Q3

INTERIM REPORT

JANUARY–SEPTEMBER 2003

Third quarter 2003

- Lower costs led to improved earnings. IFS reported an operating loss of SKr55m, compared with a loss of SKr74m in the same period in 2002. After net financial items, IFS reported a loss of SKr84m, compared with a loss of SKr89m in the same period in 2002. The loss per share after tax amounted to SKr1.18, compared with a loss of SKr1.27 in the third quarter of 2002.

- Net sales amounted to Skr492m, compared with SKr585m in Q3 2002. License sales totaled SKr191m, compared with SKr216m in Q3 2002. Consulting revenue was SKr272m, compared with SKr340m in Q3 2002. The order flow was good, with the order backlog increasing by SKr101m to SKr954m.

- Cash flow from current operations was SKr4m, compared with SKr-54m for the third quarter of 2002. Cash flow after investments amounted to SKr-43m, compared with SKr-114m for the third quarter of 2002. Excluding one-time payment, investments in real estate and wage settlements amounting to SKr30m, cash flow was SKr-13m.

- Operating expenses were reduced by SKr125m to SKr585m, compared with SKr710m in Q3 2002.

January–September 2003

- IFS reported an operating loss of SKr79m, compared with a loss of SKr199m for the first nine months of 2002. The loss after net financial items amounted to SKr157m, compared with Skr244m for the first nine months of 2002. The loss per share after tax was SKr2.30, compared with SKr2.47 in the same period in 2002.

- Net sales totaled SKr1,680m, compared with SKr2,014m for the first nine months of 2002. License sales amounted to SKr619m compared with SKr787m in the same period in 2002. Consulting revenue totaled SKr978m, compared with SKr1,142m for the first nine months of 2002.

- Cash flow from current operations was SKr14m, compared with SKr-55m for Jan–Sept 2002. Cash flow after investments amounted to SKr-143m, compared with SKr-234m for Jan–Sept 2002. Excluding one-time payments, investments in real estate and wage settlements of SKr95m, cash flow was SKr-48m.

- Operating expenses were reduced by SKr504m to SKr1,882m, compared with SKr2,386m for January–September 2002.

Group performance
During the third quarter, the market for new business applications increased somewhat, which indicates a trend change. IFS can report improved order flows and several major contracts whose effect has not yet been realized as income. The order backlog increased by SKr101m since the end of the second quarter and amounted to SKr954m at the end of the third. Exchange rate effects had a negative effect of SKr18m on the order backlog during the third quarter. Of the SKr25m reduction in license revenue, exchange rate effects account for Skr15m.

During the third quarter, 42 new customers signed agreements for the delivery of IFS Applications. A total of 7 agreements were valued in excess of US$1m each. The percentage of new sales generated by partners is relatively constant; 10% for the third quarter and 9% for the first 9 months of the year.

The consulting margin in the third quarter was 14%, compared with 12% in the same period in 2002 and 25% in the second quarter of 2003, which in turn was up from 14% in the second quarter of 2002. The sequential drop is mainly due to the vacation periods in Europe but also to lower utilization of consultants in the U.S.A. The consulting margin for the first 9 months was 20%, compared with 14% for the same period in 2002.

During the first 9 months, net revenue was down 7% and operating costs fell by 6% due to exchange rate effects compared with the same period in 2002. Exchange rate effects had a positive impact of 6% on earnings after net financial items.

Cost containment program
It is estimated that the actions initiated in December 2002 will reduce costs by approximately SKr350m. Since personnel-related costs account for about 60% of operating expenses, a major part of the planned cost cuts consists of downsizing the workforce. The number of employees will be reduced by about 400 during 2003. Furthermore, actions will be taken in some 10 defined areas, including investment restraint, termination of contracts with external consultants, divestment of non-core operations, and lower travel and personnel-related costs. On completion of the cost containment program, the number of employees will be about 2,750. The lower costs mean that breakeven can be attained at less than SKr2,500m in 2003. For 2004, breakeven is expected to be achieved at SKr2,400m.

The cost containment program has been implemented faster than scheduled, with operating expenses during the third quarter decreasing to SKr585m, compared with SKr710m in the second half of 2002. The number of employees amounts to 2,737, excluding 61 whose severance period has not yet expired. During the fourth quarter of 2002, provisions of SKr132m were made for restructuring costs. Of these, SKr70m was resolved in the first 6 months of 2003. Scheduled one-time payments and severance pay meant that the effect of the cost containment program on cash flow was not fully realized during the first 9 months. IFS International Flight Service AB and operations in Indonesia with a total of 69 employees were divested, with a capital loss of SKr7m on the sale of IFS Flight being charged to first-quarter earnings. The capital gain from the sale of IFS Indonesia amounted to SKr4m, which improved second-quarter earnings.

The market
The third quarter saw an improvement in the declining trends in license sales that have characterized the market for the past 2 years. The total volume of license revenue in the industry was somewhat higher than last year, even if this is due to an increase in maintenance revenue from existing customers rather than new license sales.

Moreover, agreements where licenses are called off as projects progress have become more common, which means that suppliers cannot recognize licenses as revenue on signing orders to the same extent as previously. Consequently, license revenue does not fully reflect demand. However, if the order flow in the industry at large is included in the assessment, a change in trend is clearly indicated. One quarter is hardly a sufficiently long period to definitely establish that the trend has changed. The situation is further complicated by the turbulence caused in the market by Oracle’s bid for PeopleSoft. IFS believes, however, that an improvement in the market is increasingly likely in the fourth quarter and beyond.

