

IBS Interim Report January - June 2011

JANUARY-JUNE 2011

- Total revenue decreased to SEK 558 m (664), with professional services revenue down to SEK 313 m (405) and hardware and other revenue amounted to SEK 127 m (136)
- Total license revenue amounted to SEK 118 m (123)
- EBITDA* improved to SEK -63 m (-72)
- Net earnings amounted to SEK -132 m (-121)
- Cash flow from operating activities for the first six months improved to SEK 17 m (-61)
- The result for the first half year has been burdened with one-off costs related to the public takeover and corporate development activities, of approximately 35 m.

Summary January - June 2011 SEK m	2011 Jan-Jun	2010 Jan-Jun	2010 Jan-Dec
Total revenue	558	664	1 300
New license sales	29	26	66
Renewal revenue	<u>89</u>	<u>97</u>	<u>185</u>
Software licenses	118	123	251
Professional services revenue	313	405	749
Hardware and other revenue	127	136	299
Operating profit	-125	-133	-196
Earnings after financial items	-131	-145	-214
Net earnings	-132	-121	-192
EBITDA*	-63	-72	-62

* Earnings before interest, taxes, depreciation, amortization, restructuring costs and earnings from discontinued operations.

Comments to the first half year report

The first half year has been a period of continuing change for IBS. During the period IBS have been subject to a public takeover offer from Symphony Technology Group, who later acquired approximately 95% of the shares in IBS. Symphony is a private equity investor that specializes in software and technology related services firms, with a number of successful investments within this area. Given the strong track record and market competence we welcome Symphony as a new owner to IBS and look forward to developing IBS.

Due to Symphony's large ownership after the public offer the board of directors in IBS has resolved on delisting of the IBS shares and the stock exchange has approved the delisting of the share, with the last trading day being the 31st of August, whereby the trading in the IBS share will cease.

As a consequence of the public takeover and other corporate actions the first half result have been burdened with a substantial amount of one-off costs which we will not face going forward in a private environment. Excluding the one-off costs we see declining operational costs which is a result of the restructuring program launched in the later part of 2010. Going forward we will naturally be costs conscious but we will focus on growth of the business!

Our cash flow from operating activities was positive for the first half which is very satisfying and our efforts from last year to improve the business cash flow and result are still yielding results. Another encouraging trend is that our new license sales is increasing year over year. In February this year we officially launched our cloud solution to the market which has picked up significant interest from the market. We are looking to further develop the cloud offering during the coming months.

We appointed our first authorized partner and reseller of the IBS software for Spain and Portugal in April, which marks a significant milestone in our future partner aspirations. IBS is continuing to build and develop a global partner network and this will become an integral part of the growth strategy going forward. We look forward to present new partners as we develop the partner network in the coming year.

During the summer, management and Symphony have developed a new strategic and operational growth plan focused on three key elements:

- serving our client base more effectively
- extending our market reach to new customers through partners, cloud and other initiatives, and
- investing in highly differentiated products

With new owners focused on growth and operational excellence, and a new plan to achieve those goals, we are confident that the turmoil and distractions of recent years is behind IBS and we can focus on serving our customers and building a very successful business.

Christian Paulsson

Acting CEO and COO, IBS AB

IBS interim report January – June 2011

Significant events during the period

- The Symphony Technology Group is now the principal shareholder in IBS AB and new members of the board of directors, were elected at the annual general meeting on June 22, 2011.
- IBS sold CockPit to Triona AB on February 1, 2011. CockPit is the IBS transport management and control solution, and the agreement means that Triona will take over the entire operation, including the employees, and will produce the next generation of the system. IBS CockPit revenue amounted to SEK 5 million during 2010 and number of employees were 5. The transaction had no impact on the income statement.
- Mr Christian Paulsson was appointed as new acting CEO and COO on June 29th 2011, replacing Mr Johan Berg.

Market Conditions

The market conditions for IBS and most software companies during the first half of the year were challenging due to the economic climate. Additional prudence in the buying decision was evident with additional rounds of solution proving required.

Currently, the most significant opportunities for IBS lie in the installed customer base, with many long-term customers expressing interest in upgrading, acquiring additional modules and extend their IBS solutions to other business or geographies. Market conditions for both base customers and new prospects appear promising and together with improved financial results for IBS should restore customers and prospects confidence in our business.

