

## P R E S S   R E L E A S E

Stockholm, November 2, 2000

### **Intentia signs biggest deal to date in China with TPCO, China's largest manufacturer of seamless tubes**

Stockholm, Sweden and Beijing, China –Intentia International AB (publ) (XSSE:INT B) are proud to announce the signing of an agreement with Tianjin Pipe Corporation (TPCO). Mr. Liang Su, Vice Mayor city of Tianjin, and Mr. Lars Friden, the Minister of the Swedish embassy in Beijing, were both present as Intentia China signed a USD 1.2 million deal with Tianjin Pipe Corporation (TPCO, with 7,000 employees and RMB 3 billion turnover. The deal is comprised of Intentia's world leading e-collaboration solution Movex, including applications for financial management, customer order processing, material and production management, plant maintenance, business performance measurement and advanced production planner. The deal is split into USD 420 thousand in software and USD 780 thousand in Implex implementation services.

"This is Intentia China's biggest deal to date and is a real breakthrough for Intentia in the Chinese market place," says Charlie Xu, Branch Office Manager, Intentia China. "It proves that we have the product and the support in place." Charlie Xu has lead the case from the start and has, through an extensive sales process together with great help from the Intentia Sweden sales team, proven to TPCO that Intentia can develop their processes and live up to their ambitions.

After a thorough evaluation including all major competitors to Movex, including SAP, BAAN, JDE and ORACLE, TPCO selected Movex as having the best fit and support. With Movex, TPCO becomes the first Chinese steel producer to choose an e-collaboration system. As China is the biggest steel producer in the world, this opens a substantial market to Intentia China.

To emphasize the importance of this decision the Vice-Mayor of Tianjin, Mr. Liang Su stated, "TPCO is the largest company in Tianjin and the Chinese government has invested substantial amounts to build an internationally competitive pipe manufacturer. In line with the new five year plan, TPCO will now upgrade its information systems and build a solid foundation for the new economy."

Mr. Liu, President of TPCO, adds, "To speed up the growth of our export business and prepare for our public listing we are now streamlining our business processes and information support for them. We also see huge opportunities to better support our customers through e-business solutions and Intentia has proven to us that they are the ideal partner to achieve this."

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**About TPCO**

TPCO was founded seven years ago as a state-of-the-art pipe manufacturer for the Chinese oil industry and is the most modern of its kind in the world.

**About Intentia International AB (publ)**

Over the past few years, Intentia International AB has concentrated on positioning itself to meet the demands it anticipated would arise from the new e-economy era. Intentia 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 Intentia'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.

Intentia is well-positioned to respond to market needs when the "e" (electronic) evolves into "c" (collaboration), working hard to satisfy customers through its organization of more than 3,800 professionals serving in excess of 3,500 customers in over 40 countries around the world.

Intentia is a public company traded on the Stockholm Stock Exchange (XSSE) under the symbol INT B.

Visit Intentia's Web site at [www.intentia.com](http://www.intentia.com)