

Annual Report 1998



OPTION

Nobody else makes it this easy.

Our mission is to be a source of excellence in the design, development and marketing of mobile data communication solutions for global markets giving anywhere, anytime data access to the mobile professional. Through this focus on wireless mobile data communications, we will build value for our shareholders through sustained revenue and profit growth.

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In 1998 Option International have made simultaneously the transition from a European to a global company and from a GSM connectivity player to a GSM integrator. The Company remains dedicated to be the leading company in developing state-of-the-art, miniaturised products and solutions for wireless data communication. In the past the Company has built its reputation on being able to create, develop and produce exciting new products that enhance the performance of both mobile handsets as well as portable computers. Option International are devoted to maintain and strengthen this reputation in the future in order to remain the leader in the field of GSM data communication.

The highlights of 1998 include

On the Company side

- Staffing up with new skills and disciplines in order to continue the growth in 1999.
- Acquisition of Rindle and Partners, a leading developer of software solutions for mobile devices in Augsburg (Germany)

On the Product Side

- Launch of FirstFone in June, combining the power of a mobile GSM phone and data card into one PC Card.
- Enhancement of the GSM-Ready PC Card line supporting an increased number of GSM handsets.

On the Production and Technology Side

- Opening of a production facility in Cork (Ireland).
- Bidding for an initial USD 7.5 million contract for the design, development and production of a state-of-the-art advanced GSM Dual Band 900/1800 mobile phone for the Chinese market.

On the Sales and Marketing Side

- Extending the distribution channel on a global scale with Option International offices in Germany, UK, France, The United States and Australia, thereby creating a presence in the 3 main regions: Europe, USA, Asia/Pacific.

On the Financial Side

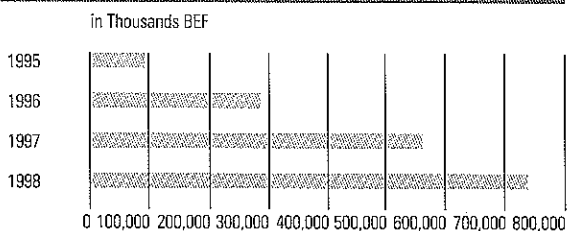
- Financial and legal structuring of the Option International group has been completed.

Financial Highlights (US GAAP) at December 31, 1998 (audited and consolidated) - 1997 - 1996 - 1995

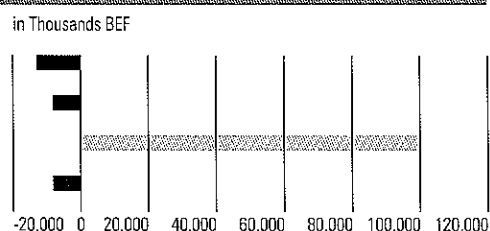
in Thousands BEF, Except Per Share Amounts

| | 1998 | 1997 | 1996 | 1995 |
|--|-----------|-----------|--------------------------|--------------------------|
| Turnover | 739,969 | 564,509 | 286,314 | 94,040 |
| Gross Profit | 292,618 | 219,549 | 77,335 | 33,083 |
| <i>Gross Margin</i> | 39.5 % | 38.9 % | 27.0 % | 35.2% |
| EBIT | -8,274 | 100,410 | -8,122 | -12,852 |
| <i>EBIT-margin</i> | -1.1 % | 17.8 % | -2.8 % | -13.7% |
| Net Earnings After Tax | -20,712 | 7,741 | -1,816 | -12,708 |
| Net Earnings on Ordinary Activities | -19,758 | 61,246 | -1,816 | -12,708 |
| Total assets | 866,276 | 848,604 | 184,482 | 65,901 |
| Working Capital | 641,277 | 733,906 | 39,637 | 1,274 |
| Long-term obligations ⁽¹⁾ | 4,530 | 8,246 | 21,258 | 9,280 |
| Shareholders' equity | 727,193 | 747,095 | 15,142 | -542 |
| Average shares outstanding | 5,959,231 | 4,525,000 | 2,295,360 ⁽²⁾ | 1,959,408 ⁽²⁾ |
| Total number of shares outstanding | 5,992,364 | 5,958,956 | 2,463,408 ⁽²⁾ | 1,959,408 ⁽²⁾ |
| Net Earnings Per Share on Ordinary Activities (in BEF) | -0.45 | 13.5 | -0.8 | -6.5 |
| Dividends (in BEF) | 0 | 0 | 0 | 0 |
| Net Earnings Per Share on Ordinary Activities (in USD) | -0.01 | 0.36 | -0.02 | -0.21 |
| Exchange rate USD-BEF ⁽³⁾ | 34.6 | 37.2 | 32.0 | 30.0 |

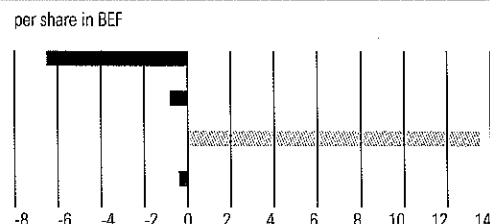
Turnover growth



EBIT



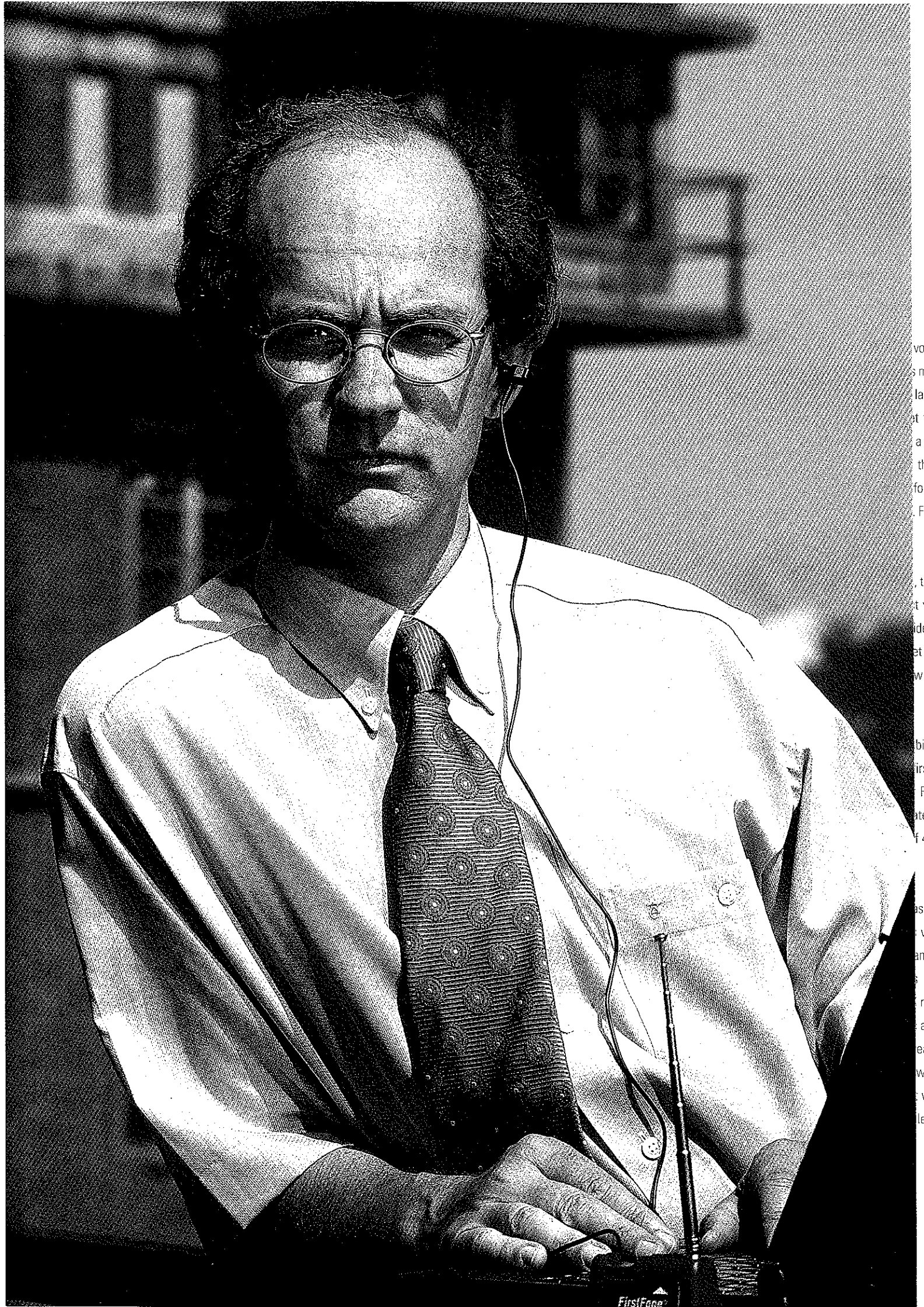
Net result on ordinary activities



¹ Including long term debt and capital leases

² After stock split by 144

³ Per December, 31st. Source: Generale Bank

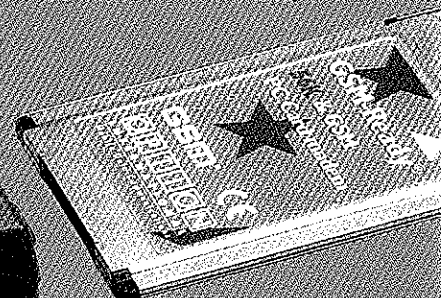


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Product Review

In 1998, Option International continued with their 3 distinct product lines, i.e. GSM-Ready PC Cards, Snap-On, and FirstFone. Each product line addresses a market segment and brings specific benefits to its users. Through it all Option International have strived to maintain and enhance the Company's philosophy: 'GSM Data: Nobody else makes it this easy'.

