



BVRP Software turns its ambitions into reality on Iberian soil

The Group continues the geographical expansion of Avanquest, its global publishing network, and now has a subsidiary in Spain, Avanquest Ibérica.

Through Avanquest Ibérica, with a presence in Spain and Portugal, the Group now has the means to capture key markets in Southern Europe, which have experienced strong growth in the level of their IT equipment. Due to the rapid development of the Iberian Peninsula, the Group sees there strong growth opportunities.

Levallois-Perret, 6 July 2004

Avanquest Ibérica, a 100% subsidiary of BVRP Software, was created through OutSource SL integration.

Founded in 1994, OutSource SL is a locally acknowledged player, extremely well established within the local distribution network. To capture the booming Iberian market, BVRP Software made the decision to integrate Avanquest's partner in Spain and Portugal into its network. This acquisition is the result of the long-lasting and successful relationships that have been maintained between the two companies.

Bruno Vanryb, Founder of Avanquest and Chairman and CEO of BVRP Software says: ***"We feel that founding Avanquest Ibérica through integrating OutSource SL, a partner whose skills we had tested, is the best way for us to quickly grow in the booming markets of Southern Europe. Avanquest Ibérica has a strong presence in Spain and Portugal and is a considerable asset for software editors such as BVRP who want their commercial expansion on Iberian soil to be a success."***

Joylon Ostrick, Founder of OutSource SL and Managing Director of Avanquest Ibérica, adds: ***"I am delighted to be a member of the Avanquest network. The successes achieved by Avanquest with developers of all sizes prove the pertinence of the implemented strategy. Avanquest Ibérica will contribute to the success of the global release of the most innovative software titles of today and tomorrow."***

Main financial features of the transaction

As this concerns the integration of a commercial agency, the acquisition amount will not have a significant impact on the BVRP Group's accounts. The majority of the costs related to this acquisition will, over the next two years, be the investments dedicated to developing Avanquest Ibérica's size and turnover.

As of July, Avanquest Ibérica will be consolidated within the Group.

About BVRP Software

Based in France, with subsidiaries in Germany, Great Britain and the United States, the BVRP Software Group is a worldwide leading publisher of communications and mobility software and a major provider of personal and professional software designed for multimedia, security and troubleshooting. Founded in 1984, BVRP Software celebrates 20 years of innovation in 2004. BVRP products are marketed in over 100 countries, through e-commerce, OEM partnerships and IT resellers. In June 2003, BVRP Group formed Avanquest Global Software Publishing, a coalition of software publishers offering worldwide publishing resources to software developers everywhere. The group posted revenue of €48.6M and a net income of €3.9M in 2003. Since December 1996, BVRP Software has been listed on the Euronext Nouveau Marché (ISIN FR0004026714). Additional information on BVRP is available at <http://www.bvrp.com>

About Avanquest Global Software Publishing:

Formed in June 2003 by parent company BVRP Software Group, Avanquest is a network of companies offering a complete range of software publishing resources and a worldwide market to software developers from around the globe. Headquartered in San Mateo, CA, Avanquest has a local presence on five continents and long-established relationships across all channels of distribution in markets covering nearly 90% of the world's total software sales. BVRP Software Group, a leading international software developer and publisher, was founded in Paris in 1984 and is listed on the Nouveau Marché of the Euronext stock exchange (ISIN FR0004026714). For additional information, please visit www.avanquest.com and www.bvrp.com.

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