



Press release

Neopost strengthens his offer with new innovative and competitive products.
These new products will be displayed at the 2003 CEBIT Trade Fair.

Paris, 10 March 2003 - Neopost, the European leader and number two world-wide supplier of mailing solutions, will unveil highly innovative products at the annual CEBIT Trade Fair, which will take place in Hanover between March 12 and 19, 2003.

In **Mailing Systems**, the company will present the **Dynamic Scale** : a new and very innovative device. When combined with Neopost's high end ink jet mailing systems it turns them into intelligent in-motion mail processing systems that dynamically weigh mixed mail and calculate the exact postage value. At 7,500 envelopes per hour in dynamic weighing mode, the IJ85 is the fastest of the market and can also process mail of up-to 1 kg in weight. The Dynamic scale improves dramatically the ergonomics of Neopost mailing systems in large mailrooms, and the competitiveness of the Neopost offer on this segment.

The IJ 85 coupled with the Dynamic Scale will be available in the course of 2003 in all Neopost main markets.

In **Document Systems**, Neopost will introduce the **SI 30**, a small compact folder/inserter. The SI 30 addresses the new and untapped market of small to midsize companies who want a simple to use, fully automated inserting tool. The SI30 is able to fold and insert up to 1,350 envelopes per hour, ten time faster than by hand. Adapted for many types of customer mail, this machine can insert up to three documents automatically. It is self installable and as easy to use as a copier. The SI 30 is designed for customers who still manually fold and insert documents into envelopes and it will allow thousands of companies to save time, secure their inserting process and enjoy mail automation.

The SI 30 will be launched in Neopost's major markets in the second half of 2003.

In **Logistics Systems**, Neopost unveils the **Cyberstation**, presenting all the benefits of a shipping station without investment, through an Internet browser : very easy to use and roll out, the shipper has only to "connect N ship". The Cyberstation will calculate rates, print labels for parcels, print manifests, communicate to carriers IT systems and allow to track and check proof of deliveries. Neopost offers carriers full solutions to provide multiple benefits to their shippers.

Jean-Paul Villot, Neopost's chairman and CEO, commented: *“all of these innovations prove once again the dynamism of our research and development teams, they reinforce Neopost’s competitiveness. Some of these products open opportunities on new market segments for Neopost and will drive our future growth.”*

Diary

Year-end 2002 sales will be published on March 11, 2003 after the close of market.

Neopost

Neopost is the European leader and number two world-wide supplier of mailroom equipment and logistics solutions. Neopost offers the most advanced solutions for online or off-line postage, large volume mail insertions, occasional parcel delivery and logistics management and traceability.

Headquartered near Paris, France, Neopost has a direct presence in the world's top mailing and logistics markets, i.e. the USA, France, the UK, Germany, Canada, Italy, the Netherlands, Belgium, Spain, Ireland and Japan . Neopost products are sold in 70 countries.

In 2001, Neopost generated sales of euro 575 million. In 2002, Neopost acquired Ascom Hasler, the world number three supplier of mailing solutions, and Stielow, Germany's leading supplier of folder/inserters.

Neopost is listed on the Premier Marché of Euronext Paris and is a constituent of the SBF 120 and Next 150 indices.

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