GSM-Ready

This line was first introduced in late 1995, allowing a user to connect his notebook to both a normal telephone line as well as a range of GSM phones. The latest addition to the GSM-Ready family has recently been announced: a 3-in-1 GSM-Ready PC Card combining not only a 56K analogue modem with an ISDN function but also including a GSM connectivity function. The GSM-Ready range will continue to thrive on the success of the 56K PC Card introduced in the first quarter of 1998, allowing mobile workers to connect anywhere, anytime to their corporate data. The GSM-Ready PC Cards are approved in most of the world's important business areas and are compatible with most of the popular mobile phones.

Snap-On

Option International's Snap-On combined with 3Com's PalmPilot or IBM's Workpad allows a user to connect to the world from the palm of his hand. Accessing the Internet, sending and retrieving messages, synchronizing databases or simple agenda-setting and -keeping can now be done from anywhere, anytime. Snap-On uses its own power supply and does not drain the energy resources of the PDA, thereby allowing extended use of the device for data communications. In line with its philosophy to make data communications easy, Option International have made their Snap-On compatible with all popular GSM handsets currently on the market. Further enhancements to Snap-On will be made as the importance of the PDA market grows and demands for additional functionalities increase.

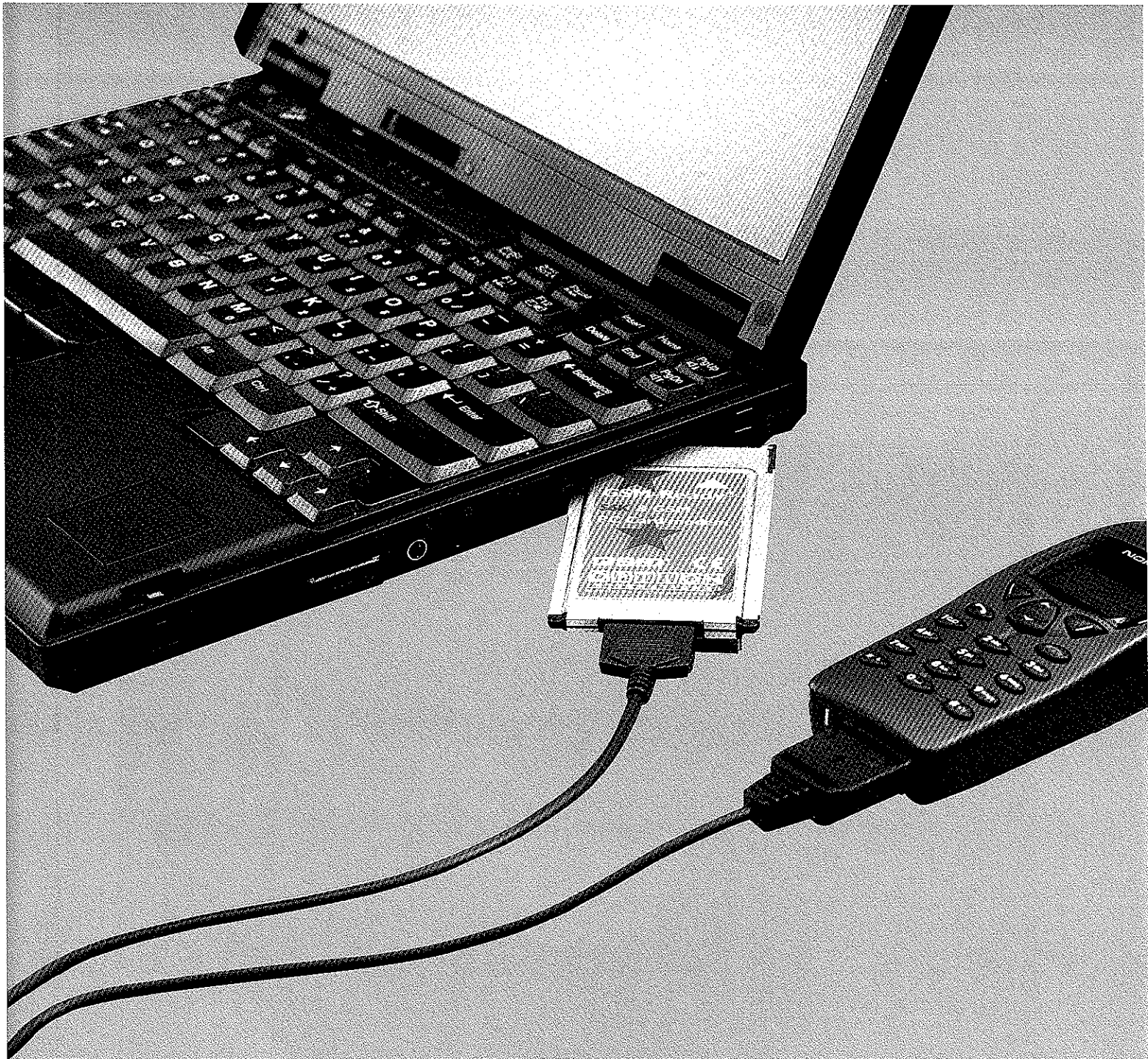
FirstFone

FirstFone was presented at CeBIT in March 1998 and was welcomed with enthusiastic reviews. FirstFone represents a very important technological step for the Company since it demonstrates the shift Option International have made from GSM connectivity player to GSM integrator. Thanks to the development of FirstFone, the Company was able to bid for a major contract in China since this development gave Option International the in-house technology and the necessary skills to develop and build other complex wireless products such as a GSM mobile phone. FirstFone is not just a product but also represents a technology platform allowing third party manufacturers to integrate a GSM functionality in their devices. Therefore Option International will not only market FirstFone and its derived products as such, but also will sell the technology for integration into handheld and portable computers, as well as into various processor-based devices such as telemetry applications, automotive systems, etc... Option International will continue their development of the FirstFone platform and will be announcing substantial evolutions and business references for this line in 1999.

Market Creation

When launching the GSM-Ready in 1995, Option International were the first to introduce a dual function (PSTN/GSM) PC Card. The Company has successfully created the market for such PC Cards and established itself as a market leader in this niche with a market share of 36% (*). A similar situation is encountered with FirstFone. Since FirstFone's success is related to the evolution of the GSM data communications, Option International welcome initiatives like the scheme set up by Microsoft and BT aiming at the promotion of wireless data communications towards corporate end-users. Such initiatives are testimony to the increased awareness wireless data communication is enjoying at corporate level. It also provides a long term perspective for the commercialisation of Option International's products and technology.

* Source: Dataquest report July, 1998



Management Discussion

Discussion of the consolidated Annual Accounts

The highlights of the 1998 accounts were as follows:

Net Sales

Net Sales for 1998 were BEF 739.9 million. This represents an increase of 31% over 1997 (BEF 564.5 million). The majority of this revenue came from the GSM-Ready PC Card range supporting a variety of the most popular mobile phones. The Snap-On GSM adapter for 3Com's Palm Pilot accounted for 5% of the 1998 revenue. Revenues of FirstFone have been disappointingly low in 1998 but are expected to increase substantially in 1999. The 1998 revenue is still primarily realized in Europe (91%), although the revenues from the Asia Pacific Region are growing rapidly (2% in 1997, 7% in 1998) and are expected to continue to grow strongly in the following years.

Gross margin

The gross margin for the year was 39.5% which is a slight improvement on the 38.8% achieved last year.

Operating expenses

The Company continued to invest in the set up of an international structure and in the competencies necessary to support a growing global business. Total operating expenses increased as planned to BEF 300.8 million to compare with BEF 119.1 million in 1997. Major investments were going into Research and Development (+116%) and Sales and Marketing (+214%). Administration cost increased with 34%, in line with sales. Depreciation and amortization increased with BEF 15 million.

Net results

The net result over the year amounted to BEF -20.7 million, including a loss of BEF 15.2 million from deferred taxation. Due to the profits realised by Option International N.V., the deferred tax credit of the Company was reduced to BEF 2 million, whilst in Thwing Ltd. (Option Ireland) only BEF 0.3 million deferred tax credit was accounted for.

Balance sheet

Cash and cash equivalents have been used for investments in accounts receivable, inventories, fixed and intangible assets:

Accounts receivable reflect high sales in the month of December. Ratio Inventory/Sales is too high but is expected to improve as FirstFone sales will start to take off. Order times of some critical components have gone up to 16 weeks in 1998.

Investments in property, equipment (BEF 34 million) and intangible assets (BEF 56 million) increased considerably compared to the year 1997. This is mainly due to the fact that the production plant in Ireland is now fully equipped with the necessary production tools and software in order to be able to produce FirstFone and similar products on a large scale.

Intangible assets breakdown (in 000 BEF):

| | <i>Capitalized Amount</i> | <i>Depreciation</i> | <i>Net Book Value</i> |
|-------------------------|-------------------------------|---------------------|---------------------------|
| Thwing Ltd. | 39,318 | -7,614 | 31,704 |
| Option International NV | 16,033 | -2,698 | 13,335 |
| Rindle & Partners GmbH | 574 | -200 | 374 |
| Consolidated Accounts | 55,925 | -10,512 | 45,413 |

Management Discussion



Deferred Tax Assets (in 000 BEF):

| | <i>Option International NV</i> | <i>Thwing Ltd.</i> | <i>Consolidated</i> |
|-------------------------------|------------------------------------|------------------------|---------------------|
| Tax Loss Carryforward | 5,155 | 349 | 5,504 |
| Tax rate | 40.17% | 10.00% | |
| Deferred Tax Credit (B/S) | 2,071 | 35 | 2,106 |
| Amount already accrued/offset | -17,336 | -0- | -17,336 |
| Net Tax credit affecting P&L | -15,265 | 35 | 15,230 |

Key developments

Shift Towards a Market Driven Culture.

