

Stockholm, 1 December, 2003

IBS signs order with leading pharmaceutical company in Australia

Sigma Company Ltd. has signed an agreement with IBS in Australia for installation of IBS' specialised software solution for pharmaceutical distribution, IBS Pharma. The agreement covers software, implementation, services and hardware in the amount of EUR 4.5m.

The solution includes order management, customer service, distribution, warehouse management, logistics, supply chain management, financial control and management information. IBS' solution replaces Sigma's current legacy system.

"Sigma has undertaken a comprehensive selection process, which resulted in IBS being selected as the preferred vendor. IBS' turn key solution minimises the project risk for us, and I look forward to the significant efficiency benefits and improved functionality that the new system will provide", says Elmo de Alwis, Managing Director of Sigma. "Our ability to better service our customers' requirements in a more complex environment will be enhanced by the successful implementation of the ASW system".

"I am confident that both our companies will benefit greatly from our ongoing relationship," says Staffan Wensing, Managing Director of IBS Australia. "We are proud to be associated with one of Australia's most successful pharmaceutical distributors. The implementation of IBS Pharma, with its industry-specific functionality, is expected to facilitate further improvements in Sigma's supply chain processes and deliver significant business value".

"This order shows the strength of our international focus on pharmaceutical distribution", says Magnus Wastenson, CEO of IBS. "Sigma is a successful company with dynamic management. The deal was won in competition with other international vendors and emphasises the strength of the IBS solution".

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IBS AB, (XSSE: IBS B) International Business Systems, is a leading provider of business software for supply chain management, business intelligence, financial control, and demand-driven manufacturing. IBS' primary focus is mid-sized and large wholesale distributors as well as sales and manufacturing companies in international groups, especially in pharmaceuticals, electronic parts and equipment, automotive parts and supplies, machinery, industrial supplies and consumer durables. For more information, please visit www.ibs.net

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