

YOUR MAIL MANAGEMENT COMPANY

Francotyp-Postalia Holding AG – For every need, the right answer.



YOUR MAIL IS OUR BUSINESS



**AS MAIL MARKETS HAVE
LIBERALISED, SO TOO HAS THE
FRANCOTYP-POSTALIA GROUP
DEVELOPED, WHILE MAINTAINING
ITS TRADITIONAL STRENGTHS IN
THE FRANKING MACHINE BUSINESS.
ONCE A PURELY MANUFACTURING
AND MARKETING OPERATION, THE
FP GROUP IS NOW A FULL PROVIDER
OF MAIL MANAGEMENT SERVICES
DIRECTED AT THE WHOLE MAIL
PROCESSING CHAIN.**

PROFESSIONAL MAIL MANAGEMENT SAVES TIME AND MONEY



“The FP Group offers businesses of all sizes individually tailored mail management services.”

Every day, companies write letters – even in this email age. You know the procedure: the time it takes until the letter gets to the letter box – printing, folding, inserting into an envelope and affixing the stamp. So what does that letter cost, on average – excluding postage? The answer is an astounding EUR 1.38. Yet using modern mail management solutions, 80 percent of that expense can be saved.

That is exactly where the FP Group’s mail management products come in. “For every need, the right answer” – that is our mission. Our 85 years of experience tell us that small and medium-sized companies have quite different requirements to large corporations. We believe in individualised, specifically tailored solutions for our customers. So how many letters do you produce each day – 10,200 or even 1,000? Is your mail collected and posted or taken to a deliverer every day? Do you send out monthly invoices or regular high-volume mailings?

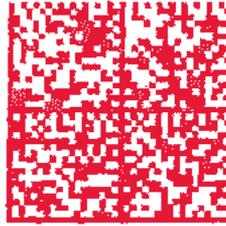
In many cases, the key to these solutions centres on our franking and inserting machines. No matter whether the volume is 5 or 2,000 letters per day – using FP machines to process mail saves time and money. In Germany, we can even save our customers the trip to the post office or letter box. We collect your mail, sort it by postcode in our sorting centres, pass it on to the next delivery service and credit you with a rebate on the postage charge. And if you want to fully outsource the management of your outbound mail, we will offer you a service specially tailored to your needs. The result speaks for itself – an average saving of over one euro per letter.

Greater efficiency at lower cost. That is what all the solutions from the FP Group have in common – whether traditional franking machine, or state-of-the-art digital mail processing.

A handwritten signature in red ink that reads "E. Holzmann". The signature is fluid and cursive.

Ernst Holzmann
Vice-President Marketing & Product Management





Deutsche Post 

FRANKIT 0,55 EUR

29.01.09 3D010012E4

Hallo FP Team,

We process around 50 letters every day. Without a machine to help us, handling would be a very costly business. Our FP franking machine not only saves considerable time, it also reduces our postal charges. And the irritation of sticking on stamps is gone forever. Plus there's another advantage: the machine prints our company logo or even a message on the envelope. So a letter from us broadcasts our services to the world, whenever anyone just picks it up.

Till Klages

Till Klages, General Manager of SPARKS ADVERTISING in Munich





ARE YOU TYP A?

Self-employed people and small companies send out letters every day. If you or one of your employees still stick on stamps by hand you could save a lot of time and money by using a franking machine.

Every letter is also an opportunity to attract attention. That starts with the envelope. Franking and advertising messages give your letters a professional look.

Or perhaps you just want to avoid paying excess postage and save on travel to the post office? Here, too, the FP Group has a simple but effective solution.

A SMALL COMPANY WITH A LOW TO MEDIUM VOLUME OF MAIL



Franking machines store postage electronically and stamp each letter automatically. In some countries, customers can save on postage charges, as their national postal authorities give a rebate on letters stamped by a franking machine.

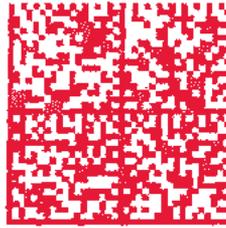
For small companies looking for a professional mail management option, a starter solution from FP is the answer – such as our **opti**mail** 30** franking machine. This machine prints images and individualised text messages alongside the franking. Using the optional scales, this machine will also automatically calculate the postage. And the account can be recharged by downloading postage into memory by modem.