Spending on Sales and Marketing expenses grew to BEF 164 million (+214%) in 1998. The sales and marketing network of Option International now includes offices in the UK, Germany and France as far as Europe is concerned. In addition, operational offices have been opened in the USA to cover North America, and in Australia to cover the Asia Pacific Region. In these two regions the Company is a first and focused GSM data player. The sales and marketing staff has increased from 9 people at the end of 1997 to 21 at the end of 1998.

In 1998, the Company has moved from a strategy of having exclusive partners in each of the countries we operate in, to one with multiple partners particularly in the UK, Germany and France.

Gain and Maintain Leadership in Mobile Data Solutions market

During the year we have increased our spending in Research & Development by 116%. We have hired additional engineers with the

result that this internationally based department now accounts for 36% of total personnel.

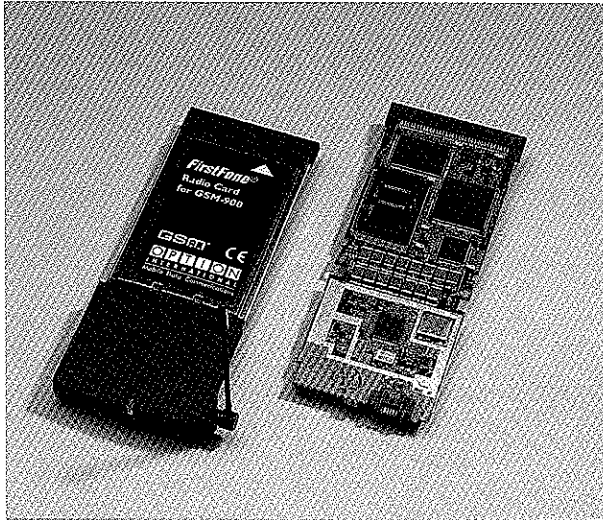
Reduce Manufacturing by International Sourcing

Last year the Company announced that it would reduce the costs of manufacturing by establishing high volume manufacturing sources in low cost regions to maximise the gross margin. In order to execute this plan, Option International opened, in a first stage, a production facility in Ireland. In addition, the Company's negotiations with the Irish Development Authority (IDA) and with a subcontractor based in Cork were successful. The Company choose Ireland because of its strong electronic infrastructure and Cork because of the presence of many high tech companies and the reputation of the UCC graduates. Since the Irish subsidiary is expected to grow rapidly in the years to come, the availability of well trained engineers is an invaluable asset. The set up of the production facility enabled the Company to start the production of FirstFone in Ireland.

Acquisition of Rindle & Partners GmbH

Rindle & Partners were incorporated in 1988 by Kurt and Susanne Rindle, initially offering Electronic Data Processing services. When the handheld concept was introduced in 1993 by Apple Computer and its Newton MessagePad, Rindle & Partners started developing software solutions for mobile devices. Over the years the company has developed several software solutions for the mobile market where user interface, functionality and complexity require careful design and competence. Thanks to this experience the company is regarded as an expert in mobile computing platforms such as Windows CE. At CeBIT 1998, Rindle & Partners GmbH presented their Mobile Communication Manager along with Option International's FirstFone GSM Radio PC Card on different Windows CE devices from Compaq, LG Electronics, Microsoft, Philips and Sharp. The excellent cooperation between Option International and Rindle & Partners made the two companies decide to join forces. With the acquisition of Rindle & Partners, Option International have strengthened their R&D team with 5 highly qualified computer scientists specialised in C and Java programming.

Management Discussion



Thanks to the acquisition, Option International's FirstFone is the only GSM Radio PC Card that supports both Windows CE and Windows NT software.

Bluetooth

Option International became a member of the Bluetooth Special Interest Group (SIG). Bluetooth utilises a short-range radio link to exchange information, enabling effortless wireless connectivity between mobile phones, portable PCs, handheld computers and other peripherals. The radio will operate on the globally available 2.45GHz ISM 'free band', allowing international travelers to use Bluetooth-enabled equipment worldwide. Bluetooth will eliminate the need for business travelers to purchase or carry numerous, often proprietary cables by allowing multiple devices to communicate with each other through a single port. Enabled devices will not need to remain within line-of-sight, and can maintain an uninterrupted connection when in motion, or even when placed in a pocket or briefcase.

Option International will be using the Bluetooth core technology to develop their next generation products and will be working with the members of the SIG to establish Bluetooth as a technology standard.



Option expect to launch their first Bluetooth-enabled PC Card product in the first half of 2000.

Management Discussion

Social Report

Employees

As at 31 December the number of full time employees in the Option International group was 69, an increase of 33 over the prior year (1997: 36, 1996: 23).

Management

Ernest O'Leary, former CFO of Option International, resigned as of March 1, 1998 due to private family reasons. Mr. O'Leary is temporarily replaced by Paul Vets.

As of October 1, 1998, Eddy Cormon, former VP Operations, has left the Company.

New Managers

- Wim Duson joined Option International as VP Finance and Operations.
- Jeff Elias was appointed VP Business Development to spearhead the US office.
- Alfred Tsoi was selected as VP Business Development to spearhead the Asia-Pacific office.
- Wouter Van Roost joined the Company as VP Marketing.



Key figures (Longer term - US GAAP)

| Profit & Loss Account (000 BEF) December 31 | 1998 | 1997 | 1996 | 1995 |
|--|----------------|----------------|----------------|----------------|
| Net Sales | 739,969 | 564,509 | 286,314 | 94,040 |
| EBIT | -8,274 | 100,410 | -8,122 | -12,852 |
| Profit on Ordinary activities after tax ^(5a) | -20,712 | 61,246 | -1,816 | -12,708 |
| Profit after tax | -20,712 | 7,741 | -1,816 | -12,708 |
| Per Share (in BEF) | | | | |
| Profit on Ordinary activities after tax | -0.45 | 13.5 | -0.8 | -6.5 |
| Equity ^(5b) | 121 | 165 | 6.6 | 0.3 |
| Number of shares | | | | |
| average | 5,959,231 | 4,525,000 | 2,295,360 | 1,959,408 |
| total at 31/12 | 5,992,364 | 5,958,956 | 2,463,408 | 1,959,408 |
| Balance sheet (000 BEF) | | | | |
| Equity | 727,193 | 747,095 | 15,142 | -542 |
| Balance sheet total | 866,276 | 848,604 | 184,482 | 65,901 |

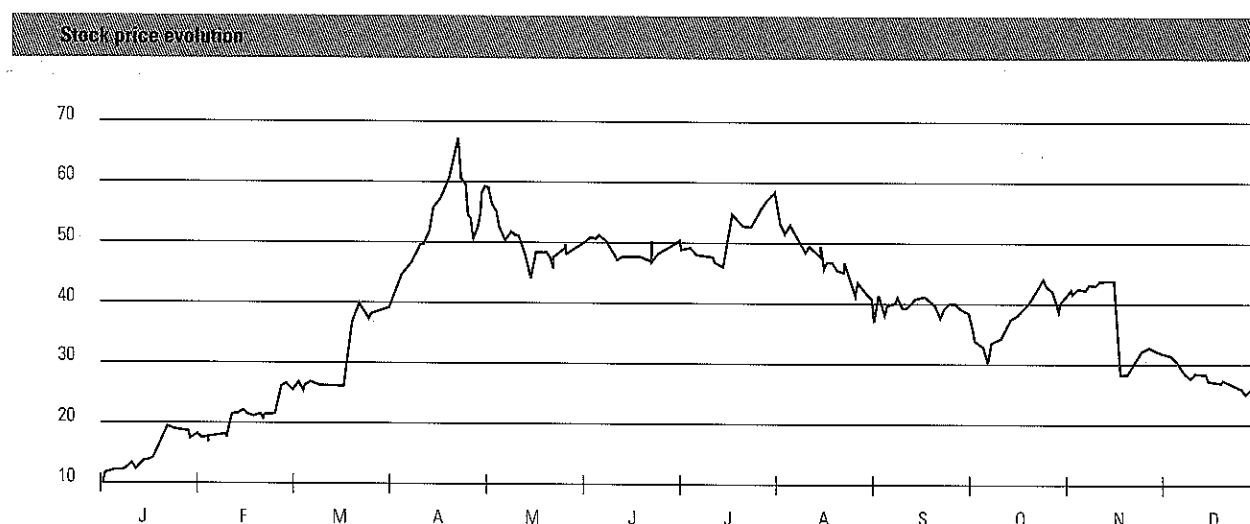
^{5a} (Earnings before Income Taxes + Extraordinary Costs)*(1-Tax Rate)

^{5b} Equity/average number of shares outstanding

The Option International Share on EASDAQ

Option International ⁽⁶⁾ are listed on Easdaq since November 26, 1997.

At the IPO 2,567,804 shares were sold, 1,600,000 resulting from a capital increase. The shares were offered at USD 10.



Year high 67.63

Year low 11.00

| | | |
|---------------|-------------|-------------------|
| | Jan 2, 1998 | December 31, 1998 |
| Closing price | 11.13 | 27.25 |

At the end of 1998, total equity was represented by 5,992,364 shares.
On December 31, 1998 total market capitalisation amounted to BEF 5.65 billion.

Shareholders' structure (At December 31, 1998)

| Identity of person or group | Number | Percentage of ordinary shares held |
|---|------------------|---------------------------------------|
| J. Callewaert | 1,341,680 | 22.39 % |
| Take Off Fonds (Venture capital - depending from Gimv) | 1,254,432 | 20.93 % |
| Management | 88,704 | 1.48 % |
| Public | 3,307,548 | 55.19 % |
| Total | 5,992,364 | 100 % |

⁶ Ticker on Bloomberg 'OPINES'; on Reuters 'OPIN.ED'

The Option International Share on EASDAQ

NOTE At the IPO, a lock-up period had been agreed during which no director of the company could dispose of any share which he held during a term of six months as of the first day of admission to trading of the shares on EASDAQ, except in a public offering, and that no shareholder who held more than 10 % of the shares could dispose of more than 20 % of his shareholding during the aforementioned six month's period. This period ended on May 25th, 1998.

