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## **Secure transactions: indatex/crossgate headed for further growth**

[Increased revenue and 37 new customers in 1<sup>st</sup> quarter 2006 / Europe's largest EDI network being created together with new investor Dietmar Hopp](#)

Starnberg, 15 May 2006 – *indatex/crossgate, the specialist in data transfer and B2B integration, registered record order bookings of 1.73 million Euros, and 37 new customers such as the Raiffeisen Zentralgenossenschaft, Fiege Logistics, Magna, Wafa and Philips in the first quarter of 2006. There was no sign of a slump at indatex/crossgate in the traditionally weaker first months of the year, for the right course had already been set in 2005. The management is sure that this success will continue in the coming months, as well. In addition, they have obtained a new strategic investor in the family of Dietmar Hopp, founder and a major shareholder of SAP, opening the way for the planned expansion in Europe and market consolidation.*

indatex/crossgate's sales in the first quarter rose by 33 percent year on year, and thus exceeded the ambitious targets. The transaction volume in March handled on the Business Integration Platform™ (B.I.P.™) has also increased by a factor of 2.5 over the values in December 2005. The volume of orders on the books was 36.34 million Euros as of 31 March 2006. Thus the company is set for further growth: the number of staff in the core business will be doubled, and the offices in Starnberg, Cologne, and Berlin enlarged accordingly. Furthermore, subsidiaries in Amsterdam and Milan will be opened this year to serve existing customers personally and expand the business in Italy and the Benelux.

The new financial participation of SAP founder and a major shareholder Dietmar Hopp is based on the shared vision of standardized processing of essential data in enterprises. Via the holding company DAH Beteiligungsgesellschaft, the Hopp family has taken a 28 percent share in indatex/crossgate as part of an increase in share capital. "On the basis of the market position crossgate has achieved, together we will now set up Europe's largest transaction network," says Stefan Tittel, Managing Director of crossgate. The Business Integration Platform™ (B.I.P.™) has already established itself as a quasi-standard in the automotive industry, and is now being extended for logistics and retail. Thanks to the universal EDI

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technology and its transaction-based payment model, it can be adapted in other industries without difficulty.

DAH Beteiligungsgesellschaft's first investment in an IT service provider underlines their great confidence in crossgate's business model. The information-technology pioneer Dietmar Hopp will also contribute his expertise and management experience in future, as chairman of the Advisory Board.

### **indatex/crossgate – the company:**

indatex/crossgate AG, based in Starnberg near Munich, has been the supplier of Europe's largest centralized transaction platform, the Business Integration Platform™ (B.I.P.), for six years now. The focus of the company is on the innovative integration of critical and inter-company business processes, as well as transaction-based process handling. indatex/crossgate combines industry and process know-how in the automotive and manufacturing industries, logistics, and retailing with great technological problem-solving ability in IT.

The principal shareholders of indatex/crossgate are the family of the SAP founder and major shareholder Dietmar Hopp, and Otto Wolff Industrieberatung und Beteiligungen GmbH, one of the more important German private-equity firms.

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