Financial Overview

Revenues

In the first half year software license revenue decrease to SEK 118 m (123). New sales increased to SEK 29 m (26) whereas renewal revenue decreased to SEK 89 m (97).

Revenue from professional services decreased to SEK 313 m (405) in the half year. The reduction was mainly due to a lower number of billable consultants, the reduction of consultants is evenly distributed between the software business and Iptor.

The hardware and other revenue for the period amounted to SEK 127 m (136), a decline of 7 percent. The main reason for the decline is primarily related to slow down in market activity within Infrastructure sales in Benelux region. In the Nordic region Iptor has closed some significant deals.

Operating expenses

The strategic restructuring program which was launched in late 2010 has yielded result and the operating expenses are down by 9% since last year, excluding one-off costs the operating expenses are down 21% compared to the same period last year.

The development costs amounted to SEK -104 m (-107). Sales and marketing costs were down 29 percent to SEK -73 m (-103) whereas general and administrative costs were up by 8 percent to SEK -94 m (-87). This increase was due to one-off costs incurred in the first half year related to the public tender offer launched by Symphony Technology Group and the preparation of a new share issue, which later was cancelled. The total amount of one-off costs was 35 m SEK.

Profitability

The Group's overall gross profit margin in the first half year increased slightly to 26% (25%). The profit margin for software licenses increased to 94% (89%), which was a result of a better product mix compared to same period last year. The professional services gross margin decreased to 3% (8%). The professional services margin decrease was primarily due to lower average revenue per

consultant mainly in the Asia-Pacific and the America regions. Gross margins for hardware and other revenues increased slightly to 20% (19%).

Cash flow, investments and shareholders' equity

Cash and cash equivalents, including short-term investments, amounted to SEK 108 m (114) on June 30. During the period, cash flow from operating activities amounted to SEK 17 m (-61). Cash flow from investing activities amounted to SEK -14 m (106), whereof investments in equipment during the period amounted to SEK 1 m (3). As of June 30 the equity to total assets ratio was 32% (46%). Liquidity amounted to 68% (96%). The Group's interest-bearing debt decreased in the first half year by 44 percent to SEK 41 m (73).

Currency

IBS' economic exposure to foreign currency is limited to the extent that operating subsidiaries have an approximate balance in revenue and expenses in the same currency. Compared to the first half year in 2010 currency exchange rate effects have had an effect of decreasing revenues by approximately 5% and costs by approximately 5%.

Parent Company

The Parent Company, IBS AB, had 19 (21) employees, who has the overall management responsibility for the Group. The Parent Company's total revenue for the first six months amounted to SEK 3 m (4) and earnings after financial items amounted to SEK -126 m (-97). Investments in tangible and intangible assets amounted to SEK 0 m (0). Cash and cash equivalents at the end of the period amounted to SEK 121 m (53).

Other Information

Accounting principles

This interim report was prepared in accordance with IAS 34 Interim Reporting and applicable parts of the Swedish Annual Accounts Act.

The same accounting principles and calculation methods were applied as in the most recent annual report for 2010. This means that the consolidated accounts were prepared in accordance with the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) and the interpretations issued by the Financial Reporting Interpretations Committee (IFRIC) as approved by the European Commission. New and revised standards and new interpretations applying as of January 2011 have only marginally affected the IBS Group's financial reporting. For further information on the Group's accounting principles, see the 2010 annual report. The Parent Company prepares its interim report according to the Swedish Annual Accounts Act and RFR 2

Stock option program

In 2009, a stock option based incentive programs was launched, for the CEO and certain senior executives and key employees. The program includes a resolution to issue a maximum of 11 518 500 warrants, of which not more than 2 658 292 warrants may be used for hedging social security charges, to cover these programs. This entails total dilution effect of approximately 8.3% of the shares in IBS. During the period, no new options were allocated.

Information on risks and uncertainty factors

IBS is affected by a number of external and internal factors, and has an ongoing process to identify and address all existing risks. For more information about IBS' risks and uncertainty factors, please read the 2010 annual report pp 14-15 and note 19 pp 43.

