



PRESS RELEASE
UNDER EMBARGO TILL 19TH MAY 2000, 5PM.

Real Software and Accentis launch first B2B trading platform for transport sector:

Trans2B.com, fully integrated netmarket for commercial vehicles

Kontich, 19th May 2000. Real Software nv and e-Business partner Hotrate.com Technologies nv take a holding of respectively 25 and 5 % in Trans2B, an internet start-up of the stock quoted holding ACCENTIS, through a supplementary share creation of the recently founded company, TRANS2B NV.

TRANS2B, with its portal site and vertical netmarket TRANS2B.COM, wants to become the European reference site for transport companies and companies that organise their transport in own management. The initiative will mainly focus on the purchase and sale of commercial vehicles –in the largest meaning of the word, namely trucks, chassis, trailers, superstructure, bodywork – and its parts, spareparts. The development of the site will be based on the Hottrade.com technology, platform for the development of vertical netmarkets and property of Hotrate.com Technologies nv.

Two weeks ago Real Software announced a similar initiative, for the micro-electronics sector. The company strongly believes in the future of such netmarkets and wants to unite all these vertical portals, from which a real community of companies has to be born that all benefit by this new trading platform.

Trans2B : neutral technical broker with integrated service

TRANS2B wants to position itself as a neutral technical broker on the commercial vehicles market. The informative aspect of commercial vehicles is a first approach. Supply comparable, correct and technically comprehensible information to customers will be the first attraction pool.

Transport companies will also be able to send requests to all possible suppliers of commercial vehicles through the site. They can request quotations based on technical data, information concerning financial conditions for financial and operational leasing, as well as renting possibilities. Dealers and suppliers of commercial vehicles will be able to negotiate through TRANS2B with customers, and exchange technical data with the customer.

In the TRANS2B catalogue model, suppliers of components, parts, or spare parts will be able to present their catalogues on the web, and will offer customers the possibility to order on line.

Finally there will also be auctions on TRANS2B. Second-hand vehicles, particular batches from production, etc will be presented on the site and sold by auction on the net.

Beside these important « benefit » driven trade features, transport companies will find on the TRANS2B site information that can facilitate their company management. Features on roads & traffic, info on return systems, GPS systems, mutual communication will be possible. The site will contribute to price transparency in a sector that is characterised today by a lack of transparency and by the difficulty to compare.



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All trumps in hands: technology, sector knowledge and ReMax

“Trans2B holds all the trumps to turn this initiative into a success” says Raf Vermeire, CEO of Trans2B. “Our team of 7 people has a wealth of experience in the transport sector and the commercial vehicles sector, which is crucial for the development of the platform. The Hottrade technology enables us to build this netmarket in a very short period of time. For the automation of the back-office activities we opted for ReMax, Real Software’s ERP solution. This application has to ensure the perfect communication between the front-end and the back-office of the site”.

Trans2B.com will be on line in September 2000. Within 5 years the platform wants to handle 5% of all purchases in the commercial vehicles sector through its site. The international development of the site will not take long.

The e-Business motive of Accentis and Real Software

For ACCENTIS the foundation of TRANS2B is part of the strategy to integrate spin-offs of its existing holdings in 3 traditional sectors – construction, chemical and commercial vehicles - in the new economy and give them chances to grow. Through the foundation of TRANS2B the know-how and experience in the sector is maximized.

TRANS2B.COM becomes the first European marketplace that uses the power of the Internet to bring together several purchasers, buyers and suppliers of new commercial vehicles and parts. TRANS2B offers visitors and participants of the site the possibility to generate business more quickly, and to close more efficient deals. Through alliances and partnerships TRANS2B quickly wants to become the most important European site in its sector, and will integrate other services in its B2B model.

Beside the holding in Trans2B, Real Software also organises the entire technological support. Thanks to Hottrade.com Technologies the group disposes of the required know-how and technology to play a leading role in this new e-Business evolution.

The Real Software Group is currently negotiating with different partners to start B2B trading platforms with. The objective is to unite all kinds of companies of a specific niche, in other words to create a vertical portal, from which a real community of companies has to be born that all benefit by this new trading platform.

Real Software supplies the companies with Hottrade.com the required tools and platform.

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About Accentis NV

Accentis is the stock quoted holding company with participations in 3 sectors: construction (COSIMCO, DML Composites, Simec), chemical industry (Demcopack Davis, Merckx) and the construction of commercial vehicles (Stokota, EKW with subsidiaries in Poland and France).

In 1999 the company's consolidated turnover amounted to 66,145 million Euro.

By the capital increase of November 1999, which was necessary to finance further growth, Accentis completely changed of aspect. The proper capital tripled, just like the expectations for the turnover and the consolidated cash-flow in 2000. Main shareholder of Accentis is de Speyebeek (the family holding of Aimé De Simpel). Beside the De Simpel family, Von Kunitski, the Vergalle family, the Vermeire family and Mr. Claeys Leo are the reference shareholders.

About Real Software NV

Real Software was established in 1986. In 1999, the company recorded consolidated operating revenues of 250.7 million EUR and an operating profit of 34.9 million EUR. The group currently employs a staff of more than 2800. Real Software offers a comprehensive range of software services ranging from the development and implementation of its own products, over tailormade solutions and consulting (including implementation and sale) for third-party products. The company exports Belgian technology to countries such as the Netherlands, France, Germany, Ireland, Switzerland, the United States and the Far East. Real Software customers include companies such as Du Pont de Nemours, GIB, Océ, Johnson & Johnson, Merck Sharp & Dohme, Biogen, Renault, the Paris Metro, TF1, EDF – Electricité de France, SNCF, the Dutch Post Office, Nedcar, Philips, Shopi, Goodyear, KBC Bank and Fortis Bank.

About Hotrate.com Technologies NV

Hotrate.com is the e-Commerce specialist within the Real Software Group. The company develops innovating e-Commerce concepts and new ways of doing business, and commercialises its products through the Internet. Thanks to a number of unique Internet services, the company quickly wants to become a top destination on the Web, and a reference in the field of B2B and B2C e-Commerce.

Hotrate.com operates 2 ambitious Internet sites:

- **www.hotrate.com:** a second generation, self-teaching, directory search engine
- **www.hottrade.com:** a B2B ASP for virtual B2B and B2C markets