

AISoftw@re acquires the remaining 49% stake of Eta Beta, software company specialised in integrated solutions for the “finance” market.

The operation will allow to accelerate the growth of the “financial solutions” business area of AISoftw@re.

Milan, 31st December 2002

AISoftw@re SpA has acquired the remaining 49% of Eta Beta, software company which designs, makes and manages integrated solutions for the financial businesses market.

This transaction represents an overall investment of 1.5 Million Euro that will be paid 0.8 Million Euro in cash and 0.7 Million Euro with existing AISoftw@re treasury shares.

The equity investment in Eta Beta is part of the strategic acquisitions policy pursued by the AISoftw@re Group to accelerate the growth of the Financial Solutions Business Area that will become an independent company in 2003. Eta Beta, which is headquartered at Anzola dell’Emilia (Bologna) and has its own operational structure in Milan, has been active in domestic and foreign markets since 1995 and can lay claim to a strong portfolio of names among the major concerns operating in finance, stock brokerage companies, banks and others.

Eta Beta is organised in 3 specialised divisions:

- 1) Vertical applications: integration of financial applications on Internet/Intranet technologies for the distribution of information and the acquisition of orders; front-office applications for the trading rooms and financial middleware software.
- 2) Multimedia Integration: apparatus and specific instruments for the front office of trading rooms such as financial keyboards, switching, remote function systems, technologies for videoconferencing, study into the architecture of systems and design of networks
- 3) Facility Management & Site Engineering: the study of technological plants and security systems, executive design and operating management for trading rooms and data processing centres

Eta Beta closed on 30th June 2002 the annual balance sheet with over than 5 Million Euro of revenues and, till now, it owns a order portfolio equivalent to about the 50% of the forecast revenues for 2003.

Talking about the acquisition, Francesco Gardin, CEO and Chairman of AISoftw@re SpA stated: - *“With this operation, AISoftw@re SpA consolidates the Financial Solutions Business Area offer to support the national and european expansion strategies and to create strong basis on which will be founded the new AIS Financial Solutions company that will be created in the next year. This operation will allow to operate the complete integration of the company with the AISoftw@re Group both in the structure and in the financial market offer.”*

*“The whole acquisition of Eta Beta ”– says Carlo Torino, Manager and Founder of Eta Beta – “will allow to integrate the synergies with the other Group companies offering high technical skills. I found in AISoftw@re the ideal partner to add value to the offering of financial and human skills that now we are*

*able to offer for use them in high level projects with high technological contents”.*

### **AISoftw@re**

AISoftw@re S.p.A. 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 2001 were Euro 26.7 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 460 staff between employees and collaborators, and has operative sites in Milan (headquarters), Rome, Florence, Trento, Vicenza and Bologna.

### **Eta Beta**

Eta Beta, [www.etabeta.com](http://www.etabeta.com) : “Enterprise Trading and Banking Environment Technological Appliances”. Created in 1995 from a business idea focusing specifically on the Finance-Front Office sector, Eta Beta immediately began following a strategic plan of extreme specialisation, directing its operations towards the high technological content Trading Room segment. These days the company has a solid vertical organisation resulting from the entry of new specialised professional people who are able to design, make and manage complex Financial Trading solutions.

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