



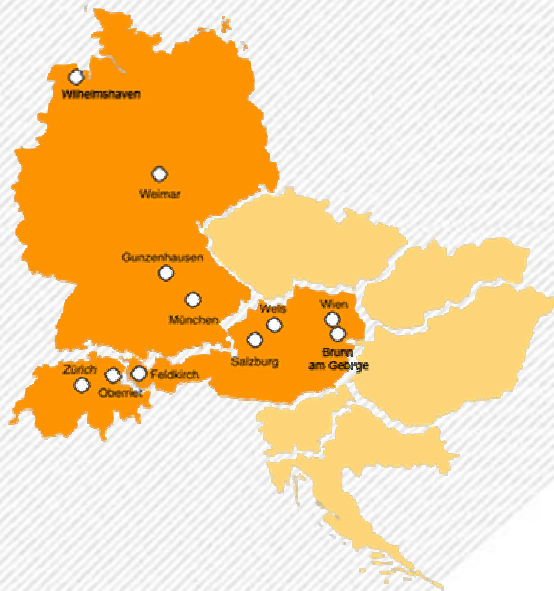
IT Solutions & Services DACH & CEE

Company Presentation

Vienna, 18-June-07

Infoniqa Group – Overview

Infoniqa Today



Enterprise Software and Services Group

- ✓ 8 corporate investments / 11 locations
- ✓ Industrial focus on Wholesale and Retail, Manufacturing, Service and Finance Industries
- ✓ Key Figures (including June 07 Swiss Acquisition)
 - ✓ Sales > 25 m€
 - ✓ 180 people employed
 - ✓ 1600 SME customers in DACH
- ✓ Established 2006 / 1988
- ✓ Main Offices in Vienna and Wels (A)

IT Market Trends

IT Market Characteristics are changing

- IT industry matures; overall growth rates normalize, while still attractive high-growth segments exist
- Size and stability of supplier is of growing importance („size matters“)
- International customers need internationally present IT partners
- Market consolidation
- Acquisitions at reasonable valuations possible

Infoniqa Group – Overview

Mission



We help SME´s to master the challenges of tomorrow's information-based economy

- ✓ Optimise & internationalise business processes
- ✓ Leverage intangible (knowledge) assets
- ✓ Integrate complex IT systems and applications

Goals 2010

- ✓ Leading IT-Group with software and services focus
- ✓ Present in D/A/CH and CEE
- ✓ Network organisation
- ✓ 100m€ in sales