In addition, the controlling shareholders have agreed, in their shareholders' agreement of October 14, 1997, not to sell any of their shares during the same six month's period contemplated in the preceding paragraph. Furthermore, the controlling shareholders agreed in the Underwriting Agreement not to dispose of any share during said six months period. This period ended on May 25th, 1998.

Dividend policy

The Company has never declared or paid any dividends on its shares since its incorporation.

Any longer term determination to declare dividends will depend on the Company's operating results, financial condition, capital requirements and other factors deemed relevant by the Board of Directors and/or the general shareholders' meeting. The Company expects to retain earnings, if any, in the next years for the development of its activities.

The distribution of dividends is ultimately decided by the general shareholders' meeting upon proposal of the Board of Directors.

Management and Supervision

Members of the Board of Directors

| Name | Age | Position |
|--|-----|-------------------------------------|
| Jan Callewaert | 42 | Chairman and Member of the Board |
| Dirk Beeusaert | 34 | Member of the Board |
| Alex Brabers | 33 | Member of the Board |
| Arnoud De Meyer | 44 | Member of the Board |
| Lucien De Schamphelaere ⁽⁷⁾ | 67 | Member of the Board |
| Poi Hauspie | 47 | Member of the Board |
| Tom Lawrence | 63 | Member of the Board |
| Philip Vermeulen | 42 | Member of the Board |

Jan Callewaert, Company Founder and CEO

Prior to founding Option, Mr. Callewaert gained IT experience with BULL where he was product manager for the Dealer Channel. Then, with ERICSSON where he was product marketing manager for Office Automation products, he worked on the integration of hardware and software combining modems, data networks, fibre optics and video-text. Mr. Callewaert is a qualified Commercial and Managerial Engineer in Management Informatics and has a Baccalaureat in Philosophy from the University of Leuven. He has presented papers on mobile computing to industry conferences, and is a recognized figure in the mobile data communications industry.

Dirk Beeusaert

He holds a Law Degree (University of Ghent) and a special Degree in Tax Law and Accountancy (Vlerick). After serving as a lawyer with Storme, Leroy, Van Parys & Doolaeye (Ghent) and as a member of the management team of Gamma Belgium, he became in 1995 legal advisor to the GIMV. He is also a member of the Board of Directors of Car Hotel, Keylogic Europe and Antwerp Bionic Systems.

Alex Brabers

He holds a Degree in Economic Science (K.U. Leuven) and followed the Bachelor's Program in Philosophy (K.U. Leuven). He first joined BACOB Bank in Brussels and was there involved in strategic planning and financial markets. As a Senior Investment Manager at GIMV (Investment Company for Flanders) since 1990, he was involved in developing different new ventures and is responsible for several venture capital investments. He is also director of various companies, mainly in the Telecommunications and information technology area (e.g. Mobistar N.V.).

Arnoud De Meyer

Arnoud De Meyer is Professor of Technology Management and Associate Dean for Executive Education at INSEAD. He is also part time professor at the Vlerick School of Management at the University of Ghent. He is an electrotechnical engineer and has a Ph.D. in Business Administration. As an academic he has worked as a visiting scholar at M.I.T. (Cambridge, USA), Keio Business School (Tokyo, Japan) and Kiel University. He has published widely on International R&D Management, the interface between R&D and Manufacturing and Manufacturing Strategy. Arnoud De Meyer is currently also the Director of the INSEAD Euro Asia Centre and has extensive experience in Asia/Pacific. He has consulted with several Asian and European organizations on Technology Management and is currently board member of four entrepreneurial organizations.

Lucien De Schamphelaere

Lucien De Schamphelaere founded Xeikon in 1988 and today serves as its chairman. Prior to founding Xeikon he held, during a period of over 35 years, several positions in the field of process control and instrumentation at Afga-Gevaert. Most recently he served as a General Manager in charge of the digital imaging division and as Managing Director of AGIF NV, Afga-Gevaert's venture capital fund. Mr. De Schamphelaere is also a Director of Imec NV, a Belgium-based semiconductor development and manufacturing company. He holds a degree in electronic engineering and several patents in the fields of automatic control and electronic printing.

⁷ Represents Triakon N.V.

Management and Supervision

Pol Hauspie

In 1977, Mr. Hauspie founded HPP Computer Center (HPP), a developer and marketer of software for accountants and financial advisors and served as its president until selling HPP in 1987. Pol Hauspie was co-founder of Lernout & Hauspie Speech Products (LHSP) in December 1987 and acted as Managing Director since then and acted as its Chairman from January 1994 until October 1996. He also is co-chairman of the Board of Directors since October 1996 and member of the Office of the Chief Executive since February 1996. He became co-member of the Office of the Chief Executive since October 1996. Mr. Hauspie also served as Director of the Fund Manager of the Flanders Language Valley C.V.A. from 1996 to May 1997.

Tom Lawrence

Mr. Thomas J. Lawrence is the founder and chairman of TLJ Inc., Worldwide Strategic Services. Mr. Lawrence gained BSEE degrees in computer sciences and mathematics at the University of Michigan (1957). He also holds a Masters degree in computer sciences from Stanford University (1965).

Mr. Lawrence's experience includes 12 years of progressive positions in the design of computer systems at Lockheed Missiles and Space (4 years), Stanford University (6 years) and RCA Corporation (2 years).

He also held positions of Vice President and General Manager of Europe for Intel Corporation (1970-1979), Vice President and General Manager of Europe for Apple Computer (1979-1983), Vice President and General Manager of Valid Logic Systems Europe (1983-1986) and chairman and CEO of TLJ Inc. from 1988 until present.

Philip Vermeulen

Mr. Vermeulen served in various positions with Chase Manhattan Bank S.A. (Belgium), Sidel Computers Centers N.V. and IPPA Bank N.V. (Belgium). He also served as Executive Senior Investment Manager for Venture Capital with GIMV. He is a Director of various companies active in the information technology business.

Since September 1, 1997, Mr. Vermeulen also acted as Director of the Fund Manager of Flanders Language Valley C.V.A. where he was appointed as Chief Executive Officer since September 1997.

Statutory auditor

DELOITTE & TOUCHE Bedrijfsrevisoren B.C.V.

Represented by

Leo Van Steenberge

Statutory Auditor

Executive Officers

| <i>Name</i> | <i>Age</i> | <i>Position</i> |
|------------------|------------|--|
| Jan Callewaert | 42 | Chief Executive Officer |
| Paul Vets | 55 | Chief Financial Officer |
| Jan Vercruysse | 40 | VP R&D |
| Bruno Spaas | 31 | VP Sales |
| Wouter Van Roost | 39 | VP Marketing |
| Wim Duson | 41 | VP Finance and Operations |
| Alfred Tsoi | 45 | VP Business Development Asia Pacific |
| Jeff Elias | 42 | VP Business Development North America |

Management and Supervision

Paul Vets, CFO

Paul Vets holds a degree of Civil Engineer (KU Leuven), a Masters Degree in Engineering from the Pennsylvania state University and a Degree in Business Administration from IPO (Antwerp Business school). Prior to joining Option International, Paul Vets worked as Director of ISEP, a Belgian venture capital fund and as an independent financial advisor for a number of high tech companies.

Jan Vercruysse, VP Research & Development

Jan Vercruysse holds a degree of Telecommunication Engineering (KU Leuven). Prior to joining the Company, Jan Vercruysse held positions at Telindus Networks N.V. and Sparnex N.V.. At Telindus he specialized in Data Communication and modems, including design, layout and routing of PCB's (printed board circuits). He acquired specialist knowledge of Radio Frequency, and antenna design for data communications at Sparnex.

Bruno Spaas, VP Sales

Bruno Spaas holds a degree in Applied Economic Science (KU Leuven). Prior to joining Option International in 1995, Bruno Spaas was Sales Manager at Mainware N.V., a leading Value Added Reseller of IT systems. He gained experience in the international market with FDR, a Paris based paper & print distribution business.

Wouter Van Roost, VP Marketing

Wouter Van Roost holds a degree in Literature and Filology (University of Brussels). He has previously worked as Director of Corporate Marketing of RAM Mobile Data where he was responsible for the marketing and business development of RAM Mobile Data Benelux

Wim Duson, VP Finance and Operations

Wim Duson holds a degree in Applied Economic Science (KU Leuven). He previously worked at Motorola for almost 12 years, where he held various management positions in the company. For the last 6 years Mr. Duson worked as Director of Finance and Operations in Motorola Belgium and Motorola Sweden.

Alfred Tsoi, VP Business Development Asia Pacific

Alfred Tsoi holds a Master Degree of Business Administration (Chinese University of Hong Kong). He gained valuable experience from his time with Fujitsu Australia, and with Lotus Development Ltd. where he worked as Regional Development Manager and Regional Corporation Accounts Director Asia Pacific with overall responsibility for the business development of Lotus in Hong Kong, the Philippines and in the People's Republic of China.

Jeff Elias, VP Business Development North America

Jeff Elias holds a degree in Engineering and has also obtained a MBA from the University of Santa Clara (USA). Jeff Elias has fifteen years experience in Sales and Marketing services for telecommunication companies such as Alcatel and Matra.

