



## **Press release**

### **Netviewer's success secures an impressive financing round**

***Invision and TVM Capital invest €9 million in the real-time visual communications specialist***

**Barcelona/Zug/Munich, September 5th, 2007 – Invision Private Equity AG and TVM Capital are taking a €9 million stake in Karlsruhe based Netviewer GmbH, Europe's leading web conferencing and remote access vendor. The new financing will be used to accelerate international growth and fund further development of Netviewer's internet-based real-time visual communication tools.**

Marco Martelli, Invision's director, who invested in Netviewer in 2005 and 2006 comments, "Netviewer is exceptionally well set up – not just in terms of its innovative products. Their flexible licensing model, intelligent sales strategy, and outstanding management are contributing to its success. Thanks to a solid financial foundation, we have high expectations as we head into the future together."

Christian Claussen, general partner at TVM Capital, adds, "The combination of these success factors is really exciting, especially when you take into consideration the generally booming market segment of Web collaboration. Netviewer has the potential to become a big success story."

The total investment of €9 million will support the company's continued growth. "Our products have proven themselves to be highly marketable and generate a tremendous demand for which we need to be prepared at an international level. At the same time, the potential of web conferencing is far from being fully tapped. We will penetrate our core markets even further, expand internationally, and open up



new application areas for real-time visual communications”, says Dr. Andreas Schweinbenz, the CEO of Netviewer.

Schweinbenz is pleased with the high-calibre support his company is attracting, continuing, “Invision and TVM Capital are not only institutional investors, but also strategic partners who have offered valuable insight. We will continue to add experience to the company by appointing internationally renowned experts to our supervisory board as we transition from a GmbH to an Aktiengesellschaft, the equivalent of changing from a limited company to a Plc in the UK.”

The new financing is being invested in adapting Netviewer’s tools to address specific requirements of key vertical sectors and to reduce the time to market for a range of Netviewer’s innovations in real-time visual communications. In addition to boosting development, Netviewer is expanding its operations across Europe; new offices will be opened this autumn in Spain and Italy, joining seven international branches already in place.

Gartner predict that over the next few years, 75% of all companies will utilise Web collaboration as a communication tool, making its use as prevalent as e-mail is now. Netviewer has been serving this market since 2001, developing tools to make collaboration more effective by allowing people to exchange screen content in real time and to jointly work on documents as if they were seated in the same room. The company has seen remarkable growth as evidenced by its 10,500 customers in 43 countries and a sign-up rate of 500 new customers per month.

#### **About Netviewer**

Founded 2001 in Karlsruhe, Netviewer ([www.netviewer.com](http://www.netviewer.com)) is Europe's leading provider of real-time collaboration software with currently over 230 employees worldwide. The Netviewer service enables (business) users to view each other's PC screen simultaneously in order to work on all kinds of documents, calculations or graphs together - regardless of where the participants are located. Real-time collaboration and communication via the internet significantly reduce the time and cost of travel and thus increase productivity.

More than 10,000 corporations and SMEs from over 43 countries, including Bayer, BMW, Daimler Chrysler, Deutsche Post, Ernst & Young, SAP, Siemens, and Swisscom all rely on the ease of use the Netviewer tools offer. With headquarters in Germany, Netviewer has subsidiaries in Switzerland,



France, Austria, The United Kingdom, The Netherlands, and The United States.

#### **About Invision**

Invision is a leading Swiss private equity firm investing in later stage venture and growth companies in Europe. Invision focuses on innovative companies in the sectors IT and Telecommunication, Medical Technology and Innovative Services and Products. Invision's philosophy is to be an active investor contributing value to its investment companies by making use of its experience and know-how with numerous growth companies and its broad network of contacts. Invision has a 10-year track record and experience from financing, developing and supporting more than 60 companies. To date, over 30 of these companies have been successfully sold or floated on a stock exchange.

#### **About TVM Capital**

TVM Capital, founded in 1983, is one of the first venture capital firms formed in Germany and an early entrant into the US market in 1986. Since inception TVM Capital has raised over Euro 1.3 billion in six fund generations and has established itself as a leading technology investment group in Europe and the United States. TVM Capital funds have made investments in more than 235 information technology and life science companies where innovation, effective management and sound financial backing have enormous impact on company growth. The TVM Capital in-depth knowledge of the European and US environment helps companies create businesses that enjoy access to science, management talent, distribution channels and capital on both sides of the Atlantic. More than 50 companies went public at European or US stock exchanges. Today, TVM Capital is actively invested in over 70 companies.

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