

Approval given for the quarterly results of the AISoftw@re group, underlining the first positive effects of the business rationalisation and reorganization processes.

EBITDA improved by 35% compared to the first quarter and the period result improves by 30%.

Consolidated revenues amount to 6 million euro with strong growth in the medical solutions and financial solutions areas.

Milan, 15th May 2003

The meeting of AISoftw@re's Board of Directors, held on today's date under the chairmanship of Francesco Gardin, has approved the Q1 2003 AISoftw@re SpA and Group consolidated reports.

Below is a selection of the financial highlights.

First Quarter Results 2003

(uncertified report)

Report on the Group's performance and structure

Highlights

- Consolidated revenues as of 31 march 2003 equal to 6 Million Euro compared to 6.4 Million Euro in the same period 2002
- 15% growth in Financial Solutions Area revenues and 43% in Medical Solutions Area revenues
- The unchanged market difficulties for specialised professional services and technologies are still conditioning the result of the Technologies & Solutions and Professional Services areas.
- Consolidated EBITDA for the period, historically negative due to the seasonability of the business, has recorded a considerable improvement (+35%) standing at -1 million Euro.
- A slight worsening of the Group net financial position for the period, at 603,000 Euro, comparing to the worsening of 2,4 Million Euro in the last quarter.

Business area results

In the first quarter 2002, all the Business Areas in the Group's industrial structure have accelerated the work of consolidation and organisational strengthening of both the commercial and the productive sectors, pursuing the cost reduction plan starting during 2002.

The consolidated revenues of the industrial business areas are broken down as follows:

(Euro)	31/3/2003	31/3/2002	Changes
Financial Solutions	2,216	1,929	15,0%
Medical Solutions	1,378	961	43.4%
Technologies & Solutions	729	739	-1.4%
Professional Services	1,778	2,698	-34.1%

In the **Financial Solutions Business Area** (complex financial trading applications and IT solutions to back corporate decisions in the banking and financial areas), revenues grew by 15% compared to 2002 and EBITDA, strongly recovering compared to 2002, is substantially balanced (-31,000 Euro in 2003 compared to -73,000 Euro in 2002).

During the first quarter, the first application solution for the integrated administration of creditworthiness assessment and the relative credit management process for Unicredito was delivered (the users will be seven East European Banks).

The technical and commercial synergies with the company Eta Beta, the focus of particular effort during 2002, have contributed to give substantial growth and reinforce the business.

A high number of negotiations with important financial institutions were begun during the first quarter, confirming the demand for our products and specialist services.

In the **Medical Solutions Business Area** (health service IT, digital radiology systems, voice reporting and digital signatures) the companies AISoftw@re Medical Solutions & Program S.p.A. and GST Srl have achieved revenues of 1.4 Million Euro, showing growth of 43.4% compared to the same period last year.

EBITDA passed from a negative value of 147,000 Euro in the first quarter 2002 to a positive value of 88,000 Euro in Q1 2003.

These revenues were largely achieved due to the positive outcome from various public bids and from the direct managing of the private market of medium/large companies. Results were particularly achieved through cross-selling activities with current customers and many dealings have begun with new prospects.

The commercial development activities of the company continued during Q1 2003 in the USA and German market through partnerships with local operators.

In the **Technologies & Solutions Business Area** (high added value IT solutions and projects), the revenues of the first quarter were unchanged compared to 2002 (-1.4%) but EBITDA improved due to the sharp reduction in direct and indirect costs and to the improvement in margins from individual offers.

Sales focused on the Government sector with the start of various negotiations as a result of bidding for public tenders, also by means of partnerships with national and international system integrators, and partnerships with other innovative technologies suppliers.

The **Professional Services Business Area** (supply of professional consultancy and training for complex technological projects), registered a fall in revenues, from 2.7 Million Euro in the first quarter 2002 to 1.8 Million Euro in the same period this year.

