

Stockholm, 7 June 2004

## IBS wins order in Denmark worth SEK 16 million

IBS has signed an agreement with R98, one of Denmark's largest waste management companies, for a value of SEK 16 million. The first stage of the order comprises the installation of an entirely new IT system with software and consultancy services.

IBS will replace R98's present system, which was developed in-house, by the latest version of the IBS business software ASW.

*"We are gearing ourselves to meet stiffer competition. This investment in an effective IT system will have a very short payback time. Our relationship with IBS goes back many years, and we are now appointing them as sole supplier since they have proved themselves capable of meeting our high demands for efficiency and quality",* says Uffe Just Pedersen, Chief Financial Officer of R98.

*"We regard the fact that the entire implementation can be completed by September next year as being clear evidence that IBS is the right supplier for us",* adds Uffe Just Pedersen.

IBS has recently won a number of contracts in Denmark in the face of stiff competition, and is experiencing a gradual recovery on the Danish market.

*"Over the past two months, we have been awarded orders for approximately SEK 24 million in Denmark. Our ability to rapidly implement highly effective solutions means that our customers can expect a payback on their investments within a very short period of time",* says Magnus Wastenson, President and CEO of IBS.

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**IBS, International Business Systems** (XSSE: IBS B) 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](http://www.ibs.net)

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