Infoniqa Group – Management & Board

Management Team



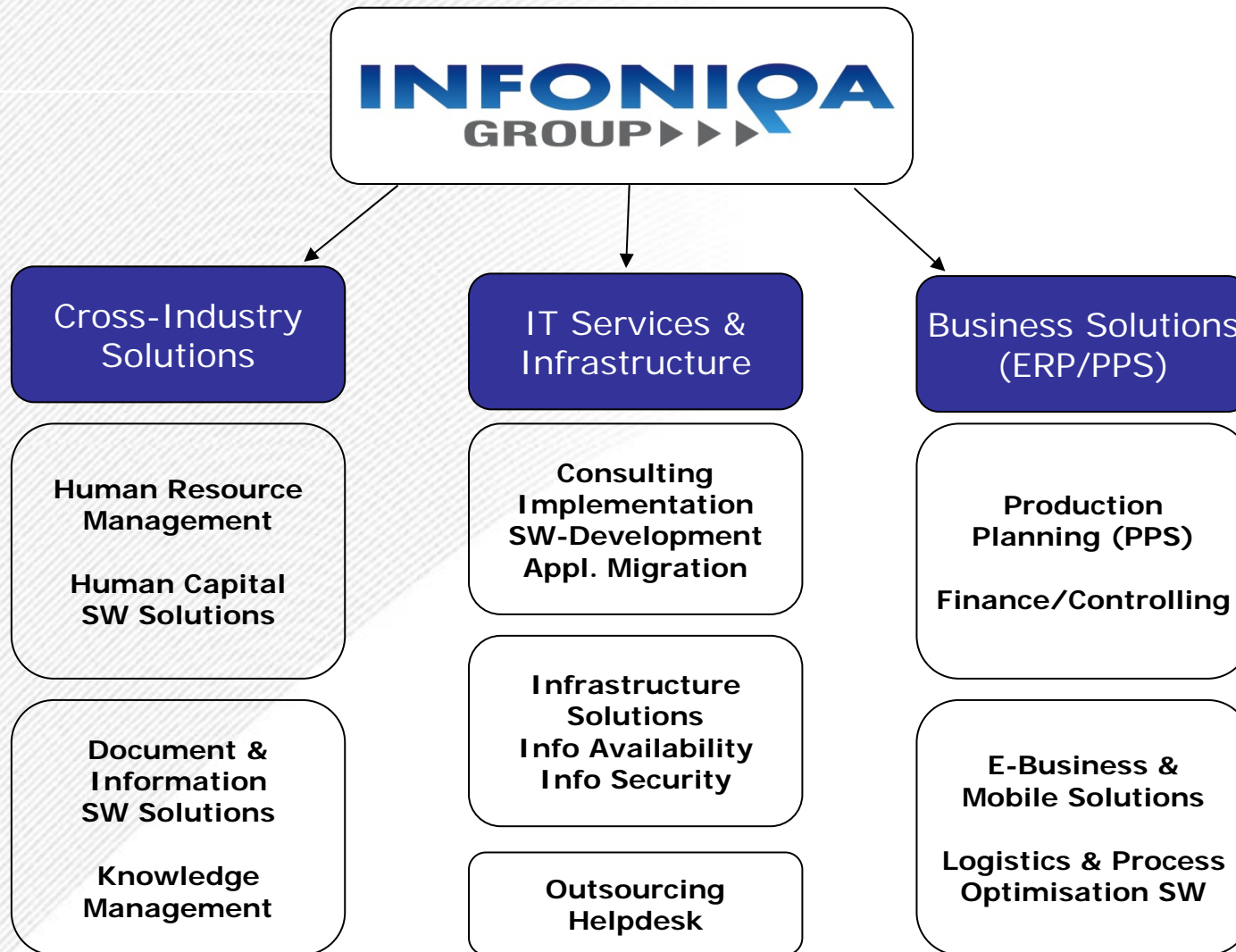
Manfred Terzer	CEO	Strategy, Business Development
Siegfried Milly	CSO	Sales, Marketing
Alexander Zrost	CFO	Finance, M&A