Related party transactions

IBS' transactions with related parties refer to the new principal shareholder Symphony Technology Group, through Symphony Services Corp., supplier of IBS' IT consultancy services. The relationship predates the acquisition. A description of related party transactions is provided on page 48 of the annual report for the fiscal year 2010.

Events after the closing date

IBS board resolves to apply for delisting of the IBS share on First North. First North approves IBS application for delisting and the last day of trading is set to August 31, 2011.

This interim report has not been subject to review by the Company's auditors.

IBS AB

Corp. reg. no. 556198-7289

P.O. Box 1350

Hemvärnsgatan 8

SE-171 26 Solna, Sweden

Tel. +46 (0) 8 627 23 00

www.ibs.net

Solna, August 25, 2011

Dr. Pallab Chatterjee, Chairman of the Board

Arvid Carlsen, Member of the Board

JT Treadwell, Member of the Board

René Svendsen-Tune, Member of the Board

Ulf Eriksson, Employee representative

Christian Paulsson, Member of the board, Acting CEO and COO

Questions regarding this report will be answered by:

Acting CEO and COO

Christian Paulsson

Tel: +46 (0)8 627 23 00

christian.paulsson@ibs.net

Executive Vice President and CFO

Fredrik Sandelin

Tel: +46 (0)8 627 23 00

fredrik.sandelin@ibs.net

Consolidated income statement

SEK million

	2011 Jan-June	2010 Jan-June	2010 Full Year	Last 12 months
Revenue				
Software licenses	118,1	122,7	251,4	246,8
Professional services	312,8	405,1	749,0	656,7
Hardware and other revenue	126,8	136,1	299,2	289,9
Total revenue	557,7	663,9	1 299,6	1 193,4
Cost of revenue				
Software licenses	-7,0	-13,3	-23,5	-17,2
Professional services	-302,1	-374,6	-690,0	-617,5
Hardware and other costs	-101,7	-110,1	-232,9	-224,5
Total cost of revenue	-410,8	-498,0	-946,4	-859,2
Gross profit	146,9	165,9	353,2	334,2
Product development costs	-103,8	-107,4	-198,3	-194,7
Sales and marketing costs	-73,2	-102,8	-190,4	-160,8
General and administrative costs *	-94,0	-86,5	-142,1	-149,6
Other operating income/costs **	-1,2	-2,0	0,8	1,6
Restructuring cost	-	-	-18,7	-18,7
Operating profit	-125,3	-132,8	-195,5	-188,0
Financial items				
Financial income	0,5	0,4	2,1	2,2
Financial expenses	-6,0	-12,6	-20,7	-14,1
Earnings after financial items	-130,8	-145,0	-214,1	-199,9
Tax	-1,4	-4,1	-11,6	-8,9
Net earnings for the period for remaining operations	-132,2	-149,1	-225,7	-208,8
Earnings from discontinued operations	-	28,6	33,3	4,7
Net earnings for the period	-132,2	-120,5	-192,4	-204,1
Net profit attributable to:				
Parent company shareholders	-132,2	-120,5	-192,4	-204,1
Non-controlling interest	0,0	0,0	0,0	0,0

Earnings per share (SEK)	-1,06	-0,97	-1,55	-1,64
Earnings per share after dilution (SEK)	-1,06	-0,97	-1,55	-1,64
Total number of shares (thousand)	124 271	124 271	124 271	124 271
Total number of shares after dilution (thousand)	124 271	124 271	124 271	124 271
Average number of shares (thousand)	124 271	124 271	124 271	124 271
Average number of shares after dilution (thousand)	124 271	124 271	124 271	124 271

* Including one-off costs of 35 MSEK (22).

