



志 鴻 科 技 國 際 控 股 有 限 公 司  
EXCEL TECHNOLOGY INTERNATIONAL HOLDINGS LIMITED

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PRESS RELEASE 【For immediate release】

## **Excel Technology Signed Partnership Agreement with CDC Software to market its Pivotal CRM Solution**

(1 March, 2007 Hong Kong) Excel Technology International Holdings Limited (stock code: 8048; "Excel Technology") is pleased to announce that on 1<sup>st</sup> March 2007, it has entered into a cooperative agreement with CDC Software to market its leading Pivotal CRM (Customer Relationship Management) solution in Asia including Greater China and Southeast Asia countries. Excel Technology will integrate Pivotal CRM into its existing line of banking software, especially in the area of wealth management solutions.

CDC Software is an international brand name in the enterprise application software industry. It is a company with more than 1,700 employees serving corporate customers in 22 countries. It serves many industries, including financial services, legal services, healthcare, home building and real estate, manufacturing, food and beverages, chemicals, and life sciences. The Pivotal CRM, being one of the very successful solution in the European and American market, is now being introduced to companies in Asia through Excel Technology.

Seeing the synergy between the two companies and the potential of the highly acclaimed Pivotal CRM in Asia, Excel Technology and CDC Software agreed to join hands in the marketing, distributing and supporting of the Pivotal CRM software in this part of the world. Excel Technology will integrate its existing line of banking software with the Pivotal CRM software, and offer it as an integrated part of its banking solutions. Emphasis will be put on Excel's wealth management solution – EC-Invest – which is widely accepted and has gained lots of attention from banks in the region.

Given the fact that the Pivotal CRM is recognized as one of the best CRM packages by industry watchers, and there is wide range of needs for an advanced, second generation CRM solution, both CDC Software and Excel Technology are confident that this

partnership will bring value to them, as well as to their customers in Greater China and

Southeast Asia. They will leverage on the experience and marketing network of Excel Technology to seek a high growth track in this Asia market. Excel Technology has offices in Hong Kong, Beijing, Shanghai, Shenzhen, Dalian, Hangzhou, Taipei, Singapore, and Malaysia.

Excel Technology International Holdings Limited ("Excel Technology", stock code: 8048) is a leading business application solutions provider and is principally engaged in the development, sale and implementation of enterprise software. The Group is also involved in the operation of the ASP (application service provider) business through i21 Limited, a joint venture with iBusiness Corporation ('iBusiness'), IT consultancy, systems integration and resale and maintenance of IT products, all with a principal focus on the banking and finance sector.

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