Interim report

January-September 2003

January-September 2003

- Net profit for the first nine months of the year amounted to SEK -56m (-226m) and net profit per share was SEK -0.70 (-2.83).
- Total revenue for the period amounted to SEK 1 672m (1 782m).
- Total operating costs were 15% lower than for the corresponding period last year, excluding non-recurring items for 2002.
- Cash flow from operating activities amounted to SEK 90m (54m) during the period.

July-September 2003

- Net profit for the third quarter amounted to SEK -24m (-175m).
- Total revenue for the third quarter increased by 4% to SEK 521m (503m).
- Total operating costs were 13% lower than for the corresponding period last year, excluding non-recurring items for 2002.
- A continued recovery in the investment climate for IBS business solutions has been noted in a number of countries.

Full-year forecast

 The full-year forecast for 2003 remains unchanged, i.e. the pre-tax result is expected to be positive, provided there is no significant deterioration in the market during the final quarter.

24 October 2003



Increased revenue and improved result in the third quarter

The market

The market for business software is seasonally weak during July and August. During September and October, an improvement in market activity has been noted with an increase in enquiries for new or supplementary IT solutions from IBS.

After almost four years of declining investments in IT, in our judgement we can now see a cautious increase in demand. The strongest indications of this recovery have been observed within our operations in the USA and Australia. But we can also see signs of increasing demand in Europe and other parts of the world. Priority is above all being given to selective investments that can generate measurable business improvements and pay back quickly. Many of these projects aim at continued efforts to cut costs, increase customer service, integrate product supply and improve financial control and information to corporate management.

IBS has chosen to specialise in solutions for distribution and supply chain management, financial control and demand-driven manufacturing for medium-sized companies and subsidiaries in larger groups. The focus on vertical solutions for pharmaceutical distribution, electronics, industrial supplies, the automotive industry, food, real estate companies and consumer durables has met with continued success.

IBS intends to increase its market shares as a consequence of greater specialisation in selected sectors and a strengthened sales concept directed at corporate management.

Exchange rates

IBS' currency risk is limited in that nearly all the operative subsidiaries invoice in the same currency as the one in which they incur their costs. Major currency transactions are normally hedged. During the period January-September, the Swedish krona rose compared to the IBS Group's weighted currency basket by approximately 2%. This means that in fixed exchange rates the increase in revenue and costs will be two percentage units higher, but that the result will only be affected marginally.

During the third quarter, the total effect of changes in exchange rates in relation to the Swedish krona has had no significant effect on IBS' revenue or costs.

January-September 2003

The pre-tax profit amounted to SEK -59m compared to SEK -227m during the corresponding period last year. Last year's result included SEK 113m for costs of a non-recurring nature, which means an improvement in operating profit of SEK 55m.

Substantial improvements in profit have been achieved in the US, UK, France, Italy, South America, Asia and in the Parent Company.

Total revenue amounted to SEK 1 672m (1 782m), which is a decrease of 6% compared with the same period last year. The decrease in total revenue is primarily due to the cut in the number of consultants compared with last year as a consequence of the cost reduction programme that was implemented in the second half of 2002.

The total operating costs have dropped by 27%, or 15% excluding costs of a non-recurring nature from the previous year.

The number of staff has decreased by 201 compared with 30 September 2002. The number of staff on 30 September 2003 was 1 940.

Third quarter 2003

The pre-tax profit amounted to SEK -26m compared with SEK -157m during the corresponding period last year. Last year's result included SEK 97m for costs of a non-recurring nature, which means an improvement in operating profit of SEK 34m

During the third quarter, IBS' total revenue increased by 4% to SEK 521m (503m). Hardware and other revenue increased by 22%. This is attributable to the increase in IBM's competitiveness and IBS' ability to offer consolidated solutions as part of our overall undertaking. Investments in hardware are often made at the early stages of an economic upswing, which could be interpreted as a sign of an approaching improvement in the IT market.

Software revenue increased by 1% during the third quarter. New agreements have been entered into with the Glennon Group, Arrow Electronics, Albert Price, Fade Group, MBD Meca, Hobby Hall, Vemedia, General de Pilas, Luxo, Waterloo Housing, Knightstone Housing, Select Harvests and Moraitis.

The improvement in result is mainly attributable to increased total revenue, an improved consultancy margin and a reduction in operating costs. The consultant margin was 18% during the third quarter, compared with 15% during the same quarter last year.

