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Announcement No. 19-2008

7 July 2008

## **Netop Solutions signs global, exclusive partnership agreement with software business Medianet Innovations**

**Netop Solutions A/S (formerly Danware A/S) has signed a global, exclusive partnership agreement with Medianet Innovations, a company specialising in unified communications technologies enabling secure virtual communication, including Web-based sharing of voice, video, files, applications and documents. The agreement takes effect from 1 July 2008.**

On 9 June 2008, Netop Solutions A/S announced that the company was in final negotiations for a global, exclusive partnership agreement with software business Medianet Innovations. This agreement has now been signed and takes effect from 1 July 2008.

Medianet Innovations' products will contribute to strengthening Netop Solutions' product portfolio, enabling Netop Solutions to provide Remote Management and Remote Solutions products and to extend its offering of Web-based products addressing high growth markets. Also, the agreement will expand Netop Solutions' development resources and enable the company to step up the pace for launching new, innovative products.

Highlights of the agreement with Medianet Innovations:

- Netop Solutions will become a global, exclusive distributor of all Medianet Innovations products and will take over Medianet's existing customers.
- Netop Solutions will pay a revenue-driven licence fee to the owners of Medianet Innovations.
- Netop Solutions commits to achieving a certain annual minimum revenue from the products over a three-year period. The agreement may be terminated if the minimum revenue is not reached.
- A part of Medianet Innovations' employees will be employed with the Netop Solutions group.
- Netop Solutions will take over Medianet Innovations' Romanian subsidiary, which mainly handles development activities.

Netop Solutions will not be taking over the rights to Medianet Innovations' products. However, the parties have reached an agreement setting out the terms for Netop Solutions acquiring all rights to Medianet Innovations products over a three-year horizon.

In connection with the closing of the agreement, Netop Solutions will pay DKK 2 million to Medianet Innovations and DKK 25,000 in connection with taking over Medianet Innovations' company in Romania.

Reference is made to Announcement No. 12 of 9 June which dealt with the agreement with Medianet Innovations.

### **Impact on full-year 2008 forecast**

The partnership agreement is expected to make a small, positive contribution to Netop Solutions' 2008 revenue, but the agreement is expected to have a substantial revenue potential for Netop Solutions in step with an expected gradual increase in revenue from Medianet Innovations products through the international distribution channels of the Netop Solutions group. We retain our EBITDA guidance for 2008.



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### **About Medianet Innovations**

Medianet Innovations has developed a range of communication tools enabling secure Web-based virtual communication, including functionality to share voice, video, files or documents. Medianet products mainly address financial or public sector institutions emphasizing secure, efficient and interactive Web-based communications with their customers and users. Medianet Innovations is the only provider offering this many options through a single interface and Website access, while at the same time complying with online banking security requirements.

Medianet Innovations was founded in Denmark and is registered in the USA. Its management and sales organization is based in Denmark and it has development activities in Romania. The company has about 40 employees.

### **Contact**

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*Netop Solutions' core business is to develop and market software products based on the NetOp® core technology – a technology enabling swift, secure and seamless transfer of screens, sound and data between two or more computers. The company's two product areas are Desktop Management and Education. The core product in Desktop Management, NetOp® Remote Control, enables remote control of one or more distant computers. NetOp® School, the core product in Education, is a software application for computer-based classroom teaching. All are plug 'n play products offering extensive functionality, flexibility and user-friendliness. Netop Solutions' products are sold in more than 80 countries. In 2007, the company generated revenue of about DKK 85m. Netop Solutions' shares are listed on the OMX Nordic Exchange Copenhagen and are a component of the Small Cap+ index. Netop Solutions operates wholly owned subsidiaries in the United States, the UK and Germany. For more information, go to [www.netop.com](http://www.netop.com).*

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