



TRADICAL.COM

PRESS RELEASE

Under EMBARGO till 27 th April 2000, 5pm!

**Tradical.com will become reference netmarket for micro-electronics
by combining the expertise of Tradical, Real Software and Hotrate.com
Technologies**

Kontich, 27th of April 2000. Real Software NV and its e-Business partner Hotrate.com Technologies NV are each taking a founding share of respectively 30% and 10% in Tradical NV, which manages Tradical.com, an electronic Business to Business (B2B) vertical market. Tradical.com will initially be aimed at the micro-electronics market, telephony and IT equipment, and will be using technology from Hottrade.com, the platform for vertical marketplaces and property of Hotrate.com Technologies NV.

Using the Tradical.com website, traders, distributors or purchasers of electronic equipment (PCs and components, mobile phones, fax machines, printers, etc.) will have real-time access to international supply and demand in this market, enabling them to transact deals quickly and transparently. In doing so, they can use an Internet browser to buy items on Tradical.com such as hard disks from a manufacturer in Singapore and then resell them to distributors in Denmark and Spain without having to look for possible buyers themselves - Tradical.com will bring the interested parties together, resulting in higher efficiency and an important time gain.

Explosive growth in transaction volumes confirms demand for B2B trading platforms

The goal of Tradical is to create virtual international marketplaces within well-defined vertical sectors, where supply and demand can meet. According to market analysts, the volume of transactions that will flow through this type of platform is set to grow explosively in the next few years. Market researcher Gartner Group is talking about a fifty-fold increase by 2004, which at that time will represent 7% of all worldwide trading transactions. "As I have already said on a number of occasions in the past, this will be the year of e-business for Real Software," states Rudy Hageman, Real Software's president. "And that makes it crucial for us to be able to support this type of initiative actively. Real Software takes full responsibility for the IT-development and has created all necessary tools in house to support such advanced netmarkets." In addition to its shareholding, Real Software is also providing 'incubator' services for the new start-up, such as accommodation at the Real Software head office in Kontich and administrative support. The virtual netmarket Tradical.com will be launched in the second half of 2000.

Tradical.com : reference netmarket by combining experience

"E-business is very much about speed, so it is exciting to receive such active direct support from a major group like Real Software," says Michiel Carpentier, CEO of Tradical. "The technology of Hottrade.com also provides us with a functionally-rich platform which gives us a clear headstart. This means that we can now concentrate on the business development and marketing, which is critical if we want to attract sufficient demand and supply on the site from day one. Precisely because we want to focus on the specifics of the sector, the management team will include experienced traders. A high level of involvement with the characteristics of the industry is crucial for the success of a vertical market."

The combination of this specific sector knowledge with advanced Internet technologies and a new way of doing business, have to make Tradical.com the reference netmarket for micro-electronics.



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About Tradical NV

Tradical NV aims to set up electronic markets in specific vertical sectors where buyers and sellers can find one another quickly and transparently and close deals in their entirety. The initial Tradical.com netmarket involves computer and telecommunication equipment (PCs, printers, faxes, GSMs, telephones, components, etc.). The Tradical.com netmarket is to be launched in the second half of 2000. Tradical NV is a limited company whose shareholders include the management, Real Software NV and Hotrate.com Technologies NV.

Chief Executive Officer is Michiel Carpentier (37), who has previously worked in consulting and marketing positions with Arthur Andersen, Coopers & Lybrand, TechGnosis and Oracle. At Oracle, he was Director Server Marketing EMEA, responsible for the marketing of Oracle's successful database and server products for Europe, Middle East and Africa. He is still an advisory member of the management committee for IP Globalnet NV, where as Vice President Marketing he initiated the marketing function.

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 tailor-made 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 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