



## Company Backgrounder

Headquartered in Palo Alto, California, TIBCO Software Inc. (Nasdaq:TIBX) is the leading independent business integration software company in the world and a leading enabler of real-time business, with thousands of customers and annual revenues of more than \$250 million. TIBCO's software is used by leading companies in a wide range of industries including energy, financial services, healthcare, government, manufacturing, retail, telecommunications and transportation and logistics.

<http://www.tibco.com>

## Real-Time Business and The Power of Now

TIBCO's mission is to enable real-time business throughout the world by:

- Being the number one provider of real-time solutions;
- Making our customers & partners enormously successful everyday;
- Being innovative leaders known as the standard of excellence in business and technology.

TIBCO meets these goals by developing and delivering innovative software that enables interoperability between applications and information sources, coordinates processes that span systems and people, and helps companies sense and respond to events and opportunities more quickly and with more certainty and control. Collectively, these capabilities give companies what TIBCO calls The Power of Now®:

- The power to ensure that information is available wherever and whenever it's needed.
- The power to streamline activities for maximum efficiency, effectiveness, and velocity.
- The power to identify, understand and adapt to opportunities and challenges as they arise.

## Benefits

Organizations throughout the world are looking to reduce costs and increase efficiency in order to improve customer service and gain competitive advantage. TIBCO's software and services, combined with those of its partners, are designed to deliver tangible results quickly while making the implementation and management of business integration and related software faster and easier than ever before. The Power of Now delivers business value and return on investment in the following ways:

- Faster, more consistent, and more tightly controlled processes
- Better visibility and insight into operations and performance
- Improved ability to serve, satisfy and retain customers
- Enhanced business agility and preparedness
- More efficient sales channels and supply chains

## Why TIBCO?

Once a requirement for only very large and IT-centric companies, real-time business has quickly become a top priority for companies of all kinds. As the pace of business accelerates

and increasing regulation and global competition drives companies to take tighter control of their operations, all companies must find cost-effective ways to become more agile and efficient. Thousands of companies around the world continue to choose TIBCO for their integration and real-time business initiatives for three primary reasons:

- TIBCO provides a completely neutral, standards-based and event-driven platform for integrating and orchestrating existing data and business processes across packaged and legacy applications, as well as J2EE, .NET, Web Services and mainframe environments.
- TIBCO's software offers world-class reliability, flexibility and scalability thanks to its patented Information Bus™ architecture that enables companies to preserve and extend the value of their technology investments.
- TIBCO is the most successful and stable company that is completely dedicated to providing software that addresses the challenges faced by companies striving to achieve the value of real-time business.

### **Comprehensive and Mature Product Offering**

TIBCO helps companies incorporate real-time business into their operations by providing software products in four areas:

- Business optimization software that enables people to access, analyze, and act on data, participate in processes and analyze business performance.
- Business process management software that helps companies coordinate the execution of the tasks, activities and transactions that make up their unique way of doing business
- Business integration software that gives companies the ability to connect and coordinate applications throughout their organization, across their extended enterprise and within their customer base.
- Enterprise backbone software that helps companies establish and manage a highly efficient and scaleable flow of information across their enterprise.

In addition, TIBCO has a proven track record of delivering industry-specific and horizontal solutions to common business challenges.

### **Financial Performance**

- TIBCO was the only profitable pure play integration software vendor in 2003.
- TIBCO has generated net income (proforma) 12 out of the last 13 quarters.
- TIBCO operates a cash positive business that can fully support and grow with its customers.
- FY 2003 Revenues: \$264 Million
- Cash & Cash Equivalents as of February 29, 2004: \$515 Million

### **History: The Real-Time Business Pioneer**

TIBCO is the successor to a portion of the business of Teknekron Software Systems, Inc. Teknekron was founded in 1985 by Vivek Ranadivé and developed software, known as The Information Bus™ (TIB), for the integration and delivery of market data -- such as stock quotes, news and other financial information -- in trading rooms of large banks and financial services institutions. In 1994 Teknekron was acquired by Reuters Group PLC, which continued the development of TIB software and expanded its use in the financial services markets.

In January 1997 TIBCO Software Inc. was established as a separate entity to create and market software solutions for use in the integration of business information, processes and applications outside the financial services sector. In July 1999 TIBCO went public on the

Nasdaq Stock Market under the ticker symbol TIBX, and since that time TIBCO has been established itself as the leading independent provider of business integration software.

**Vision and Direction: Predictive Business®**

TIBCO is focused on leveraging and extending the capabilities of its software to help companies move toward predictive business: an exciting new way of doing business that lets companies anticipate customer needs, create opportunities and avoid potential problems. As the basis of the real-time movement of data across the enterprise, TIBCO's software is uniquely capable of correlating information about a company's operations and performance with information about expected behavior and business rules so they can anticipate and respond to threats and opportunities before they occur.