The number of staff decreased by 30 to a total of 1 940 employees.

Liquidity and financial position

The Group's financial position continues to be strong. Group equity as at 30 September amounted to SEK 451m (487m) and the equity to total assets ratio was 37% (35%).

Cash flow from operating activities for the first nine months of the year was SEK 90m (54m). Cash flow during the third quarter amounted to SEK 13m (-41m).

Tax for the period January-September amounting to SEK 4m (-4m) as reported in the Income Statement consists of SEK -4m (-3m) in current tax and SEK 8m (-1m) in deferred tax. Tax paid during the period amounts to SEK 16m (14m).

Cash and liquid assets, including short-term investments, amounted as at 30 September to SEK 140m (173m). In addition, there were credit facilities of SEK 91m (61m). Current assets represented 102% (109%) of current liabilities.

On 30 September 2003, the Group had interest-bearing loans totalling SEK 185m (245m) (excluding debts to leasing companies).

Investments

Group investments in equipment amounted to SEK 18m (26m) during the period January-September.

During the third quarter, development costs for products to be launched within twelve months exceeded depreciation by SEK 3m (-2m).

The Parent Company

The Parent Company provides centrally-developed software and group services. Parent Company gross revenue during the period January-September amounted to SEK 129m (131m) and the pre-tax result to SEK -13m (-13m).

The IBS share

The share price as at 30 September 2003 was SEK 8.70 per share, which is an increase of 102% since 31 December 2002. The total number of shares amounts to 79.6 million. In addition, IBS has two outstanding warrants programmes: 00/04 with 5 million warrants at a strike price of SEK 65 per share, and 03/06 with 4 million warrants at a strike price of SEK 7.66 per share. On 30 September, 2.2 million warrants has been subscribed to in the latter programme.

Corporate acquisition within supply chain integration

The integration area is one of the fastest growing segments in the IT market. There is a significant need to link together different platforms and applications in order to increase the efficiency of and co-ordinate business operations without having to replace existing systems.

IBS has acquired the software company Accima Technologies AB. Accima is a specialist company with advanced software solutions and know-how within integration between different software and computers. This acquisition further strengthens IBS' position within the supply chain management area. The software will also be included in IBS' business systems ASW and IBS Virtual Enterprise as an important link in the rapid and simple integration of different types of software.

Accima has over 200 customers in 13 countries who use the company's products for the rapid integration of computer systems, simple conversion of databases and improved communication between business units, customers and suppliers. This year, the acquisition will only have a marginal effect on IBS' turnover and result.

Accounting principles

The Group adheres to recommendations made by the Swedish Financial Accounting Standards Council. The introduction of new recommendations for 2003 has had no effect on comparisons made in this report.

Outlook for the future

After almost four years of diminishing IT investments, there is a considerable pent-up demand among many companies for new and improved software that can reduce costs, improve customer service and increase profitability.

IBS is planning for a gradual improvement in the investment climate throughout the rest of 2003, and anticipates an increase in the total market in 2004. Continued efficiency improvement measures and cost adjustments will be implemented within the framework of operating activities. Through continued specialisation and strengthened sales concepts, IBS expects to be able to increase its market shares in the long term. The market will to an increasing extent be governed by the demands of group management for IT investments that improve business processes and results. Many managers are today open to new suppliers who can provide better support for operations and business targets.

Forecast

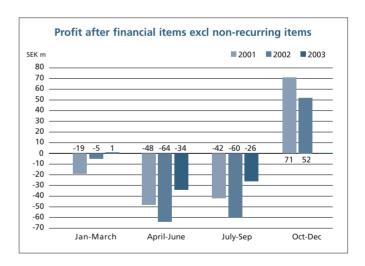
Owing to seasonal variations in new sales, maintenance and renewal fees, as well as in the number of days worked by consultants, IBS regularly generates its strongest results during the fourth quarter.

The full-year forecast remains unchanged, i.e. provided there is no serious deterioration in the market during the fourth quarter, IBS is expected to report a positive pre-tax result for 2003.

Information plan

The year-end report for the full year 2003 will be published on 29 January 2004.

Solna, 24 October, 2003 Magnus Wastenson CEO



This report has not been audited.

