

## **datango reports continued growth through 1<sup>st</sup> quarter**

### **Q1 highlights: strong growth in license and partner revenues, expansion of international operations & additional investment into the datango partner organization**

Berlin, Germany and Westford, MA, USA – August 3rd, 2010: datango AG, [datango.com](http://datango.com) the leading independent provider of software that accelerates time-to-value and increases user acceptance of mission-critical systems, today announced year over year growth in both license and overall revenues in addition to the expansion of the company's operations during the fiscal first quarter.

Chief executive officer, Oswald Zimmermann, commenting on the performance in Q1 (April to June, 2010), said, "We set ourselves some ambitious growth targets for this fiscal year following a pleasing end to our last year (datango reported a 19 percent growth in its last fiscal quarter (ending March 31, 2010), and an increase of two percent overall for the year). I'm delighted to report that we're executing strongly against these targets and I remain confident in our ability to achieve our goals."

Mr. Zimmermann continues, "It is particularly important that, as a software company, we continue to scale our license revenues effectively and strong license revenue growth of 15% contributed to an overall revenue growth of 11% versus the same period last year. We also saw growth across all of our direct sales territories outside of the German speaking region and this is a positive indicator as we continue to build a truly international organization. Additionally, a significant highlight during the quarter remains our continued strong execution against our partner strategy. During Q1 we achieved a 46% increase in partner revenues versus Q1 of the prior year, underscoring the fact that our partner approach represents a compelling value proposition that is lucrative for both datango and our partners. Finally, as we continue to grow our business it is important that we ensure adequate resources are in place to better support our products, customers and partners. To this end, we increased our overall headcount by approximately 5% during Q1 and we have committed additional investment to the partner organization in order to expand the scope of services available to better support our larger OEM relationships."

During the first quarter of our fiscal year, datango's license revenue was derived from a number of new clients and significant enterprise expansion among key existing customers. In addition, datango secured new OEM and reseller partnerships in both the UK and United States which, due to the nature of those agreements, datango is not yet able to publicly announce the parties involved. datango also recognized revenue from several existing OEM and reseller partners during the third quarter, including: Epicor Software Corporation, Lawson Software Corporation, Manhattan Associates, Northgate Information Solutions Ltd., UNIT4 Agresso N.V. and several others that datango is not permitted to disclose due to confidentiality provisions within those respective agreements. datango's fiscal year 10/11 ends March 31<sup>st</sup>, 2011.

**About datango:**

datango AG, founded in 1999 and headquartered in Berlin with offices in Europe and the Americas, provides software solutions that accelerate time-to-value and mitigate the risk of end user failure for mission-critical enterprise applications.

Profitable since 2004 and with the support of Hasso Plattner Ventures and EXTOREL since 2006, datango took over the "Knowledge and Performance Solutions" business unit of the Swedish company Enlight AB in 2007. datango now has more than 800 clients, millions of users and successful partnerships with leading system integration and enterprise software companies globally. For more information, visit [www.datango.com](http://www.datango.com).

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