These are the advantages of a franking machine:

- Savings in time and cost when franking
- No excess franking charges or trips to the post office
- Reliable, fast mail processing and letters with a professional look







Deutsche Post 

FRANKIT 0,55 EUR

29.01.09 3D010012E4

Dear FP Team,

We not only process our customers' daily mail, we also run large mailing campaigns on their behalf. We could not provide this kind of service without the help of powerful machines. That is why we use several franking machines and an inserting machine, all from FP. This allows us to speed up the processing of outbound mail and cut costs. And that benefits our customers, as we can offer our services at attractive prices.

Michael Ulbrich

Michael Ulbrich, General Manager, MEDIA Logistik GmbH, Dresden





ARE YOU TYP B?

Many companies and service providers deal daily with hundreds of letters. Franking and inserting machines are ideal products for processing that sort of volume of business mail. These machines greatly ease the workload; letters are inserted and franked quickly without a hitch.

And if you also want to cut out the trip to the letter box, then our new collection and consolidation services for business mail are an attractive option for your company. In Germany, the FP Group collects mail directly from companies with a volume upwards of 250 letters per day. That saves time and costs, as the customer also profits from a rebate on the postage.

A COMPANY WITH A MEDIUM TO LARGE VOLUME OF MAIL

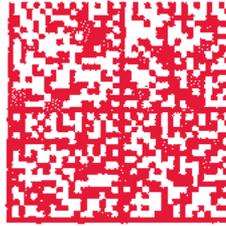


Still folding and inserting by hand? That was yesterday. One answer that will speed things up and cut the workload is our FPi 4030 inserter. This machine can fold and insert over 1,000 letters per day, – including different paper sizes and thicknesses. Combine this with our franking machines and you have a highly professional and efficient mailroom management system. For high volumes we recommend our centormail high-performance franking machine, capable of franking up to 150 letters per minute.

In Germany, we also collect and consolidate business mail. The FP Group collects mail directly from the company, sorts it by postcode, bundles it and then passes it on to a Deutsche Post mail centre or mail delivery provider. Since liberalisation, Deutsche Post gives a rebate of up to 26% on pre-consolidated mail. We pass on part of this rebate to our customers. For businesses, mail consolidation means an additional saving in both time and money.







Deutsche Post 

FRANKIT 0,55 EUR

29.01.09

3D010012E4

Dear Sir or Madam,

We run an invoicing and after-sales service for the Berlin-based GASAG gas works and twelve other customers. This involves sending out around 3 million letters annually and maintaining contact with some 1.4 million customers. Without a software-based solution we couldn't cope with such a flood of data. That's why we use the FP businessmail solution. This deals with the whole outbound mail procedure – from printing to handover to a delivery agent. That allows us to optimise our processes and guarantees problem-free delivery.

Gisbert Beckmann

Gisbert Beckmann, General Manager, BAS Abrechnungsservice GmbH & Co. KG, Berlin





ARE YOU TYP C?

Large companies send out thousands of letters every day – everything from invoices to mailings and adverts. For these companies, digital solutions and the outsourcing of mail management to professional service providers are particularly attractive options.

Your employee writes a letters on a PC and sends it off with just one mouse click. The FP Group does the rest. Our service can deal with all types of printed material in all the usual formats and sizes – from an individualised letter from your employee to individual invoices or mass mailings from your wages department.

Digitalisation your outbound mail will save you considerable time – and money, too.

A COMPANY WITH A VERY HIGH VOLUME OF MAIL



Want to use our digitalisation services? The FP Group takes over your whole outbound mail procedures – from data source to printing, inserting and franking, right up to postage-optimised handover to a delivery agent. We call this innovative complete solution FP businessmail. In addition to printing and delivering outgoing business mail, we offer downstream services such as preparing and processing incoming mail, turning it into electronic documentation.

A study carried out by us shows that it costs German companies on average EUR 1.38 per letter – that is in addition to the usual postage charge. Our digital solutions reduce these hidden costs by up to 80 percent.

