

**Real Software acquires strong platform for one-stop-shopping  
in Switzerland thanks to the acquisition of Full Speed Systems AG**

**Kontich, 28th of March. Real Software takes a majority holding of 55% in the Swiss Full Speed Systems AG (FSS). The company is specialised in ERP consulting (Enterprise Resource planning) and offers a comprehensive range of services, including all aspects of an implementation project, from project planning to post production support.**

**Through this partnership Real Software acquires an important platform for its one-stop-shopping in Switzerland, where it wants to concentrate on Business & Industry and the financial sector. Real Software also strengthens its position on the ERP-market, and completes the existing service offer of the group.**

**FSS: high margins and promising outlook**

FSS was founded in 1996 by 3 pioneer ERP consultants that manage the daily activities of the company: Urs Liechti, Marcel Merz and Hugo Willems. The company concentrates on delivering JDEdwards consulting services for international and Swiss companies. In only 3 years time FSS became a solid company with 30 consultants, many of which are JDEdwards-certified.

Last year the turnover rose to 4 million Euro. For 2000, FSS expects a turnover growth of more than 30 % and an operation margin (EBIT) exceeding 16%.

**Collaboration in line with group strategy**

Real Software acquires 55% of the shares in FSS, based on a company valuation of about 9 times the 1999 net profit figure. The acquisition is completely in line with the strategy of the group to further extend the existing product and service offer, and to realise her one-stop-shopping concept. Real Software expects that FSS will contribute positively to the Group's results immediately.

**FSS: Most successful JDEdwards Select Business Partner in Switzerland and Germany**

The FSS consultants are among the most experienced JDEdwards specialists of Europe. FSS is also the first company that successfully introduced OneWorld<sup>™</sup>, the Client/Server version of the JDEdwards offer, on the European continent.

FSS is dedicated to providing high quality, efficient and value-driven implementation services to organisations in Europe and the United States. FSS handles the most projects completely in own management, from Business Process Reengineering, project leading to programming. Thanks to this global and integrated approach FSS is the most successful, as well as one of the biggest JDEdwards business partners in Switzerland and Germany.

FSS' customer portfolio contains a.o. Shell Aseol, RJ Reynolds, Schaffner Electronics, ALSO ABC Trading AG, HOPPE AG, ABB, Johnson & Johnson (CH and A).

**FSS – Real Software synergy: platform for one-stop-shopping**

FSS becomes the platform for the realisation of the one-stop-shopping concept of the Group in Switzerland. Real Software mainly wants to concentrate on Business & Industry and the financial sector. In both sectors the Group has a lot of experience. Within Business & Industry the Group has a profound knowledge of medium-sized companies. These companies require a different approach, because they often fully outsource their IT, and concentrate on their core activities. The Group wants to offer that experience on the Swiss market through FSS. In the financial sector Real Software not only offers IT services to major banks, but also develops applications for smaller banks that can be commercialised in Switzerland, like R.ebank.

Furthermore, FSS will also act as reseller and implementor of Real Software's ERP solution "ReMax", as well as of other applications of the Group.

Thanks to the partnership with FSS the Group can offer even more support to its Belgian and international customers, like Océ, DuPont de Nemours, Goodyear and Seagram. Driven by these important customers Real Software acquires international "partnerships" that lead to immediate sales opportunities, because they are the first candidates to become customer of the new entity. With its experience and possibilities Real Software is the ideal partner for FSS to help the company with its further expansion, and to capitalise its investments in talented consultants.

#### **FSS – Real Software : European JDEdwards Competence Centre**

JDEdwards is not unknown to the Real Software Group. Presently there are 6 consultants in the Group with JDEdwards knowledge for implementations with MSD. In the future FSS will coordinate all JDEdwards activities of the Real Software Group.

#### **The current ERP market**

At the end of 1999 the ERP market experienced a relapse. The companies were more occupied with the Y2K problem. Since the beginning of this year the market experiences a revival: most suppliers of ERP software extend their applications to e-commerce, customer management (CRM) and Supply Chain Management (SCM).

With the major companies SAP is mainly implemented on corporate level, in the main offices. JDEdwards is also present, but it is especially used for the automation of the branches of these multinationals. ReMax, the ERP solution of the Group, is especially successful in manufacturing environments of major companies. In the middle market, namely companies with a turnover of less than 5 billion BEF, SAP, as well as JDEdwards and ReMax are implemented. Both SAP and JDEdwards offer very profound functionalities, but cover less company processes. ReMax handles all processes, but has a less profound functionality.

The acquisition of FSS is a strategic move of Real Software to consolidate its position on the ERP market.

(End press release)

For further information:	Full Speed Systems AG.
<b>Dina BOSCHMANS</b>	<b>Hugo Willems</b>
Marketing Communications Manager	Managing Director
Prins Boudewijnlaan 25	Leopoldstrasse 6
2550 Kontich	CH-6210, Sursee
Tel. 03/290.23.11 - Fax 03/290.23.00	Tel +41 41 9261888 . Fax:+41 41 9261889
E-mail : <a href="mailto:dina.boschmans@realsoftware.be">dina.boschmans@realsoftware.be</a>	E-mail : <a href="mailto:hugo_willems@fss.ch">hugo_willems@fss.ch</a>

*Real Software was founded in 1986. In 1999, the company recorded a consolidated turnover of EUR 248.4 m and net profits of EUR 6.3 m. The group currently employs more than 2800 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, TF1, EDF – Electricité de France, SNCF, the Dutch PTT, Nedcar, Philips, Shopi, Goodyear, KBC Bank and Fortis Bank.*