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### **Escher Group Appoints Claude Kinsella as Senior Vice President**

*-- Escher's Sales and Business Development Efforts Gain Momentum with Kinsella's Appointment as Company Expands its Market Coverage and Introduces Enhanced Product Offerings --*

**Cambridge, Mass. – March 5, 2003** – Escher Group Limited, a leading provider of peer-to-peer messaging and data management solutions, today announced that it has appointed Claude Kinsella as senior vice president, business development. With the addition of Kinsella, the company is poised to take advantage of new sales opportunities as it expands its business development activities.

Since its founding in 1989, Escher has focused on providing business-driven solutions to postal organizations across the globe. The company's WebRiposte™ platform and its predecessor, Riposte®, are currently licensed on over 100,000 workstations in more than 55,000 business locations worldwide. Collectively, these systems process over 15 million transactions per day, amounting to a value of \$225 billion annually. In addition to traditional postage assessment and logistics functions, Escher's customers are using the company's counter automation solutions to deploy such applications as retail, banking, money transfers, bill payments, and much more.

This year marks the tenth anniversary of the first Riposte postal counter installation, and it also signifies the beginning of a new era for Escher as the company prepares to roll out several new product offerings and introduce its technology into new markets. This month, Escher debuts a product set that provides solutions for managing a distributed enterprise. The company is also introducing several Product Line Solutions that postal authorities can use to quickly and easily automate a variety of basic counter applications. These new products will deliver greater functionality and more value to Escher's customers and will appeal to a wider market. The appointment of Kinsella strengthens Escher's sales team as the company embarks on these important business development initiatives.

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Kinsella brings strong management, team building, and commercialization skills to his new role. He comes to Escher Group from the telecommunications sector, where he held senior-level positions in both cellular and fixed-line service offerings. Prior to that, he was involved in large-scale financial systems integration, where he gained considerable experience in European and Middle Eastern markets. Kinsella attended The College of Marketing and Design in Dublin, Ireland. He will be based out of the Escher Europe Limited office in Dublin.

“We are pleased to have Claude join us,” said Michael J. Murphy, president and CEO of Escher Group. “The expansion of our business development efforts is an important step in achieving our corporate goals. Escher has an exceptionally strong product set, as well as a host of emerging technologies that have been developed by our research and development division, Escher Labs. Our sales team plays a critical role in helping organizations understand how these products and technologies can solve their automation challenges. Claude has the skills and experience necessary to excel in this area, and we are fortunate to have him on our team.”

### **About Escher Group Limited**

Escher Group Limited is a leading provider of peer-to-peer messaging and data management solutions and services. The company offers a business-to-business, XML-based transaction management environment that is used in thousands of locations worldwide. Escher introduced Riposte — its flagship peer-to-peer messaging solution — in 1993, and later extended the product’s functionality with support for Internet-based applications when it launched WebRiposte in 2000. Today, the Riposte family of products has established Escher as the market leader in post office counter automation. The company is a proud sponsor of the MIT Media Lab’s “Things That Think Consortium,” which researches advances in information technologies. In addition to its headquarters in Cambridge, Massachusetts, Escher has offices in Dublin, London, and Singapore.

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