Supervisory Board

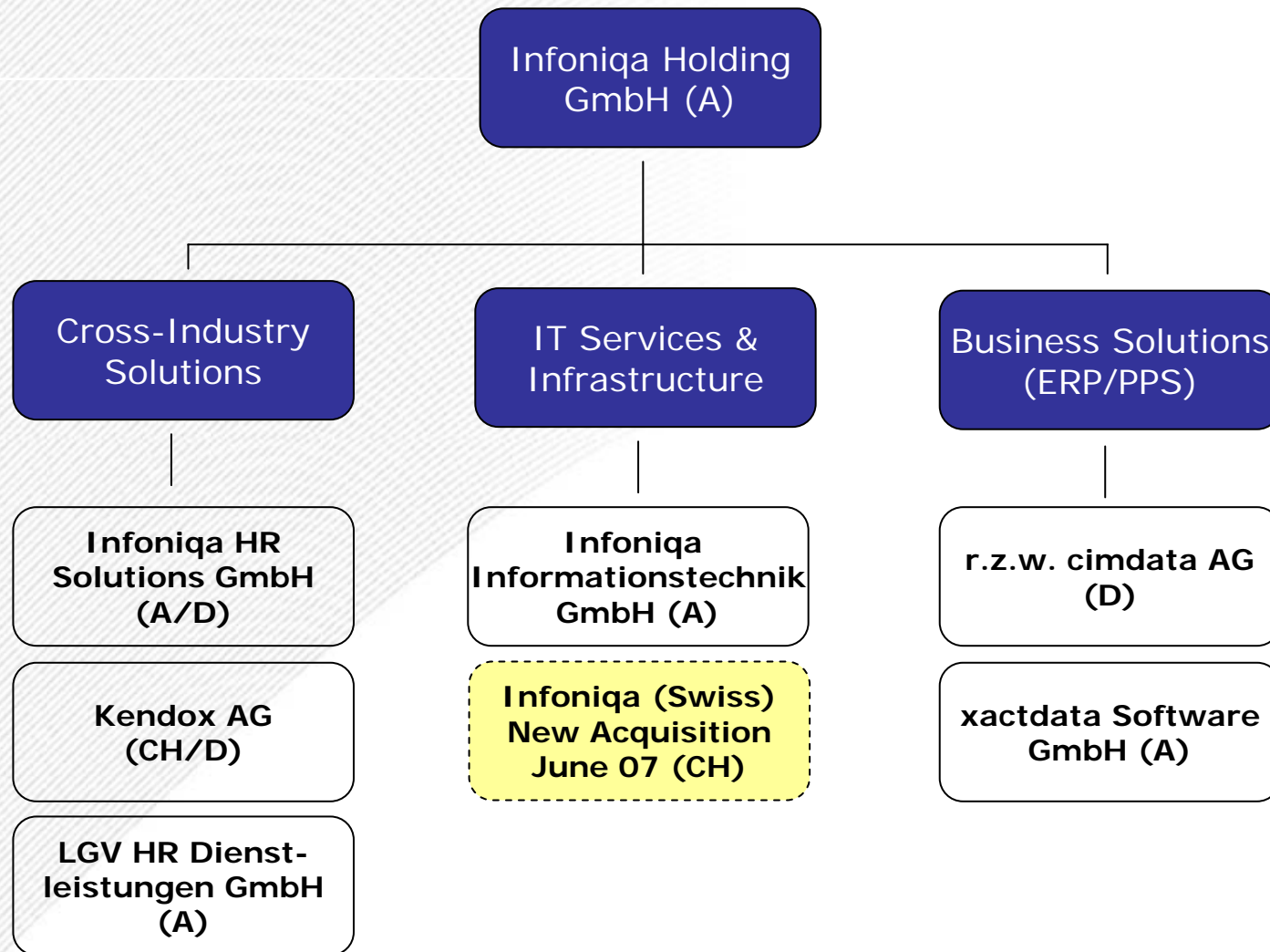


Oliver Grabherr	GCP (Chairman)
Burkhard Feurstein	GCP
Elgar Fleisch	Professor HSG, ETH, Switzerland
Rupert Nagler	Industry Expert, Austria

Infoniqa Group – Business Units & Competencies



Infoniqa Group – Corporate Investments



Infoniqa Group – Business Units

Cross-Industry
Solutions

Human Resource
Management

Human Capital
SW Solutions

Document &
Information
SW Solutions

Knowledge
Management

Strategy

- ✓ Develop standard software products for intangible assets and sell using business networks
- ✓ Grow with growing markets

Growth drivers

- ✓ Market growth
- ✓ Active cross-selling within Infoniqa Group
- ✓ Build international channel networks
- ✓ Partnering with Microsoft and IBM

Key figures

- ✓ 40 to 100% sales growth per year
- ✓ Strive for 50 – 70% of revenue from software and maintenance fee sales
- ✓ Achieve EBITDA margin > 20% in 2009

Infoniqa Group – Business Units

IT Services &
Infrastructure

Consulting
Implementation
SW-Development
Appl. Migration

Infrastructure
Solutions
Info Availability
Info Security

Outsourcing
Helpdesk

Strategy

- ✓ Focus on higher qualified IT Services in strong economic regions and create a brand name
- ✓ Integrate into larger IT vendor's networks

Growth drivers

- ✓ Brand awareness in selected markets
- ✓ Regional Competence Centers (expert sharing)
- ✓ Partnering with Microsoft & other big players
- ✓ Improved Customer Access due to larger org.

