



Press Release
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Excosoftware Appoints Japanese Distributor

Japanese businesses now able to buy Excosoftware's fast, flexible, and scalable products for content management through Altech, a local distributor

Kista, Sweden - September 28, 2000 - Excosoftware AB, a leading provider of content management solutions, and the Japanese distributor Altech, have signed an exclusive distribution agreement to cover the Japanese region. Taking effect from September 2000, all Excosoftware's Web content management products will be able to be purchased directly through Altech. Currently, these products are an XML Editor, Documentor™, and a Content Server, ExcoConf™. Additional products to be brought onto the market in the first quarter of next year will also be offered by Excosoftware's Japanese distributor.

The Japanese market represents a tremendous opportunity for Excosoftware. A rapid increase in demand for content management products is expected as the eCommerce market rockets to an estimated 3.16 trillion yen by 2003. It is anticipated that the first sales will be achieved as soon as the localization of the products is completed during the autumn of this year. Altech have established a new business unit for Excosoftware, comprising a sales force and product management team. The business unit will focus on direct sales and licensing through systems integrators, exploiting their well established customer and partner base in segments, such as, manufacturing/high-tech, financial services, government, education, and retail.

"We are very optimistic that our exclusive distribution agreement with Excosoftware will quickly generate a large volume of sales," said Yoshi Yamazaki, General Manager of Altech. "The advent of XML has created new kinds of business opportunities for our clients, and they trust Altech to help them respond effectively to the pitfalls and possibilities offered by new technologies. We chose Excosoftware software because Altech have always aimed to supply the best products to our clients."

"The Japanese market is an important market for Excosoftware," said Jörgen Friman, CEO, Excosoftware AB. "We are establishing a global network of distributors and the Japanese market represents an important stepping stone to other markets, such as, the Taiwanese and Chinese markets. We are delighted to have appointed Altech as strategic partner."

About Altech

Altech Co., Ltd., a trading company specializing in products for niche industrial markets, was founded in 1976. The Company markets its wide range of products to more than 500 customers in the information media, food processing and pharmaceutical fields. Ever since its founding, Altech has sought to align its activities with the needs of its most advanced customers, to provide them with the very best products.

Additional information is available at www.altech.co.jp

About Excosoftware

Excosoftware is a leading provider of content management solutions. By leveraging Web technologies, such as WebDAV and XML, Excosoftware helps their customers streamline the management of corporate information and stay competitive in fast moving markets. The company offers a range of products including network-enabled documentation software, version control and configuration management software, platforms for publishing eContent, and a powerful Web-based authoring environment. Excosoftware's customer base is growing fast and includes companies such as Ericsson, Flextronics, SAAB, NetSchools, OM Technology, Celsius Tech and Holmen Paper.

Additional information is available at www.excosoftware.com

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