

P R E S S R E L E A S E

Stockholm, December 19, 2000

Intentia signs its biggest contract ever with Hagemeyer

Stockholm, Sweden and Amsterdam, Holland–Intentia International AB (publ). (XSSE: INT B) today announced the signing of its largest contract ever when creating a global partnership with Hagemeyer N.V., the Dutch-based leading business-to-business distribution services group. The five-year contract is worth euro 70 million.

The objective is for Hagemeyer and Intentia together to create a highly successful business transformation project of global business-to-business distribution services. This will enable Hagemeyer, whose annual sales are approximately euro 8 billion, to further enhance its leading position.

The contract comprises installation of Intentia's world leading Movex platform, including the e-collaboration solution and Intentia Trading Portal technology, within Hagemeyer's worldwide distribution network. The agreement will involve all Hagemeyer operations in Asia-Pacific, Europe and the U.S.

"The contract is believed to be among the largest of its kind in the world this year and is without a doubt the most important and largest deal to date for Intentia. We see it as a milestone in our history," says Mr. Björn Alkvist, President and CEO, Intentia International. Of the five-year contract value of more than euro 70 million, license revenue comprises euro 25 million.

Initially Hagemeyer and Intentia estimate that a minimum of 10,000 Hagemeyer employees will use the solution provided. The objective is to move Hagemeyer from a decentralized business model, to a highly integrated, centralized and effective business process environment, taking full advantage of all opportunities that e-business provides.

The project will start with the design of the Hagemeyer core business processes. This will be followed by configuring Movex according to the designed processes. To confirm process design and application configuration, a series of pilot projects will be run in the UK, The Netherlands and New Zealand, culminating in a global rollout throughout the world. Parallel to the core project, Hagemeyer is creating a global trading portal, MRO4all.com, which is based on cutting-edge Intentia Trading Portal technology.

Hagemeyer has over 20,000 employees worldwide. The company provides worldwide distribution of electrical, safety and other MRO products.

"The partnership with Intentia is important to the success of our business. We are now very much focused on integrating our international portfolio of companies into a single dedicated service organization," says Mr. Peter Hagedoorn, CIO of Hagemeyer.

Intentia can provide world class functionality based on the Intentia wholesale model as well as leading technology in the marketplace and product configuration areas. The main reason Hagemeyer chose Intentia, over strong competition with other companies, is Intentia's excel-

lent fit with existing and future business requirements. In addition, Intentia's global presence and technological strength were main arguments in favor of Intentia.

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More about Hagemeyer

Headquartered in the Netherlands, Hagemeyer is a global business-to-business distribution services group with revenues for 2000 estimated in excess of EUR 8.0 billion and 20,000 employees operating in 40 countries worldwide. The Group's main operations comprise the distribution of electrical and safety products and other MRO (Maintenance, Repair and Operations) supplies with an emphasis on value-added services.

Hagemeyer holds leadership positions in 15 European countries. With its market leadership, Fröschl is at the forefront of European single source supply development with its branded 'Industry Concept' programs, which provide Germany's automotive and industrial giants with total outsourced procurement and logistical solutions. As a result of the acquisition of WF Electrical, Hagemeyer is now the market leader in the UK as it already is in Scandinavia through Elektroskandia. After closing of the recently announced acquisition of ABM, Hagemeyer will be the number one electrical distributor in Spain. In addition, Hagemeyer holds leading positions in the Netherlands, Switzerland, Austria and Poland. As part of its strategy Hagemeyer is more closely integrating these European country units, which have annualised sales of approximately EUR 3.8 billion. At the same time, Hagemeyer is expanding its activities in North America and with the acquisition of Cameron & Barkley, Hagemeyer's North American annualised sales now amount to EUR 1.8 billion. The recent acquisition of the Hagemeyer Electrical Group in Australia (annualised sales EUR 450 million) represents a major step in building the electrical distribution activities in the Asia-Pacific region.

For further information, please visit Hagemeyer's Web site www.hagemeyer.com

More about Intenia International

Over the past few years, Intenia International AB has concentrated on positioning itself to meet the demands it anticipated would arise from the new e-economy era. Intenia has developed its Movex product from a traditional ERP system to a complete e-collaboration solution that can manage all the demands of the new economy. Movex offers Intenia's customers the key to success, with its applications for customer relationship management (CRM), enterprise resource planning (ERP), supply chain planning & execution (SCPE), partner relationship management (PRM), business performance management (BPM) and e-business.

Intenia has more than 3,800 professionals serving in excess of 3,500 customers in over 40 countries around the world. Intenia is a public company traded on the Stockholm Stock Exchange. The company is one of the ten largest ERP (Enterprise Resource Planning) companies in the world and has a turnover of more than SEK 3 bn (euro 350 m).

For further information, please visit our Intenia's Web site www.intenia.com