Questions concerning this report will be answered by

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CFO Per-Arne Sendrén

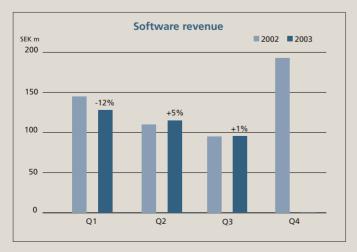
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Analysis

		3 rd Qu	uarter		Ja	n-Sep
Analysis of revenue growth between the years						
	03/02	02/01	01/00	03/02	02/01	01/00
Volume increase (average no. of staff) Acquisitions/disposals Price and efficiency change Growth rate, internally influenced Influence of exchange rate fluctuation Total growth rate	-9% -1% 14% 4% 0% 4%	-4% 0% -5% -9% -2% -11%	-7% 4% 18% 15% 11% 26%	-10% -1% 7% -4% -2% -6%	-4% 0% 4% 0% 0% 0 %	-6% 6% 6% 8% 14%
Gross profit per revenue stream SEK million						
	2003	2002	2001	2003	2002	2001
Software licences Professional services Hardware and other revenue Total	80 48 30 158	84 41 27 152	76 72 28 176	296 160 79 535	309 192 86 587	282 222 84 588
Gross margin in % per revenue stream						
	2003	2002	2001	2003	2002	2001
Software licences Professional services Hardware and other revenue Total	84% 18% 19% 30%	88% 15% 21% 30%	79% 23% 18% 31%	87% 18% 18% 32%	88% 19% 20% 33%	83% 22% 21% 33%
Type of revenue in % of total revenue						
	2003	2002	2001	2003	2002	2001
Software licences Professional services Hardware and other revenue Total	18% 51% 31% 100%	19% 55% 26% 100%	17% 56% 27% 100%	20% 54% 26% 100%	20% 55% 25% 100%	19% 58% 23% 100%
Operating costs in % of revenue						
	2003	2002	2001	2003	2002	2001
Product development costs Sales and marketing costs General and administrative costs Non-recurring items Total	9% 14% 12% - 35%	11% 18% 13% 19% 61%	8% 15% 15% - 38%	10% 12% 13% - 35%	11% 15% 13% 6% 45%	9% 16% 14% - 39%
Depreciation SEK million						
	2003	2002	2001	2003	2002	2001
Goodwill Capitalised product development costs Equipment, financial leasing and software Total	-8 -12 -15 -35	-8 -12 -18 -38	-7 -9 -17 -33	-22 -36 -44 -102	-23 -36 -50 -109	-20 -25 -53 -98

Outcome per quarter												
SEK million	2000	2001	2001	2001	2001	2002	2002	2002	2002	2003	2003	2003
	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3*	Q4*	Q1	Q2	Q3
Software licences	164.6	136.7	106.0	95.6	184.2	145.4	109.9	95.2	192.9	127.9	115.4	95.7
Total revenue	678.6	599.1	616.3	566.7	841.6	656.8	621.5	503.4	735.4	581.5	569.3	521.4
Operating profit *	47.8	-19.2	-48.1	-39.4	74.7	-2.0	-59.5	-155.2	37.3	3.6	-32.4	-25.5
Profit after financial items	49.6	-19.0	-48.3	-42.2	70.9	-5.4	-64.2	-157.3	28.1	0.6	-33.8	-26.3

^{*} Including non-recurring items amounting to SEK million -97 (Q3 2002) and -24 (Q4 2002).