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Balance Sheet at December 31, 1998 - 1997 - 1996 - 1995 | US GAAP
(consolidated and audited)

| | Amounts in Thousands BEF | | | |
|---|--------------------------|--------------------|--------------------|-------------------|
| | 1998 | 1997 | 1996 | 1995 |
| Assets | | | | |
| Cash & cash equivalents | 350,805 | 587,432 | 14,460 | 367 |
| Accounts receivable | 197,743 | 93,071 | 51,052 | 29,213 |
| Other receivables | 15,031 | 12,251 | 12,607 | 1,249 |
| Inventories (Note H) | 209,740 | 116,579 | 76,574 | 21,476 |
| Deferred taxes (Note I) | 2,106 | 17,336 | 21,026 | 6,132 |
| Total current assets | 775,425 | 826,669 | 175,719 | 58,437 |
| Property & equipment (Note G) | 45,438 | 21,935 | 8,763 | 7,464 |
| Intangible assets (Note M) | 45,413 | 0 | 0 | 0 |
| Total Fixed assets | 90,851 | 21,935 | 8,763 | 7,464 |
| Total Assets | 866,276 | 848,604 | 184,482 | 65,901 |
| Liabilities and Shareholders' Equity | | | | |
| Accounts payable | 108,898 | 73,305 | 126,133 | 49,887 |
| Salaries and payroll related liabilities | 23,138 | 19,206 | 5,187 | 7,276 |
| Accrued expenses | 2,112 | 252 | 4,762 | 0 |
| Total current liabilities | 134,148 | 92,763 | 136,082 | 57,163 |
| Long-term debt (Note J) | 4,530 | 8,246 | 21,258 | 9,280 |
| Other liabilities (Note D) | 405 | 500 | 12,000 | 0 |
| Common Stock (no par value) | 143,553 | 142,752 | 48,730 | 31,230 |
| Share premium | 630,225 | 630,190 | 0 | 0 |
| Translation differences | -26 | 0 | 0 | 0 |
| Retained earnings | -46,559 | -25,847 | -33,588 | -31,772 |
| Total Equity | 727,193 | 747,095 | 15,142 | -542 |
| Total Liabilities + Equity | 866,276 | 848,604 | 184,482 | 65,901 |

Income Statements at December 31, 1998 - 1997 - 1996 - 1995 | US GAAP
(consolidated and audited)

| | Amounts in Thousands BEF | | | |
|--|--------------------------|-----------------|--------------------------|--------------------------|
| | 1998 | 1997 | 1996 | 1995 |
| Net Sales | 739,969 | 564,509 | 286,314 | 94,040 |
| Cost of Sales | -447,351 | -344,960 | -208,979 | -60,957 |
| Gross Profit | 292,618 | 219,549 | 77,335 | 33,083 |
| Research & Development | -87,785 | -40,499 | -26,835 | -11,296 |
| Sales & Marketing | -164,079 | -52,277 | -17,247 | -13,750 |
| General & Administrative | -49,028 | -26,363 | -41,375 | -20,889 |
| Total Operating Expenses | -300,892 | -119,139 | -85,457 | -45,935 |
| Income/(Loss) from Operations (EBIT) | -8,274 | 100,410 | -8,122 | -12,852 |
| Interest Income/(Expense) | 13,603 | -5,240 | -7,476 | -5,189 |
| Exchange Gain/(Loss) | -9,857 | 7,196 | -1,112 | 899 |
| Extraordinary Items | -954 | -90,935 | 0 | 0 |
| Income/Loss before Taxes | -5,482 | 11,431 | -16,710 | -17,142 |
| Income tax (see Note I) | -15,230 | -3,690 | 14,894 | 4,434 |
| Net Result | -20,712 | 7,741 | -1,816 | -12,708 |
| Net Result on Ordinary Activities ⁽⁸⁾ | -19,758 | 61,246 | -1,816 | -12,708 |
| Average Shares outstanding | 5,959,231 | 4,525,000 | 2,295,360 ⁽⁹⁾ | 1,959,408 ⁽⁹⁾ |
| Net Result on Ordinary Activities per share in BEF | -0.45 | 13.5 | -0.8 | -6.5 |
| Net Result on Ordinary Activities per Share in USD ⁽¹⁰⁾ | -0.01 | 0.36 | -0.02 | -0.21 |

⁸ (Earnings Before Income Taxes + Extraordinary Costs)*(1-Tax Rate)

⁹ After stock split by 144

¹⁰ USD 31/12/98 = BEF 34,6, USD 31/12/97 = BEF 37,2, USD 31/12/96 = BEF 32,0, USD 31/12/95 = BEF 30 (Source Generale Bank)

Statement of Shareholder's Equity at December 31, 1998 - 1997 - 1996 - 1995 | US GAAP

| | Common stock: number of shares | Common stock: amount in 000 BEF | Net Result in 000 BEF | Total Retained Earnings in 000 BEF | Total Share- holders' equity in 000 BEF |
|---|--|--|-----------------------------|---|---|
| Balance at December 31, 1993 | 7,200 | 7,200 | | | 824 |
| <i>Increase of capital on Dec. 21, 1994</i> | <i>+6,407</i> | <i>+26,030</i> | | | |
| Balance at December 31, 1994 | 13,607 | 31,230 | -12,688 | -6,371 | 12,166 |
| Balance at December 31, 1995 | 13,607 | 31,230 | -12,708 | 19,064 | -542 |
| <i>Increase of capital on May 9, 1996</i> | <i>+3,500</i> | <i>+17,500</i> | | | |
| Balance at December 31, 1996 | 17,107 | 48,730 | -1,816 | -31,772 | 15,142 |
| <i>Increase of capital on August 6, 1997</i> | <i>+8,341</i> | <i>+20,109</i> | | | |
| <i>Increase of capital on October 10, 1997</i> | <i>+880</i> | <i>+21,983</i> | | | |
| Balance at October 14, 1997 | 26,328 | 90,822 | | | |
| Stock split by 1/144 | 3,791,232 | | | | |
| <i>Increase of capital on October 24, 1997</i> | | | | | |
| • Conversion of bonds | 567,724 | 13,600 | | | |
| • IPO | 1,600,000 | 38,329 | | | |
| Balance at December 31, 1997 | 5,958,956 | 142,752 | | -25,847 | 747,095 |
| <i>Increase of capital on December 29, 1998</i> | | | | | |
| • Execution of warrants | 33,408 | +801 | | | |
| Balance at December 31, 1998 | 5,992,364 | 143,553 | -20,712 | -25,847 | 727,193 |

Statements of Cash Flows at December 31, 1998 - 1997 - 1996 - 1995 | US GAAP

| | Amounts in Thousands BEF | | | |
|---|--------------------------|----------------|----------------|----------------|
| | 1998 | 1997 | 1996 | 1995 |
| Cash Flows from Operating Activities | | | | |
| Net earnings (A) | -20,712 | 7,741 | -1,816 | -12,708 |
| Non cash adjustments | | | | |
| Depreciation | 19,140 | 3,994 | 20,920 | 23,280 |
| Accrual 1996/93 | 0 | 0 | -4,050 | 0 |
| Accrual 1996/95 | 0 | 0 | -1,676 | 1,676 |
| Translation differences | -26 | 0 | 0 | 0 |
| Deferred taxes | 15,230 | 3,690 | -14,894 | -4,434 |
| Other non cash adjustments/provisions | 2,085 | -11,500 | 12,000 | 9 |
| Total non cash adjustments (B) | 36,429 | -3,816 | 12,300 | 20,531 |
| Change in assets and liabilities | | | | |
| Accounts receivable | -106,852 | -42,019 | -25,953 | -17,242 |
| Inventories | -93,161 | -40,005 | -55,097 | -602 |
| Other assets | -2,780 | 4,814 | -11,357 | 1,886 |
| Account payable | 40,264 | -16,490 | 71,557 | 4,307 |
| Sal. and payroll related liabilities | 3,932 | 14,019 | -5,633 | 2,496 |
| Accrued expenses | 1,860 | -4,510 | 480 | 20 |
| Prepaid taxes | 0 | -4,458 | 0 | 0 |
| Total change in assets & liabilities (C) | -156,737 | -88,649 | -26,003 | 9,135 |
| Cash Flows from Operating Activities | -141,020 | -84,724 | -15,519 | -1,312 |

Statements of Cash Flows at December 31, 1998 - 1997 - 1996 - 1995 | US GAAP

| | Amounts in Thousands BEF | | | |
|--|--------------------------|----------------|----------------|----------------|
| | 1998 | 1997 | 1996 | 1995 |
| Cash Flows from Investing Activities | | | | |
| Intangible fixed assets | -56,238 | 0 | 0 | 0 |
| Purchases of plant equipment | -31,818 | -17,165 | -18,106 | -20,105 |
| Total cash flow from investing activities (D) | -88,056 | -17,165 | -18,106 | -20,105 |
| Cash Flows from Financing Activities | | | | |
| Net proceeds (payments) on notes payable | -2,422 | -36,338 | 18,240 | 16,974 |
| Proceeds from long term debt | 994 | 3,671 | 15,000 | 2,931 |
| Repayments long term debt | -6,958 | -16,683 | -3,022 | -2,000 |
| Capital increase | 835 | 724,212 | 17,500 | 0 |
| Net cash provided by financing activities (E) | -7,551 | 674,862 | 47,718 | 17,905 |
| Net Cash Flow (A)+(B)+(C)+(D)+(E) | -236,627 | 572,972 | 14,093 | -3,512 |
| Net Increase / | | | | |
| Decrease in Cash and Cash Equivalents | | | | |
| Cash at beginning of period | 587,432 | 14,460 | 367 | 3,879 |
| Cash at end of period | 350,805 | 587,432 | 14,460 | 367 |
| Difference | -236,627 | 572,972 | 14,093 | -3,512 |

Notes to Financial Statements | US GAAP

Note A: Significant Accounting Policies

The financial statements in this section have been prepared in accordance with US GAAP.

The significant accounting policies can be summarized as follows:

1) Revenue recognition

The Company generates revenue from the sales of its products and technology, as well as the licensing of its technology. The sales of products are recognized as revenue when shipped. The revenues generated out of sales of technology and licenses are recognized as revenue when invoiced.

2) Income taxes

Deferred income tax assets and liabilities are computed annually for differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for income tax purposes using enacted tax rates in effect for the year in which the differences are expected to reverse.

3) Cash and cash equivalents

Highly liquid investments with a maturity of three months or less at date of purchase are considered cash equivalents.

