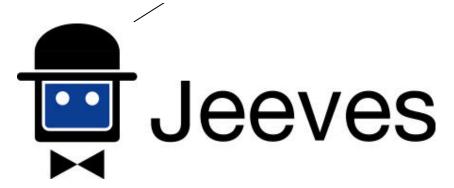
# Interim Report January – June 2003



# Jeeves positive development continues

- \* Net turnover amounted to SEK 24.7 million and increased 56 %
- Net result amounted to SEK 1.5 million and net margin was 6 %
- \* Earnings per share was SEK 0.5
- \* Positive cash flow at SEK 5.4 million and liquid assets amounted to SEK 16.9 million

# Press releases since April 1st, 2003 - summary

- \* Increasingly more companies choose Jeeves, among these are Hijum Group BV, SRB Group, Proton Group, Hydrauto, Skövde Slakteri and Ridderheims
- \* Jeeves Annual General meeting gave Jeeves Board the right to decide on issuing shares in connection with acquisitions

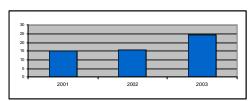
## Market

Market development has been weak. The Nordic markets have however experienced a slight improvement compared to last year. Many companies are evaluating new ERP systems and the list of prospective clients looks good, especially in Sweden.

### Sales and Result

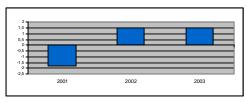
Net turnover for the period was SEK 24.7 million (15.9) of which 67 percent (91) comprised of license and maintenance revenues. Reveny System AB, which was acquired July 1st, 2002, has lifted net turnover for the period SEK 7.5 million primarily through consulting revenues.

The development of net turnover between 2001 and 2003 is presented below.



Graph 1. Net turnover January-June

The result after tax amounted to SEK 1.5 million (1.5) producing a result per share of SEK 0.5 (0.5). The development of operating income between 2001 and 2003 is presented below.



Graph 1. Operating income January-June

### **Forecast**

Based on the present market development, the Board forecast that we will be able to achieve our objectives of 10 percent net margin and 25 percent increase in net turnover.

Cash flow is expected to be positive for the full year.

### Investments

Investments in intangible fixed assets amounted to SEK 0.4 million (0.3), fully accounted for by SEK 0.4 million (0.3) of balanced development costs. Investments in machinery and equipment totaling SEK 0.2 million (0.3) have been made during the period.

## **Financial Status**

Cash flow during the period was positive at SEK 5.4 million (7.7). Liquid assets at period end amounted to SEK 16.9 million (10.5). Current ratio was 123 percent (120) and debt-equity ratio 34 percent (32).

## **Product Development**

Product development has continued with the same intensity, with a substantial focus on our web interface and e-commerce.

## **Employees**

The number of employees during the period averaged 43 (26) of whom 10 (6) were women.

# Details of payments made to parties related to the company

During the period, the company paid consultancy fees totaling SEK 60 thousand to companies related to individuals in the company's management and companies related to individuals on the company's Board of Directors. These fees have been distributed as follows.

- to companies related to the board chairman:

SEK 60 thousand

The Board of Directors is of the opinion that these fees were paid at market prices and for well-defined projects that were not part of the normal board and management work.

# **Financial Information**

Jeeves Board of Directors decided in May to improve the liquidity in the Jeeves share. Jeeves has signed an agreement with Remium, where Remium guarantees to set the difference between sell and buy stock price at maximum 3 percent.

Interim report for Q3 23 October 2003

The report has been briefly examined by the Company's auditors.

Stockholm, 19 August 2003

Nicolas Ehrling Chief Executive Officer

For more information please contact CEO Nicolas Ehrling, +46 8 587 099 42 or CFO Björn Westberg, +46 8 587 099 45

