

Eco2B
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PRESS RELEASE

**Under EMBARGO till June 23th 2000, 5pm!
Kontich, June 23th 2000**

Real Software and the Axtron Group, Belgium's most important independent ecology consulting group, launch the first virtual ecology platform in Europe for companies and government institutions

Kontich, June 23th 2000. Real Software NV, its e-Business partner Hotrate.com Technologies NV and its subsidiary ASQ take a holding of respectively 20%, 10% and 20% in ECO2B, a B2B ecology platform aimed at companies and government institutions. The Axtron ecology group, that will operate the website, will mainly offer services for environment, quality, energy and sustainable development, safety and health. In collaboration with the Real Software Group it will develop specific software for this sector, and integrate existing Real Software products in its offer, like iPMO, the fully web-based project management solution launched today.

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.

Real Software recently announced two similar initiatives, Tradical.com in the micro-electronics sector and Trans2B.com, a vertical portal for the transport sector. Real Software strongly believes in the future of such netmarkets and wants to unite all these vertical portal sites, to create a real community of companies that all benefit by this new trading platform.

About the Axtron Group

The Axtron Group, active since 1997, is on the Belgian market one of the major integrated and independent Belgian service providers for ecology, safety, environmental planning and quality, with an estimated turnover of 250 million BEF for 2000. The group is organised in 4 companies.

The core company – Axtron Milieuconsult NV – functions as the knowledge centre of the group, and disposes of a large number of experts that perform classic tasks like environmental coordinator, expert in environmental impact assessment and safety reports, auditing and consultancy related to quality (ISO 9000) and environmental care (ISO 14000), environmental administration, etc. The consultants also provide juridical or financial-economical customer support, for example in the scope of a due diligence for a takeover.

Axtron Milieuconsult NV is also known as a sound laboratory, and offers its customers experienced PR professionals and project leaders that have gathered their experience in environmental communication, and can organise adapted trainings.

The Eco Consul company is the certified soil expert of the group, which performs all soil studies and organises and assists soil sanitation projects.

Axtron Milieutechniek is the technical study and commercial company of the group that can supply a whole range of environmental goods (sealings, water treatment, filters, etc.)

The Axtron Group has directly and indirectly participations in a multiprofessional architect company it collaborates with on a project base.

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ECO2B: an all-in-one ecology platform for companies and the government

ECO2B, which stands for 'ecology to business', wants to become a virtual entry or portal to everything related to ecology, in the largest meaning of the word. Besides environmental care and management, which relates to waste, water, soil, air, sound, best available technologies, etc, the platform also offers products and services for quality, energy and sustainable development, safety and health. Companies can also have specific tailor made software developed.

ECO2B supplies the content for the portal by means of news, editorials, FAQ's and a discussion group. In time this platform will generate a virtual community, based on the editor principle of the search engine Hotrate.com. In this digital 'Grand Café' the different parties will virtually meet. The ECO2B portal will be split up into 3 different sections.

ECO2B market: vortal for e-Commerce

The ECO2B market or vertical portal (vortal) will be the place where manufacturers or holders can offer their waste products to certified collectors (traders) and waste processing companies. Primarily they will trade dangerous waste products and recyclable industrial bulk waste like paper, metal and plastic. Even sorted domestic waste products (a.o. packings), soil - whether polluted or not -, used equipment and production surpluses can be traded. Like any market, ECO2B garantuees a dynamic price mechanism by means of auctions, reversed auctions, etc.

ECO2B shopping centre: e-merchants

This shopping centre will act as a shop or 'storefront' for sellers of environmental goods - whether they dispose of their own website or not - where several products and services will be offered at a fixed price and by means of an online catalog. Thanks to this unique initiative many small companies have the opportunity, in return of a small fee, to offer their state-of-the-art technology on the international market.

For both sections, Market and Shopping centre, ECO2B will handle the transactions, directly or indirectly with selected partners: order follow-up, secured payment, credit control, financing, insurance, logistics and transport.

ECO2B service centre: Internet Business Services

This section of the portal will concentrate on the digital outsourcing of a number of environment-related services like environmental and safety coordination, the management of the environmental administration, environmental communication, permission requests, etc. Thanks to this portal the customer will have the possibility to manage projects related to ecology, environmental planning, soil and safety. In the future other specialised services, like the calculation and sectoral comparison of the energy price will be offered. Companies can also directly contact specialised environmental consultants for supplementary advice.

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The Axtron Group and the Real Software Group: combination of expertise in a unique European initiative

The Axtron Group is a team of environmental consultants that supply advice related to environment, soil research, environmental planning, quality, etc. The Axtron Group also supplies IT-services it outsources more and more to ASQ, subsidiary of the Real Software Group. The Axtron Group is involved in several environmental projects, as well industrial as governmental. They are in the ideal position to discover new applications for this sector, and to have them developed.

The Axtron Group has chosen the Real Software Group to start up the site, because they wanted to develop such a platform with a local IT-partner.

This collaboration fits in the strategy of the Real Software Group to search partners for new netmarkets. The ultimate objective is to create a real community of companies that all benefit by this new relation.

Limited investments, considerable revenues

In collaboration with the Axtron Group, the Real Software Group has already made an evaluation of existing applications that can immediately be integrated in the ecology platform. For example, the combination of the hotrate.com search engine with the CRM-application E-Sm@rt will create an environment where all relevant information will be offered to the market: important addresses, procedures, tasks, general information, etc. The Axtron Group will provide the input for this data. iMotion, another subsidiary of the Real Software Group, is developing a creative and user-friendly interface for the application. As the applications are based on existing software, no major investments are required.

Thanks to the unique service the platform will quickly generate revenues. The ECO2B services are based on a subscription system: in return of a contribution, companies can have their environmental obligations executed and managed through the platform.

Environment and safety: a growing market

The environment and safety market is still young, but developing fast. As a consequence of the growing regulation related to environmental protection, most companies can no longer comply with all obligations themselves. More and more they turn to external consultants like the Axtron Group to manage and follow-up their environmental files.

In addition, this sector is experiencing a series of rapid evolutions with new applications and markets, like the trade of emission rights, waste-exchange and cooperations per industrial zone.

(End press release)

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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

About ASQ

Within the ASQ Group there are five units that each approach their own market: AS/400, Progress, Oracle, Microsoft and Java. Each unit has its own hardware and software platforms. In these markets, in both Belgium and Holland, these divisions offer “state-of-the-art” packages boosting the growth and profit. In addition to these services ASQ has a large number of (international) customers who use SMART/PC as CRM tool (Customer Relationship Management).