

First quarter 2009

Alastair Sorbie, CEO

First quarter summary

Improved EBIT and continued growth

- Net revenue amounted to SKr 634 million (556), an increase of 14% including, and 5% excluding, exchange rate differences.
- EBIT increased to SKr 30 million (3).
- Product revenue amounted to SKr 270 million (244).
 - ▶ License SKr 74 million (81)
 - ▶ Maintenance and support SKr 196 million (163)
- Consulting revenue increased to SKr 356 million (308).
- Cash flow after investments amounted to SKr 121 million (134).

Impact of the economic downturn

General market outlook

- Analysts such as AMR, Forrester, and Gartner continued in Q1 to adjust downward their forecasts for the global IT market for 2009 and now expect a few percent decrease.
- According to analysts, ERP is a prioritized IT investment because of the need to:
 - ▶ streamline corporate processes,
 - ▶ reduce costs,
 - ▶ improve control and business intelligence.
- ERP players with large customer bases, such as IFS, have a large proportion of recurring revenue.

New business in 2009

Q1 contracts/upgrades

Existing customers

- Nikon Precision Equipment Company (electronics industry, Japan)
- Stadium (retail & wholesale, Sweden)
- Axis (electronics industry, Sweden)
- Systembolaget (retail & wholesale, Sweden)

New customers

- Sørco, (offshore, Norway)
- Dovetel (telecom, Tanzania)
- Teknos (chemical industry, Finland)
- Swedish Nuclear Waste Management Company (energy & utilities)
- WinWinD (industrial manufacturing, Finland)

Partner development

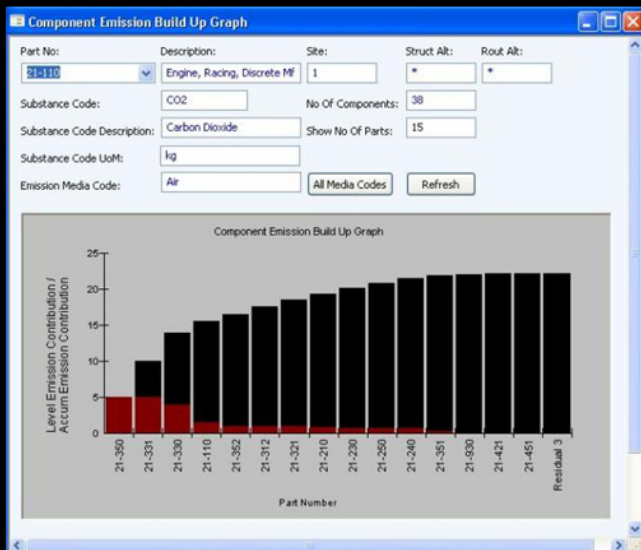
IFS Retail—a new joint venture company



- Since 2007 IFS has partnered with Centric, a Dutch IT-services company that specializes in retail & wholesale solutions.
- Centric has 100 retail chains as customers, 7400 staff, and € 788 million annual turnover.
- The aim is to deliver the most complete and cost-effective retail & wholesale solution on the world market.
- IFS believes that it is better to target a specialized market by working closely and formally with a specialist partner.

IFS Eco-footprint Management

- ▶ Calculates and analyzes the environmental impact of a business
- ▶ Control costs
- ▶ Address existing and planned environmental legislation
- ▶ Integrated into IFS Applications
- ▶ First customer, IV Produkt AB signed in Q1 09



First quarter

Segment reporting I

Q1	Europe North		Europe West		Europe Central		Americas	
	2009	2008	2009	2008	2009	2008	2009	2008
SKr million								
License revenue	19	19	5	14	10	6	9	12
Maintenance & support revenue	72	68	30	25	18	14	37	26
Consulting revenue	163	147	45	32	46	34	43	38
Other revenue	1	1	4	1	0	0	0	0
Net external revenue	255	235	84	72	74	54	89	76
EBIT*	70	60	20	21	6	-1	19	21
Average number employees	576	592	241	210	198	171	209	208

* before distribution of corporate items

First quarter

Segment reporting II

Q1	Europe East		Africa, Asia, and Pacific		Defense	
	2009	2008	2009	2008	2009	2008
SKr million						
License revenue	7	10	26	18	1	1
Maintenance & support revenue	13	13	15	12	9	5
Consulting revenue	27	24	19	15	11	17
Other revenue	1	0	1	0	1	1
Net external revenue	48	47	61	45	22	24
EBIT*	6	-3	15	13	-1	-1
Average number employees	275	287	297	290	58	59

* before distribution of corporate items

First quarter

Financial development

	2009 Q1	2008 Q1	April 2008– March 2009	April 2007– March 2008
SKr million				
Net revenue	634	556	2 596	2 385
whereof				
License revenue	74	81	472	487
Maintenance and support revenue	196	163	736	664
Consulting revenue	356	308	1 358	1 210
Gross earnings	243	220	1 129	1 046
whereof				
Licenses	64	75	429	441
Maintenance and support	118	98	420	415
Consulting	57	43	262	179
EBIT	30	3	181	136
Earnings before tax	15	-7	183	121
Earnings for the period	10	-5	110	113
Cash flow after investment operations	121	134	85	141

