Press release

AVANQUEST EXPANDS SOFTWARE PUBLISHING NETWORK INTO ASIA

Avanquest Continues to Fulfill Promise of Worldwide Software Publishing;
Also Announces Expansion into Spain

Denver, CO and Paris, France, January 13, 2004 – Continuing to deliver on its promise of rapid global expansion, Avanquest, the software publishing network created by French software developer BVRP Group, today announced that it has reached an agreement with leading Japanese software publisher and distributor P. & A., Inc. Under the agreement, P. & A. becomes the newest member of the Avanquest network, and will localize and distribute Avanquest software in Japan.

Avanquest's expansion into Japan allows software developers who are part of the Avanquest network to penetrate retail, OEM and direct sales distribution channels into the $7 billion Japanese packaged software market. At the same time, it enables Japanese software developers to reach virtually all of the world's other major software markets via a single point of contact.

Simultaneously, Avanquest announced that it is expanding into Spain through BVRP's recently acquired subsidiary, leading European software publisher MediaGold. Avanquest's Spanish expansion is the result of an agreement between Avanquest and MediaGold's former representatives in Spain. This agreement follows swiftly on the heels of BVRP's acquisition of MediaGold in October 2003, which enlarged Avanquest's existing presence in Germany, Austria and Switzerland, as well as the U.K., where Avanquest is now the undisputed leader in the software republishing market.

With its expansion into Japan and Spain, Avanquest's network now covers markets recording nearly 90% of the world's total packaged software sales. Network members now include the following BVRP subsidiaries and partners: BVRP Software and ABSoft (France), Elibrium (U.S., Canada), Guildsoft and Kommunicate (U.K.), MediaGold (Germany, Austria, Switzerland, U.K., Spain), Questar (Italy), P. & A. (Japan), Manaccom (Australia) and Phoenix Software (South Africa). Since its inception in June 2003, Avanquest has successfully conducted over 100 product launches in 13 separate countries for its developers.

"The ongoing proliferation of computer technology throughout the world has led to the development of an enormous number of highly useful software applications from all corners of the globe," said Bob Lang, the director of Avanquest, which is based in Paris, France and Denver, Colorado. "But developers have found it difficult to penetrate global markets with their products. This industry requires a software publisher like Avanquest, with local roots in over a dozen major markets but a global perspective on maximizing revenues for software companies. We find the best software, wherever it is being created, and test, package, market and distribute it in over 25 languages worldwide."

P. & A. Inc., Avanquest's new Japanese member company, has almost two decades' experience translating, localizing, marketing and distributing best selling foreign software titles into Japan. Leading software providers Jasc Software, Gathering of Developers and Winzip Computing, among others, rely on P. & A.'s in-depth knowledge of local markets and relationships with distributors and partners like Softbank, Computer Wave and NEC (Biglobe), to maximize their penetration of the Japanese market.

"P. & A. has extensive experience and relationships with Japanese retailers, OEM manufacturers, and direct sales channels, which gives Avanquest an established sales presence in the Japanese market," said Patrick Hochner, co-founder and president of P. & A. "We also know the Japanese software community very well, which will be a great asset in our efforts to help Avanquest find innovative Japanese software in need of global exposure."

ABOUT P. & A., INC.
P. & A. has enjoyed constant annual revenue growth and a consistent history of profitability throughout its existence. The company translates, localizes and distributes best selling titles in Japan including Paint Shop Pro 8, WinZip and CopyToDVD. Prior to focusing on personal productivity and utility software, P. & A. distributed many of the world's leading games to the Japanese market, such as Return to Castle Wolfenstein, Quake III Arena and Soldier of Fortune. P. & A. works with leading software providers like Jasc Software, Gathering of Developers and Sierra/Havas, among others. Pour plus d'informations, consultez www.panda.co.jp.

ABOUT AVANQUEST GLOBAL SOFTWARE PUBLISHING
Formed in June, 2003 by the BVRP Software Group and headquartered in Paris, France and Denver, CO, Avanquest Global Software Publishing is a coalition of companies offering worldwide publishing resources to software developers everywhere. Avanquest has long-established relationships across all channels of distribution in markets covering nearly 90% of the world's total software sales. Network members include BVRP Software and AB Soft (France), Elibrium (U.S., Canada), Guildsoft, Kommunicate and MediaGold (U.K., Spain), MediaGold (Germany, Austria and Switzerland), Questar (Italy), Mannacom (Australia), P & A (Japan) and Phoenix Software (South Africa). For additional information, please visit www.avanquest.com.

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