



**NBT.L**  
**10 July 2007**

## **Group NBT plc**

### **STRATEGIC ACQUISITION AND TRADING UPDATE**

#### **Group NBT plc extends brand protection capability with the acquisition of Envisional Solutions Ltd**

Group NBT, the UK's leading domain name management and web hosting company, is pleased to announce that it has acquired Envisional Solutions Ltd (Envisional), a provider of brand protection services, for a maximum consideration of £4.0 million.

Envisional is based in Cambridge and uses artificial intelligence technology to help companies protect themselves against brand infringement and internet fraud. Group NBT already provides entry level services to this market and will now be able to provide its customer base with comprehensive brand management, monitoring and protection services.

Geoff Wicks, Chief Executive of Group NBT, said "This transaction is of strategic importance for Group NBT. It is an excellent opportunity to be able to provide our customers a broader range of products offering them the ability to protect their brands from various types of infringement in the online market. Envisional has very good technology to do this which is currently being used by some significant brand owners. Building on this we will be able to accelerate the growth of Envisional by packaging services for use by Group NBT's customers."

#### **The transaction**

Group NBT will acquire 100% of the equity of Envisional. The consideration will be satisfied in three tranches, an initial payment of up to £2.4 million and deferred payments for up to a maximum of £1.6 million in aggregate. The initial payment will be settled fifty percent in cash and fifty percent by the issue of Group NBT shares to the vendors. The cash element of this initial payment will be payable after the close of calendar year 2007 and will be adjusted based on revenue performance against target for that year. The deferred payments will be payable in cash, if certain revenue targets are achieved in the twelve month periods ending 31 December 2008 and 31 December 2009.

The consideration shares will rank pari passu in all respects with the existing issued ordinary share capital of Group NBT. Application will be made for the admission of the consideration shares to trading from their respective dates of issue.

#### **About Envisional**

Envisional works with global brand owners to manage their internet presence – monitoring trademark use, flagging up brand infringements, gathering market intelligence and regulating legitimate use of brands online. In addition to monitoring the use of customers' brands on the Internet, the company also provides specialist services to identify potential threats to customers from fraud, counterfeiting and piracy. It uses unique, patented software that monitors, searches and analyses data from the internet. Envisional's customers include financial institutions, major brand owners, film studios and the recording industry amongst others.

For the year ended 31 December 2006 Envisional generated revenue of £1.43 million with loss before tax of £1.36 million. The loss incurred was to some extent the result of significant investment in the development of the technology. Unaudited management accounts for the five months to 31 May 2007 showed revenue of £477,000 and a loss before tax of £340,000 together with a net asset deficit of £298,000.

### **Trading update**

Group NBT continued to experience good organic growth during the second half of the year to 30 June 2007. Furthermore, the integration of Ascio has proceeded as expected during the early months of Group NBT's ownership.

As a result we expect to report revenues and operating profits (excluding restructuring costs and share option charges) in line with market forecasts. The interest charge was lower than expected as average net cash balances remained better than forecast.

### **For further information, please contact:**

Geoff Wicks, CEO	Group NBT plc	+ 44 (0)20 7015 9265
Sandy Fraser	Brewin Dolphin Investment Banking (Nominated Adviser)	+ 44 (0)131 529 0272
Shane Dolan	Biddicks	+ 44 (0)20 7448 1000

### **About Group NBT plc**

Group NBT plc (LSE:NBT) is Europe's leading specialist domain name management company and one of the UK's largest providers of website hosting services. Through its brands, Ascio, Easily, NetNames, NetBenefit and Speednames, the company is responsible for managing and protecting online brands and domain names for international companies and hosting websites for small and medium sized enterprises (SMEs). NetNames and Ascio are ICANN accredited registrars for generic top-level domains and the company has the ability to register names in all of the 240-plus country suffixes around the world. Within the NetNames and SpeedNames product ranges there are a number of domain management services aimed at companies and Intellectual Property professionals. NetBenefit provides the SME market with managed hosting services. Ascio is a reseller portal through which ISPs and resellers register and manage domain names for their customers. Easily is a leading provider of domain names, web hosting and email services. Group NBT plc is headquartered in London, with offices in Copenhagen, Oslo, New York, Nice, Munich, Zurich and Madrid. For further information, visit [www.groupnbt.com](http://www.groupnbt.com)