

# PRIME NEWS

## COMMUNIQUE DE PRESSE PRESSEMITTEILUNG NOTIZIE

PRIME COMPUTER AT A GLANCE

September 21, 1982

Prime Computer, Inc., designs, manufactures, sells and services general-purpose digital computers and interactive computer systems for worldwide markets.

Prime's computers are characterized by their large memory and system compatibility, product strengths in distributed data processing and database management, and ability to provide an increasing variety of solutions for end-users.

Prime systems are sold directly by the company and its subsidiaries, by its overseas distributors, and by system builders and remarketers.

All Prime's 50 Series computers are hardware compatible and utilize the PRIMOS<sup>TM</sup> operating system, creating one of the broadest compatible product lines available. PRIMOS allows quick system access and executes a full array of industry-standard languages and data management facilities.

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In addition to product line compatibility, Prime offers communications tools that enhance the benefits of the 50 Series computers. PRIMENET<sup>TM</sup> a sophisticated, global networking system, enables Prime computers to interact with other computer systems by accessing the major public data networks throughout the world. Prime's RINGNET<sup>TM</sup> local networking software permits the creation of high-speed local network.

Prime's common operating software, compatible hardware and networking and communications software are supported by a full range of database management tools, a range of options in high-level languages and a full complement of peripheral devices and interfaces. Typical system price range is \$60,000 to \$400,000.

In 1981, the top-of-the-line Prime 850 system was introduced, and significant upgrades, known as MOD II, were made to the models 250 and 550 computers. The 850 was the first system in the industry to offer multistreaming, the ability to process two different streams of data simultaneously. The year 1981 also marked Prime's first major product announcement in the field of computer-aided design (CAD). This product, MEDUSA<sup>TM</sup>, combines the latest technology in two- and three-dimensional mechanical design, drafting and documentation.

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More than 6,000 Prime computer systems are in operation worldwide and are used in interactive business data processing and scientific/engineering computational environments. Prime is positioned among computer manufacturers as an end-user supplier of highly reliable, quality systems.

Prime Computer has grown from \$12,000 in sales in 1972 to more than \$420 million annualized revenues and \$43.6 million in annualized profit at the end of the second quarter of 1982. (Sales for the fiscal year 1981, which ended December 31, 1981, were \$364,787,000, an increase of 36 percent over \$267,637,000 for FY 1980). Net income in 1981 was \$37,678,000, or \$1.25 per share, continuing better than 10 percent after tax performance in a difficult economic environment. Return on shareholder's equity for 1981 was 31.2 percent, nearly double the average rate for U.S.-based industrial corporations, and the highest return earned in the computer industry.

Prime employed more than 4,700 people worldwide at the end of the second quarter of 1982. More than 1,000 of these employees are professionals working outside the U.S., who are responsible for generating almost half of Prime's revenue.

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Prime's administrative, marketing and finance operations are centralized at the company's corporate headquarters, Prime Park in Natick, Massachusetts. Research and development and engineering is conducted in nearby Framingham, Massachusetts, and in Bedford, United Kingdom. These engineering facilities are networked through PRIMENET, Prime's remote networking product. Manufacturing plants are located in Framingham, Massachusetts; Santry, Ireland; and Ponce, Puerto Rico. At each Prime location worldwide, the company uses its own computers to maximize productivity, and provide a laboratory for future product development.

Prime joined the ranks of the FORTUNE 1000 listing of U.S. industrial corporations in 1980 at 866, based on 1979 sales of \$153 million. Based on 1981 sales, Prime was listed at 563, advancing 303 places in just two years.

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MEDUSA is a trademark of Cambridge Interactive Systems, Ltd., Cambridge, England.