



b-business partners

## Press Release

### **Press Information – For Immediate Release Surplex raises €30 million in second financing round from leading international consortium led by The Carlyle Group.**

Berlin, December 14th, 2000 – Surplex, Europe's leading asset recovery solutions provider for surplus machinery, announced today the completion of a second institutional financing round amounting to €30 million. The consortium was led by **Carlyle Internet Partners Europe**, one of the largest European venture funds (€730 million) and part of **The Carlyle Group**. Existing investors **b-business partners**, a venture capital company formed by Investor AB (the largest Swedish holding company), ABB and other leading multinational companies, **Global Retail Partners** (GRP), a leading US venture capital firm who together led Surplex's first institutional round of financing in March 2000 and **Viventures**, a French venture capital fund initiated by Vivendi Universal. These investors are joined by **Henkel**, a leading European diversified consumer goods and industrial group that will bring considerable strategic and operational benefits to Surplex.

According to Bruno Schick, CEO of **Surplex**, "Carlyle is an ideal partner for Surplex, combining investment and operating expertise in both the new and old economy as well as contributing their unique global network. We believe that the continued support of **b-business partners**, **GRP** and **Viventures** demonstrates their commitment and active involvement in

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helping to grow our business internationally as well as providing us with the industry expertise in our key markets. This investment is a clear vote of confidence in the Surplex business model and we will continue to expand our market leadership in providing asset recovery solutions in Europe and around the world.”

Jacques Garaïalde, Managing Director of **Carlyle Internet Partners Europe**, said: “Surplex has proven its ability to combine leading technology with strong offline expertise to create unique asset recovery solutions and generate significant revenues and efficiencies for corporate customers. Few investment opportunities in the new economy have demonstrated the strong operating results and the ability to leverage the Internet the way that Surplex has.”

“Surplex was our first investment and we remain highly committed to the company,” said Andreas Beaucamp, head of **b-business partners** in Germany, “we have seen the huge benefits and opportunities for **Surplex** in working with several of our partner companies to accelerate the expansion of their businesses.”

Yves Sisteron, Founding Partner of **GRP**, said: “The excellent performance and execution of the clear strategic vision has convinced us that **Surplex** will establish itself as the leading player in this fascinating European opportunity.”

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**Surplex**

**Surplex** is Europe's leading online solutions provider for asset recovery. **Surplex** helps companies and traders to buy and sell used machines more efficiently and offers complete solutions for asset recovery. **Surplex** operates the leading European Internet platform for used assets ([www.surplex.com](http://www.surplex.com)) with over 8,000 registered users and currently has over 12,000 machines and other items on offer. The Company has recently launched the *Surplex Selector*, a unique software allowing companies with multiple operating plants to optimise the internal allocation of used assets. The Selector can be seamlessly integrated into the open Internet platform. The Company was founded in October of 1999 with the support of leading private investors from industry and the financial community. **Surplex** currently employs 130 people and has offices in Berlin, Düsseldorf, London, Paris, Stockholm, Warsaw, Vienna, Milan, Madrid, Moscow, St. Petersburg and Bahrain. Surplex has concluded a number of exclusive asset recovery agreements with some of largest European corporations, including ThyssenKrupp Stahl (Duisburg) and Babcock Borsig (Oberhausen).

**Carlyle Internet Partners Europe (The Carlyle Group)**

**The Carlyle Group** is one of the largest global private equity investment firms. The firm currently has more than \$10 billion of capital under management dedicated to buyouts, strategic minority investments, venture capital, telecommunications services and real estate. **Carlyle** has been present in Europe since 1996 and currently has offices in London, Milan, Munich and Paris.

**Carlyle Internet Partners Europe (CIPE)** is Carlyle's pan-European venture fund dedicated to communications technology and services, wireless-based services, information technology and internet businesses in the development stages from start-up to IPO. **CIPE** has committed capital in excess of Euro 730 million managed by a team of 10 investment professionals. Additional information on **The Carlyle Group** can be found at [www.thecarlylegroup.com](http://www.thecarlylegroup.com).

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**b-business partners**, ([www.b-bp.com](http://www.b-bp.com)) with a capital base of €1 billion, was founded by Investor AB, ABB, AstraZeneca, Atlas Copco, Electrolux, Saab (aerospace), Sandvik, SEB, SKF, StoraEnso and WM-data. **b-business partners** aims to foster new leaders in Europe's fast expanding B2B market and will build broader business relationships between both their partner and portfolio companies. The member companies in **b-business partners** gain both from their financial returns on investment as well as from



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collaboration on new Internet business applications. The company has completed seven investments to date and operates in major European cities.

### **GRP (Global Retail Partners)**

**GRP**, a venture capital firm headquartered in [Los Angeles](#), invests in start-ups and early-stage companies in the United States and Europe that have the potential to become major players in the digital economy. Since its inception in early 1996, **GRP** has focused on investments in companies that leverage network technology to deliver breakthrough supply chain solutions or revolutionise business processes. With over \$600 million under management, **GRP** has invested in over 40 companies targeting both end-consumers and businesses. Portfolio companies include CyberSource, GoTo.com, iMotors in the United States and Build Online, ETEXX, Lastminute.com and Sportal in Europe. Additional Information is available at [www.grpvc.com](http://www.grpvc.com).

### **Viventures**

Launched in September 1998, **Viventures** is a venture capital fund with a presence in the United States, Europe and Asia. The Fund was established to provide capital for innovative telecommunications and Internet businesses. Initiated by Vivendi Universal, the fund's largest investor, it now counts 18 leading financial and industrial corporations with substantial interests in the high-tech industry. **Viventures** invests in start-ups or expanding businesses with innovative Internet and telecommunications strategies. The fund provides early-stage capital and supports these newly founded companies in order to ensure their long-term development in Europe, the United States and Asia. [www.viventures.com](http://www.viventures.com)

### **Henkel**

**Henkel** is a global operating specialist in adhesives, brand-name products and in industrial specialties with affiliates in over 70 countries. The Company is the global market leader in adhesives, surface technologies and industrial and institutional hygiene (jointly with EcolabInc.). **Henkel** holds a leading position in detergents/household cleaners and in cosmetics/toiletries. Cognis, the recently carved-out chemicals business, is the world's leading producer of oleochemicals. With around 60,000 employees, **Henkel** will generate sales of over 12 billion euro in 2000. [www.henkel.de](http://www.henkel.de)