

**Real Enterprise Solutions, US member of the Real Software Group,
confirms first positive signals after important restructuring**

- New strategic partnerships -

Kontich, May 19th 2000. Real Software announces today that the fundamental reorganisation of its American business unit Real Enterprise Solutions is completed, the results are positive. The reorientation plan was mainly aimed at a substantial decrease of the overhead costs. An important cut in the overheads, the preservation of only a few strategic offices, and the local implementation of the Real Business model– have helped Real Enterprise Solutions to function efficiently and economically, so it can evolve to a high and lasting profitability.

New strategic partnerships and an increasing number of recurrent customers for e-Commerce solutions integration services, confirm the positive evolution of the company.

Encouraging results after fundamental reorganisation Real Enterprise Solutions

The US activities of Real Software were the subject of a profit warning in November 1999. The American market was confronted with a quick fall in the Y2K solutions market much earlier than expected, while the ERP market also performed below expectations. In addition, the overheads of TAVA Technologies (sum of sales and marketing costs, general and administrative costs) amounted to 32%, quite remarkable compared to the 16% overhead in the Real Software business model.

A fundamental reorientation was necessary to evolve to a high, lasting profitability. The management cut especially in the overheads: the original 32% was reduced to 18%. The staff in overhead was reduced from 225 to less than 70. From the 19 offices, 8 strategic locations were selected to assure a good coverage of the American market and a global service. The other offices were incorporated in the regional branches.

Real Enterprise Solutions can offer a unique range of IT services and products – from systems for the shop floor to central ERP systems. As a consequence, the activities of Real Enterprise Solutions are experiencing a revival.

The management is convinced that the takeover was necessary for a world-wide breakthrough.

Real Enterprise Solutions & ICS Triplex: interesting partnership and promising financial outlook

Real Enterprise Solutions and ICS Triplex, a member of the ICS Group, executed an agreement for the joint development of new vertical market applications for ICS' Trusted™ fault tolerant technology. As a part of the agreement, ICS will also outsource its system integration activities in the US to Real Enterprise Solutions' Houston base of operations. The entire operation will originate annual revenue of \$ 2 - 4 million for the Real Software Group.

The Trusted™ line of products is certified globally as fault tolerant technology robust enough to safely monitor or control applications so critical that a failure cannot even be contemplated. Current applications include space vehicle launch, oil and gas production, and petro and fine chemical processing.

Target markets include, among others, pharmaceutical production, semi-conductor manufacturing and other manufacturing applications where high value product or high cost equipment is at risk due to application failure.

Increased synergy for both companies

Glenn Cooper, President of ICS Triplex declares, "We are very excited about our new alliance with TAVA Technologies/Real Enterprise Solutions as it brings us immediate extension to new markets and access to a much larger pool of system integration resources to support our turnkey project needs. We expect that early success in our US efforts will lead to extension of our relationship on a broader global basis."

Rudy Hageman, Chairman of Real Software stresses, "The ICS relationship provides an immediate opportunity for us to bring additional high quality technology to the client base. We believe that the Trusted™ technology and competitive price base provides great opportunity for application in new markets. We expect to integrate the ICS system integration requirements easily into our Houston operation base."

Real Enterprise Solutions' collaboration with Centocor paves the way for a long-term relationship and excellent overseas opportunities

Centocor is a major biopharmaceutical company that was integrated in Johnson & Johnson, the worldwide manufacturer of healthcare products. Centocor was already a Y2K-customer of Real Enterprise Solutions and became a core business client in 1999. The intensive collaboration between both companies started in April 99. Initial projects involved technical assistance for the Centocor project team involved in the automation of a new facility.

Through service excellence, the relationship between Real Software and Centocor grew, resulting in a variety of new projects, from engineering services to program management, validation, quality and document management. Services involve in excess of 20 full-time Real Enterprise Solutions personnel of various disciplines working concurrently. The total revenue for services provided to date exceeds \$ 3.5 million. The Centocor project even initialised a similar project at Noramco, affiliate of Janssen Pharmaceutica and part of the Johnson & Johnson Group.

Other projects in the US are still in the pipeline. In addition, this relationship with Centocor creates new opportunities for Real Enterprise Solutions on the European market.

Two leading pharmaceutical companies added to the core business customer list

Merck Sharp & Dohme, the largest pharmaceutical company in the world, have purchased a license for KnowledgeManager, the patient level record data access tool for drug safety research – developed by InfoPlex, the German Member of the Real Software Group. The contract, worth \$ 250.000 in 2000, includes hardware, installation and training. The company joins Eli Lilly and Janssen Pharmaceutica on the list of major pharmaceutical companies using KnowledgeManager.

Warner Lambert, world leader in over-the-counter healthcare products, signed an agreement with Real Enterprise Solutions for a \$ 180.000 vision inspection station in Puerto Rico. Warner Lambert selected the Real Software Group for its global presence and ability to deliver consistent systems throughout their organization. The company was already a customer of Real Enterprise Solutions for the Y2K problem.

(End press release)

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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.