

Stockholm, 18 December, 2000

New IBS appointments for increased international expansion

John O'Connor has been appointed Vice President Sales, with a responsibility for the IBS Group's global software sales. His predecessor, Anders Hedbring, takes on a new position as Vice President International Operations. IBS is planning for an average increase of software sales by 35% annually, until the year 2004.

John O'Connor has successfully engaged in the sales and marketing of IBS software, both as Sales and Marketing Director in the USA and Managing Director for IBS UK, as well as most recently at HQ, in the role of Director, Development of Software Sales and Marketing. O'Connor, 39, is a US citizen, with a degree from the Northern Arizona University. Prior to his years with IBS, O'Connor has worked for, among others, IBM and NCR.

In his new position, Anders Hedbring will be responsible for IBS' subsidiaries in the USA, France, Italy, Spain, Portugal, South America and Asia Pacific.

The present Managing Director of IBS Sweden, Peter Hörwing, has been appointed Area Manager for the Nordic region, including Sweden, Denmark, Norway, Finland and Poland. Thomas Enzell will succeed Peter Hörwing as Managing Director for IBS Sweden.

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IBS AB, with headquarters in Stockholm, is listed on the Stockholm Stock Exchange. The IBS Group is a world-leading international supplier of web-enabled business and supply chain management software and professional services for large and mid-sized companies. IBS has some 2,400 employees and 5,000 customers in more than 40 countries.

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