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## **Datakit posts a 40% increase in revenue for 2006**

Lyon (France) and Santa Barbara (California – USA), January 23<sup>rd</sup> - Datakit, a Cad Data Exchange leading company today announced that it boasted a successful year in 2006, consolidating its business with major and niche software vendors worldwide. Results included repeat business, reflecting customer loyalty, and new accounts.

Datakit drew 74% of its income from sales of software components, and the remaining 26% from the supply of plug-ins and stand-alone interfaces, sold either directly or through its worldwide dealer channel, and data transfer services.

Remy Ratanat, Datakit account manager, underlines the increasing importance attached by vendors to their choice of supplier for CAD data exchange solutions, adding that they are becoming increasingly cautious in their approach. This is not just a question of going through painstaking technical tests; it is also all about demonstrating a real capacity to analyze and understand needs, methods and organizations. Our action must be seen in the long term, especially as we are now starting to operate on a market where customers are upgrading existing solutions. This means that customers now know more about what they expect from their supplier and are more demanding.

On the technical level this means that there is an unmistakable interest for supporting metadata. In addition to purely geometric information, we are increasingly dealing with issues such as the management of assemblies, annotations and tolerancing data. Basically all the data that comes under the headings FD&T and PDM.

The companies we meet are also particularly sensitive to our strategy of breaking down formats to match the original data hierarchy. Our solutions do not work like black boxes but deliver a level of visibility of data transfers, a key asset for most of the software vendors that integrate our technology."

In 2006 Datakit did most of its business on the European market, which accounted for more than 60% of sales, followed by the USA and Asia that contributed 29% and 8% of turnover respectively. Asia was congratulated for its strong growth.

For Francis Cadin, Datakit CEO, who has been based in California since the fall of 2006, the results are more than encouraging. He says: "Datakit's independence, the skills we have on board, and our ability to listen to customers and propose solutions go a long way to explaining the company's success. We do our utmost to develop close links with our customers, and they seem to appreciate this. Our Japanese operation, my move to the US, and the opportunities being created by our dealers, add up to guarantees of quality for all our customers. It is a sign of the times that our new customers work in the fields of design, reverse engineering, the creation of interactive documentation, viewing, rendering and QC."

Prospects for 2007 are excellent and Datakit aims to further strengthen its workforce, and continue the trend of positive growth. Major product announcements are due shortly. These will reflect the company's clear strategy towards greater profitability.