## PRESS RELEASE

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## **TIE: First Quarter Results**

Business-to-business interoperability software company TIE Holding N.V. ("TIE") listed on the EuroNext Amsterdam Stock Exchange hereby publishes its First Quarter 2007 Condensed Consolidated Interim Financial Statements. TIE's first quarter 2007 revenues are reported as EUR 2.4m (2006: EUR 2.2m) with net income of EUR -130k (2006: EUR 12k).

Dick Raman, CEO of TIE commented: "We are pleased to wrap up this quarter with both sales and profits above target. In our planning we considered that the Company is in a transitional phase in its delivery of Software as a Service (SaaS), which represents the starting point of a product offering that can be expected to generate a more stable revenue stream. The effect is already visible in reported revenues. Two years ago recurring revenues were 40% of the total; this year, recurring revenues have grown to 60% of the total.

Whereas traditional license revenues are taken to income immediately, SaaS revenues are accrued over the period in which the service is provided. This results in a timing difference between expenses and revenues, as reflected in the bottom line, and will continue to play a role as we build critical mass and beyond. Although a potential strain on the bottom line, we consider this a qualitative improvement in our reported income as SaaS earnings are recurring as compared with non-recurring license revenues. We are building our earnings base for the future.

In order to mitigate the impact described above, the Company is putting considerable additional effort into selling licenses. A factor of significance here is the launch of TIE Kinetix $^{\text{TM}}$ , an eBusiness platform that enables customers to optimize internal business processes and enhance their ability to connect with external trading partners. This brings license revenues that have an immediate positive impact on our bottom line. The same is true for income generated by the sale of licenses that are sold through third parties such as Epicor, which is growing rapidly."

Reported revenues in the first quarter are up by 13% as compared with the first quarter of 2006. The acquisition of Digital Channel played a significant part in this growth. Other income generated through participation in EC-supported projects also contributed to growth.

Operating expenses in the first quarter of 2007 are 19% higher when compared with the first quarter 2006. Again this can be attributed largely to the acquisition of Digital Channel, but also by our transition to SaaS and investments in marketing and TIE Kinetix.

Shareholder's Equity is reported at EUR 2.4m, with Equity totaling EUR 4.6m (2006: EUR 1.0m). EUR 275k of unrestricted cash is available to the Company.

Further details can be found in the separate Condensed Consolidated Interim Financial Statements for this guarter, which are attached hereto.

TIE will issue 2,485,714 ordinary shares following the conversion of a convertible bond held by Stayer Holding BV. The convertible bond with a principal amount of EUR 870,000 at a conversion price of EUR 0.35, was issued in connection with the acquisition of Digital Channel last year. The transaction will be completed this week. The total number of shares in issue following this placement will amount to 46,563,558.

## **About TIE**

TIE bridges the gap between online and traditional business, and helps industry and supply chain partners achieve electronic business collaboration without limitations. Our solutions are proven to lower costs, increase sales, optimize business processes, and improve efficiency while removing the barriers to eBusiness information exchange. Because we have decades of experience to share, TIE remains a key contributor to the development and implementation of global eBusiness standards. Today we are the partner that industry leaders turn to for business-to-business success. TIE is a publicly held company with offices in the United States, France, and the Netherlands.

Further information: **TIE Holding N.V.** 

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