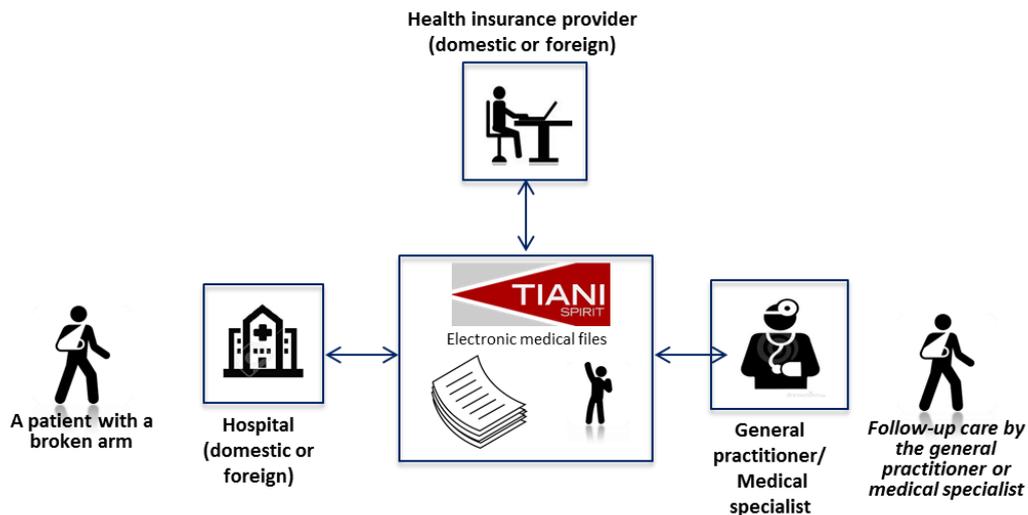


## Heliad invests in the Tiani Spirit Group

***Heliad Equity Partners is investing an amount in the mid-single digit millions in the Tiani Spirit Group, and will hold a significant share in the company in the future***

Vienna/Frankfurt, September 13, 2016. The Tiani Spirit Group is an internationally active IT company specialized in developing and providing standardized data exchange solutions. Given an increasingly connected world, Industry 4.0, and the ubiquity of *wearables*, such standards are required to keep the exponentially increasing complexity under control and take advantage of efficiencies in existing infrastructures. The healthcare sector is the world leader in the establishment of standards. Tiani's solutions are based on the internationally recognized IHE standard. Systems that employ this standard are tested and compared several times a year at *Connectathons*. Tiani has won this competition by a wide margin every year since 2009.

In 2015, Tiani's dominance of its international competition convinced Cisco (the world's largest provider of network solutions) to integrate the Tiani Spirit solution into its own systems, sell it as part of the Cisco Medical Data Exchange Solution (MDES) using the Cisco price list, and thus form a strategic partnership with Tiani. Other complementary partnerships are now being negotiated. The systems of renowned partners such as Cisco Systems, Virgin, CSC, CGI, März, Xevit, Systema Datentechnik, x-tention, and A1, of clients such as the Landeslinik Holding, Charité, Vivantes, Katharinen Hospital, and AOK, and also of entire countries such as Austria, Switzerland, Slovenia, and Albania are already based on Tiani Spirit solutions.



Graphic: A simple example: A Dutch man falls while skiing in the Alps and breaks his leg. Today, such an accident is not only painful, it is also associated with unpleasant messaging and coordination problems between all involved (doctors, the health insurance provider, the hospital, etc.) in the various countries. In brief: Tiani's solution ensures that, in the future, all the doctors and nursing staff will spend less time on red tape, and thus will be able to focus outright on getting the patient well. All the parties involved, including the hospital, the health insurance provider, the medical specialist, and the general practitioner, will be able to communicate with each other seamlessly. And of course, this is only done in strict accordance with data protection guidelines and the patient's consent.

Martin Tiani, the founder and Managing Director of the Tiani Group states: "Heliad's investment will allow us to grow and advance strategically at the same time. The frank discussions and close cooperation we had with Heliad in the past months ultimately convinced us that they are the perfect partner for our next growth phase." In addition to continuing to increase Tiani's share of the IHE market,



there are also other concrete projects on the agenda. Theo Woik, Heliad's Investment Manager, states: "For several years now we have been observing Tiani and IT system interoperability developments, in general, and in the healthcare sector in particular. However, Tiani's excellent base and positioning in the IHE area is only the beginning. Our goal is to work together to conquer other areas as well, such as resident registration and decentralized energy supply, and to develop into the world's leading system interoperability specialist."

### **About Tiani Spirit**

*Tiani Spirit GmbH is an Austrian software development company located in Lower Austria, whose goal is to implement standardized software for the exchange of healthcare information. Tiani Spirit focuses on the development of products that exchange medical information on the basis of IHE guidelines. As a non-profit organization, IHE promotes universal interoperability within the total healthcare system. Tiani Spirit develops and designs its entire portfolio of solutions for the healthcare industry on the basis of the IHE's internationally recognized standards.*

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### **About the IHE Standard**

*Integrating the Healthcare Enterprise (IHE) is an initiative by healthcare professionals and industry designed to standardize and harmonize the exchange of information between healthcare IT systems. It focuses on implementing medical processes between systems and creating interoperability. To accomplish this, IHE formulates practitioner requirements based on use cases, identifies relevant standards, and develops technical guidelines called "Profiles" that allow manufacturers to implement and test their products. Manufacturers test their systems together at the international Connectathon and prepare them for implementation in the practical setting.*

### **About Heliad Equity Partners**

*Heliad is an investment company that supports companies during growth and transformation phases as an equity partner. Its investment strategy is in particular characterized by active support of the companies in which it invests, and the option to structure individually tailored financing solutions. Heliad invests in both listed and unlisted companies, and takes both majority and minority in positions in them.*

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