# **Group Profit and Loss Statement**

|  | Quarter    |               | Peri       |            |            |
|--|------------|---------------|------------|------------|------------|
|  | 2003-04-01 | 2002-04-01    | 2003-01-01 | 2002-01-01 | 2002-01-01 |
| (SEK thousand) notes                         | 2003-06-30 | 2003-06-30    | 2003-06-30 | 2002-06-30 | 2002-12-31 |
|  |            |               |            |            |            |
| OPERATING REVENUE                            |            |               |            |            |            |
| Net turnover 1                               | 12 646     | 9 643         | 24 703     | 15 856     | 39 581     |
| Capitalized work own use                     | 291        | 317           | 383        | 317        | 877        |
| Other revenues                               | 15         | 0             | 15         | 0          | 0          |
| Total revenue                                | 42.052     | 0.000         | 2F 404     | 46 472     | 40.450     |
| Total revenue OPERATING COSTS                | 12 952     | 9 960         | 25 101     | 16 173     | 40 458     |
| Merchandise                                  | -242       | 0             | -499       | 0          | -1 091     |
| General external costs                       | -4 274     | -2 669        | -7 850     | -4 713     | -11 160    |
| Payroll expenses                             | -6 866     | <b>-4</b> 371 | -13 889    | -8 481     | -21 620    |
| Depreciation, tangible and intangible assets |            | -627          | -1 409     | -1 290     | -2 834     |
| Depreciation, goodwill                       | -73        | 0             | -148       | 0          | -149       |
| Total costs                                  | -12 130    | -7 667        | -23 795    | -14 484    | -36 854    |
| Operating income                             | 822        | 2 293         | 1 306      | 1 689      | 3 604      |
|  | <u> </u>   |               | . 555      | . 555      | 0 00 1     |
| PROFIT FINANCIAL ON ITEMS                    |            |               |            |            |            |
| Interest and similar revenues                | 126        | 78            | 251        | 87         | 281        |
| Interest expenses and similar costs          | -13        | -203          | -46        | -241       | -90        |
| Total financial items                        | 113        | -125          | 205        | -154       | 191        |
| Resultat efter finansiella poster            | 935        | 2 168         | 1 511      | 1 535      | 3 795      |
| ·  |            |               |            |            |            |
| TAXES  | 0          | 0             | 0          | 0          | 23         |
| Earnings                                     | 935        | 2 168         | 1 511      | 1 535      | 3 818      |
| Earnings                                     | 933        | 2 100         | 1 311      | 1 333      | 3 010      |
|  |            |               |            |            |            |
| Earnings per share, SEK                      |            |               |            |            |            |
| Per average no. shares                       | 0,3        | 8,0           | 0,5        | 0,5        | 1,3        |
| After dilution                               | 0,3        | 0,8           | 0,5        | 0,5        | 1,3        |
|  | ,          |               | ,          | •          | ,          |
| No. outstanding shares                       |            |               |            |            |            |
| Average no. Shares during the period         | 2 905 364  | 2 802 800     | 2 905 364  | 2 802 800  | 2 854 082  |
| No. Shares at period end                     | 2 905 364  | 2 802 800     | 2 905 364  | 2 802 800  | 2 905 364  |
| No. Shares after full dilution at period end | 2 987 864  | 2 889 478     | 2 987 864  | 2 874 820  | 2 981 864  |

# **Group Balance Sheet**

|                                     | notes  | 2003-06-30 | 2002-06-30 | 2002-12-31 |
|-------------------------------------|--------|------------|------------|------------|
| ASSETS                              | 110103 | 2000 00 00 | 2002 00 00 | 2002 12 01 |
| Goodwill                            |        | 2 672      | 0          | 2 820      |
| Other intangible fixed assets       |        | 4 511      | 3 617      | 5 353      |
| Tangible fixed assets               |        | 599        | 729        | 587        |
| Financial fixed assets              |        | 0          | 224        | 0          |
| Total fixed assets                  |        | 7 782      | 4 570      | 8 760      |
| Current assets                      |        |            |            |            |
| Inventory                           |        | 77         | 1          | 30         |
| Work in progress                    |        | 70         | 0          | 215        |
| Accounts receivable                 |        | 7 771      | 7 356      | 17 750     |
| Other receivables                   |        | 2 702      | 1 136      | 1 064      |
| Accrued license revenues            |        | 765        | 32         | 382        |
| Deferred exp. and accrued revenue   |        | 753        | 764        | 1 633      |
| Cash in hand and at the bank        |        | 16 892     | 10 462     | 11 456     |
| Total current assets                |        | 29 030     | 19 751     | 32 530     |
| Total assets                        |        | 36 812     | 24 321     | 41 290     |
| EQUITY AND LIABILITIES              |        |            |            |            |
| Restricted equity                   |        |            |            |            |
| Share capital                       |        | 5 811      | 5 606      | 5 811      |
| Restricted reserves                 |        | 5 057      | 27 098     | 27 937     |
| Total restricted equity             |        | 10 868     | 32 704     | 33 748     |
| Non-restricted equity               |        |            |            |            |
| Loss brought forward                |        | 67         | -26 339    | -26 602    |
| Net loss for the period             |        | 1 511      | 1 535      | 3 818      |
| Total non-restricted equity         |        | 1 578      | -24 804    | -22 784    |
| Total equity                        | 2      | 12 446     | 7 900      | 10 964     |
| Provisions                          |        | 0          | 0          | 250        |
| Minority interests                  |        | 0          | 0          | 0          |
| LIABILITIES                         |        |            |            |            |
| Long-term liabilities               |        |            |            |            |
| Loans against promissory notes      |        | 350        | 0          | 550        |
| Checking account facility           |        | 0          | 0          | 798        |
| Other liabilities                   |        | 250        | 0          | 250        |
| Total long-term liabilities         |        | 600        | 0          | 1 598      |
| Accounts payable                    |        | 1 828      | 1 055      | 2 905      |
| Advance payments from customers     |        | 462        | 0          | 666        |
| Other liabilities                   |        | 1 945      | 1 299      | 3 408      |
| Deferred maintenance revenues       |        | 13 917     | 10 436     | 15 717     |
| Accrued costs and deferred revenues | 3      | 5 615      | 3 631      | 5 782      |
| Total short-term liabilities        |        | 23 766     | 16 421     | 28 478     |
| Total equity and liabilities        |        | 36 812     | 24 321     | 41 290     |
| Pledged assets                      |        | 1 500      | none       | 1 500      |
| Contingent liabilities              |        | 40         | 100        | 100        |