** Currency translation differences in operating receivables/liabilities, capital gain from sale of operations and impairment of goodwill

Consolidated statement of comprehensive income

SEK million

	2011 Jan-June	2010 Jan-June	2010 Full Year	Last 12 months
Net earnings for the period	-132,2	-120,5	-192,4	-204,1
<i>Other comprehensive income</i>				
Option program	0,0	0,0	-0,7	-0,7
Translation differences for the period	2,0	-14,6	-26,4	-9,8
Other comprehensive income for the period	2,0	-14,6	-27,1	-9,8
Total comprehensive income for the period	-130,2	-135,1	-219,5	-213,9
Attributable to the parent company owners	-130,2	-135,1	-219,5	-213,9
Attributable to non-controlling interests	0,0	0,0	0,0	0,0

Consolidated balance sheet

SEK million

	2011 30 June	2010 30 June	2010 31 Dec
ASSETS			
Capitalized product development costs	262,8	328,1	301,4
Goodwill	151,7	150,2	152,6
Other intangible assets	9,2	14,4	10,8
Intangible assets	423,7	492,7	464,8
Tangible assets	32,1	44,3	35,3
Financial assets	9,4	8,8	9,2
Deferred tax receivables	57,3	53,8	57,8
Total fixed assets	522,5	599,6	567,1
Inventories	1,9	2,1	1,3
Accounts receivable	205,8	300,3	383,6
Tax receivables	20,9	6,6	9,3
Other receivables	69,6	86,4	76,9
Cash and cash equivalents	108,1	114,1	89,7
Total current assets	406,3	509,5	560,9
TOTAL ASSETS	928,8	1 109,1	1 128,0

	2011 30 June	2010 30 June	2010 31 Dec
EQUITY AND LIABILITIES			
Equity holders of the parent company	294,6	509,2	424,8
Non-controlling interests	0,0	0,0	0,0
Total equity	294,6	509,2	424,8
Liabilities			
Liabilities to credit institutions	8,4	11,4	4,4
Deferred tax	4,4	4,1	2,6
Provisions	23,6	34,9	37,8
Other long-term liabilities	4,3	3,4	4,1
Total long-term liabilities	40,7	53,8	48,9
Liabilities to credit institutions	59,0	29,4	47,5
Provisions	27,4	35,3	18,9
Accounts payable	142,6	108,2	137,3
Income tax liability	4,6	0,0	1,2
Other current liabilities	359,8	373,2	449,4
Total short-term liabilities	593,4	546,1	654,3
Total liabilities	634,2	599,9	703,2
TOTAL EQUITY AND LIABILITIES	928,8	1 109,1	1 128,0

Change in Group equity

SEK million

	2011 30 June	2010 30 June	2010 31 Dec
Opening balance 1 Jan	424,8	644,3	644,3
Total comprehensive income for the period	-130,2	-135,1	-219,5
Closing balance end of period	294,6	509,2	424,8
Equity attributable to:			
Equity holders of the parent company	294,6	509,2	424,8
Non-controlling interests	0,0	0,0	0,0

Pledged assets and contingent liabilities Group

SEK million

	2011 30 June	2010 30 June	2010 31 Dec
Assets charged with ownership reservation	2,4	44,5	12,8
Other pledged assets	47,8	-	106,4
Contingent liabilities	0,8	2,6	8,3

Consolidated cash flow analysis

SEK million

	2011 Jan-June	2010 Jan-June	2010 Full year	Last 12 months
Operating activities				
Earnings after financial items	-130,8	-145,0	-214,1	-199,9
Adjustments to reconcile earnings after financial items to cash	57,7	-5,2	78,3	141,2
Tax paid	-9,7	-1,3	-15,5	-23,9
Cash flow from operating activities before changes in working capital	-82,8	-151,5	-151,3	-82,5
<i>Changes in working capital</i>				
Inventories	-0,6	-0,1	0,6	0,1
Operating assets	180,3	211,3	109,2	78,2
Operating liabilities	-79,8	-120,7	-54,0	-13,1
Cash flow from operating activities	17,1	-61,0	-95,5	-17,3
<i>Investing activities</i>				
Change, intangible assets	-12,8	-39,8	-58,6	-31,6
Change, tangible assets	-1,4	-3,4	-14,6	-12,6
Change, financial assets	0,0	0,5	0,5	0,0
Disposal of subsidiaries	0,0	148,5	148,5	0,0
Cash flow from investing activities	-14,2	105,8	75,8	-44,2
<i>Financing activities</i>				
Net change, loans	15,7	-61,6	-22,3	55,0
Cash flow from financing activities	15,7	-61,6	-22,3	55,0
Cash flow for the period	18,6	-16,8	-42,0	-6,5
Cash and cash equivalents, beginning of period	89,7	135,1	135,1	198,5
Translation differences in cash and cash equivalents	-0,2	-4,2	-3,4	0,6
Cash and cash equivalents, end of period	108,1	114,1	89,7	192,5

