

Press Report

Newion Investments realises very successful exit from Minihouse

The customs company

Heerenveen, 14 June 2010 – Newion Investments, one of the leading, independent technology venture capital funds in the Netherlands, has realised an exit with the sale of its interest in Minihouse The customs company. The company was sold to Kewill, an international, strategic buyer and supplier of solutions in the area of trade and logistics, also referred to as Global Trade Management. Newion invested in the software supplier, which specialises in software that makes it possible for customers to automate customs transactions, in 2001. Founder Ronald de Vries will remain involved in the company as a director.

With this strategic sale, Newion Investments has realised an amount equal to 21 times its original equity investment, which translates into an internal rate of return (IRR) of 41% a year. This successful sale follows on the heels of other Newion Investment successes, such as the sale of Wisdom Group to Ordina and the sale of SLTN to TDM Group. Another successful exit was the sale of energy company Oxxio to the British company Centrica. These successes and the value of the remaining technology portfolio mean that Newion Investments has secured a position as one of the best performing technology venture capital funds launched in 2000.

Minihouse The customs company, with business locations in Heerenveen in the Netherlands and Antwerp in Belgium, occupies a unique position in the market for customs software. The company was the first to offer the software as Software as a Service (SaaS) to a large number (over 600) of internationally operating customers, such as Cargill, Lyondell, Corus Staal B.V., Wärtsila, DB Schenker, CEVA Logistics, Philip Morris and DSV. The unique software and strong portfolio of regular customers make Minihouse a strategic acquisition for Kewill.

As Managing Partner Jaap van Barneveld explains, "This exit is good for the company because it is now connected to a major European player. The SaaS software fits very well in Kewill's products portfolio. We're seeing increased acquisition activity, particularly on the part of strategic buyers. The role of technology in society and within companies is still on the rise. We therefore see good investment opportunities in new technologies and applications for the coming years. This is exactly why we are setting up a new investment fund for growing technology companies in the Benelux."

About Newion Investments Management (www.newion-investments.com):

Newion Investment Management is the manager of two funds: Newion Investments and Private Plus Fund. Shares in these funds are held by a few institutional investors like, among others, Van Lanschot Participaties and a large number of private investors. Newion's investment activity focuses on rapidly

growing, ambitious technology companies and, with the Private Plus Fund, also on acquisition investments (MBOs and MBIs). The total portfolio currently consists of 20 companies. Newion plays an active part in the development of the companies.