

## **PRESS RELEASE**

*ING BHF-Bank banks on Granville Associates and Applix TM1 for managing performance improvements.*

**London, England and Westborough, Mass. - DECEMBER 21st, 2004:** Granville Associates and Applix, Inc. (Nasdaq: APLX), a global provider of single platform solutions for Business Intelligence (BI) and Business Performance Management (BPM), today announced commercial banking specialist, ING BHF has selected the Applix TM1 planning, budgeting, forecasting, reporting and analysis solution for their London branch. ING BHF selected TM1 through Applix partner Granville Associates for its reporting and analysis functionality.

Through TM1's integration with Granville Associates' solution, ING BHF has been able to establish a single database to replace a multitude of interlinked Excel spreadsheets used for reporting and analysis. This multi-dimensional capability also means ING BHF can move in and out of interlinked spreadsheets without compromising the master data, improving management reporting and ensuring all analyses and reports use a single 'true' source.

Achim Vogt, Chief Operating Officer, ING BHF London, said, "We chose TM1 after it was recommended to us by colleagues that have used it in our head office in Frankfurt . Our implementation timescale was aggressive, and Applix and Granville Associates were up to the challenge. The tool is also very user-friendly and our staff has been able to learn and develop applications within eight weeks."

ING BHF also needed a way to store a snapshot of their daily open transactions. "Applix TM1 has enabled us to store these snapshots in a separate database in a common format to be analyzed independently" added Vogt.

"TM1 is the BPM solution of choice for many organizations wanting to improve their bottom line and make better informed decisions through real-time analytics. ING BHF is further evidence of this trend, with customers benefiting from rapid implementation, accurate and flexible analysis and the familiar Excel interface, all made possible by TM1's single platform" said Martin Richmond-Coggan, Vice President EMEA, Applix Ltd.

### **About Applix**

More and more companies are turning to Applix to enable them to base decisions on the most accurate, up-to-date information available. Applix's TM1 is a proven, multi-dimensional business planning, reporting and analytics platform for powering strategic analysis of financial, transactional, operational and other business data. TM1 has been named as a leader in the tools category of the BPM Partners' annual "Beyond the Hype" Webcast and the BPM Buyer's Guide in Business Finance Magazine ([http://www.bpmpartners.com/events\\_webinars.shtml](http://www.bpmpartners.com/events_webinars.shtml)), and scored the highest rating in goal achievement and performance in The OLAP Survey 3 ([www.survey.com/olap](http://www.survey.com/olap)) by independent analyst Nigel Pendse.

Applix also provides TM1 Planning Manager to provide workflow and compliance capabilities for all TM1-based applications and TM1 Web, a Web-enabled front end for global and remote read/write capabilities of BI and BPM applications.

### **About ING BHF**

ING BHF-BANK is one of Germany 's leading commercial banks, with Group assets of approximately EUR 59 billion, capital and reserves of around EUR 3.0 billion and about 2,600 members of staff. Its business activities focus on advisory-intensive services and financing, as well as on trading in the major financial instruments.

ING BHF-Bank's activities are grouped within the four divisions: Asset Management & Financial Services, Corporate Banking, Financial Markets and Private Banking.

The history of the present-day ING BHF-BANK goes back to the mid-19th century. BHF-BANK was formed in 1970 from the merger of Berliner Handels-Gesellschaft, established in 1856, and Frankfurter Bank, founded in 1854 as the issuing bank of the Free City of Frankfurt. The bank has been a member of the Dutch ING Group since 1999 and changed its name to ING BHF-BANK Aktiengesellschaft in 2002.