Segment analysis Jan-June SEK million	Enterprise		Bookmaster		Iptor		Other (Consist and Automotive) discontinued		Group functions and adjustments		Less discontinued operations		Total remaining	
	2011	2010	2011	2010	2011	2010	2011	2010	2011	2010	2011	2010	2011	2010
	Revenue from external customers	313,1	367,9	25,2	40,8	218,7	254,8	-	2,9	0,7	0,4	-	-2,9	557,7
Revenue from other segments	0,8	0,7	0,6	-	3,6	1,7	-	-	-5,0	-2,4	-	-	-	0,0
Total revenue	313,9	368,6	25,8	40,8	222,3	256,5	-	2,9	-4,3	-2,0	-	-2,9	557,7	663,9
Segment operating profit	38,7	22,3	-3,4	11,9	-6,4	-1,2	-	28,6	-154,2	-165,8	-	-28,6	-125,3	-132,8
Financial items													-5,5	-12,2
The Group's profit before tax and discontinued operations													-130,8	-145,0

Operating segment reporting is created in accordance with IFRS 8. For IBS, business lines are those in which the chief operating decision-maker does follow up. The segmentation is based on how IBS is organized and how internal reporting is structured.

Internal pricing is based on market price. The segment results include items that are directly assignable or can be allocated to a segment in a reasonable and reliable way.

The chief operating decision-maker does not follow up assets per operating segment. Group functions incl. group adjustments apply to elimination of revenue from other segments, general and administrative costs, IT costs, head office costs and other group-wide functions as well as amortization of intangible assets and capitalization of product development.

Segments

The Enterprise Business Unit focuses on Enterprise Resource Planning (ERP) and supply chain solutions for small to medium-sized distribution and supply chain management operations. The IBS Enterprise business provides software solutions, professional services, systems integration, and customer support. When bundled with hardware, it also delivers turnkey and cloud-based solutions.

Iptor, is a well proven system integrator with a focus on innovative consulting and information management. It supports its customers to achieve business success by optimizing the utilization of their IT assets and a value orientated treatment.

Bookmaster, is a global supplier of sophisticated publishing and book distribution process solutions. Its customers are a mixture of very large to mid-sized publishing enterprises. Bookmaster offerings assist publishers and distributors manage primary and secondary processes that form the backbone of every publishing operation.

Discontinued operations

Earnings from discontinued operations

Group	2011 Jan-June	2010 Jan-June	2010 Full year
SEK million			
Operating income in discontinued operations			
Revenues	-	2,9	2,7
Costs *)	-	-2,5	-2,7
<i>Income before tax</i>	-	0,4	0,0
Tax	-	-	-
Income after tax but before capital gain/loss	-	0,4	0,0
Capital gain/loss from disposal of discontinued operations	-	28,2	33,3
Tax related to capital gain/loss above	-	-	-
Income from disposal after tax	-	28,2	33,3
Total income for the period	-	28,6	33,3

Parent company income statement

SEK million

	2011 Jan-June	2010 Jan-June	2010 Full year	Last 12 Months
Revenue				
Software licenses	0,0	0,0	0,0	0,0
Professional services	2,9	3,2	6,3	6,0
Other income	0,0	0,6	80,3	79,7
Total revenue	2,9	3,8	86,6	85,7
Cost of revenue				
Software licenses	-2,1	-2,0	-3,6	-3,7
Professional services	-1,8	-1,7	-3,4	-3,4
Other costs	0,0	0,0	0,0	0,0
Total cost of revenue	-3,9	-3,7	-7,0	-7,2
Gross profit	-1,0	0,1	79,6	78,5
Product development costs	-47,6	-42,4	-82,2	-87,4
Sales and marketing costs	-0,7	-0,1	-0,3	-0,9
General and administrative costs	-75,5	-56,5	-78,9	-98,0
Other operating income/costs *	-0,6	2,8	-1,5	-4,9
Restructuring cost	0,0	0,0	2,0	2,0
Operating profit	-125,4	-96,1	-81,3	-110,6
Financial items				
Financial income	0,5	3,2	23,2	20,5
Financial expenses	-1,3	-3,8	-29,3	-26,8
Result from participations in subsidiaries	0,0	-0,3	114,4	114,7
Earnings after financial items	-126,3	-97,1	27,0	-2,2
Tax	7,9	-0,7	-5,9	2,7
Net profit for the period	-118,4	-97,8	21,1	0,5

