

## NEOPOST HAS SIGNED AN AGREEMENT TO ACQUIRE ICON SYSTEMHAUS GMBH, THE GERMAN LEADER IN CUSTOMER COMMUNICATION MANAGEMENT

- Strong positioning of icon in the German insurance industry
- Opportunity related to icon designation as replacement to IBM discontinued document composition applications

### Paris, 14 June 2016

Neopost, the number two global supplier of Mail Solutions and a major player in digital Communication and Shipping Solutions, today announced that it has signed an agreement to acquire icon Systemhaus GmbH, the German leader in Customer Communication Management solutions.

icon primarily develops Customer Communication Management solutions known as the DOPIX Suite. icon mainly targets Financial Services & Insurance companies mainly in Germany, Austria and Switzerland. More specifically, it enjoys a strong positioning in the insurance industry, with among its clients 75% of the top 30 German companies in this field, notably Generali, ERGO and AXA.

In addition to a client-server based solution, icon has also developed a mainframe based solution enabling IBM customers to migrate their document composition applications named ASF/DCF on DOPIX (client-server or mainframe version), IBM having chosen DOPIX as a replacement for their discontinued ASF/DCF products.

Founded in 1995 in Stuttgart, icon Systemhaus is a German based company that currently employs around 100 people. Headquartered in Stuttgart (Germany) icon is also present in Austria (Vienna) and in the USA (New York). In 2015, icon Systemhaus posted revenues of €13 million. It enjoys strong growth potential thanks to its IBM partnership and recognition.

The transaction is expected to be closed by July 2016.

Denis Thiery, Chairman & Chief Executive Officer of Neopost, commented: **"We are looking forward to welcoming the teams of icon Systemhaus to Neopost. The acquisition of icon is another step in the expansion of our Enterprise Digital Solutions portfolio of fast-growing activities. The DOPIX suite will enhance our offer in Customer Communication Management and our market reach, strengthening our presence in Germany. It will complement the solutions developed by our subsidiary, GMC Software."**

Uwe Seltmann, Founder and Chief Executive Officer of icon Systemhaus, stated: **"We are very pleased at the prospect of joining Neopost and its Enterprise Digital Solutions business unit. This will provide us with new opportunities thanks to the support network and relationships found within a large multinational organization. In addition, this extends Neopost Customer Communication Management offering to large enterprises, adding mainframe capabilities, IBM ASF/DCF and other legacy output management software replacement opportunities."**



## **CALENDAR**

The press release announcing second-quarter 2016 sales and the interim 2016 financial statements will be published on September 27, 2016 after the market close.

### **ABOUT NEOPOST**

**NEOPOST** is the number 2 global supplier in Mail Solutions and a major player in the field of Digital Communications and Shipping Solutions. Its aim is to help companies improve the way they manage interactions with their clients and stakeholders. Neopost provides the most advanced solutions for physical mail processing (mailing systems and folders/inserteres), digital communication management (Customer Communication Management and Data Quality applications), and supply chain and e-commerce process optimization (from point of sale to delivery, including associated tracking services).

With a direct presence in 31 countries and more than 6,000 employees, Neopost recorded annual sales of €1.2 billion in 2015. Its products and services are sold in more than 90 countries.

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

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