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IBS signs agreement for USD 5.2 million in The Americas

IBS has signed three deals in The Americas in a total amount of USD 5.2 million. The orders include Supply Chain Solutions for the pharmaceutical and beverage industries. The investment climate in North America has improved and a slight improvement in market demand is visible.

Agreements have been signed with customers in Canada, Mexico and the US. In Canada and Mexico, IBS has made a breakthrough in the market for pharma distribution. IBS Pharma is an example of IBS' specialisation and focus on selected segments. The agreement in the US has been signed in the beverage industry where IBS has signed a deal with a large beverage distributor. Both industries (pharma and beverages) have high demands on correct and fast delivery and strict handling conditions.

"This is solid proof of our competitive strength in our selected segments. Our specialisation and focus on Supply Chain solutions was key in getting the orders in competition with leading US players. Our ability to take responsibility for the entire solution, without the need for third party implementers, is a strong competitive advantage in a market, where return on investment is the key selling point", says Gustaf Lindgren, Vice President Sales and Marketing, IBS Group

The overall major decision criteria are cost efficiency, strong industry references and the ability to prove a direct business advantage of an investment.

"We can see a slight recovery in for example USA, Mexico, Canada and Australia. The investment climate has improved and companies are beginning to make decisions regarding IT investments. The ability to measure the return on investment becomes more and more important", says Magnus Wastenson, CEO of IBS.

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IBS, International Business Systems, is a leading provider of business software for supply chain execution, financials and business intelligence, and customer relations management, primarily for distributors and demand-driven manufacturing companies. 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. IBS is recognised by AMR Research as a leading supplier of supply chain execution software and services. IBS has some 5,000 customers, among them many leading companies like Volvo, Miele, Nautor Swan, Galexis, Ciba Vision, Maxell, ABB, Expert, Cartier and Lear Corporation. For more information, please visit www.ibs.se

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