

Press release

Interim management statement Q3, 2014 TIE KINETIX N.V.

Financial information in the interim report is unaudited

TIE Kinetix announces Q3 highlights

Breukelen, the Netherlands, August 13th, 2014

Third Quarter Interim Management Statement (period April 1 – June 30, 2014).

- **Total revenue increased by 53% to € 5.324k (Q3 2013: € 3.473k)**
- **Excl. TFT total revenue increased by 1.2% to € 3.515k (Q3 2013: € 3.473k)**

- **E-Commerce revenue increased with 92% to € 946k (Q3 2013: € 492k)**
- **Excl. TFT E-Commerce revenue increased with 46% to 720k (Q3 2013: € 492k)**

- **Demand Generation revenue increased with 274% to € 1.387k (Q3 2013: € 371k)**
- **Excl. TFT Demand Generation revenue decreased with 33% to € 247k (Q3 2013: € 371k)**

- **SaaS and hosting revenue increased by 100% to € 2.229k (Q3 2013: € 1.114k)**
- **Excl. TFT SaaS and hosting revenue increased by 32% to € 1.471k (Q3 2013: € 1.114k)**

- **EBITDA amounts to € 360k (Q3 2013: € - 124k)**
- **EBIT amounts to € 153k (Q3 2013: € - 430k)**

Highlights:

Revenue by business line	Q3, 2014	Q3, 2013	
Business Integration	2088	2032	3%
E-Commerce	946	492	92%
Demand Generation	1387	371	274%
Business Analysis	563	232	143%
revenues	4984	3127	59%
other income	340	346	-2%
Total revenues	5324	3473	53%

TIE Kinetix, the leading provider of cloud-managed Demand Generation, E-Commerce, Integration and Analytics & Optimization services today released its interim management statement for Q3 of its fiscal 2014.

Business highlights

In April TIE Kinetix' Integration product was positioned by Gartner, Inc. in the inaugural Gartner Magic Quadrant for Integration Brokerage (IB)¹. The recognition is based on completeness of vision and ability to execute.

¹ Gartner Magic Quadrant for Integration Brokerage by Benoit J. Lheureux, Paolo Malinverno, and Valentin T. Sribar, April 7, 2014.

Also in April, analyst firm SiriusDecisions released a vendor brief outlining the features and functionality of TIE Kinetix's Demand Generation Platform for Channel Marketing. TIE Kinetix makes it easy for channel marketers to accelerate customer demand and increase sales conversion for their partner community.

Revenue by type	Q3, 2014	Q3, 2013	
Licenses	189	201	-6%
Maintenance and support	715	765	-7%
Consultancy	1851	1047	77%
Software as a Service	2229	1114	100%
revenues	4984	3127	59%
other income	340	346	-2%
Total revenues	5324	3473	53%

Revenue by region	Q3, 2014	Q3, 2013	
The Netherlands	1729	1619	7%
North America	1233	1262	-2%
France	282	216	31%
TFT/DACH	2037	388	425%
rest of World	231	288	-20%
Eliminations	-188	-300	-37%
Total revenues	5324	3473	53%

During the quarter the company completed an upgrade of its ERP application requiring an investment of around € 350k, which was financed through the RABO overdraft facility. This will be repaid from the company's operating cash flow. At the end of Q3, 2014 shareholders' equity amounted to € 5.326 (Q2, 2014: € 5.185) and the company held a net cash position of € - 751k. This cash position subsequently evolved to € -516k at August 12th.

TIE Kinetix is changing its organizational responsibilities to exploit the benefits of cross selling products and services across new and existing customers worldwide. As from October 2014 onwards, our segment reporting will change from geographical segments to Business Line segments.

See a PDF copy of this press release in attached document.

Profile TIE Kinetix

TIE Kinetix transforms the digital supply chain by providing Total Integrated E-commerce solutions. These solutions maximize revenue opportunities by minimizing the energy required to market, sell and deliver online. Customers and partners of TIE Kinetix constantly benefit from innovative, field tested, state-of-the-art technologies, which are backed by over 25 years of experience and prestigious awards. TIE Kinetix makes technology to perform, such that customers and partners can focus on their core business.

TIE Kinetix is a public company (NYSE Euronext: TIE), and has offices in the United States, the Netherlands, Germany, UK, Spain, Austria, Switzerland and Australia.

For more information:

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