

Stockholm, 28 April 2011

IBS Appoints Authorized Reseller for Spain and Portugal

International Business Systems AB (IBS) has announced the appointment of Teksajo Sistemas de Informação Lda as an authorized reseller for Spain and Portugal. Teksajo will provide IBS with an additional sales channel in the key vertical markets of Pharma, Electro and Book Distribution in Iberia.

Teksajo is a specialist IT services company with consultants that have many years experience in the design, implementation and support of ERP, CRM and Business Intelligence solutions for regional and global clients. The company is focused on key vertical industries, which are in line with IBS target markets. The two companies already share a major customer in the book distribution sector, Grupo Bertrand Círculo in Portugal.

Paulo Silva, IBS Regional Manager for Iberia, comments, *"Spain and Portugal is a key target region for IBS because we have identified that our industry expertise and value added offerings can make a real difference in this marketplace. We already have excellent reference sites and we are keen to use these to develop the business further. Teksajo is an ideal partner to help us achieve this because they have experience of our products and they are focused on working with distribution companies in the same vertical markets."*

António Lopes, Teksajo's Partner, comments, *"We have worked with IBS for some time and are familiar with their products and services. The company is a clear market leader in delivering industry-specific software systems for distribution companies. With this agreement, we can offer the knowledge and skills of our resources and Teksajo complementary offerings, together with IBS established and comprehensive range of ERP and business software, in order to offer customers a complete and compelling solution and contribute to customers loyalty."*

As part of the agreement, IBS will work closely with Teksajo to ensure they have the sales and technical training they need to properly market and support IBS products. IBS will also provide a range of marketing support to help promote its products and ensure the company achieves its business development targets.

Silva concludes, *"Our objective with this agreement is to grow the business and sign new contracts in Spain and Portugal. With Teksajo's industry and product knowledge, we are able to enjoy a valuable local presence that will ensure we can offer the best possible service to our customers."*

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IBS in brief

With over 30 years of experience, IBS is a leading provider of distribution management solutions. IBS focuses on industries such as automotive, electrical components, paper & packaging and pharmaceutical distribution. More than 4,000 customers across some 40 countries use IBS solutions to gain fast and measurable returns on IT investments.

IBS B share is listed on NASDAQ OMX First North Stockholm. For more information, please visit www.ibs.net