



**Swyx secures \$9M Funding to capitalise on expanding IP Telephony market**  
**- Key investors include ABN Amro, Deutsche Telekom's T- Systems Venture Fund,**  
***managed by T-Venture and Wellington Partners***

**Dortmund, Germany / Reading, UK, 23<sup>rd</sup> November 2005 – Swyx**, a market-leading provider of software-based IP telephony solutions, today announced the completion of their second stage (B-Round) funding of \$9.3 M, led by new investors ABN-Amro Capital and T-Systems Venture Fund (T-Systems' Venture Capital arm managed by T-Venture), with additional investment also provided by Swyx's primary investor, Wellington Partners, together with a number of existing private shareholders in the company. In addition, Swyx is also pleased to announce the appointment of a number of key industry players to its Supervisory Board.

According to Swyx, the additional financing will help the company to further expand its product offer and market reach into both existing and new key markets and geographies, meeting the growing demand for IP telephony from SMEs across key European markets. According to key industry analysts, the IP Telephony market for software-based IP Telephony solutions will grow rapidly over the next five years replacing traditional hardware-based telephony systems, and Swyx has already taken a market-leading position in a number of SME markets across Europe for IP-PBX during 2005 including Germany, Switzerland, Austria, the UK and the Netherlands. (Source: MZA, The European Corded PBX/IP-PBX Market Full 2004 Shipment Review)

Swyx CEO Gunter Junk commented, "We have already invested heavily into R&D and operational infrastructure of the company. The additional funding will be used to further

underwrite our expansion, invest in new technologies and to further re-inforce Swyx as the leading innovator and brand for IP telephony solutions for SMEs. We are already seeing the fruits of our initial investment strategy with revenues for 2005 expected to be at least twice those of the previous year. Swyx's unique value proposition of a software-based product for IP Telephony has been shown to dramatically improve the productivity and profitability of both the channel and the end customer, and it is this proposition that is helping to forge success within the European Market."

Dave Smith, SVP worldwide Marketing for Swyx, further commented: "Our key investors have recognised that Swyx has already secured both a unique and highly lucrative position as the leading provider of IP Telephony to the European SME market. We already have a strong market presence in Germany, Switzerland, Austria, Scandinavia & Benelux, a close and successful relationship with Deutsche Telekom & T-Systems, and we have recently begun significant investment in the UK as a key market for Swyx by basing our Worldwide Marketing and Northern European Sales operations from the UK. Moving forward, this additional investment will help us to gain further market share in terms of scaling into these markets, and will help us to reinforce the brand, the product and value proposition across our key segments and territories".

In addition to the announcement of its investment round, Swyx is also pleased to welcome several well-known and highly experienced senior industry managers to its supervisory board, effective immediately. These individuals have a wide knowledge and depth of experience across a number of market sectors including the financial and investment sectors, mobile, voice & data networks, Enterprise/SME, Service Providers and the IT industry, and will help Swyx to further expand its reach and influence into these sectors:

**Helmut Binder**, member of the executive committee of T-Systems International, and Chief Marketing & Product Management Officer for T-Systems Business Services, which serves 160,000 medium and large business customers within the Deutsche Telekom corporation;

**Frank Boehnke**, General Partner of Wellington Partners, Swyx's primary investor for initial funding round. Mr Boehnke's investment expertise focuses on the fields of Security, Software and Services, and currently he holds seats on the supervisory boards of Astaro, SAF and Safe ID Solutions;

**Royston Hoggarth**, a non-executive director of Intercede Group plc, an associate partner of Wellington Partners and a telecommunications and IT industry expert who has previously held the position of Chief Executive at Cable & Wireless UK, Europe and US. Prior to this position, he was Chief Executive, International, at LogicaCMG following the merger of Logica and CMG.

**Werner Schmücking**, who recently retired from a 40-year career at Siemens, where Mr. Schmücking held several senior executive roles including Vice President of the Private Networks Group and was a member of the Group Board of Siemens AG Information and Communication Networks (ICN). Mr. Schmücking currently serves on several public and private boards of directors in Europe and the United States.

**Daniel Wild**, founder and co-CEO of GetMobile AG, which has become the German market leader in the direct distribution of consumer mobile products since its founding in 1999. Prior to this, Mr Wild was an associate at the Mitchell Madison group based in Frankfurt, Germany, and was also European President of the Young Entrepreneurs Organisation until July 2005.

**Brent Wissink**, Director of ABN Amro Capital. Mr Wissink joined ABN Amro Capital in 1999, and has strong experience in the VC industry, the last four years of which has been specialised in venture capital IT. Before joining ABN AMRO Capital, Brent worked as a business analyst for Arcadis, an international consulting engineering company, and MeesPierson, a small medium size private and commercial bank.

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**Editor's notes:**

**About Swyx:**

Swyx was founded in April 1999 to develop and sell an IP-based telephony solution. Launched in summer 2000, "SwyxWare" the software-based IP-PBX now supports Microsoft® Windows® Server 2003 and is now SIP compatible. Since its launch SwyxWare has now deployed more than 45,000 IP ports in Europe to provide cost-effective competitive advantage through more powerful, easier to use and cost-effective telephony solutions. SwyxWare has been tested by several independent groups and journalists with excellent results including 'Best Buy - What to Buy for Business 2005'. Larger companies turning to the benefits of converging voice and data solutions have recognised that the future of telephony lies within the convergence of networks and applications, all of which are already available with SwyxWare. Today, more than 400 trained and authorised resellers in Europe sell SwyxWare. These resellers consult and sell SwyxWare to SMEs with up to 500 or more employees.

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