Consolidated income statement

SEK million	2003 July-Sep	2002 July-Sep	03/02	2003 Jan-Sep	2002 Jan-Sep	03/02	Last 12 months	2002 Full year
Revenue Software licences Professional services Hardware and other revenue	95.7 266.7 159.0	95.2 278.1 130.1	1% -4% 22%	339.0 901.8 431.4	350.5 990.1 441.1	-3% -9% -2%	531.9 1 252.3 623.4	543.4 1 340.6 633.1
Total revenue	521.4	503.4	4%	1 672.2	1 781.7	-6%	2 407.6	2 517.1
Cost of revenue Software licences Professional services Hardware and other costs	-15.2 -218.8 -129.4	-11.0 -237.5 -102.9	38% -8% 26%	-42.6 -742.2 -352.1	-41.5 -798.6 -354.8	3% -7% -1%	-58.2 -1 039.9 -497.2	-57.1 -1 096.3 -499.9
Total cost of revenue	-363.4	-351.4	3%	-1 136.9	-1 194.9	-5%	-1 595.3	-1 653.3
Gross profit	158.0	152.0	4%	535.3	586.8	-9%	812.3	863.8
Product development costs Sales and marketing costs General and administrative costs Non-recurring items One-time write-down of goodwill	-48.8 -70.8 -63.9 -	-56.9 -87.5 -65.6 -97.2	-14% -19% -3%	-163.5 -212.4 -213.7 -	-187.6 -264.1 -239.2 -112.6	-13% -20% -11%	-230.9 -278.5 -296.2 -17.6 -6.1	-255.0 -330.2 -321.7 -130.2 -6.1
Total operating costs	-183.5	-307.2	-40%*	-589.6	-803.5	-27%*	-829.3	-1 043.2
Operating profit	-25.5	-155.2		-54.3	-216.7		-17.0	-179.4
Financial items Interest income Interest expenses Other financial items	0.9 -2.9 1.2	1.4 -4.0 0.5		3.0 -8.8 0.7	4.3 -10.5 -4.0		3.7 -13.3 -4.7	5.0 -15.0 -9.4
Profit after financial items	-26.3	-157.3		-59.4	-226.9		-31.3	-198.8
Tax Minority holdings, net	2.2 0.3	-19.8 1.8		3.7 0.1	-4.1 5.5		5.7 -0.2	-2.1 5.2
Net profit for the period	-23.8	-175.3		-55.6	-225.5		-25.8	-195.7
Net profit per share Net profit per share after dilution	-0.30 -0.30	-2.20 -2.20		-0.70 -0.70	-2.83 -2.83		-0.32 -0.32	-2.46 -2.46
rvet promit per share after anation	-0.50	2.20						
Average number of shares (thousand) Average number of shares after dilution	79 608	79 608		79 608	79 608		79 608	79 608

^{*} Excluding non-recurring items, the total operating costs have decreased by 13% in the third quarter and by 15% during the first nine months.

^{**} At present, the current warrants programs have no effect as regards dilution.

Segment analysis, Jan-Sep	Sw	eden		Nordic ntries	Rest of	Europe		st of world	incl. (comp. Group tments	To	otal
SEK million	2003	2002	2003	2002	2003	2002	2003	2002	2003	2002	2003	2002
Revenue from external customers												
Software licences Professional services Hardware and other revenue	47.9 260.1 136.5	62.8 276.4 134.7	28.9 162.9 56.5	29.3 176.3 53.7	224.3 419.5 219.5	230.2 460.0 239.5	37.4 58.7 18.9	28.1 77.4 13.2	0.4 0.7 0.0	0.0 0.0 0.0	339.0 901.8 431.4	350.5 990.1 441.1
	444.5	473.9	248.3	259.3	863.3	929.7	115.0	118.7	1.1	0.0	1 672.2	1 781.7
Inter-segment revenue	4.3	5.7	7.9	2.0	9.6	11.9	1.4	2.3	-23.2	-21.9	0.0	0.0
Total revenue	448.8	479.6	256.2	261.3	872.9	941.6	116.4	121.0	-22.1	-21.9	1 672.2	1 781.7
Segment operating profit	-25.2	-2.6	-7.9	-4.0	16.2	-26.9	-1.8	-32.1	-35.7	-38.6	-54.3	-104.1
Unallocated expenses Operating profit											0.0 -54.3	-112.6 -216.7

The segment reporting is produced in accordance with RR25 (Swedish Fin. Accounting Standards Council). For IBS, the primary basis for segmentation is geographical area. The segmentation is based on IBS' organisation and the structure of the international reporting system. IBS' risks and opportunities are primarily impacted by the Group having operations in different countries. Internal pricing is based on market price levels.