# **Group Cash Flow Analysis**

| Onch flow from a surrout an arctions                             | 2003-01-01          | 2002-01-01           | 2002-01-01 |
|--|---------------------|----------------------|------------|
| Cash flow from current operations                                | 2003-06-30          | 2002-06-30           | 2002-12-31 |
| Earnings after net financial items                               | 1 511               | 1 535                | 3 795      |
| Adjustments for items not included in cash flow                  |                     | _                    |            |
| 5  | 0                   | 0                    | 0.000      |
| Depreciation   | 1 557               | 1 290                | 2 983      |
| Losses on exchange   | 0                   | 0                    | 0          |
| Change in interest debt  | -42                 | 222                  | -99        |
| Translation difference   | -250                | 0                    | 273        |
|  | 2 776               | 3 047                | 6 952      |
| Income tax paid  | 0                   | 0                    | 0          |
| Cash flow from current operations                                |                     |                      |            |
| before changes in operating capital                              | 2 776               | 3 047                | 6 952      |
|  |                     |                      |            |
| Change in working capitals                                       |                     |                      |            |
| Increase/decrease in inventories                                 | -47                 | 18                   | -11        |
| Increase/decrease in assets                                      | 8 983               | 6 470                | -5 125     |
| Increase/decrease in short term liabilities                      | -4 712              | -1 366               | 10 695     |
| Cash flow from current operations                                | 7 000               | 8 169                | 12 511     |
| Cash flow from investments                                       |                     |                      |            |
| Acquisition of subsidiary  | 0                   | 0                    | -159       |
| •  | 0                   | 0                    | -139       |
| Acquisition of financial assets Acquisition of intangible assets | -383                | -317                 | -6 151     |
| Acquisition of tangible assets                                   |                     | -317<br>-290         | -406       |
| Cash flow from investments                                       | -195<br><b>-578</b> | -290<br>- <b>607</b> | -6 716     |
| Oddi now nom myestments  | -576                | -007                 | -0710      |
| Financing activities   |                     |                      |            |
| Issue of new shares  | 0                   | 0                    | 1 100      |
| Stock option sales   | 12                  | 146                  | 149        |
| Increase/decrease of long-term liabilities                       | -998                | 0                    | 1 598      |
| Cash flow from financing activities                              | -986                | 146                  | 2 847      |
| PERIOD CASH FLOW   | 5 436               | 7 709                | 8 642      |
|  |                     |                      |            |
| Liquid assets at period start                                    | 11 456              | 2 753                | 2 753      |
| Liquid assets assumed upon acquisition                           | 0                   | 0                    | 61         |
| Liquid assets at period end                                      | 16 892              | 10 462               | 11 456     |

