



AVANQUEST AND SOFTBANK BB SIGN MEMORANDUM OF UNDERSTANDING TO LAUNCH JAPANESE JOINT VENTURE: AVANQUEST BB K.K.

New Venture to Make World's Second Largest Packaged Software Market More Accessible to Developers and Publishers

PARIS and TOKYO, Sept. 13, 2005 – AVANQUEST Software, a leading developer and publisher of business and consumer software for the global PC market with offices in Europe, the U.S. and Asia, and SOFTBANK BB, Japan's leading provider of broadband infrastructure, IT distribution and related services, today announced that the two companies have signed an MOU to form a joint venture: AVANQUEST BB. Based in Tokyo, the new company, with initial capitalization of JPY 100M (\$900K), will aim to facilitate publishing and distribution of software products by forming relationships between worldwide software developers and Japanese publishers. The joint venture will also engage in seeking Japanese software products to publish and distribute through AVANQUEST's existing sales channels outside of Japan.

AVANQUEST BB, with 51% AVANQUEST and 49% SOFTBANK BB ownership, will leverage the strength of SOFTBANK BB, Japan's largest IT distributor, to make the Japanese packaged software market - \$7 billion sales in 2004, second only to the U.S.* - more accessible for overseas software developers. At the same time, it will enable Japanese local publishers to have timely access to innovative titles from everywhere in the world.

AVANQUEST Software and SOFTBANK BB plan to start the operation of the new company during 4Q 2005.

Designed as a "bridge" between Japan and the worldwide software market, the joint venture also will provide Japanese software developers and publishers access to AVANQUEST's global publishing network, which covers all channels of distribution in leading markets in the U.S., Europe and parts of Asia. AVANQUEST operates its own Web-based software distribution platform and in the U.S. and Europe has relationship with leading retail chains that represent more than 15,000 outlets.

As a part of the collaboration, AVANQUEST will use its strong ties with third party software developers worldwide, as one of the world's leading publishers, to obtain licenses to localize and introduce best-selling software products in cooperation with Japanese publishers. The joint venture will achieve maximum exposure and sales through retail and corporate channels by leveraging SOFTBANK BB's extensive relationships with Japanese software vendors from its 20 years of IT distribution business.

The newly formed Joint Venture plans to take advantage of SOFTBANK BB's 4.9 million broadband customer-base to facilitate ASP and web-based distribution businesses, providing overseas developers and publishers access to all available distribution channels, while offering the local publishing partners opportunities to publish best-selling software products from around the world. Additionally, AVANQUEST BB will be the exclusive in-country partner for introduction of all future AVANQUEST Software products, for retail, corporate, ASP and Internet sales in Japan.

"We are absolutely excited to have an opportunity to develop our presence in the Japanese software market and extremely honoured that this materializes in close cooperation with one of the world's leading technology companies," commented Bruno Vanryb, President & CEO, AVANQUEST Software. "Through the joint venture, AVANQUEST and SOFTBANK BB will make the Japanese market more accessible for overseas software developers, and at the same time bring value to the Japanese local publishers by introducing them to best-selling titles from everywhere in the world." Bruno Vanryb adds: "By giving us a strong position in the world's number two software market, the joint venture fulfils one of our key strategy goals of achieving coverage in all territories and all channels with the products we publish."

Mr. Ken Miyauchi, SOFTBANK BB Chief Operating Officer concludes: "SOFTBANK BB has been in the IT distribution business in Japan for over 20 years, during which we've built strong partnerships with the industry's key players, such as software publishers, E-commerce vendors, and corporate and retail sales channel partners. We always strive to offer innovative services to help the growth of Japanese software industry, as represented by our recently-launched ASP software distribution service: BB SOFT. With AVANQUEST's world-wide network of software developers and the software marketing expertise, combined with our expertise in the Japanese market, I'm confident that this joint venture will open up many business opportunities for our valued partners, as well as to ourselves. I am very excited about this opportunity to work with AVANQUEST."

* Source: Japan Personal Computer Software Association's forecast for 2004

About SOFTBANK BB Corp.

SOFTBANK BB Corp. engages in the provision of broadband infrastructure and services centering on Yahoo! BB as well as in technical development, marketing, sales and support. The Company offers IT-related distribution and services, supervises and administers affiliated broadband and e-commerce companies. Its head office is in Tokyo. For more information, visit <http://www.softbankbb.co.jp>

About AVANQUEST Software

AVANQUEST Software is a global developer and leading publisher of best-selling personal and professional software designed for utilities, office productivity, communications and mobility worldwide. Headquartered in France, with operating units, subsidiaries and offices located in United States, France, Germany, Great Britain, Spain, China and Korea, AVANQUEST Software products are marketed in over 100 countries, through e-commerce, OEM partnerships and IT resellers. Founded in 1984 as BVRP Software and listed since December 1996 on Euronext (ISIN FR0004026714), AVANQUEST Software forms part of the Eurolist, NextEconomy segment and SBF 250 index. In 2004, AVANQUEST Software posted record financial results, with revenue of €57.0M (\$72.0M), operating income of €6.9M (\$8.7M) and a net income of €5.3M (\$6.7M). Additional information on AVANQUEST Software is available at <http://www.avanquest.com>.

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