* Currency translation differences in operating receivables/liabilities

Statement of comprehensive income

SEK million

	2011 Jan-June	2010 Jan-June	2010 Full year	Last 12 months
Net earnings for the period	-118,4	-97,8	21,1	0,5
<i>Other comprehensive income</i>				
Option program	0,0	0,0	-0,7	-0,7
Translation differences for the period	-5,1	2,9	11,0	3,0
Other comprehensive income for the period	-5,1	2,9	10,3	3,0
Total comprehensive income for the period	-123,5	-94,9	31,4	3,5
Total comprehensive income attributable to:				
Parent company shareholders	-123,5	-94,9	31,4	3,5
Minority	0,0	0,0	0,0	0,0

Parent company balance sheet

SEK million

	2011 30 June	2010 30 June	2010 31 Dec
Assets			
Capitalized product development costs	257,8	315,9	292,6
Acquired software rights	0,8	1,0	0,6
Intangible assets	258,6	316,8	293,2
Tangible assets	2,7	3,5	3,0
Receivables from subsidiaries	152,5	149,6	151,9
Deferred tax receivables	0,8	0,8	0,8
Participation in subsidiaries	519,5	356,3	519,5
Total fixed assets	675,6	510,2	675,2
	934,2	827,0	968,4
Inventory	0,8	1,1	0,9
Accounts receivables	0,0	1,9	0,1
Tax receivables	11,0	3,1	2,0
Receivables from subsidiaries	442,6	329,5	338,0
Other receivables	8,1	5,0	37,8
Current receivables	461,7	339,5	377,9
Cash and cash equivalents	120,6	52,9	31,3
Total current assets	583,1	393,4	410,1
TOTAL ASSETS	1 517,2	1 220,5	1 378,5

	2011 30 June	2010 30 June	2010 31 Dec
EQUITY AND LIABILITIES			
Share capital	25,3	25,3	25,3
Statutory reserve	318,7	318,7	318,7
Non-restricted equity	373,7	413,0	527,2
Equity	717,7	757,0	871,2
Untaxed reserves	0,4	0,4	0,4
Liabilities			
Liabilities to credit institutions	-	0,0	-
Long-term liabilities	0,0	0,0	0,0
Liabilities to credit institutions	30,0	15,6	0,0
Provisions	9,4	3,6	3,7
Accounts payable	43,2	11,0	13,7
Current liabilities to subsidiaries	682,8	420,4	478,0
Other current liabilities	33,8	12,5	11,5
Short-term liabilities	799,2	463,1	506,9
Total liabilities	799,2	463,1	506,9
TOTAL EQUITY AND LIABILITIES	1 517,2	1 220,5	1 378,5

Change in Parent company equity

SEK million

	2011 30 June	2010 30 June	2010 31 Dec
Opening balance 1 Jan	871,2	851,9	851,9
Group contribution	-30,0	-	-12,1
Total comprehensive income for the period	-123,5	-94,9	10,3
Net profit for the period	0,0	0,0	21,1
Closing balance end of period	717,7	757,0	871,2
Equity attributable to:			
Equity holders of the parent company	717,7	757,0	871,2
Minority interests	0,0	0,0	0,0

Pledged assets and contingent liabilities Parent company

SEK million

	2011 30 June	2010 30 June	2010 31 Dec
Corporate mortgages	-	-	0,0
Pledged shares in subsidiaries	30,0	41,1	0,0
Other pledged assets	2,2	-	-
Guarantees, subsidiaries	8,7	15,7	8,5

