

## **/ Wellington investment Artech has its sights set on expansion /**

- Second round of funding totals € 3 million
- Artech Germany launched on July 1, 2002
- New CFO strengthens management team

*Munich, 7 August 2002.* French software vendor Artech is being funded with € 3 million to expand its business activities in Europe. In addition to lead investor Wellington Partners, French-based venture capitalist Partcom and LCF Rothschild are also participating in this second round of funding. Following this move, Wellington partner Bart Markus sees Artech as being well equipped for anticipated expansion: "Between 2000 and 2004, sales in Artech's market are expected to triple to € 12 billion, and the company now possesses the financial wherewithal to benefit disproportionately from this development."

Formed in 1992, software vendor Artech focuses on the new BPM (Business Performance Management) segment within the BI (Business Intelligence) market, and offers organizations a client-based solution for generating even highly complex reports on the basis of Office programs. The Artech software affords simple handling and processing of extensive internal and external databases from multiple sources. In contrast to conventional products, the user does not require any programming skills (SQL/OLAP). The resulting ability for end-users to generate their own reports enhances productivity in this sector by a factor of 20 or more. At the same time, the software also enables a previously unattainable number of custom-tailored reports to be produced. This makes it destined to become a key Business Performance Management tool. The software solution from Artech has already convinced over 100 organizations, including Renault, Peugeot, Ford, Novartis, Alcatel and Carrefour.

Since July 1, Artech has also been represented in Europe's largest software market, Germany, with its own branch office. From its Munich location, Artech Germany will be intensifying relationships with existing customers and broadening Artech's clientele in the German-speaking regions of Europe.

At the company's headquarters in Paris, Bernard Le Mode (33) will be augmenting founder Jean-Luc Walter's management team as the company's new CFO. Educated in business administration, he had previously worked at Accenture, Suez Lyonnaise des Eaux and French-based software vendor Neurocom. Artech presently employs a total workforce of 50 people.

The broadened management team, the expansion of its sales and marketing activities in the German-speaking regions of Europe, as well as the second round of funding are strengthening Wellington partner Markus' expectations that the software vendor will be able to reach the profitability threshold within the coming twelve months: "It's impossible to run any large organization today without efficient Business Performance Management, and Artech offers a cutting-edge, user-driven solution to this issue."

### **About Wellington Partners**

Wellington Partners invests venture capital in young start-ups throughout Europe in the fields of information and communication technology and life science. The Munich-based company manages venture capital funds with a total volume of €260 million. €100 million of this funding is available for new investments. Formed in 1991, the company is presently invested in over 30 companies, and in the past has already accompanied such successful enterprises as chip broker ACG or biotechnology company Actelion in going public.

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**For further information, please contact:**

*Wellington Partners*  
*Venture Capital GmbH*  
Contact: Bart Markus  
Partner  
Theresienstr. 6  
D-80333 Munich, Germany  
Tel.: +49 (0) 89/21 99 41-0  
Fax: +49 (0) 89/21 99 41-98

*Artech Germany*  
Contact: Brian Aiken  
VP Germany  
Maximilianstr. 35 a  
80539 München, Germany  
Tel.: +49 (0) 171/3512582  
b.aiken@artech.fr