Consolidated balance sheet

SEK million	2003 30 Sep	2002 30 Sep	2002 31 Dec		2003 30 Sep	2002 30 Sep	2002 31 Dec
ASSETS				EQUITY AND LIABILITIES			
Fixed assets				Equity			
Intangible assets Capitalised product development costs Goodwill Acquired software	108.3 222.5 4.4	91.7 253.6 3.2	95.4 237.3 5.9	Restricted equity Share capital Restricted reserves	15.9 622.1	15.9 607.7	15.9 614.2
	335.2	348.5	338.6	Non-restricted equity	638.0	623.6	630.1
Tangible assets Equipment Financial leasing contracts	72.5 47.3	95.3 43.0	86.5 43.8	Non-restricted reserves Net profit for the period	-131.1 -55.6	88.9 -225.5	83.4 -195.7
	119.8	138.3	130.3		-186.7	-136.6	-112.3
Financial assets Participations in associated companies	0.4	0.4	0.2	Total equity	451.3	487.0	517.8
Other long-term receivables Deferred tax receivables	10.9 51.0	12.3 32.4	12.4 43.2	Minority holdings	3.7	7.3	9.5
	62.3	45.1	55.8	Provisions Deferred tax	7.0	13.6	7.2
Total fixed assets	517.3	531.9	524.7	Reserve for project and guarantee costs	11.8	30.9	25.1
Current assets				Liabilities	18.8	44.5	32.3
Inventories	4.5	3.2	5.2				
Current receivables Accounts receivable	361.0	469.9	711.7	Long-term liabilities Liabilities to credit institutions Other long-term liabilities	48.9 14.2	54.3 15.9	49.7 17.0
Tax receivables Other receivables	25.6 24.3	37.3 46.5	26.1 27.1	Current liabilities	63.1	70.2	66.7
Prepaid expenses and accrued income	150.8	163.4	111.5	Liabilities to credit institutions Accounts payable	184.2 113.6	233.5 117.8	197.1 201.4
	561.7	717.1	876.4	Income tax liability	1.4	7.4	16.1
Short-term investments Cash and bank balances	29.3 110.5	48.7 124.5	19.7 149.6	Other current liabilities Accrued expenses and deferred income	72.7 314.5	74.0 383.7	124.0 410.7
	139.8	173.2	169.3		686.4	816.4	949.3
Total current assets	706.0	893.5	1 050.9	Total liabilities	749.5	886.6	1 016.0
TOTAL ASSETS	1 223.3	1 425.4	1 575.6	TOTAL EQUITY AND LIABILITIES	1 223.3	1 425.4	1 575.6

Change in Group equity

SEK million	2003 30 Sep	2002 30 Sep	2002 31 Dec
Opening balance	517.8	723.7	723.7
External dividends	-	-	-0.6
Warrants	4.9	-	-
Net profit for the period	-55.6	-225.5	-195.7
Translation differences for the year	-15.8	-11.2	-9.6
Closing balance	451.3	487.0	517.8

Changes in pledged assets and contingent liabilities

SEK million	2003 30 Sep	2002 31 Dec	Change
Pledged assets Corporate mortgages Pledged shares in subsidiaries Assets charged with ownership reservation	3.5 109.8 73.7	3.5 109.8 106.0	0.0 0.0 -32.3
Contingent liabilities Guarantees to subsidiaries Other contingent liabilities	53.4 17.2	85.8 22.4	-32.4 -5.2

Revenue per country

SEK million	2003 Jan-Sep	2002 Jan-Sep	03/02 %	2002 Full year
Sweden	454	487	-7%	709
Belgium	229	236	-3%	327
UK	162	169	-4%	225
Netherlands	153	171	-11%	244
Finland	140	132	6%	200
France	138	183	-25%	236
Denmark	91	108	-16%	155
Portugal	85	80	6%	117
USA	68	79	-14%	103
Switzerland	41	42	-2%	53
Germany	36	33	9%	45
Australia	25	19	32%	31
Norway	24	22	9%	37
Italy	13	9	44%	13
Colombia/Mexico	12	6	100%	11
Spain	11	18	-39%	22
Poland	9	12	-25%	17
Brazil	5	14	-64%	17
Malaysia/Singapore	1	4	-75%	6
Eliminations incl.				
Parent Company	-25	-42	-	-51
Total	1 672	1 782	-6%	2 517