4) Accounts receivable

The Company grants credit to customers in the normal course of business. Generally they do not require collateral or any other security to support amounts due. Management performs ongoing credit evaluations of its customers. All receivables are fully collectible except those doubtful accounts for which a 100 % allowance is accounted for.

5) Inventories

Raw materials are stated at the lower of cost (FIFO method) or market. The company reviews inventories for slow-moving or obsolete items on an ongoing basis and establishes allowances if needed. Work in progress and finished goods are valued at direct cost.

Notes to Financial Statements | US GAAP

6) Property and equipment

The company's property and equipment, including dedicated production equipment, is recorded at purchase price. Depreciation is computed using the straight line method over the estimated useful lives of the assets which are as follows:

| | |
|--------------------------------|---------------|
| Leasehold improvements | 9 years |
| Office furniture & equipment | 5 to 10 years |
| Research equipment & machinery | 2 to 10 years |
| Automobiles | 5 years |

7) Intangibles

a. The Company's intangible assets include licenses, recorded at purchase price, acquired for the integration into its product or as a means for exploitation.

c. Research and development

Research and development are expensed as incurred. Under Belgian GAAP, they were capitalised until the end of 1995. From 1996 on, Belgian valuation rules are in line with US GAAP prescriptions, stating that all these expenses are charged to the Profit & Loss account in the year when incurred. However, research and development charges that are related to the development and the realization of own specific product machinery, methods, testing equipment and other software used in the production of a specific product, are capitalized and depreciated over the expected life time of the products for which the development has taken place.

8) Guarantee

A lifetime guarantee is provided on all Option-products. However, no provision is set up to cover possible losses for this guarantee, as no considerable extra charges are expected from it.

Note B: Use of estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Notes to Financial Statements | US GAAP

Note C: Subsequent events

No material events took place after December 31, 1998, which might have a material impact on the annual accounts reported on in this section.

Note D: Litigation

The Company is not involved in any material, legal or arbitration proceedings.

Note E: Commitments

The Company leases its current facilities under an operating lease which expires in April 1999 (after 9 years). Future minimum lease payments (of BEF 0.3 million per month) under the operating lease, linked to the consumer goods index, are as follows:

01.01.1999 - 30.04.1999: BEF 1.3 million

The Company has engaged into a new operating lease which will expire in 2002. Future lease payments amount to BEF 28,473,000 over the 3 years period. The Company will sublease partially to another company. Office furniture, vehicles and computer equipment are leased (financial lease over 3 to 4 years). Total outstanding lease debt on December 31, 1997 is BEF 4.5 million.

Note F: Credit Facilities

The Company is able to draw down funds from line of credit available from the Generale Bank. The total borrowing capacity of these facilities at December 31, 1998, amounts to BEF 80 million. The credit facilities are secured by a pledge of the Company's assets.

Note G: Business Segments and Exports

The Company operates in a single industry segment, encompassing research & development, sales and support of PC Cards, GSM radio cards and adapters for mobile wireless communications. The Company sells and markets its products through a sales force operating from offices located in Belgium, France, UK, Ireland, Germany, US and Australia, coordinating sales through its international distributors and through Original Equipment Manufacturers (OEM's).

Notes to Financial Statements | US GAAP

Note H: Property and equipment

Major classes of property and equipment can be summarized as follows:

| December 31 - 000 BEF | 1998 | 1997 | 1996 | 1995 |
|---------------------------------------|---------------|---------------|---------------|---------------|
| Leasehold improvements | 1,249 | 1,249 | 855 | 0 |
| Office furniture & equipment | 24,716 | 17,867 | 10,181 | 7,455 |
| Research equipment | 44,415 | 17,178 | 10,005 | 8,948 |
| Cars | 4,797 | 4,797 | 4,163 | 4,163 |
| Total property & equipment | 75,177 | 41,091 | 25,204 | 20,566 |
| Accumulated depreciation | 29,739 | 19,156 | 16,441 | 13,102 |
| Net property & equipment | 45,438 | 21,935 | 8,763 | 7,464 |

Note I: Inventories

Inventories consist of the following:

| December 31 - 000 BEF | 1998 | 1997 | 1996 | 1995 |
|-----------------------|----------------|----------------|---------------|---------------|
| Raw materials | 157,155 | 92,044 | 48,392 | 7,122 |
| Work in process | 33,558 | 21,180 | 9,673 | 0 |
| Finished goods | 19,027 | 3,355 | 18,509 | 14,354 |
| Total | 209,740 | 116,579 | 76,574 | 21,476 |

Notes to Financial Statements | US GAAP

Note J: Taxes on income

The Company accounts for deferred income taxes on temporary differences between financial and tax reporting in accordance with US GAAP. From 1994 to 1996 this had a positive impact on the Profit and Loss account. These losses were partially offset in 1997 to the pre tax profits which has lead to a negative impact on the Profit and Loss account.

In 1998, due to the profit realised in Belgium, losses decreased further, bringing the amount of Option International N.V.'s deferred tax benefits to BEF 2.071 million. For Thwing Ltd., Option Ireland, no deferred tax benefit has been accounted for.

The amounts of the tax benefits resulting from this were calculated as follows:

Option International N.V.

| December 31 - 000 BEF | 1998 | 1997 | 1996 | 1995 |
|-------------------------------|-------------|-------------|-------------|-------------|
| Tax loss carry forward | 5,155 | 43,156 | 52,341 | 15,264 |
| Tax rate (in %) | 40.17 | 40.17 | 40.17 | 40.17 |
| Deferred taxes (benefit) | 2,071 | 17,336 | 21,026 | 6,132 |
| Amount already accrued/offset | -17,336 | -21,026 | -6,132 | -1,698 |
| Net tax benefit affecting P&L | -15,265 | -3,690 | 14,894 | 4,434 |

Thwing Ltd. (Option Ireland)

| December 31 - 000 BEF | 1998 |
|-------------------------------|-------------|
| Tax loss carry forward | 349 |
| Tax rate (in %) | 10.0 % |
| Deferred taxes (benefit) | 35 |
| Amount already accrued/offset | -0- |
| Net tax benefit affecting P&L | 35 |

Notes to Financial Statements | US GAAP

Note K: Long term debt

Long term debt consists of the following at the end of each of the periods involved:

| December 31 - 000 BEF | 1998 | 1997 | 1996 | 1995 |
|--------------------------------------|--------------|--------------|---------------|--------------|
| Long term leasing debt - equipment | 1,935 | 4,161 | 2,575 | 2,990 |
| Long term leasing debt - automobiles | 0 | 0 | 433 | 1,040 |
| Long term loan - automobiles | 1,595 | 2,086 | 0 | 0 |
| Long term loan ASLK | 1,000 | 2,000 | 3,000 | 4,000 |
| Long term loan private person | 0 | 0 | 250 | 1,250 |
| Convertible loan | 0 | 0 | 15,000 | - |
| | 4,530 | 8,247 | 21,258 | 9,280 |

Note L: Basis of consolidation

The consolidated financial statements include the financial statements of the parent company and all its subsidiaries made up to the end of the financial period. Intra-group trading has been eliminated upon consolidation.

Principles of consolidation:

At December 31, 1998 the Company owns all of the outstanding shares of Rindle & Partners GmbH, Thwing Ltd. (Option Ireland) and Park W.

Accordingly, the consolidated financial statements include the accounts of Option International and its three wholly owned subsidiaries (Thwing Ltd. (Option Ireland), Rindle & Partners and Park W).

Note M: Employee benefit plans

Employee Stock Option Plan

In 1998, pursuant to the provisions of the plan, warrants were allocated to employees of the Company as pointed out in the notarial deed passed at the creation of the warrants. At the end of 1998, 33,408 warrants, each entitling the holder to one share, have been executed, which resulted in a net capital increase of BEF 800,320.

Management Stock Option Plan

In 1998 the Company hired four new key managers who hold 31,680 shares. These shares can be sold over a period of 4 years.

Notes to Financial Statements | US GAAP

Note N: Intangible fixed assets

The amount of intangible fixed assets at December 31, 1998 can be detailed as follows:

| | Amount capitalised | Depreciations 1998 | Net value December 31, 1998 |
|-----------------------------|--------------------|--------------------|-----------------------------|
| Thwing Ltd. (*) | 39,318 | -7,614 | 31,704 |
| Option Int. N.V. | 16,033 | -2,698 | 13,335 |
| Rindie & Partners GmbH (**) | 574 | -200 | 374 |
| Consolidated accounts | 55,925 | 10,512 | 45,413 |

(*) Option Ireland

(**) 100 % owned by Option International N.V.

Note O: Compensation of Directors and Executive officers

At the general shareholders' meeting held on October 14, 1997, it was decided that only the independent Directors of the Company would be compensated for an amount of BEF 100,000 for each meeting of the Board of Directors they attend to.

The Board of Directors will present to the General Meeting of the Shareholders to be held on the 31st of March 1999, a new compensation scheme. This scheme provides for all Board Members to receive, for 1998 and future years, a compensation of BEF 50,000 for each Board meeting, and BEF 50,000 attendance fee for each Board meeting were they were present.

An aggregate amount of BEF 24.9 million has been paid to the executive officers in 1998.