Numerous companies and public sector institutions already place their trust in our innovative mailstream and mail management solutions. Now is the time for you to profit from the FP Group!



MAIL MANAGEMENT



SENDER

Letters are typically produced on a computer. This is where mail management starts. The sender has two options: either to use certain products and services within the processing chain – or to outsource the whole process by choosing an FP full service package.

PRINTING

Once the letter is in final draft it can be printed out. Here again the customer chooses: either to print the document and use FP machines to process the mail – or to use an outsourcing solution from the FP Group.

FOLDING INSERTING

Folding and inserting by hand is awkward and time-consuming. Using an inserter from Francotyp-Postalia turns folding and inserting into a simple one-step procedure. FP systems can even insert several pages at a time automatically and then seal the envelope.



WEIGHING FRANKING

Sticking on postage stamps by hand wastes time. Franking machines from Francotyp-Postalia store the postage electronically and stamp each letter automatically. Our larger machines use scales which recognise the format, thickness and weight of the letters and automatically calculate the postage.



COLLECTION

After franking the letters are transferred to outbound mail. In Germany the FP Group can now collect letters directly from the company. These customers profit by eliminating the trip to the letter box or mail collection point – saving both time and money.



SORTING CONSOLIDATION

After collection, the mail will be sorted by postcode and passed on bundled to a Deutsche Post mail centre or a mail delivery agent. Deutsche Post gives a rebate of up to 26% on pre-consolidated mail. The FP Group returns part of this rebate to its customers.



FP SOLUTIONS IN BRIEF

With its products and services, the FP Group covers the whole value-added chain in the outbound mail market. Its products and services range from franking and inserting machines to the collection, sorting and consolidation of outbound mail, as well as electronic mail processing. Quality management plays an important part in all this: our company is certified to DIN EN ISO 9001 and DIN EN ISO 9001:2000. This guarantees high-quality products and services at all times, and has made the FP Group a preferred mail management partner for the corporate world.



FRANKING MACHINES

mymail

Our entry-level solution. Customers can store up to three logos/messages and run three different cost accounts. Optional integrated scales can automatically calculate the right postage.

optimail 30

Ideal for small and medium volumes. This machine uses economic thermo-transfer printing and can store up to six messages. Its large backlit display makes it simple to use.

ultimail 30/60/120

The modular concept provides high speed and maximum flexibility. This franking machine offers storage for up to nine adverts/logos, variable text messages next to the franking, optional scales and up to 150 cost accounts.

centormail 120/150

This is our high-tech solution mail rooms. With its contact-free inkjet printing, this franking machine offers the ultimate in comfort and a wide range of extras for medium to high volumes of outbound mail.

INSERTING MACHINES

Fpi 500

Perfect for your office. This inserter processes letters, invoices and mailshots in a snap. It pays for itself from as little as 50 letters per day.

Fpi 2000

Simple, fast and reliable. The world's easiest to use inserter ensures professional document processing – from your daily mail to mass mailings.

Fpi 4030

This all-rounder offers high flexibility. Being able to process different paper sizes and thicknesses simultaneously makes it the ideal tool for a wide range of inserting work.

Fpi 5500

This inserter combines modularity and flexibility. With its intuitive controls, this system is excellently suited for a wide range of operations and can deal with up to ten sheets per letter.

MAILSTREAM SERVICES AND SOFTWARE SOLUTIONS

FP konsomail

Sorting and consolidation. We collect your business mail from the company and deliver it sorted by postal code to the nearest Deutsche Post mail centre or an alternative mail delivery agent. For this service, part of the postage rebate is returned to the customer.

FP webmail

The online solution for letter mail. Using the FP Internet portal, this service allows companies to send their letters at the click of a mouse. The following mail process is all taken care of by the FP Group. This service is open to businesses and private individuals alike, from a single letter upwards.

FP businessmail

Digitalisation of mail management. The complete service for customers with regular outbound mail. The FP Group takes over your whole mail procedures – from data sourcing to printing, inserting and franking, right up to the postage optimised handover to a mail delivery agent.