Consolidated cash flow analysis

SEK million	2003 July-Sep	2002 July-Sep	2003 Jan-Sep	2002 Jan-Sep	Last 12 months	2002 Full year
Operating activities Profit after financial items Adjustments to reconcile profit after	-26.3	-157.3	-59.4	-226.9	-31.3	-198.8
financial items to cash Tax paid	32.9 5.8	54.9 -11.6	97.2 -15.6	131.0 -13.9	123.2 -7.4	157.0 -5.7
Cash flow from operating activities before changes in working capital	12.4	-114.0	22.2	-109.8	84.5	-47.5
Changes in working capital						
Inventories	-1.2	3.4	0.7	8.4	-1.3	6.4
Operating assets	64.7	97.6	288.7	206.4	113.2	30.9
Operating liabilities	-62.7	-28.2	-221.3	-51.2	-61.7	108.4
Cash flow from operating activities	13.2	-41.2	90.3	53.8	134.7	98.2
To control and title						
Investing activities	-2.5	-0.5	-8.2	-7.4	-8.2	-7.4
Acquisition of subsidiaries Change, intangible assets	-2.5	0.2	-6.2 -54.4	-7.4 -35.7	-62.2	-7.4 -43.5
Change, intangible assets Change, tangible assets	-15.0	-13.1	-38.9	-39.5	-45.3	-45.9
Change, financial assets	4.7	4.6	1.2	0.1	6.0	4.9
Cash flow from investing activities	-32.8	-8.8	-100.3	-82.5	-109.7	-91.9
_						
Financing activities						
Warrants	4.9	-	4.9	-	4.9	-
Net change, loans	-5.1	32.3	-12.7	47.5	-52.1	8.1
Dividends paid to minority					-0.6	-0.6
Cash flow from financing activities	-0.2	32.3	-7.8	47.5	-47.8	7.5
Cash flow for the period	-19.8	-17.7	-17.8	18.8	-22.8	13.8
Liquid assets, beginning of period	169.8	190.0	169.3	160.1	173.2	160.1
Translation differences in liquid assets	-10.2	0.9	-11.7	-5.7	-10.6	-4.6
Liquid assets, end of period	139.8	173.2	139.8	173.2	139.8	169.3

Key figures and data per share

Key figures	2003 July-Sep	2002 July-Sep	2003 Jan-Sep	2002 Jan-Sep	Last 12 months	2002 Full year
Average number of employees	1 955	2 159	1 973	2 199	1 999	2 169
Revenue per employee (SEK thousand)	267	233	848	810	1 204	1 161
Value added per employee (SEK thousand)	122	65	443	371	633	557
Value added per employee excl. non-recurrent items (SEK thousand)	122	110	443	422	644	620
Operating margin %	-5	-31	-3	-12	-1	-7
Operating margin excl. non-recurring items %	-5	-12	-3	-6	0	-2
Capital turnover ratio	0.4	0.3	1.2	1.1	1.7	1.5
Return on total capital %	-2	-10	-4	-14	-1	-11
Return on capital employed %	-3	-18	-7	-24	-2	-21
Return on equity %	-5	-30	-11	-37	-5	-31
Ratio of risk capital %	38	36	38	36	38	34
Liquidity %	102	109	102	109	102	110
Equity to total assets ratio % Interest cost cover ratio	37 -8	35 -38	37 -6	35 -21	37 -1	33 -12
DSO (Days of sales outstanding)	-8 56	-38 72	-6 68	-21 73	59	-12 64
D3O (Days of Sales outstariding)	30	12	00	73	39	04
Key figures per share						
Net profit	-0.30	-2.20	-0.70	-2.83	-0.32	-2.46
Adjusted equity	5.67	6.12	5.67	6.12	5.67	6.50
Cash flow from operating activities	0.17	-0.52	1.13	0.68	1.69	1.23
Share data						
Average number of shares (thousand) Average number of shares after dilution	79 608	79 608	79 608	79 608	79 608	79 608
(thousand)*	79 608	79 608	79 608	79 608	79 608	79 608
Total no. of shares (thousand)	79 608	79 608	79 608	79 608	79 608	79 608
Total no. of warrants (thousand)	7 181	10 000	7 181	10 000	7 181	5 000

^{*} At present, the current warrants programs have no effect as regards dilution.

IBS in brief

IBS' mission is to help our customers increase profitability and customer service through solutions and services that improve business processes and deliver measurable business value.

IBS is one of the world's largest suppliers of business software and systems, and a world leader in the field of integrated solutions for customer relations management, distribution and supply chain management. IBS also has a strong position within solutions for financials and demand-driven manufacturing. Our systems are specifically developed for business-to-business sales and procurement, e-business, inventory management, logistics, management decision support and after-sales service.

We offer complete solutions by providing software, professional services, IT equipment, facilities management and financing services. Fast and efficient implementation enables customers to focus on their own business targets.

A global network of subsidiaries and business partners ensures that IBS' solutions are available worldwide.

