



On 11 July 2002, Navision became a part of
Microsoft Business Solutions

Press release

Two market leaders join forces Real Software and Microsoft Navision are aiming to grow in the Belgian SME market

Kontich/Mechelen, 24 October 2002 – Real Software, the listed (Euronext: REA) ICT company of Kontich (Belgium), has a long-standing partnership agreement with Microsoft. The two market leaders have now decided to join forces to strengthen their position in the SME market. As the new 'Navision Solution Center', Real Software and Microsoft Navision will focus on medium-sized production and services enterprises. For this market the company intends to invest heavily in the development of 'add-ons' on top of Microsoft Navision. Via the investment, Real Software wants to become the biggest Belgian Navision Solution Center within 2 years.

Real Software is a well-known Belgian supplier of ICT applications and services. The company – employing close to 1,700 people – has divided its activities into four specialised divisions, i.e. Banking & Insurance, Retail, Manufacturing & Maintenance and Business & Government. Real Software's Business & Government division focuses on the government and medium-sized enterprises irrespective of the sector. For two of these sectors, Real Software has developed its own vertical applications. These are more concretely ODISY, an ERP application with applied functionality for wholesalers and distribution firms and RIMSES, maintenance and asset management for production and services companies.

“ODISY, RIMSES and our (other) products will still be offered. However, these applications only cover part of the market. So we went looking for a software package that would allow us to increase our market share in the business segment,” says Jean-Paul De Wachter, general manager of Real Software's Business and Government division. “We opted for Microsoft Navision because of the package's market leadership and the flexible adaptability of the product to a client's needs. Moreover, following Navision's take-over by Microsoft, the

transition to Microsoft .NET will be accelerated. Over the past year, Real Software has invested heavily in the development of its own .NET Development Framework. We also expect the ongoing shake-out facing the smaller software houses to continue for some time. We believe small or medium-sized enterprises are increasingly opting for a more comprehensive ICT partner who is able to offer applications and services in all fields. Real Software wants to use Microsoft Navision to meet this trend and to broaden the offer.”

Providing medium-sized Belgian production and services companies with a comprehensive offer means Real Software will also develop vertical modules for Microsoft Navision. A sizable investment budget has been earmarked for this. These add-ons are located chiefly in the field of Manufacturing, Supply Chain Management and PDA integration.

“In a market with hundreds of players, Navision Belgium, as it was formerly known, has grown phenomenally since 1993”, according to Koen Van de Vel, Country Manager of Microsoft Business Solutions. “This growth was made possible with a network of local partners who carried out the implementations. Now, after Microsoft's take-over, I expect our technologies will make it to small or medium-sized enterprises because our Navision Solution Centers manage to work our standard software into tailor-made applications at any occasion. Another pending evolution is consolidation. Just as other markets becoming mature, the number of providers will decrease in the coming years. Only the major players with sufficient critical mass and a vision will survive. Real Software is without a doubt a leading player in this market. Together with the Business & Government division, we have only one objective and that is to continue the development of our market leadership.”

For more information:

- Eef De Vos - NewsEnginePR
Tel.: 32 3 260 96 46 - eef.devos@newsenginepr.com

- Patrick Dalle - Microsoft Business Solutions
Tel.: 32 15 27 00 27 – pdalle@microsoft.com

- Dina Boschmans – Real Software
Tel. : 32 3 290 23 11 – dina.boschmans@realsoftware.be

About Real Software

Real Software was established in 1986. In 2001, a group turnover of € 208.6 million was generated with an operating profit (EBIT) of € 20.1 million or an EBIT-margin of 9.6 %. The Real Software group currently employs 1,660 people. The group has been organised around 4 divisions since 2002, i.e. Banking & Insurance, Manufacturing & Maintenance, Business & Government and Retail. The group offers a comprehensive range of software services ranging from the development and the implementation of its own products, tailor-made projects and outsourcing to consulting, implementation and the sale of products of third parties, such as SAP, JD Edwards and Microsoft Navision. The company exports Belgian technology to Luxemburg, the Netherlands, France, Germany and Switzerland. Its clients include companies such as Du Pont de Nemours, Carrefour, Johnson &

Johnson, Merck Sharp & Dohme, Biogen, Renault, the Paris Metro, TF1, EDF - Electricité de France, SNCF, PTT Post, NedCar, Philips, Bandag, Goodyear, KBC Bank and Fortis Bank.

About Microsoft Business Solutions

Microsoft Business Solutions, which comprises the technologies Great Plains, Microsoft bCentral and Navision, offers a wide range of business applications that allows small or medium-sized enterprises to communicate more efficiently with customers, employees, partners and suppliers. Microsoft Business Solutions' applications automate entire business processes such as financial management, distribution, project management, production, e-commerce, human resources management, supply chain management, business intelligence, sales and marketing, and customer support. For more information on Microsoft Business Solutions, please go to <http://www.microsoft.com/businesssolutions>.