FP systemmail

A software solution for letter delivery, this is tomorrow's technology today. Designed to deal with both individual and regular business mailing, our system unifies and optimises the flood of data from a host of different systems architectures.

FP inboundmail

Scans and processes incoming documents. By preparing and processing incoming mail, we link the analogue to the digital world, thereby greatly optimising your whole mail processing chain.

YOUR MAIL IS OUR BUSINESS

The Francotyp-Postalia Group is an enterprise with a long tradition. What started up in 1923 with a franking machine business has developed into a successful mail management provider, offering state-of-the-art solutions for the complete mail management spectrum.

Your mail is our business.

But customer orientation means more to us than that – it is our whole corporate philosophy. By this we mean innovative, flexible solutions that simplify your mail processing, connected to full support and after-sales services. Your mail is handled with maximum efficiency – worldwide.

We have unified all our subsidiaries under the common roof of the FP Group. We are a consolidated Group offering all solutions under the successful FP brand.

Our customers place their trust in the FP Group's experience and expertise.

INNOVATION

**CUSTOMER
ORIENTATION**

**INTERNATIONAL
APPROACH**



FLEXIBILITY

EFFICIENCY

**SIMPLE
SOLUTIONS**

1923

On 11 July 1923 the sales and distribution company Postfreistempler GmbH, Bielefeld, is founded by Anker, Bafra and the Furtwängler Clockfactory.

1925

Postfreistempler GmbH, Bielefeld, is renamed Francotyp GmbH.

1938

The second line in the company's heritage is founded: Freistempler GmbH, Frankfurt/M, later to become Postalia GmbH, is founded by the company Telefon- und Normalzeit (T&N).

1969

The Anker-Werke, Bielefeld, acquires the shares in Freistempler GmbH from T&N.

1977

Takeover of Francotyp-Postalia GmbH, Berlin, and Postalia GmbH, Offenbach/M, by Bergmann AG, part of the Siemens Group.

1989

Gebr. Röchling KG, Mannheim, takes over the Bergmann Group, and thus Francotyp-Postalia.

1993/94

Merging of the Francotyp-Postalia in the company's new headquarters in Birkenwerder close to Berlin.

2005

Acquisition of the FP Group by Quadriga Capital and management.

2006

Founding of Francotyp-Postalia Holding AG. Acquisition of the subsidiaries freesort GmbH and iab – internet access GmbH. IPO of Francotyp-Postalia Holding AG shares on 30 November 2006.



United Kingdom

Francotyp-Postalia Ltd.,
Dartford



Singapore

Francotyp-Postalia Asia Pte Ltd,
Singapore

Germany

Francotyp-Postalia Vertrieb
und Service GmbH,
Birkenwerder

FP freesort GmbH,
Düsseldorf

FP iab GmbH,
Berlin

Austria

Francotyp-Postalia GmbH,
Vienna

Italy

FP Italiana Audio s. r. l.,
Milan

The Netherlands

FP Ruys Handelsvereniging B. V.,
Den Haag

Belgium

Francotyp-Postalia N. V.,
Zaventem

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DIGITALISING, FRANKING, OPTIMISING –

SINCE ITS FORMATION IN 1923, THE FRANCO-TYP-POSTALIA GROUP HAS BEEN SIMPLIFYING MAIL PROCESSING FOR ITS CUSTOMERS. WITH ITS COMPREHENSIVE RANGE OF PRODUCTS AND SERVICES, THIS TRADITIONALLY ROOTED COMPANY NOW COVERS THE WHOLE VALUE-ADDED CHAIN IN THE OUTBOUND MAIL MARKET, OFFERING EVERY CUSTOMER A TAILORED SOLUTION. FOLLOWING LIBERALISATION OF THE MAIL MARKETS, THE FP GROUP HAS DEVELOPED FROM MANUFACTURER TO A PROVIDER OF MAIL MANAGEMENT SERVICES. NOW IT IS AIMING TO BECOME A GLOBAL MARKET LEADER IN THIS HIGHLY LUCRATIVE BUSINESS.

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Company stamp



YOUR MAIL IS OUR BUSINESS