

## NEOPOST IS IN ADVANCED NEGOTIATIONS TO TAKE A MAJORITY STAKE IN TEMANDO, AN INTELLIGENT FULFILLMENT PLATFORM FOR THE E-COMMERCE AND LOGISTICS INDUSTRIES

- ▶ **Would be a significant extension of Neopost software offerings in e-commerce**
- ▶ **Strong complementarity with the existing portfolio of Neopost Shipping Solutions**

### Paris, 31 March 2015

Neopost, the number 2 global supplier in Mail Solutions and a major player in Digital Communication and Shipping Solutions, today announced to be in advanced negotiations to acquire a majority stake in Temando, an Australian technology company providing intelligent fulfillment software for the e-commerce and logistics industries.

The Temando Intelligent Fulfillment Platform provides e-retailers with a series of efficient tools allowing them to better control the entire fulfillment process from the point of sale to delivery as well as parcel returns. These tools include notably a high performance multi-carrier shipment quoting and booking engine, the possibility to unify inventory across multiple locations (e.g., in-store, drop ship, warehouses) , to determine the consumers' exact locations and to recommend the most cost-effective shipping route.

Consequently, the platform gives e-retailers the opportunity to provide shippers with a premium-level customer service in delivery and returns including delivery options all at once, reliable prediction of courier speed, compliance control and accurate calculation of full landed shipping costs.

By streamlining the shipping process, Temando's software empowers retailers to transform fulfillment from a large cost center into a powerful competitive advantage, from lowering costs to increasing conversion rates of sales through the e-commerce channel.

Temando's software easily integrates into e-commerce platforms such as Magento (eBay, Inc.) the software platform used by more than 240,000 brands in e-commerce, and IBM, as well as warehouse and order management systems. Temando has over 50,000 registered users today, whether e-fulfilment specialists or e-retailers.

Temando's SaaS solution is deployed through the cloud for e-commerce businesses dealing with up to many thousands of shipments per day and is a perfect fit with Neopost Shipping Solutions' existing offering, namely ProShip, a server-based solution for businesses dealing with up to hundreds of thousands of shipments per day, and the OSS Cyberstation, a white-label solution specifically adapted to carrier operators.

Denis Thiery, Chairman and Chief Executive Officer of Neopost, commented: ***"This stake would provide us with technologies that perfectly complement our existing offering in the field of shipping management, notably regarding e-commerce, compliance control and full landed costs. This transaction would be a unique opportunity to extend our footprint among e-merchants and e-fulfilment service providers."***



Temando's Chief Executive Officer and Co-Founder Carl Hartmann said: ***"We would be thrilled to have the backing of such a major player in our industry. Neopost's strategic stake in Temando would provide the momentum necessary to create one of the most advanced fulfilment platform in the market. Our mutual technologies would enable e-retailers to deliver flexible, world class experiences for their customers."***

The majority stake taken by Neopost in Temando could combine the acquisition of existing shares and the subscription to new shares through a reserved capital increase. Cash injected by Neopost through the capital increase would contribute to the funding of Temando investment in new product development and future expansion, leveraging Neopost global reach to access new markets, primarily in North America, UK and France. Neopost and Temando are also considering to enter into a Put and Call Option deed, on the basis of which Neopost would progressively acquire the remaining shares of Temando.

Temando is headquartered in Brisbane, Australia and also has offices in San Francisco, London and Manila. It is one of the fastest growing tech companies headquartered in the APAC region, as recognized in the Asia-Pacific Deloitte Technology Fast 500.

## **CALENDAR**

First-quarter 2015 sales will be published on 8 June 2015 after market close.

### **ABOUT NEOPOST**

NEOPOST is the number 2 global supplier in Mail Solutions as well as a major player in Digital Communications and Shipping Solutions. His mission is to help organizations improve the way they manage their interactions with their customers and stakeholders. Neopost supplies the most technologically advanced solutions for physical mail processing (franking and folding/inserting systems), for digital communications management (Customer Communication Management and Data Quality software) as well as for supply-chain and e-commerce process improvement (from order to delivery including tracking related services).

With a direct presence in 31 countries and more than 6,000 employees, Neopost reported annual sales of €1.1 billion in 2014. Its products and services are sold in more than 90 countries.

Neopost is listed in Compartment A of Euronext Paris and belongs notably to the SBF 120 index.

### **For more information, please contact:**

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**Gaële Le Men, Neopost**

Financial, External & Internal Communication Director

Tel: +33 (0)1 0 45 36 31

E-mail: [g.le-men@neopost.com](mailto:g.le-men@neopost.com)

**Fabrice Baron, DDB Financial**

Chairman

Tel: +33 (0)1 53 32 61 27

E-mail: [fabrice.baron@ddbfinancial.fr](mailto:fabrice.baron@ddbfinancial.fr)

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