Balance Sheet at December 31, 1998 - 1997 - 1996 - 1995 | Belgian GAAP
(Consolidated and audited)

| | Amounts in Thousands BEF | | | |
|---|--------------------------|----------------|----------------|---------------|
| | 1998 | 1997 | 1996 | 1995 |
| Assets | | | | |
| Fixed Assets | 91,957 | 25,672 | 8,813 | 20,309 |
| I. Formation expenses | 0 | 0 | 0 | 543 |
| II. Intangible assets | 45,413 | 0 | 0 | 12,038 |
| III. Tangible assets | 45,438 | 21,935 | 8,763 | 7,463 |
| III.B. Plant, machinery and equipment | 28,933 | 7,401 | 1,585 | 1,265 |
| III.C. Furniture and vehicles | 6,070 | 3,566 | 1,798 | 2,554 |
| III.D. Leasing and other similar rights | 8,291 | 9,937 | 4,620 | 3,644 |
| III.E. Other tangible assets | 2,144 | 1,031 | 760 | 0 |
| IV. Financial assets | 1,106 | 3,737 | 50 | 265 |
| Current Assets | 772,213 | 800,690 | 154,642 | 52,041 |
| VI. Stocks and contracts in progress | 209,740 | 116,579 | 76,574 | 21,476 |
| VII. Amounts receivable within one year | 208,202 | 104,157 | 63,421 | 29,213 |
| VII.A. Trade debtors | 197,743 | 92,765 | 51,052 | 29,213 |
| VII.B. Other amounts receivable | 10,459 | 11,392 | 12,369 | 0 |
| VIII. Investments | 252,676 | 545,733 | 0 | 0 |
| IX. Cash at bank and in hand | 98,129 | 33,599 | 14,460 | 367 |
| X. Deferred charges and accrued income | 3,466 | 622 | 187 | 984 |
| Total Assets: | 864,170 | 826,362 | 163,455 | 72,350 |

Balance Sheet at December 31, 1998 - 1997 - 1996 - 1995 | Belgian GAAP
(Consolidated and audited)

| | | Amounts in Thousands BEF | | | |
|--------------------------------------|---|--------------------------|----------------|----------------|---------------|
| | | 1998 | 1997 | 1996 | 1995 |
| Liabilities | | | | | |
| Shareholders' Equity | | 725,086 | 725,091 | -5,884 | 11,633 |
| I. | Capital | 143,553 | 142,752 | 48,730 | 31,229 |
| II. | Share premium | 630,225 | 630,191 | | |
| IV. | Loss carried forward | -48,666 | -47,852 | -54,614 | -19,597 |
| V. | Translation Differences | -26 | | | |
| Provisions and Deferred Taxes | | 405 | 500 | 12,000 | 0 |
| VII.A. | Provisions for liabilities and charges | 405 | 500 | 12,000 | 0 |
| Creditors | | 138,679 | 100,771 | 157,339 | 60,717 |
| VIII. | Amounts payable after more than one year | 4,530 | 8,246 | 21,258 | 9,280 |
| VIII.A. | Financial debts | 4,530 | 8,246 | 21,258 | 9,280 |
| IX. | Amounts payable within one year | 132,037 | 92,273 | 135,355 | 51,437 |
| IX.A. | Current portion of amounts payable after more than one year | 4,710 | 6,958 | 4,513 | 4,236 |
| IX.B. | Financial debts | 0 | 2,422 | 38,760 | 20,520 |
| IX.C. | Trade debts | 101,571 | 63,687 | 84,420 | 13,140 |
| IX.E. | Taxes, remunerations and social security | 23,138 | 19,119 | 7,574 | 13,206 |
| IX.E.1. | Withholding Taxes & VAT payable | 13,326 | 6,024 | 2,413 | 5,930 |
| IX.E.2. | Remuneration and social security | 9,812 | 13,095 | 5,160 | 7,276 |
| IX.F. | Other amounts payable | 2,618 | 87 | 88 | 334 |
| X. | Accrued charges and deferred income | 2,112 | 252 | 726 | 0 |
| Total Liabilities | | 864,170 | 826,362 | 163,455 | 72,350 |

Income Statements at December 31, 1998 - 1997 - 1996 - 1995 | Belgian GAAP (Consolidated and audited)

| | Amounts in Thousands BEF | | | |
|--|--------------------------|----------------|----------------|----------------|
| | 1998 | 1997 | 1996 | 1995 |
| I.A. Turnover | 739,969 | 564,509 | 287,784 | 95,220 |
| I.D. Other operating income | 679 | 335 | 13 | 7,487 |
| II.A. Raw materials, consumables and goods for resale | -428,937 | -330,488 | -197,107 | -55,383 |
| Gross Margin | 311,711 | 234,356 | 90,690 | 47,324 |
| II.B. Services and other goods | -202,074 | -81,798 | -39,912 | -16,157 |
| II.C. Remunerations, social security costs and pensions | -94,183 | -55,244 | -26,729 | -18,390 |
| II.D. Depreciation of formation expenses, intangible and tangible fixed assets and other amounts written off | -19,140 | 3,994 | -16,929 | -14,039 |
| II.E. Allowance doubtful debtors | -2,180 | | | |
| II.F. Increase (+); decrease (-) in provisions for liabilities and charges | 250 | 11,500 | -12,000 | -6,200 |
| II.G. Other operating charges | -2,223 | -1,021 | -456 | -591 |
| Operating Profit/Loss | -7,839 | 103,799 | -5,337 | -8,054 |
| IV. Financial income | 51,517 | 22,479 | 231 | 1,166 |
| V. Financial costs | -43,251 | -25,191 | -8,848 | -5,528 |
| Profit/Loss on Ordinary Activities before Taxes | 427 | 101,087 | -13,955 | -12,416 |
| VII. Extraordinary income | 0 | 0 | 0 | 0 |
| VIII. Extraordinary charges | -1,241 | -94,325 | -21,063 | 0 |
| Profit/Loss for the Period before Taxes | -814 | 6,762 | -35,017 | -12,416 |
| X. Income tax | 0 | 0 | 0 | 0 |
| Net profit | -814 | 6,762 | -35,017 | -12,416 |
| Net Profit on Ordinary Activités ⁽¹¹⁾ | +427 | 60,480 | -13,955 | -12,416 |

¹¹ (Earnings Before Income Taxes + Extraordinary Costs)*(1-Tax Rate)

Statements of Cash Flows at December 31, 1998 - 1997 - 1996 - 1995 | Belgian GAAP

| | Amounts in Thousands BEF | | | |
|--|--------------------------|-----------------|----------------|----------------|
| | 1998 | 1997 | 1996 | 1995 |
| Cash Flows from Operating Activities | | | | |
| Net earnings (A) | -814 | 6,763 | -35,017 | -12,416 |
| Non Cash adjustments | | | | |
| Depreciation and amortization | 19,140 | 3,994 | 33,501 | 20,239 |
| Consolidation translation difference | -26 | | | |
| Other non cash adjustments | 2,085 | -11,500 | 12,000 | - |
| Total non cash adjustments (B) | 21,199 | -7,506 | 10,484 | 7,823 |
| Change in assets and liabilities | | | | |
| Accounts receivable | -107,158 | -41,713 | -25,953 | -17,242 |
| Inventories | -93,161 | -40,005 | -55,097 | -602 |
| Prepaid expenses and other | -2,844 | -435 | 798 | 78 |
| Other assets | 6,095 | -437 | 214 | 66 |
| Account payable | 37,884 | -20,734 | 71,557 | 4,307 |
| Salaries and payroll related liabilities | -3,283 | 11,429 | -5,633 | 2,496 |
| VAT payable/receivable | 7,302 | 5,799 | -12,369 | 1,742 |
| Accrued expenses | 1,860 | -474 | 480 | 20 |
| Prepaid taxes | | -4,458 | | |
| Total change in assets and liabilities (C) | -153,305 | -91,028 | -26,003 | -9,135 |
| Cash Flows from Investing Activities | | | | |
| Intangible fixed assets | -56,238 | | | |
| Purchases of plant equipment | -31,818 | -17,165 | -18,106 | -20,105 |
| Investments | 293,057 | -549,233 | - | - |
| Total cash flow from investing activities (D) | 205,001 | -566,398 | -18,106 | -20,105 |

Statements of Cash Flows at December 31, 1998 - 1997 - 1996 - 1995 | Belgian GAAP

| | Amounts in Thousands BEF | | | |
|---|--------------------------|----------------|---------------|---------------|
| | 1998 | 1997 | 1996 | 1995 |
| Cash Flows from Financing Activities | | | | |
| Net proceeds (payments) on notes payable | -2,422 | -36,338 | 18,240 | 16,974 |
| Proceeds from long term debt | 994 | 3,671 | 15,000 | 2,931 |
| Principal repayments on long term debt | -6,958 | -14,237 | -3,022 | -2,000 |
| Capital increase/IPO | 835 | 724,212 | 17,500 | - |
| Total cash flow from financing activities (E) | -7,551 | 677,308 | 47,718 | 17,905 |
| Total Net Cash Flow (A)+(B)+(C)+(D)+(E) | 64,530 | 19,139 | 14,093 | -3,512 |
| Net Increase (Decrease) in Cash and Cash Equivalents | | | | |
| Cash at beginning of period | 33,599 | 14,460 | 367 | 3,879 |
| Cash at end of period | 98,129 | 33,599 | 14,460 | 367 |
| Difference | 64,530 | +19,139 | +14,093 | -3,512 |

Notes to the Financial Statements | Belgian GAAP

NOTE A: STATEMENT OF INTANGIBLE ASSETS AS AT DECEMBER 31, 1998

Amounts in Thousands BEF

| | |
|--|--------|
| A) ACQUISITION COST | |
| At the end of the preceding period | 35,985 |
| Movements during the year | 56,237 |
| At the end of the year | 92,222 |
| C) DEPRECIATION AND AMOUNTS WRITTEN OFF | |
| At the end of the preceding period | 35,985 |
| Movements during the year | 10,825 |
| At the end of the year | 46,810 |
| D) NET CARRYING VALUE AT THE END OF THE PERIOD | 45,412 |

