7 Convertible Bonds amounting to  $\in$  710k on June 19, 2009. On July 2 and 8, 2009 the CEO Jan Sundelin exercised 800.000 options in total, amounting to  $\in$  80k.

Shareholders' Equity amounts to € 2,000k on June 30, 2009 (€ 449k on September 30, 2008). Equity per June 30, 2009 amounts to € 3,661 k (€ 2,184k per September 30, 2008) including Convertible Bonds amounting to € 1,621 k (€ 1,735k per September 30, 2008) and minority interest amounting to € 40k ( nil per September 30, 2008).

On May 19, 2009 the Company completed the share transfer of 24.5% of the shares of MamboFive B.V. effectively April 1, 2009. In accordance with the Sale Purchase Agreement the purchase price of  $\leqslant$  450k has been paid on April 1, 2009 by the issue of Convertible Bonds to the MamboFive shareholders, at a fixed conversion rate of  $\leqslant$  0.10, an one year lock-up and a 5 year maturity period. The Company currently holds 75.5% in MamboFive with an option on the remaining 24.5%.

During Q3 2009 the Company issued new Convertible Bonds amounting to € 455k.

Recently Stuart Drysdale, the new Managing Director of TIE Asia Pacific and Japan, has expressed his commitment to the Company by means of an investment in TIE amounting to  $\in$  40k. TIE has issued a convertible bond at a conversion rate of  $\in$  0.18, with a lock-up of one year and a maturity period of 10 years.

On June 30, 2009 the Company held a net positive cash and cash equivalents position of  $\in$  841k (September 30, 2008  $\in$  653k). The Company had been cash flow positive from its operations during the nine months 2009.

### **Pending Litigations**

Since December 2007 the Company has been involved in discussions and consequently in legal proceedings with SAMAR B.V. All claims in the summary proceedings have been instantly dismissed at the court hearing of February 15, 2008. Currently, the standard procedure is in progress. The Management Board is confident in the outcome of the legal procedure and does not expect any further costs, except legal costs.

## **Interim Consolidated Income Statement**

For the 3 months ended June 30, 2009:

# For the three months ended June 30,

(unaudited)

| (EUR x 1,000)                                     | 2009              | 2008   |  |
|---|-------------------|--------|--|
| Revenues  |                   |        |  |
| Licenses  | 305               | 388    |  |
| Maintenance and Support                           | 805               | 743    |  |
| Consultancy                                       | 628               | 523    |  |
| Software as a Service                             | 872               | 790    |  |
| Total Revenues                                    | 2,610             | 2,444  |  |
| Other Income                                      | 295               | 197    |  |
| Total Income                                      | 2,905             | 2,641  |  |
| Direct Purchase Costs                             | 316               | 336    |  |
| Income Net of Direct Purchase Costs               | 2,589             | 2,305  |  |
| Operating Expenses                                |                   |        |  |
| Employee Benefits                                 | 1,716             | 1,521  |  |
| Depreciation and Amortization Expense and         |                   |        |  |
| Impairment losses                                 | 88                | 68     |  |
| Other Operating Expenses                          | 588               | 676    |  |
| Total Operating Expenses                          | 2,392             | 2,265  |  |
| Operating Income                                  | 197               | 40     |  |
| Interest and other Financial Income               | 3                 | 1      |  |
| Interest and other Financial Expense              | 5                 | (15)   |  |
| Share in Profit (Loss) of Associates              | <u>-</u> _        |        |  |
| Income before Tax                                 | 205               | 26     |  |
| Corporate Income Tax                              | (86)              | (1)    |  |
| Net Income  | <u> 119</u>       | 25_    |  |
| Attributable to:                                  |                   |        |  |
| Shareholders TIE                                  | 118               | 21     |  |
| Minority interest                                 | 1                 | 4      |  |
| Net result per share – basic                      | 0.00              | 0.00   |  |
| Weighted average shares outstanding – basic (tho  | ousands) 56,384   | 53,417 |  |
| Net result per share – diluted                    | 0.00              | 0.00   |  |
| Weighted average number of shares fully diluted ( | chousands) 72,544 | 58,256 |  |

## **Interim Consolidated Income Statement**

For the 9 months ended June 30, 2009:

# For the nine months ended June 30,

(unaudited)

| (EUR x 1,000) 200   |                | 20       | 2008    |  |
|---|----------------|----------|---------|--|
| Revenues  |                |          |         |  |
| Licenses  | 831            | 1,038    |         |  |
| Maintenance and Support                                     | 2,467          | 2,294    |         |  |
| Consultancy   | 1,862          | 1,479    |         |  |
| Software as a Service                                       | 2,611          | 1,980    |         |  |
| Total Revenues  | 7,771          |          | 6,791   |  |
| Other Income  | 743            |          | 435     |  |
| Total Income  | 8,514          | -        | 7,226   |  |
| Direct Purchase Costs                                       | 1,041          |          | 988     |  |
| Income Net of Direct Purchase Costs                         | 7,473          | -        | 6,238   |  |
| Operating Expenses  |                |          |         |  |
| Employee Benefits   | 5,065          | 5,186    |         |  |
| Depreciation and Amortization Expense and                   |                |          |         |  |
| Impairment losses   | 248            | 919      |         |  |
| Other Operating Expenses                                    | 1,624          | 2,203_   |         |  |
| Total Operating Expenses                                    | 6,937          | -        | 8,308   |  |
| Operating Income  | 536            |          | (2,070) |  |
| Interest and other Financial Income                         | 11             |          | 9       |  |
| Interest and other Financial Expense                        | (15)           |          | (35)    |  |
| Share in Profit (Loss) of Associates                        |                | _        | -       |  |
| Income before Tax   | 532            |          | (2,096) |  |
| Corporate Income Tax  | (268)          | <u>_</u> | (5)     |  |
| Net Income  | 264            | _        | (2,101) |  |
| Attributable to:  |                | -        |         |  |
| Shareholders TIE  | 249            |          | (2,115) |  |
| Minority interest   | 15             |          | 14      |  |
| Net result per share – basic                                | 0.00           |          | (0.04)  |  |
| Weighted average shares outstanding – basic (tho            | usands) 56,126 |          | 52,538  |  |
| Net result per share – diluted                              | 0.00           |          | (0.04)  |  |
| Weighted average number of shares fully diluted (thousands) |                |          | 53,678  |  |

