



PRESS RELEASE
Under EMBARGO till 20th January 2000, 5 pm!
Antwerp, 20th January 2000

Real Software and IBM : partners in e-Business era

Antwerp, 20th January 2000. Real Software and IBM announce they will work closer together in their infrastructure-offering and e-Business activities. As of today, IBM AS/400 customers and prospects can turn to Real Systems for a complete infrastructure offering. This 100 % Real Software daughter will unite all AS/400-sales, and becomes at the same time the biggest partner in the Belux. The close collaboration in e-Business between IBM and Real Software is strengthened today by the incorporation of the Real Software Group in the Web Integrator program. In that way, the company gets access to IBM knowhow and products, which has to result in an improved service.

Real Systems nv : a new company within the Real Software Group

Driven by an increasing demand for added value of the IBM AS/400 market on the one hand, and the growing knowledge and experience of various companies from the Real Software Group on the other hand, the decision was made to unite all IBM AS/400-sales of the group in one new company: **Real Systems**.

The objective of this new 100% daughter is to unite the IBM AS/400-hardware-, related infrastructure services, software- and peripherals-sales of the different business units **Proget Lux, ASQ, A.O.F.¹ and MOVE-IT** in one new company. Real Systems immediately becomes the **biggest AS/400 partner** in the Belux, and is an example of synergy within the group.

Thanks to this, Real Systems will be able to offer an even **faster and better infrastructure-service**. Within Real Systems an **IBM-hardware-competence-center** will be created. Experienced and by **IBM certified collaborators** will assure a one-stop-shopping infrastructure-service.

Real Systems also has the objective to quickly and accurately inform its customers about all kinds of innovations; as well technically as commercially. The already existing **IBM AS/400-Technology-Shop of ASQ** is further developed for the Belux. This means that all IBM AS/400 users in Belgium and Luxemburg will be able to participate in **these user-groups 5x a year**.

Real Software and IBM join forces for e-Business

The exponentially growing B2B (Business to Business) and B2C (Business to Consumer) internet market creates an increased necessity for functionality and strong support for **websites**. The service companies that built static websites with ordinary development methods at the beginning of the Internet period, are now confronted with their limitations and limited knowledge in company critical systems. The Real Software Group has already acquired this knowledge and experience thanks to its "One-Stop-Shopping"

¹ A.O.F. nv is part of the Proget Group



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strategy. By joining the IBM Web Integrator program, the Real Software Group (for example **I-Motion**, specialized in webdesign) has access to the innovating IBM product offer, and their leading role in this domain. By joining the leading positions of the Real Software Group and IBM in the e-Business market, Real Software will become a leading player in the e-Business market.

« Pole-position in E-Business ».

The development of Real Systems and the collaboration agreement of Real Software and IBM in the e-Commerce domain, completely fit in the customer-oriented strategy and the one-stop-shopping concept of Real Software.

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Real Software was founded in 1986. In 1998, the company recorded a consolidated turnover of BEF 5.2 bn (EUR 129 m) and net profits of BEF 366 m (EUR 9.1 m). For the first six months of 1999, the consolidated turnover was BEF 5058 million (EUR 125.4 million), and the operating profit (EBIT) climbed by 241 % to BEF 786 million (EUR 19.5 million). The group currently employs more than 2600 people.

Real Software offers a comprehensive range of software services, ranging from the development and implementation of its own products, as well as customized projects and outsourcing through to consultancy (including implementation and sale) relating to third-party products. The company exports Belgian technology to countries such as The Netherlands, France, Germany, Ireland, Switzerland, the United States and to the Asia-Pacific region. Real Software customers include companies such as Du Pont de Nemours, GIB, Océ, Johnson & Johnson, Merck Sharp & Dohme, Biogen, Rhône-Poulenc Rorer, Renault, the Paris Metro, TFI, EDF – Electricité de France, SNCF, the Dutch PTT, Nedcar, Philips, Shopi, Goodyear, KBC Bank and Fortis Bank.