
TELESENSKSCL ACQUIRES NEW BUSINESS AREA

Cologne - 22 January , 2001 — TelesensKSCL signed a contract confirming its takeover of CSC Ploenzke's "Billing Components" (BC) division. The purchase price of DM 40 million is to be paid from current cash assets in the course of several quarters. This profitable business is expected to contribute in the double-digit millions to the group's overall sales figure for the year.

In the past the Cologne-based customer care and billing systems developer focused primarily on larger customers (tier 1, tier 2). This acquisition will net it a highly qualified team of about fifty employees specialized in the development and implementation of end-to-end solutions for small and medium-sized mobile and fixed-line carriers (tier 3).

This will open up an attractive segment for TelesensKSCL in which it will be able to respond rapidly and flexibly to new market requirements. Growth opportunities will be opened up to BC customers in that they will easily be able to change over to TelesensKSCL's Jupiter product line. The company will expand its product portfolio, adding a number of ready -to-use solutions for Internet and application service providers (ISPs, ASPs).

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