Key figures

- ✓ 7 - 10% sales growth per year 2007 to 2010
- ✓ Service revenues & HW/SW commissions
- ✓ Increase EBITDA margin to overall 8-10% by 2008 or 2009

Infoniqa Group – Business Units

**Business Solutions
(ERP/PPS)**

**Production
Planning (PPS)**

Finance/Controlling

**E-Business &
Mobile Solutions**

**Logistics & Process
Optimisation SW**

Strategy

- ✓ Develop standard software and professional services software and sell via direct channels
- ✓ Seek TOP5 positions in selected industries
- ✓ Increase customer base to critical size

Growth drivers

- ✓ D/A/CH focus (“more of the same”)
- ✓ Sound organic growth (from 20 to 60 new customers ... out of 600 decisions per year in Germany)
- ✓ Cross-sell other Infoniqa Software Products

Key figures

- ✓ 10% sales growth p.a. (r.z.w. figure!)
- ✓ Increase maint. fees to 30-40% of revenue
- ✓ Achieve EBITDA margin of 10% in 2007 (r.z.w.)
- ✓ Increase EBITDA margin to 20% until 2010 (r.z.w.)

Infoniqa Group – Cross Selling (1)

Customer Overview (April 07)

Customer Segment and Typology	Country / Product	AT	DE	CH	D/A/CH
Regional/National SME Manuf./Commerce/Service	IT-Services	400	10	130	540
	HR (LGV, PERLE)	500			500
Cross Ind. SME/LSE Bank, Forwarding, Construction, Retailing, ...	InfoShare (Kendox)	5	30	55	90
	HCM (Engage)	20	2		22
Industry specific SME Manufacturing, Commerce and Service Industries	PPS/ERP		400		400
	Mobile Solutions	5		2	7
	eCommerce	20			20
Broad range of SME and some LSE in D/A/CH	Total Customer Base April 07	950	447	182	1 579

Note: estimated figures, systematic analysis and planning scheduled for Q2 – Q3 / 2007

Infoniqa Group – Acquisition Strategy

Overall Goals and Criteria



Geography

- ✓ D/A/CH – first priority -> full market presence
- ✓ CEE – second priority -> selected market presence

Segments

- ✓ Concentrate on growing the already existing business units

“Soft” criteria

- ✓ EBITDA > 6% or growth potential
- ✓ Attractive customer base
- ✓ Extend software licence & maintenance revenue basis
- ✓ Existing management team or easy to integrate organisation
- ✓ Rather a few large than many small transactions

Infoniqa Group – Acquisition Strategy

Growth Strategy / Business Plan



- ✓ Revenue 2007 > 35 m€ including 15 m€ acquired revenue
- ✓ Overall revenue growth 2007-2010 on average > 45 %
 - ✓ Annual acquisition of companies with 15 -20 m€ in revenue and an EBITDA margin > 6 %
 - ✓ Annual organic growth 7 – 10 %
- ✓ Revenue 2010 > 100 m€ with an EBITDA margin > 8 %
- ✓ IPO latest in early 2010

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GCP - Executive Summary

gcp gamma capital partners – The VenturePreneurs

- GCP, founded in 2002, is an independent tech VC firm with offices in Vienna (A), Lindenberg (D) and Bratislava (SK)
- GCP seeks to achieve superior returns by finding assets with significant value potential in the regional and sectoral focus areas, before they appear on the radar screen of mainstream players in terms of stage and/or initial investment size
- We focus on industries and regions where we can add the most value through our expertise and network: Technology companies in D A CH and EU countries bordering Austria
- A strong, established team, capable of creating value by opening global opportunities in terms of financing, growth and exits.
- GCP currently advises two funds – iLab24 and gamma II – with committed capital close to €40 million. Both are backed by a broad base of institutional and private investor

GCP – CURRENT PORTFOLIO

INFONIQ
GROUP ▶▶▶



GAT | Microencapsulation

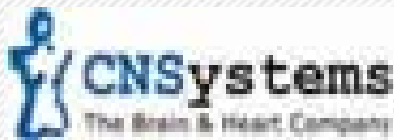


SENSIX



THE **siesta** GROUP

ORIDIS Blomed



r.z.w. cimdata



xactdata ^{ICT}



appliLog
Supply Chain Solutions

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