NOTE B: STATEMENT OF TANGIBLE ASSETS AS AT DECEMBER 31, 1998

Amounts in Thousands BEF

| | |
|--|---------|
| A) ACQUISITION COST | |
| At the end of the preceding period | 41,091 |
| Movements during the year | |
| Expenditure | 34,087 |
| Sales and disposals | -0- |
| At the end of the year | 75,178 |
| C) DEPRECIATION AND AMOUNTS WRITTEN OFF | |
| At the end of the preceding period | 19,156 |
| Movements during the year | |
| Expenditure | +10,584 |
| Sales and disposals | -0- |
| At the end of the year | 29,740 |
| D) NET CARRYING VALUE AT THE END OF THE PERIOD | 45,438 |

Notes to the Financial Statements | Belgian GAAP

NOTE C: STATEMENT OF FINANCIAL FIXED ASSETS AS AT DECEMBER 31, 1998

| | Amounts in Thousands BEF |
|------------------------------------|--------------------------|
| A) ACQUISITION COST | |
| At the end of the preceding period | 238 |
| Movements during the year | |
| Expenditure | 868 |
| Sales and disposals | - |
| At the end of the year | 1,106 |

NOTE D: STATE OF THE CAPITAL AS AT DECEMBER 31, 1998

| | Amounts in Thousands BEF | Number of Shares |
|----------------------------|--------------------------|------------------|
| A) CAPITAL | | |
| 1. Issued capital | | |
| At end of preceding period | 142,752 | 5,958,956 |
| Changes during the period | | |
| Capital increase | 800 | 5,992,364 |

NOTE E: STATE OF DEBT AS AT DECEMBER 31, 1998

| | Amounts in Thousands BEF | Maximum 1 year | Between 1 and 5 years |
|---|--------------------------|----------------|-----------------------|
| A. Analysis of debts with an original maturity of | | | |
| over one year, by remaining maturity | | 4,710 | 4,530 |

NOTE F: STATE OF PERSONNEL CHARGES AS AT DECEMBER 31, 1998

| | 1998 | 1997 | 1996 |
|--|--------|--------|--------|
| 1. STAFF INCLUDED ON THE STAFF REGISTER | | | |
| a) Total number of people registered at year-end | 69 | 36 | 23 |
| b) Average number of people registered | | | |
| in full-time equivalent | 43 | 32.1 | 20.6 |
| c) Effective number of hours worked | 72,745 | 55,270 | 35,625 |
| 2. PERSONNEL CHARGES (000 BEF) | | | |
| a) Remuneration and direct benefits | 68,822 | 39,093 | 19,422 |
| b) Employer's contributions for social security | 21,524 | 15,896 | 5,672 |
| d) Other personnel charges | 708 | 255 | 1,635 |

Reconciliation between P & L according to Belgian GAAP and P & L according to US GAAP

As the accounts of Option International are kept in accordance with accounting principles generally accepted in Belgium (Belgian GAAP), adjustments had to be made to conform to US GAAP. As this translation of the financial statements did result in differences in Net Profit/Loss, a full reconciliation is presented.

Most important is the provision for deferred taxes. As Option International had tax recoverable losses in 1996, 1995 and 1994, a positive deferred tax provision was accounted for. In accordance with FAS 109 the asset is realisable. Due to the profit of 1997 and 1998, the tax recoverable losses could be partially offset against this profit.

Further adjustments were made to offset certain capitalized R&D, marketing and some consulting charges from the 1994 and 1995 accounts. This is allowed by Belgian GAAP, as intangible assets and formation expenses. Under US GAAP, these expenses have been charged to P&L. In 1996 the Board of Directors changed his accounting policy, expensing R & D, marketing and some consulting charges, when incurred. Consequently to the cumulative effect of US GAAP adjustments on December 31, 1995, Equity had to be reversed

The prior year adjustments refer to changes that only came up in 1996, but should have been taken into P & L in 1993 (BEF 4.050 million) and 1995 (BEF 1.676 million). Therefore an adjustment was made in US GAAP - reporting.

As bringing unrealised exchange profits to P & L was not foreseen by the valuation rules, but is allowed by Belgian GAAP if explicitly mentioned in the valuation rules, a last adjustment had to be made in order to account for the unrealised exchange profits on the USD-exchange rate at year-end 1997, especially on the investments. However, again to be in line with US-GAAP, the Board of Directors changed also this accounting policy in 1998.

| December 31 - 000 BEF | 1998 | 1997 | 1996 | 1995 |
|---|----------------|--------------|----------------|----------------|
| Net Result According to Belgian GAAP | -814 | 6,762 | -35,017 | -12,416 |
| Deferred Taxes | -15,230 | -3,690 | 14,894 | 4,434 |
| Formation Expenses to be transferred to P&L | 0 | - | 543 | -543 |
| Intangible Assets to be transferred to P&L | 0 | - | 12,038 | -2,507 |
| Prior Year Adjustments 1995/1996 | 0 | - | 1,676 | 1,676 |
| 1993/1996 | 0 | - | 4,050 | - |
| Unrealised exchange gains | -4,668 | 4,668 | - | - |
| Net Result According to US GAAP | -20,712 | 7,741 | -1,816 | -12,708 |

Reconciliation between P & L according to Belgian GAAP and P & L according to US GAAP

| December 31 - 000 BEF | 1998 | 1997 | 1996 | 1995 |
|---|----------------|----------------|---------------|---------------|
| Equity according to Belgian GAAP at closing date | 725,086 | 725,091 | -5,884 | 11,633 |
| Deferred Taxes | -15,230 | -3,690 | 14,894 | 4,434 |
| Formation Expenses to be transferred to P&L | 0 | - | 543 | -543 |
| Intangible Assets to be transferred to P&L | 0 | - | 12,038 | -2,507 |
| Prior Year Adjustments 1995/1996 | 0 | - | 1,676 | -1,676 |
| 1993/1996 | 0 | - | 4,050 | - |
| Unrealised exchange gains | -4,668 | 4,668 | - | - |
| US GAAP Adjustments prior years | 22,005 | 21,026 | -12,175 | 11,883 |
| Equity according to US GAAP at closing date | 727,193 | 747,095 | 15,142 | -542 |

Report of the Statutory Auditor on the Consolidated Financial Statements (US GAAP) for the year ended December 31, 1998

To the shareholders,

In accordance with legal and statutory requirements, we are pleased to report to you on the performance of the audit mandate which you have entrusted to us.

We have audited the consolidated financial statements as of and for the year ended December 31, 1998 which have been prepared under the responsibility of the board of directors and which show a balance sheet total of BEF 866.276 million and a consolidated loss for the year of BEF 20.712 million. We have also examined the consolidated directors' report.

Unqualified audit opinion on the consolidated financial statements

We conducted our audit in accordance with the standards of the 'Institut des Reviseurs d'Entreprises/Instituut der Bedrijfsrevisoren'. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement, taking into account the legal and regulatory requirements applicable to consolidated financial statements according to US GAAP.

In accordance with those standards, we considered the group's administrative and accounting organization, as well as its internal control procedures. We have obtained explanations and information required for our audit. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial statements. An audit also includes assessing accounting principles used, the basis for consolidation and significant accounting estimates made by management, as well as evaluating the overall consolidated financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion the consolidated financial statements give a true and fair view of the group's assets, liabilities, consolidated financial position as of December 31, 1998 and the consolidated results of its operations for the year 1998 then ended, in accordance with the legal and regulatory requirements applicable for US GAAP and the information given in the notes to the consolidated financial statements is adequate.

**Report of the Statutory Auditor on the Consolidated Financial Statements (US GAAP)
for the year ended December 31, 1998**

Other certification and information

We supplement our report with the following certification and information which do not modify our audit opinion on the consolidated financial statements:

- The consolidated directors' report contains the information required by law and is consistent with the consolidated financial statements.

Brussels, February 12, 1999

The Statutory Auditor

DELOITTE & TOUCHE

Bedrijfsrevisoren b.c.v.

Represented by Leo Van Steenberge

Report of the Statutory Auditor on the Consolidated Financial Statements (Belgian GAAP) for the year ended December 31, 1998

To the shareholders,

In accordance with legal and statutory requirements, we are pleased to report to you on the performance of the audit mandate which you have entrusted to us.

We have audited the consolidated financial statements as of and for the year ended December 31, 1998 which have been prepared under the responsibility of the board of directors and which show a balance sheet total of BEF 864,170 million and a consolidated loss for the year of BEF 814,000. We have also examined the consolidated directors' report.

Unqualified audit opinion on the consolidated financial statements

We conducted our audit in accordance with the standards of the 'Institut des Reviseurs d'Entreprises/Instituut der Bedrijfsrevisoren'. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement, taking into account the legal and regulatory requirements applicable to consolidated financial statements in Belgium.

In accordance with those standards, we considered the group's administrative and accounting organization, as well as its internal control procedures. We have obtained explanations and information required for our audit. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial statements. An audit also includes assessing accounting principles used, the basis for consolidation and significant accounting estimates made by management, as well as evaluating the overall consolidated financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion the consolidated financial statements give a true and fair view of the group's assets, liabilities, consolidated financial position as of December 31, 1998 and the consolidated results of its operations for the year 1998 then ended, in accordance with the legal and regulatory requirements applicable in Belgium and the information given in the notes to the consolidated financial statements is adequate.

Report of the Statutory Auditor on the Consolidated Financial Statements (Belgian GAAP) for the year ended December 31, 1998

Other certification and information

We supplement our report with the following certification and information which do not modify our audit opinion on the consolidated financial statements:

- The consolidated directors' report contains the information required by law and is consistent with the consolidated financial statements.

Brussels, February 12, 1999

The Statutory Auditor

DELOITTE & TOUCHE

Bedrijfsrevisoren b.c.v.

Represented by Leo Van Steenberge

Financial Calendar

| | |
|--------------------------------------|-----------------------------|
| General Meeting of Shareholders 1998 | March 31, 1999 |
| 1Q Results | Third week of May |
| 2Q Results | Third week of August |
| 3Q Results | Third week of November |
| Annual results 1999 | Third week of February 2000 |

Financial Information

For clarification concerning the information contained in this annual report please contact

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