

## cayla communication

news - assignments - events

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cayla group's client TIE KINETIX N.V. Breukelen, Netherlands will grow strongly in Germany + enter Central Europe as a result of the agreement with Tomorrow Focus AG, München, Germany earlier this week to acquire Tomorrow Focus Technologies GmbH (TFT GmbH), which is also based in München, Germany.

This exclusive transaction was initiated + co-ordinated by cayla group. The assignment included supporting the full negotiation process and setting up the due diligence team. This team consisted of the m & a-team of Bird & Bird, München (http://www.twobirds.com) for the legal part and of GKK Partners, München (http://www.gkkpartners.de) for the financial + fiscal part. Bird & Bird also acted as legal advisors to TIE Kinetix N.V. and cayla group during the process.

TIE Kinetix N.V. is a Dutch stock listed company specialised in offering unique total integrated B2B-ecommerce solutions. The company currently employs approx. 150 employees in Europe, USA and Asia-Pacific generating revenues of approx. EUR 15m. It will grow sales by 50% as a result of this acquisition. For further information please look at: http://www.tiekinetix.com

Due to the acquisition TIE Kinetix N.V. will strongly broaden the scope of its services to existing + new customers in Central Europe. Germany will become the largest single market in terms of sales for TIE Kinetix. TFT employs ca. 45 highly skilled and trained ecommerce specialists serving a variety of blue chip customers in Central Europe like BMW, Swisscom, HolidayCheck, NZZ, etc.

The acquisition of TFT GmbH will not only widen TIE Kinetics' services offering, but will also allow TIE Kinetix to directly offer its total integrated ecommerce business solutions to TFT GmbH's and new customers in Central Europe. The acquisition will also strengthen the strategically + operational position of both companies. For further information please look at: http://www.t-f-t.net

Tomorrow Focus AG is a stock listed leading internet portal company. Well known internet portals are HolidayCheck, Elite Partners and Focus Online. Some time ago the company took the strategic decision to concentrate only on operating successful B2C internet portals and to divest TFT. For Tomorrow Focus AG TIE Kinetix N.V. is a very suitable partner and a well established international new owner of TFT GmbH and is able to offer employees as well as customers of TFT GmbH including Tomorrow Focus AG interesting new opportunities. For more information please look at: http://www.tomorrow-focus.de

cayla consulting group initiated the transaction for TIE Kinetix N.V. and supported the complete due diligence process including the final negotiations of a long term contract with Tomorrow Focus AG. Furthermore cayla group arranged the local financing of a part of the purchase price as well as of adequate working capital lines for TFT GmbH to facilitate further growth.

The signing of the Sales + Purchase Agreement took place on October 10, 2013. The transaction is expected to close on December 2, 2013.