

**ANNOUNCEMENT**

**28 January 2000**

## **LIVINGSTONE'S LONDON OFFICE ANNOUNCES AGREEMENTS WITH KEY EUROPEAN DISTRIBUTORS**

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Webman Technology Ltd, Livingstone's London based majority owned sales and distribution office for WebSpy has announced partnerships with some of Europe's largest software distributors.

The agreements cover distribution into ten of the prime IT markets in Europe – the United Kingdom, Germany, Austria, Norway, Sweden, Finland, Denmark, Spain, Portugal and Italy.

Livingstone is very pleased with the progress made by Webman in appointing distribution partners who are well positioned to help achieve our sales targets throughout Europe.

With the imminent release of the newest version of WebSpy, Livingstone is expecting to see strong sales figures from this region as the hard work to establish distribution channels begins to pay off.

Initial interest and potential market size for WebSpy in Europe has resulted in a push for non - English versions of the software. Livingstone expects to release an international version of WebSpy in the next few months.

### Summary of Agreements:

1. Softklone has entered into an exclusive distribution agreement covering the United Kingdom. Sales promotions have commenced to Softklone's current client database.
2. EULINK Software has commenced distributing in Germany and Austria through an extensive list of contacts derived from licences of Wingate - a proxy server application supported by WebSpy. As the exclusive distributor of Wingate in Germany and Austria, EULINK is well positioned to target the 1 million plus licence holders of the software in the region.

EULINK Software AG, the latest unit of EULINK group, was founded in 1999 and is today one of Germany's leading software distributors with a focus on Internet related products. The company is currently

working with a reseller network of more than 1000 partners in Germany, Austria and Switzerland.

3. Upstream AB has signed a non-exclusive distributorship for WebSpy in the Scandinavian region. Upstream, who will be distributing WebSpy electronically, has a database of contacts to be utilised in order to maximise market penetration for WebSpy to corporations and government agencies.
4. Covering the remaining market for WebSpy in Scandinavia is Micro Verkstaedt, a specialist distributor for the schools market.
5. Abox is a software and hardware distributor with offices in Madrid and Barcelona. With an agreement to distribute WebSpy exclusively throughout Spain and Portugal, Abox is well positioned to target the educational, government and corporate sectors.
6. Sillaro Elettronica is the sole distributor for WebSpy in Italy. After launching WebSpy at SMAU, Italy's largest IT trade show, Sillaro has been working to establish WebSpy as the market leader for Internet management and monitoring.

In addition to the partnerships that are currently in place, Webman Technology are negotiating with distributors in France, Switzerland, Belgium, Netherlands and Luxemburg.

Livingstone is moving into a global marketing and sales phase for WebSpy. Activities continue to focus on distribution with a move towards the North American market in late February and an Australian distribution partner expected to be finalised next week.

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