

2001 Budget update with consolidated revenues for approximately 70 Billion Liras equal to a growth of 66%

Positive forecast at Business Area level with a growth of 23% in Banking & Insurance, 67% in Medical Imaging and 83% in Advanced Software Systems

Milan, 28<sup>th</sup> March 2001

Today a Board of Directors meeting of AISoftw@re took place which approved a 2001 budget update according to the Group recent evolutions.

AISoftw@re Group strategy for 2001, focused on the expansion of the market shares through the consolidation of the offer and the Group structure, was confirmed.

The new reference values are listed below:

- Significant growth in consolidated revenues equivalent to approximately 70 billion liras (66% compared to year 2000 results), inclusive of the contribution of the companies that are now in the Group or that have signed agreements (Labornet Sistemi S.p.A. and GST S.r.l.), with an estimated EBIT between 5,5% and 6%.
- The consolidated revenues growth for 2001 was confirmed (excluding the companies that will enter the Group during the year) of about 30% compared to year 2000 with an estimated EBIT over 6% of the 2001 consolidated revenues. The new budget includes an increase of 2% in revenues and a decrease of less than 3% in EBIT from previously announced forecasts.
- Growth in consolidated revenues of 23% for the Business Area **Banking & Insurance**.  
Despite the constant trend of the banking software market, the redefinition of the AISoftw@re Group banking offer, proposed in a modular and integrated view and focused on Global Credit Management, allows a market repositioning with various business perspectives especially in the strategic and consultant area. The consolidated revenues for the Banking & Insurance Business Area are composed by 56% of product sales and 44% of services and consultancy.
- Growth in consolidated revenues of 67% for the Business Area **Medical Imaging**.  
The Business Area includes the AISoftw@re Medical Imaging Business Unit, Program and, during the year, GST.  
The revenues growth in this business area comes from many elements such as: the growing trend in this market, the strengthening and the widening of the Business Area offer due also to the two new acquired companies with the possibility of increasing the customer base, the widening of the offer in other medical vertical markets (cardiology).  
The Medical Imaging Business Area consolidated revenues are composed by 51% of product sales and 46%

of services and consultancy.

- Growth in consolidated revenues of 83% for the Business Area ***Advanced Software Systems***.  
The Business Area includes the AISoftw@re Advanced Software Systems Business Unit, ODX, Itaca, SE Informatica, Farm, Kstones, Labornet.  
The revenues growth in this business area, specialized in the supply of high technology services is guaranteed by the growth of the single companies and, over all, by the strengthening and the widening of the services offer. This allows this Business Area to become the technological partner in relevant projects.  
The revenues of the Advanced Software Systems Business Area are composed by 8% of product sales, 75% of projects and services and 17% of third party products.
- The estimated growth in human resources is of approximately 43% equal to 464 people of which 80% technicians, 15% staff and sales and 5% management.

### **AISoftw@re**

AISoftw@re SpA - founded in 1983 and with a consolidated value of production in 2000 of Euros 11,63 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, advanced software systems and financial market software solutions. AISoftw@re has been listed on Nasdaq Europe since 23<sup>rd</sup> November 1999 and on Nuovo Mercato since 1<sup>st</sup> August 2000, and has started a programme of growth based both on international expansion and aggressive recruitment, acquisitions and equity investments in software companies working in the area of Internet applications development.

For further information:  
Dott.ssa Alessia Vanzini  
Tel. +39- 02-28014.1  
Fax. +39-02-2610853  
E-Mail: [avanzini@ais.it](mailto:avanzini@ais.it)