

AI Softw@re SpA: the Global Offer of 850.000 Shares closed with a number of 1.581.629 demands

Successful demand by Public Investors oversubscribing the offer by 2.3

A number of 412.964 Shares was assigned to Public Investors and 149.935 to institutional investors, 20.060 stocks assigned to employees and 17.000 Shares to Twice Sim Customers

Placing price established at 26 EUROS ( or 50.343,02 ITL)

"We wanted to privilege small investors" - commented mr. Gardin, president of the company

Tuesday 1<sup>st</sup> August will be the first day of trading on the Italian New Market

Milan, 28<sup>th</sup> July 2000

Wednesday July 26<sup>th</sup> saw the closing of the placement of AI Softw@re shares.

With reference to the Global Offer of 850.000 shares for a nominal value of 0,52 Euro, a number of 1.581.629 shares were requested by 9.604 potential investors.

With reference to the Public Underwriting Offer 771.052 Shares were requested by 9.584 applicants, 20.740 Shares by 71 Employees, Co-workers and Administrators , 17.000 Shares by 78 Twice Customers; 412.964 Shares were assigned to 6.073 persons belonging to the group of common investors, 20.060 Shares to 71 Employees, Co-workers and Administrators, and 17.000 Shares to 78 Twice Customers.

With reference to Private Underwriting, reserved to professional Italian investors and institutional foreign investors, a number of 320.538 Shares were requested by 11 professional Italian investors, and 149.935 Shares were assigned to 9 of them. 9 Institutional foreign investors requested 490.039 Shares and 250.041 Shares were assigned to them.

The placing price was established at 26 Euros (50.343,02 ITL).

*"This price reflects a clear company position, contrary to current approach by other companies, to privilege the retail public and to meet the needs of small investors that recently had the opportunity to only buy IPO shares at the top price" - said Francesco Gardin, President of AI Softw@re - "Anyway, considering the fact that this was a dual listing, institutional investors, too, were expecting a discounted price compared to the*

*one of the latest days on Easdaq "*

*"If we consider the offer results, we had the alternative to establish a higher price, but the choice made by the company towards a lower price shows our attention for the market"- explained Enrico Petocchi for Twice Sim - "who took care of the retail".*

*"The 26-Euro-price" - commented Lorenzo Pugassi for Flemings SIM - "means a decision, consciously made by the management of the company upon our suggestion, in order to reward those investors who followed AISoftw@re during the second capital increase, a few months after the first one, and to give them the opportunity of taking advantage from the expected growing rates, taking into account the extraordinary stock performance during the past 8 months (over 200%)".*

### **AISoftw@re**

AISoftw@re SpA founded in 1983 and with a consolidated value of production in 1999 of Euros 11,882 million - is a company specialised in the development of decision-supporting knowledge processing and data intelligence technologically innovative Internet and Intranet solutions. Its technical expertise in proprietary products distributed on reference markets positions AISoftw@re as a leading company in medical imaging, communications & networking, and financialmarket software solutions.

AISoftw@re has been listed on Easdaq since 23<sup>rd</sup> November 1999 and has started a program of growth based on both acquisitions and equity investments in software companies working in the area of Internet applications development, and international expansion.

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