

NEOPOST ACQUIRES HUMAN INFERENCE, ONE OF THE EUROPEAN LEADERS IN DATA QUALITY

- Estimated 2012 revenues: €11 million
- Continued development of Neopost's activities beyond mail solutions

Paris, 30 November 2012

Neopost, the European leader and the world's number-two supplier of mailroom solutions, today announced that it has finalised the acquisition of Human Inference, one of the leading European data quality solution providers. The company was previously owned by several investment funds including Gimv.

Human Inference primarily develops master data management solutions for customer databases. Pooling all the information concerning a customer into a single master database drives a significant improvement in sales and marketing, operational efficiency and risk management. The systems developed by Human Inference can be used in all languages and adapted to all cultures. This enables organizations to interact with their customers in a more relevant and personal way. Human Inference supports major banks, insurance companies and other large businesses across Europe. Amongst their tier one clients are ABN AMRO, Center Parcs, E-ON, ING Bank and Nutricia.

Founded in 1986 in Arnhem, Human Inference is a Dutch company that currently employs around 40 people. It is present in Denmark, Germany and the Netherlands. Human Inference expects to post 2012 revenues of around €11 million, enjoying strong growth compared to the previous year.

Denis Thiery, Chairman and Chief Executive Officer of Neopost, commented: *"We are delighted to welcome to Neopost the teams of Human Inference. The acquisition of Human Inference illustrates the pursuit of our strategy for expansion in activities that are not directly related to mail. The solutions provided by Human Inference will enrich our data quality offerings in addition to the postal address management solutions developed by our Satori Software subsidiary. We also intend to seize the opportunity to build on attractive revenue synergies with GMC Software Technology, the customer communications management specialist we acquired recently."*

Winfried van Holland, Chief Executive Officer of Human Inference, stated: *"We are very pleased to join Neopost. This offers us access to new markets and the support and relationships of a large multinational organization. In addition, this extends Neopost's coverage of the customer communications value chain."*

Calendar

Third-quarter sales are due to be released on 3 December 2012 after the market closes.



PRESS RELEASE

ABOUT NEOPOST

NEOPOST IS THE EUROPEAN LEADER and the number two world-wide supplier of mailing solutions. It has a direct presence in 29 countries, with 5,900 employees and annual sales of €1,003 million in 2011. Its products and services are sold in more than 90 countries. The Group is a key player in the markets for mailroom equipment and logistics solutions.

Neopost supplies the most technologically advanced solutions for franking, folding/inserting and addressing as well as logistics management and traceability. Neopost also offers a full range of services, including consultancy, maintenance and financing solutions.

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

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