

Press-Release

Presse-Information | Communiqué de Presse | Comunicato Stampa

04/2007 / Munich/Savyon, 2007-12-11

1 **smac partners acquires ICT-portfolio from Vertex Venture Capital**

2

3 **Munich, Germany/Savyon, Israel, December 11th, 2007 – smac partners Fund II acquires**
4 **stakes in 10 portfolio companies from Vertex Venture Capital. smac partners is an**
5 **internationally leading venture capital firm in the Information and Communication**
6 **Technologies sector (ICT). To finance the deal, smac partners was backed by Headway**
7 **Capital, an independent UK-based secondary firm. The terms of the transaction were not**
8 **disclosed.**

9

10 “Vertex is renowned for its excellent investment choices. We are delighted to have arranged the
11 acquisition of this portfolio and we are also pleased about the confidence Headway Capital has
12 put into the deal. The portfolio will be continuously developed over the next three to five years
13 through experience in the ICT-industry and further financing rounds”, said Dr. Dietrich Ulmer,
14 Managing Partner of smac partners.

15

16 Yoram Oron, Founder and Managing Partner of Vertex Venture Capital added: “We reached the
17 tenth year of our fund and sought a partner who can continue to support our portfolio
18 investments. We chose smac partners, because smac has been a very reliable co-investor in
19 the past with comprehensive experience in Israel. We are confident the companies will continue
20 their successful development.”

21

22 Christiaan de Lint, Partner at Headway Capital said: “We are delighted to back smac partners in
23 this transaction. The Vertex-portfolio companies have already set standards in their respective
24 fields and we look forward to supporting them in the future. This deal perfectly matches our
25 strategy: complex, niche secondary directs with quality assets and a strong general partner”.
26 Headway purchased two other secondary direct portfolios in 2007, one in Germany and one in
27 France.

28

29 The portfolio includes technology leaders such as:

- 30 • Runcom Technologies (Rishon Lezion, Israel) heads the development of Mobile WiMAX
31 with its groundbreaking silicon solutions. The recent announcement by the International
32 Telecommunication Union that WiMAX has been approved as a 3G IMT-2000 standard is a
33 colossal achievement for Runcom which is pioneering the OFDMA technology since its
34 early days.
- 35 • Flash Networks (Herzlia, Israel) is a leading provider of quality-of-experience (QoE)
36 solutions that accelerate mobile Internet adoption by empowering improved user

Press-Release

Presse-Information | Communiqué de Presse | Comunicato Stampa

04/2007 / Munich/Savyon, 2007-12-11

37 experience. The company serves a growing installed base of over 40 top-tier mobile carriers
38 worldwide such as T-Mobile, Vodafone and Orange.

- 39 • Image ID (Hod-Hasharon, Israel), a multinational company with partner networks in the US,
40 in Europe and in Japan, develops and markets large field-of-view, traceability solutions for
41 logistics and manufacturing applications. Its unique imaging-based technology is an
42 effective alternative to RFID for rapid identification and tracking of assets. It is currently
43 being used to track over 1 million assets every day, worldwide.

44

45 “We regard this transaction as an important step to systematically grow our business. We are
46 actively evaluating further secondary opportunities in Israel and beyond”, said Dr. Ingo Potthof,
47 Partner at smac partners and responsible for investments in Israel.

48

49 Other transactions of smac partners in 2007 include the sale of the Swedish GPS-company
50 NordNav to the British world leader in Bluetooth technology, Cambridge Silicon Radio
51 (LSE:CSR.L). This is regarded as one of the most spectacular European exits this year.

52 http://www.smacpartners.com/news/2007_08_02.php - #

53

54

55 **About smac partners**

56 smac | partners - formerly known as Siemens Acceleration in Communications - is the ICT early
57 stage venture capital investor based in Munich, Germany. smac | partners is one of the few
58 venture capital companies with investment, management and exit experience in the US, China,
59 India, Europe and Israel. We currently advise TempoPark Fund I and its acquisition of the early-
60 stage ICT-portfolio from Siemens AG. For more information: <http://www.smacpartners.com>.

61

62 Contact:

63 Dr. Dietrich Ulmer

64 Phone: +49 89 550 688 11

65 e-mail: dulmer@smacpartners.com

66

67 **About Vertex Venture Capital**

68 Vertex Venture Capital is a unique top-tier Israeli VC with \$600 million under management, a
69 strong international investor base, an experienced multi-disciplinary team of professionals and
70 an impressive track record of exits through M&A and IPO. Vertex provides unparalleled
71 possibilities for companies in facilitating potential growth, business opportunities and leveraging
72 synergies throughout Israel, Europe, USA, Japan and Asia. Vertex invests in Israeli and Israel-
73 related companies in early stages of development in information networking and
74 communications systems, software and components, digital media and enterprise software. For
75 more information: <http://www.VertexVC.com>.

76

77 Contact:

78 Sharon Lewis

79 Phone: +972 3 737 8888

80 e-mail: Sharon@vertexvc.com

81

Press-Release

Presse-Information | Communiqué de Presse | Comunicato Stampa

04/2007 / Munich/Savyon, 2007-12-11

82 **About Headway Capital**

83 Headway Capital Partners is an independent private equity secondaries and special
84 opportunities firm with over €120 million of assets under management. Headway provides a full
85 range of liquidity solutions to investors seeking exits from or alternatives for their private equity
86 assets by purchasing both limited partnership positions in venture capital and private equity
87 funds as well as portfolios of direct investments. Headway differentiates itself through its focus
88 on small to mid-size transactions and its expertise in executing complex and structured deals.
89 Headway is London based and invests primarily in the USA and Europe. For more information:
90 <http://www.headwaycap.com>.

91

92 Contact:

93 Christiaan de Lint

94 Phone: +44 20 7518 8878

95 e-mail: christiaan@headwaycap.com