# **Group Segment Analysis**

| _                        | Swed   | den    | Other Nordics |      | Others |       | Total  |        |
|--------------------------|--------|--------|---------------|------|--------|-------|--------|--------|
| REVENUES                 | 2003   | 2002   | 2003          | 2002 | 2003   | 2002  | 2003   | 2002   |
| License and maintenance  | 14 005 | 9 371  | 1 212         | 812  | 1 219  | 4 175 | 16 436 | 14 358 |
| Hardware                 | 460    | 0      | 0             | 0    | 0      | 0     | 460    | 0      |
| Consultancy and training | 6 344  | 1 353  | 113           | 73   | 1 350  | 72    | 7 807  | 1 498  |
| Total Revenue            | 20 809 | 10 724 | 1 325         | 885  | 2 569  | 4 247 | 24 703 | 15 856 |
|                          |        |        |               |      |        |       |        |        |
| EARNINGS                 |        |        |               |      |        |       |        |        |
| Income per area          | 9 327  | 5 580  | 833           | 532  | -511   | 1 645 | 9 649  | 7 757  |
| Non allocated costs      |        |        |               |      |        |       | -8 343 | -6 068 |
| OPERATING INCOME         |        |        |               |      |        |       | 1 306  | 1 689  |
| Financial items          |        |        |               |      |        |       | 205    | -154   |
| EARNINGS                 |        |        |               |      |        |       | 1 511  | 1 535  |

Jeeves primary segment is geographical area. Jeeves has only one product, the ERP system, which involves no additional reporting in secondary segments. Jeeves is mainly a software development company, where a large part of the cost is not allocable to the geographical areas.

# Accounting principles and notes

The interim report has been drawn up in accordance with the Swedish Annual Accounts Act and the recommendation RR 20 (interim reports) of the Swedish Financial Accounting Standards Council. The same accounting principles as for the annual accounts for 2002 have been applied, including the observance of the new recommendations of the Swedish Financial Accounting Standards Council that came into force January 1st 2003, and which bear on the Company's accounts

The following new recommendations that are now adopted are RR 22 – Presentation of Financial Statement, RR 25 – Segment reporting, RR 26 – Events After the Balance Sheet and RR27 – Financial instruments. In this interim report, these recommendations do not have a monetary effect on the Company's result and financial position. After reviewing the other new recommendations that will be adopted as of 1 January 2003, the Company has come to the conclusions that these will not appreciably affect this report.

| Note 1 Net turnover               | 2003-04-01 | 2002-04-01 | 2003-01-01 | 2002-01-01 | 2002-01-01 |
|-----------------------------------|------------|------------|------------|------------|------------|
| Comprises from the following:     | 2003-06-30 | 2002-06-30 | 2003-06-30 | 2002-06-30 | 2002-12-31 |
| License and maintenance revenues  | 8 719      | 8 525      | 16 436     | 14 358     | 33 984     |
| Hardware revenues                 | 275        |            | 460        |            | 1 158      |
| Consultancy and training revenues | 3 652      | 1 118      | 7 807      | 1 498      | 4 439      |
|                                   | 12 646     | 9 643      | 24 703     | 15 856     | 39 581     |
| Note 2 Changes in equity          |            |            | 2003-06-30 | 2002-06-30 | 2002-12-31 |
| Equity at period start            |            |            | 10 964     | 5 994      | 5 994      |
| Net profit for the period         |            |            | 1 511      | 1 535      | 3 818      |
| Acquisition                       |            |            | 0          | 0          | 1 100      |
| Options                           |            |            | 12         | 146        | 149        |
| Differences on conversion         |            |            | -42        | 225        | -97        |
| Equity at period end              |            |            | 12 446     | 7 900      | 10 964     |

#### **About Jeeves**

Jeeves Information Systems AB (JIS) develops business systems for medium -sized companies in the manufacturing, commercial, and service sectors. The company, which has a staff of 45, focuses on product development while sales are dealt with by 300 committed and expert employees and consultants with special and sector-specific skills within various business processes. JIS collaborates with 15 partners throughout the world, with partners being represented at 20 locations in Sweden alone. The company's main product is Jeeves Enterprise, which is installed at more than 900 companies and has over 13,000 users. The present operation started in 1992 and the company has been listed on the Stockholm Stock Exchange O-list since 1999.

## **About Jeeves Enterprise**

The Jeeves Enterprise business system is a complete business system in a Windows environment, which thanks to its openness is an unbeatable platform for web applications and e-commerce. Thanks to our unique design, customer adaptations are preserved upon update to a later version. The software contains a comprehensive range of routines from Accounting, Logistics, Service, Time & Project to CRM (Customer Relationship Management) and SCM (Supply Chain Management). Jeeves Enterprise has a flexible and customizable user interface that also contains a powerful macrolanguage that is used for customer adaptations. The flexibility and adaptability available in Jeeves Enterprise also makes it a suitable solution for large-scale enterprises wanting a common business system for their medium-sized and smaller subsidiaries.

For more information: www.jeeves.se

