



Stockholm, 5 November, 2001

IBS and IBM announce integrated Supply Chain solution

IBM and IBS, International Business Systems, have announced a new integrated solution to help businesses easily and affordably automate their supply chains. The optimized IBM eServer for IBS software offers wholesale distributors and manufacturers an integrated supply chain execution solution that is reliable, scalable, secure and affordable, yet simple to implement and easy to maintain. IBS software helps businesses automate demand-driven supply-chain processes and gain a competitive advantage through improved operational efficiency.

"This new integrated offering is specially optimised for wholesale distributors and sales companies in international groups", said Magnus Wastenson, vice president, global marketing, IBS. "This is a very attractive solution for small and mid-sized companies because it integrates IBS' leading supply chain execution software with IBM's powerful new generation of eServer products."

"Today more than ever, mid-sized customers need fully integrated solutions that are affordable, simple to deploy and easy to manage", said Kim Stevenson, vice president, IBM eServer iSeries marketing operations. "By teaming with leading solution providers like IBS, we can provide customers with secure, scalable and cost-effective solutions that help them reduce the complexity of e-business and realise faster time to benefit than competitive solutions that are not fully integrated."

The new server is part of IBM's strategy to deliver low-cost, easy-to-implement, integrated hardware and software solutions that help customers reduce the cost and complexity of e-business. The IBM/IBS solution joins the IBM eServer iSeries Powered by WebSphere as part of this strategy.

Taking small and medium business (up to 1,000 employees) as an example, IBM believes these will represent 52 per cent of the total server market worldwide by 2004. The total IT opportunity for small and medium business is more than \$300 billion, and customers spend two-thirds of those dollars on solutions for delivering fast return on their investment.

The IBM eServer for IBS will be jointly marketed worldwide through IBM Business Partners, IBS' direct sales force, and IBS' business partner network. General availability is expected in the fourth quarter of 2001.

IBS AB, CORPORATE HEADQUARTERS

P O Box 1350, SE-171 26 Solna, Sweden Visitors: Hemvärnsgatan 8

Tel: +46 8 627 23 00 Fax: +46 8 764 59 65 Email: infoibs@ibs.se Internet: www.ibs.se

Corp Reg No: 556198-7289 Reg Office: Stockholm, Sweden



PRESS RELEASE

page 2 (2)

For more information, please contact:

Staffan Ahlberg, CEO of IBS AB
Tel. +46 (0)8 627 2420, +46 (0)70 627 2420
email: staffan.ahlberg@ibs.se
Magnus Wastenson, VP Global Marketing, IBS AB
Tel: +46 (0)70 627 2515
email: magnus.wastenson@ibs.se

Björn Bontin, CFO and Head of IR, IBS AB
Tel. +46 (0)8 627 24 02, +46 (0)70 627 2402
email: bjorn.bontin@ibs.se

About IBS IBS is a world-class provider of wholesale distribution and supply chain software and consulting services. IBS is a global strategic IBM Business Partner, and IBS software runs on IBM eServer iSeries. IBS is ranked as the world's largest supplier of Supply Chain Execution software and services by AMR Research 2001. IBS has more than 5,000 customers in 40 countries, 2,250 employees and annual worldwide corporate revenue of about \$250 million.

Information on IBS is available at <http://www.ibs.se>

About IBM IBM is the world's largest server company, offering a full line of data transaction, Web application and appliance servers that embrace open industry standards. Powered by breakthroughs such as microprocessors with copper wiring and Silicon-on-Insulator technology, IBM servers have captured leading industry benchmarks that measure transactions, Web serving capabilities and performance in software applications. IBM supports Linux on its entire portfolio of e-business servers.

Information on IBM eServer is available at <http://www.ibm.com/eserver>.

IBS AB, CORPORATE HEADQUARTERS

P O Box 1350, SE-171 26 Solna, Sweden Visitors: Hemvärnsgatan 8
Tel: +46 8 627 23 00 Fax: +46 8 764 59 65 Email: infoibs@ibs.se Internet: www.ibs.se
Corp Reg No: 556198-7289 Reg Office: Stockholm, Sweden