Outcome per quarter

SEK million	2009 ⁵⁾	2009 ⁵⁾	2009 ⁵⁾	2009 ⁵⁾	2010	2010	2010 ⁶⁾	2010	2011	2011
	Q1 ¹⁾	Q2 ²⁾	Q3 ³⁾	Q4 ⁴⁾	Q1	Q2	Q3	Q4	Q1	Q2
Software licenses	65,9	117,0	70,0	104,8	61,0	61,7	56,8	71,9	62,7	55,3
Total revenue	403,9	426,9	317,2	463,5	317,1	346,8	260,1	375,6	274,9	282,8
Operating profit	-71,7	16,0	-52,8	-171,4	-132,8	0,0	-54,4	-8,3	-45,8	-79,5
Earnings after financial items	-74,8	14,8	-58,9	-167,9	-145,0	0,0	-55,9	-13,2	-47,4	-83,4

¹⁾ Operating profit includes restructuring costs amounting to SEK -62,6 m.

²⁾ Operating profit includes restructuring costs amounting to SEK -3,5 m.

³⁾ Operating profit includes restructuring costs amounting to SEK -4,6 m.

⁴⁾ Operating profit includes restructuring costs amounting to SEK -37,1m, impairment of goodwill amounting to SEK -50,6 m and capital gain from sale of operations amounting to SEK 4,3 m.

⁵⁾ The quarters in 2009 are recalculated with net of discontinued operations.

⁶⁾ Operating profit includes restructuring costs amounting to SEK -8,7 m.

Reconciliation to EBITDA *

SEK million	2011 Jan- June	2010 Jan-June	2010 Full year	Last 12 months
Operating profit	-125,3	-132,8	-195,5	-188,0
Reversals				
Restructuring costs	-	-	18,7	18,7
Depreciation	9,6	12,8	23,6	20,4
Amortization	53,1	48,0	90,8	95,9
Impairment of goodwill	-	-	-	-
EBITDA	-62,6	-72,0	-62,4	-53,0

* EBITDA: earnings before interest, taxes, depreciation, amortization, restructuring costs and earnings from discontinued operations.

Key figures

	2011 Jan-June	2010 Jan-June	2010 Full year	Last 12 months
Average number of employees	781	985	936	836
Revenue per employee (SEK thousand)	714	674	1 388	1 428
Value added per employee (SEK thousand)	280	283	599	599
Value added per employee excl. restr.costs (SEK thousand)	280	255	564	593
Operating margin %	-22,5	-20,0	-15,0	-15,8
Operating margin excl. restr.costs %	-22,5	-24,3	-17,6	-16,2
Capital turnover ratio	0,5	0,5	1,0	1,1
Return on total capital %	-12,1	-9,9	-14,4	-17,9
Return on capital employed %	-29,5	-20,1	-31,0	-48,1
Return on equity %	-36,8	-20,9	-36,0	-64,3
Ratio of risk capital %	32	46	38	22
Liquidity %	68	96	86	64
Equity to total assets ratio %	32	46	38	22
Interest cost cover ratio	-21	-11	-9	-13
DSO (Days of sales outstanding)	77	95	101	77
Interest-bearing net debt	-41	-73	-38	-5

Analysis

Gross profit per revenue stream SEK million	2011 Jan-June	2010 Jan-June	2010 Full year
Software licences	111	109	228
Professional services	11	31	59
Hardware and other revenue	25	26	66
Total	147	166	353

Gross margin in % per revenue stream %	2011 Jan-June	2010 Jan-June	2010 Full year
Software licences	94%	89%	91%
Professional services	3%	8%	8%
Hardware and other revenue	20%	19%	22%
Total	26%	25%	27%

Type of revenue in % of total revenue %	2011 Jan-June	2010 Jan-June	2010 Full year
Software licences	21%	18%	19%
Professional services	56%	61%	58%
Hardware and other revenue	23%	21%	23%
Total	100%	100%	100%

Operating costs in % of revenue %	2011 Jan-June	2010 Jan-June	2010 Full year
Product development costs	19%	16%	15%
Sales and marketing costs	13%	15%	15%
General and administrative costs	17%	13%	11%
Total	49%	45%	41%

Depreciation SEK million	2011 Jan-June	2010 Jan-June	2010 Full year
Capitalized product development costs	-51	-46	-87
Goodwill impairment	0	0	0
Other fixed assets	-12	-15	-27
Total	-63	-61	-114