# Segment info:

For the three months ended June 30, 2009

|                                       | The<br>Netherlands | North<br>America | Rest of World | Holding<br>and<br>Eliminations | Total |
|---------------------------------------|--------------------|------------------|---------------|--------------------------------|-------|
| Revenues                              |                    |                  |               |                                |       |
| Licenses                              | 144                | 74               | 87            | 0                              | 305   |
| Maintenance and Support               | 219                | 467              | 119           | 0                              | 805   |
| Consultancy                           | 386                | 159              | 83            | 0                              | 628   |
| Software as a Service                 | 463                | 237              | 172           | 0                              | 872   |
| Total Revenue                         | 1,212              | 937              | 461           | 0                              | 2,610 |
| Other Income                          | 295                |                  | 0             | 0                              | 295   |
| Total Income                          | 1,507              | 937              | 461           | 0                              | 2,905 |
| Direct Purchase Costs                 | 232                | 80               | 4             | 0                              | 316   |
| Income Net of Direct Purchase Costs   | 1,275              | 857              | 457           | 0                              | 2,589 |
| Operating Expenses                    |                    |                  |               |                                |       |
| Employee Benefits                     | 852                | 520              | 211           | 133                            | 1,716 |
| Depreciation and Amortization Expense |                    |                  |               |                                |       |
| and Impairment Losses                 | 33                 | 45               | 6             | 4                              | 88    |
| Other Operating Expenses              | 284                | 147              | 36            | 121                            | 588   |
| Total Operating expenses              | 1,169              | 712              | 253           | 258                            | 2,392 |
| Operating Income                      | 106                | 145              | 204           | (258)                          | 197   |
| Interest and Other Financial Income   | 2                  |                  |               | 1                              | 3     |
| Interest and other Financial Expense  | -                  | 5                |               |                                | 5     |
| Income before Tax                     | 108                | 150              | 204           | (257)                          | 205   |
| Corporate Income Tax                  | <u> </u>           | (73)             | (13)          |                                | (86)  |
| Net Income                            | 108                | 77               | 191           | (257)                          | 119   |

For the three months ended June 30, 2008

|                                       |             |         | Holding       |              |       |
|---------------------------------------|-------------|---------|---------------|--------------|-------|
|                                       | The         | North   |               | and          |       |
|                                       | Netherlands | America | Rest of World | Eliminations | Total |
| Revenues                              |             |         |               |              |       |
| Licenses                              | 145         | 173     | 70            | 0            | 388   |
| Maintenance and Support               | 224         | 417     | 102           | 0            | 743   |
| Consultancy                           | 218         | 201     | 104           | 0            | 523   |
| Software as a Service                 | 513         | 160     | 117           | 0            | 790   |
| Total Revenue                         | 1,100       | 951     | 393           | 0            | 2,444 |
| Other Income                          | 196         | 1       | . 0           | 0            | 197   |
| Total Income                          | 1,296       | 952     | 393           | 0            | 2,641 |
| Direct Purchase Costs                 | 205         | 127     | 4             | 0            | 336   |
| Income Net of Direct Purchase Costs   | 1,091       | 825     | 389           | 0            | 2,305 |
| Operating Expenses                    |             |         |               |              |       |
| Employee Benefits                     | 740         | 482     | 204           | 95           | 1,521 |
| Depreciation and Amortization Expense |             |         |               |              | •     |
| and Impairment Losses                 | 4           | 54      | 2             | 8            | 68    |
| Other Operating Expenses              | 328         | 185     | 44            | 119          | 676   |
| Total Operating expenses              | 1,072       | 721     | 250           | 222          | 2,265 |
| Operating Income                      | 19          | 104     | 139           | (222)        | 40    |
| Interest and Other Financial Income   | 1           | 0       | 0             |              | 1     |
| Interest and other Financial Expense  | (6)         | 0       | 0             | (9)          | (15)  |
| Income before Tax                     | 14          | 104     | 139           | (231)        | 26    |
| Corporate Income Tax                  | 0           | 0       | (1)           | ( /          | (1)   |
| Net Income                            | 14          | 104     | 138           | (231)        | 25    |

#### TIE

Supply Chain Integration Software Company TIE (NYSE Euronext: TIE Holding) bridges the gap between online and traditional business. TIE helps industry and supply chain partners to achieve electronic business collaboration with solutions in the traditional and upcoming markets like Data Quality Management, e-Invoicing, Master Data Management and Digital Channel Communications. Our solutions are proven to lower costs, increase revenue and optimize business processes. Because we have decades of experience to share, TIE remains a key contributor to the development and implementation of global eCommerce standards. TIE is a publicly held company with offices in the United States, France, and the Netherlands.

Further information:

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