

## NEOPOST ANNOUNCES THE ACQUISITION OF PFE, A WORLDWIDE SUPPLIER OF FOLDERS/INSERTERS

- Strong complementarity between Neopost and PFE lines of products
- Additional sales of €40 million for Neopost on a full year basis

Paris, 25 September 2007

Neopost, the European leader and number two world-wide supplier of mailroom solutions, today announces the acquisition of PFE International Ltd, a worldwide supplier of folders/inserters. PFE is a privately-owned UK company which was founded in 1963.

PFE generated sales of £29.3 million in 2006, of which almost 80% came from outside the UK. PFE has a distributor network covering 55 countries as well as 10 subsidiaries located in Australia, Austria, Belgium, France, Germany, Ireland, Portugal, Singapore, the United Kingdom and the United States. The company employs 480 staff.

A strong complementarity exists between Neopost and PFE's lines of folding and inserting products. Neopost is mainly focused in the lower volume market while PFE is strongly focused in the higher volume market. The transaction will result in a more comprehensive product line and a reinforced distribution network as well as increased synergies with Neopost's mailing systems.

The companies signed an agreement covering the acquisition of most of PFE's activities. The activities to be acquired generated sales of £27.5 million in 2006 with an EBIT margin of about 5%. The transaction will be based on an enterprise value of £27.2 million, around one times sales, and will be financed by the existing credit lines. The transaction remains subject to approval by the relevant regulatory authorities.

Denis Thiery, Neopost's CEO, stated: ***"We are very pleased to strengthen our range of folding and inserting systems. The acquisition of PFE will enable us to step up synergies with our mailing systems business, and to continue moving our activities towards the high end of the market."***

Raymond George, PFE's Chairman and CEO, added: ***"This transaction is excellent news for the future development and growth of PFE. The strong synergies between PFE and Neopost will create significant opportunities for our firm and employees. This is a tribute to the quality of the products developed, manufactured and distributed by our workforce."***

Neopost expects significant commercial synergies to materialize from this acquisition and bring the productivity level of this activity to 15% or more within a two-year period.

Please note that Neopost also announced today its first half results.  
This announcement is made in a separate press release.

## Calendar

Sales figures for the third quarter of 2007 will be published after the market close on 4 December 2007.

## ABOUT NEOPOST

NEOPOST IS THE EUROPEAN LEADER and number two world-wide supplier of mailing solutions. It has a direct presence in 14 countries, with more than 4,900 employees and annual sales of €918.5 million in 2006. Its products and services are sold in more than 90 countries, and the Group has become 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 Eurolist by Euronext Paris. Its market capitalisation is €3.4 billion.

## ABOUT PFE

PFE has more than 40 years' experience in developing and producing document management systems, software and related services. It has a research and development unit and a production centre in Loughton, Essex.

PFE's products include folding and inserting machines, pressure sealing solutions, and document finishing equipment. PFE constantly updates, improves and expands its product ranges in response to developments and growth in the document management systems market.

PFE employs 480 staff and operates directly in 10 countries. Its products are sold in 55 countries through its subsidiaries and its distributor network.

### For further information, please contact:

**Gaële Chagnaud, Investor Relations Officer**

**Tel: +33 1 45 36 31 39**

**Fax: +33 1 45 36 30 30**

**Email: [g.chagnaud@neopost.com](mailto:g.chagnaud@neopost.com)**

**Fabrice Baron, Gavin Anderson & Company**

**Tel: +33 1 53 32 61 27**

**Fax: +33 1 53 32 61 00**

**Email: [fbaron@gavinanderson.fr](mailto:fbaron@gavinanderson.fr)**

Or visit our website: [www.neopost.com](http://www.neopost.com)