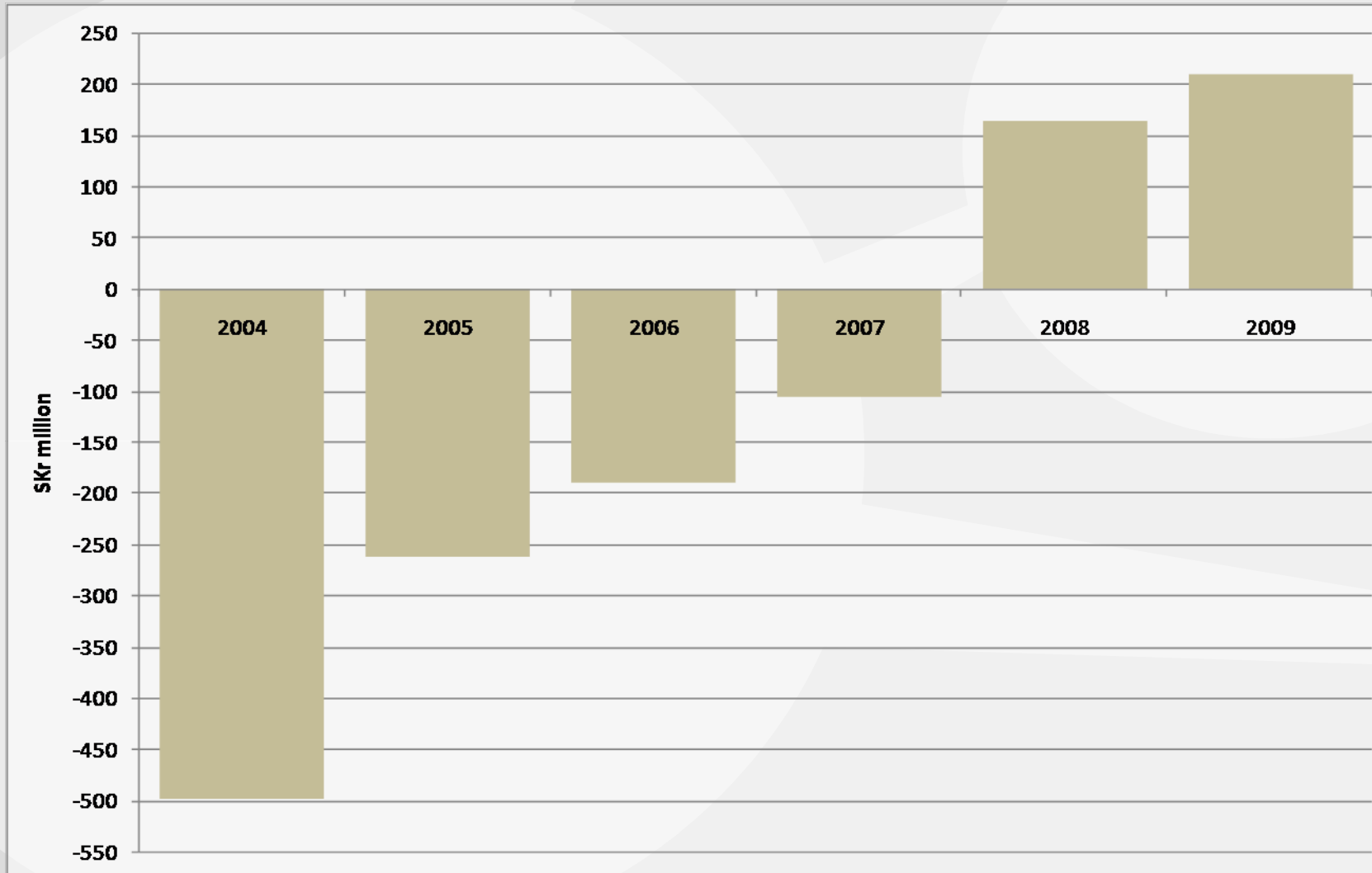
First quarter

Statement of cash flows

Q1	2009	2008
SKr million		
Cash flow before change in working capital	50	29
Change in working capital	109	139
Cash flow from current operations	159	168
Cash flow from investments	-38	-34
Cash flow after investments	121	134
Cash flow from financing	-97	-15
Cash flow for the period	24	119
Cash and cash equivalents at the beginning of the period	317	254
Exchange rate differences in cash and cash equivalents	5	-2
Cash and cash equivalents at the end of the period	346	371

First quarter

Net debt



Outlook 2009

IFS' development in 2009 is expected to be stable and generally in line with 2008

“Demand for products and services will be constantly tracked across all regions and should any deterioration in demand be seen, then cost reduction action will be quickly taken.”

**IFS—THE GLOBAL ENTERPRISE
APPLICATIONS COMPANY**