The worsening of EBITDA (from -116,000 Euro in 2002 to -222,000 Euro in 2003) has been limited by strongly concentrating on reducing direct and indirect costs.

The reduction in revenues by AISoftw@re Professional Services is due to the slowdown in market demand for specialist professional services. One of the ways the company has reacted to these unfavourable market conditions has been to apply a qualitative review of the customer portfolio aiming at guaranteeing the margin goals for the next quarters.

Group consolidated results

The value of production in the first quarter 2003 amounted to 6.2 Million Euro, comparing to 6.8 Million Euro in the same period of 2002.

Consolidated revenues at 31 March 2003 were 6 Million Euro, comparing to 6.4 Million Euro in the same period 2002.

Consolidated EBITDA for the period, historically negative due to the seasonability of the business, has recorded a considerable improvement (+35%) standing at -1 million Euro. This result primarily comes from the positive effects of reducing costs for human resources (down by 14%) and the plans for rationalising non-strategic areas of business, implemented from early this year.

Positive EBITDA for Medical Solutions Area and sharp improvement in EBITDA for the Financial Solutions and the Technologies & Solutions areas. Slight worsening in the Professional Services Area EBITDA.

The EBIT for the first quarter 2003 is strongly recovering (17.75%) compared to the negative value of 2.6 Million Euro in 2002, standing at -2.1 Million Euro.

The Group net financial position stands at a negative value of 13.3 Million Euro, compared to a negative value of 12.7 at 31/12/2002. The worsening of the net financial position for the period by 603,000 Euro is substantially lower than the figure of 2.4 Million Euro in the fourth quarter 2002.

AISoftw@re has embarked on various measures to improve the financial situation, including: the introduction of a new shareholder in AISoftw@re's share capital, the sale of business branches considered no longer strategic to the business sectors of the Industrial Area and a capital increase with premium, reserved firstly to shareholders in the company and then being offered to others.

As regards human resources, AISoftw@re Spa and its subsidiaries now have 373 employees and 57 permanent collaborators, in line with the rationalisation plans underway.

Other decisions

The independent director of the board, Vincenzo Lobascio, has tendered his resignation from AISoftw@re's Board of Directors due to having increased commitments as a result recently taking other prestigious posts. As well as wishing Mr Lobascio all the very best in his new professional life, the Board also thanked him for his valuable contribution over many years.

The appointment of a new director will be decided by shareholders at the imminent AGM.

“Despite the negative situation of the software solutions market”, remarks Francesco Gardin, Chairman and CEO of AISoftw@re S.p.A., “the group results during the first quarter 2003 are further evidence of the reversal in the trend already seen in the last quarter 2002, proving that the correct decisions were taken for the rationalising and restructuring strategies whose implementation in recent months have resulted in positive benefits. The Financial Solutions and Medical Solutions areas have reconfirmed the validity of their offer, while the Technologies & Solutions and the Professional Services areas are still being affected by the market slump in demand for specialist professional services.”

AISoftw@re

The AISoftw@re Group SpA is a company specialised in the design and development of software technologies with a high content of innovation, aimed at vertical, financial, medical imaging, textile markets, and horizontal markets for high technological content integration projects. Founded in 1983, the company is currently listed on NASDAQ Europe (AISW) and on the Nuovo Mercato of the Italian Stock Exchange (AISW). Consolidated revenues in 2002 were about Euro 30 million.

AISoftw@re works through three vertical companies: AISoftw@re Medical Solutions & Program S.p.A. (digital imaging), AISoftw@re Technologies & Solutions S.p.A. and AISoftw@re Professional Services S.p.A (complex technological projects). The current Financial Solutions Business Area, specialised in software solutions for the banking and financial world, will form the Group's fourth industrial company. AISoftw@re has over 430 staff between employees and collaborators, and has operative sites in Milan (headquarters), Rome, Trento, Vicenza and Bologna.

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