

Stockholm, October 8, 2007

Belgian do-it-yourself chain Hubo chooses IBS

IBS has signed an agreement with the do-it-yourself chain Hubo in Belgium regarding a new software solution, including software, services and hardware, to be used by the head office and all ninety stores. The total contract value is approximately SEK 19 m of which the value for IBS amounts to SEK 13 m.

Up until now, Hubo Belgium used a number of different software packages. "The use of all these different packages turned out to be very labor-intensive. It occurred more than once that data had to be entered several times," Patrick Mortier, Hubo project leader, explains. "To gain better control over the processes, it was important to find a total solution that could be used in both our head office and in all our branches."

Hubo, which had a turnover of 300 million Euros last year, took no chances when it decided on its new software supplier. In February 2006, twenty suppliers were asked to provide quotes. "We eventually whittled it down to four candidates, who were all subject to a number of tests," says Mortier. The choice finally went to IBS, since the communications with the company were excellent. "We had to choose between two very similar suppliers. We chose IBS, because they are more of a partner than a supplier," states Mortier.

The implementation will begin with an extensive analysis stage. The changeover of the head office is expected to happen in February and March 2008, and should be completed in the summer of 2008. After the summer, several stores will run pilots in September and October. The actual changeover of all stores will begin at the end of 2008. The complete implementation of IBS Enterprise, IBS Integrator, IBS NetStore, IBS Business Intelligence and IBS Catalog Suite will be finalized in the course of 2009.

For further information, contact:

John Womack, SVP Communications & IR, IBS AB
Mobile: +46 (0)70 678 24 99
john.womack@ibs.net

IBS AB (OMX STO:IBS) is a leading provider of business systems for supply chain management, demand-driven manufacturing, customer administration and financial control. IBS's primary focus is large and mid-sized distributors as well as sales and manufacturing companies in international groups. IBS offers industry solutions in such areas as pharmaceutical distribution, the automotive industry, electronics, paper, publishing and a number of local niches. For further information, visit www.ibs.net/se

IBS CORPORATE HEADQUARTERS

P.O. Box 1350, Hemvämsgatan 8
SE-171 26 Solna, Sweden
Corp Reg No: 556198-7289
Reg Office: Stockholm, Sweden

Tel: +46 8 627 23 00
Fax: +46 8 764 59 65
info@ibs.net
www.ibs.net

