

Stockholm, 29 January, 2001

## IBS wins order from the Royal Scandinavia Group

**IBS has received a major order for its ASW business software from the Royal Scandinavia Group, which includes Royal Copenhagen, George Jensen, Orrefors, Kosta Boda, Holmegaard, Venini, Boda Nova and Höganäs Keramik brands. The first phase covers increased efficiency in the fields of order management, warehouse management, inventory control and financial transactions between the Group's Nordic subsidiaries. The project value for the first phase is approximately SEK 20m.**

Royal Scandinavia is the leading design, arts and crafts company in Scandinavia. Using IBS' software, the Group will link their manufacturing units with their sales companies in 14 countries worldwide. Furthermore, the software will integrate with Royal Scandinavia's distribution and logistics system, which is run from the Group's central facilities in Malmö.

"The IBS software is by far our largest IT investment and constitutes an important step in our global expansion strategy. We are convinced that we will reap rich returns through lower costs, increased efficiency, improved administration and, ultimately, increased sales", says Hardy Thøgersen, CFO of the Royal Scandinavia Group. "The integration we achieve is crucial to our goals. All the Group's units and offices will now be linked into one single, global system, resulting in considerable efficiency gains", says Thøgersen.

Royal Scandinavia chose the IBS software after a thorough scanning of several possible suppliers. "Our main reason for choosing ASW was its extensive flexibility, but its speed and proven track record also influenced our decision. Other decisive factors were IBS' prominent position in the field of supply chain management and their comprehensive network of subsidiaries. IBS is a good match to our global organisation", says Thøgersen.

"Naturally, we take pride in IBS being selected in tough competition by such a prestigious company as Royal Scandinavia. We see the agreement with Royal Scandinavia as a major breakthrough as regards large Danish groups", says Staffan Ahlberg, CEO of the IBS Group.

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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 2,300 employees and 5,000 customers in more than 40 countries.**

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