Product development
The development of IFS Applications 2004, which will be delivered as scheduled in December 2003, continued in the third quarter. The latest version is being developed for enterprises with global operations. Furthermore, IFS has continued to reduce the number of country-specific versions of its solutions, which offers enterprises the opportunity to reduce the

number of installations they operate. Most customers will now be able to run one system and one database for their entire international operations, resulting in significantly lower costs. The system architecture is also more open. Now customers can choose among all the regular J2EE application servers, including those based on open source code.

Significant enhancements are being made in solutions for supply chain management (SCM), maintenance, repair and overhaul (MRO), and lean manufacturing in collaboration with customers and partners. The new release will strengthen IFS' competitiveness in maintenance-intensive sectors such as aviation, defense, and transportation systems, as well as the heavy process and manufacturing industries.

An increasing amount of R&D is being located in Sri Lanka, where IFS now has approximately 300 employees. This has reduced the Group's R&D expenditures by 25% for the first 9 months of 2003 while hardly affecting capacity. During the period, 64% of product development expenditures was capitalized. The net effect on earnings is marginal as write-down of capitalized development expenditures for the first 9 months of 2003 is of the same magnitude as the capitalized amount.

Financing and cash flow

Actions to reduce receivables have been successful. DSO based on invoicing for 12 months rolling was 57 days at the end of September, which is 9 days fewer than the corresponding period in 2002. Cash flow during the first 9 months was charged with restructuring costs, real/estate investments in Sri Lanka and non-recurring items of SKr95m. Scheduled divestments are expected to significantly strengthen cash flow over the coming quarters. Investments in fixed assets during the year amounted to SKr68m, compared with SKr35m during the corresponding period in 2002. A convertible debenture loan of SKr200m, net, was issued, the proceeds of which accrued to IFS in February, 2003. The convertible debenture is listed on the Stockholm Stock Exchange. As of September 30, liquid assets amounted to SKr113m, compared with SKr109m for the same period in 2002. The Group also had access to unutilized lines of credit amounting to SKr153m, compared with SKr102m in the same period of 2002.

Parent company

The parent company reported net revenue of SKr12m for the first 9 months of 2003, compared with SKr40m for the corresponding period in 2002, with a loss after net financial items of SKr240m, compared with a loss of SKr471m for the same period in 2002. Earnings were charged with a capital contribution of SKr154m to subsidiaries and with SKr19m in write-downs of receivables from subsidiaries. Investments in machinery and equipment amounted to SKr0m, compared with SKr15m for the first 9 months of 2003. On September 30, parent company liquid funds, including unutilized lines of credit, amounted to SKr113m, compared with SKr40m in the same period in 2003. In accordance with a resolution passed by the annual general meeting of shareholders, the company reduced the share capital by SKr215m by lowering the par value of the share from SKr5 to SKr2, which increased the non-restricted shareholders' equity by the corresponding amount.

Outlook

IFS bases its operations on the premise that demand for business applications will not significantly improve during the remainder of 2003. Earnings and cash flow are expected to continue to improve during the fourth quarter as a result of lower costs and reduced risk levels, a focus on selected market segments and improved order flow.

Linköping October 28, 2003

Michael Hallén
President and Chief Executive Officer

DEVELOPMENT BY REGION

In the Nordic region, several major contracts were signed during the third quarter. Moreover, the 1,300-strong customer base provides operational stability in the form of add-on sales and upgrades. Profitability in Sweden, Norway and Finland is good, and operations in Denmark improved. The total operating margin in the Nordic region was 25% for the first 9 months.

EMEA consists of continental Europe—excluding Eastern Europe—the British Isles, the Middle East, and Africa. The consulting margin continues to be good in most markets, with an increase in order flow and the number of prospects. In Germany and the Benelux countries, in particular, the streamlining and restructuring processes in the sales and consulting organizations resulted in increased sales and positive earnings for the third quarter. Actions are being taken to improve IFS operations in southern Europe, which continue to report weak levels of profitability.

The market in North America has been turbulent. Furthermore, restructuring and the completion of several consulting projects have resulted in lower utilization of consultants and reduced revenue. Adjusted for the effects of a change in accounting principles and fluctuations in the exchange rate, revenue was down 13%. Actions to achieve cost reductions in the fourth quarter affected earnings during the third. Lower costs, combined with a good order flow, are expected to result in improved earnings for IFS North America. During the third quarter, contracts were signed with 8 new customers, one of which was a major order from a Fortune 500 company in the defense industry. The latter contract includes collaboration in the sale of IFS Applications to national defense organizations worldwide. IFS retains its strategy of maintaining a strong presence in the U.S.A.

Growth markets represent the regions were the biggest growth in IFS sales is expected. They include Asia, Australia, Japan, Latin America, and Eastern Europe. Order flow was good in Asia, whereas Eastern Europe was affected by postponements. The region accounted for 21 of the 42 new customers signed worldwide during the third quarter. The growing customer base is expected to result in a more stable revenue flow in the form of maintenance and service fees. The collaboration with NEC continues to develop well, and two new collaboration agreements were signed during the period. The collaboration has already produced a major order in Latin America. In addition, the joint venture company in PR China, IFS-UFSoft, signed a major agreement with a company in the pulp & paper industry. The second of six scheduled regional support centers was opened in PR China.

January–September 2003 (SKr m)	Nordic		EMEA		North America		Growth markets		Group and eliminations		**Group**	
	2003	2002	2003	2002	2003	2002	2003	2002	2003	2002	**2003**	**2002**
License revenue	217	236	157	160	125	224	113	167	7	0	**619**	**787**
Consulting revenue	419	445	241	284	215	292	99	118	4	3	**978**	**1 142**
Other revenue	52	37	3	9	4	11	17	16	7	12	**83**	**85**
Total external revenue	**688**	**718**	**401**	**453**	**344**	**527**	**229**	**301**	**18**	**15**	**1 680**	**2 014**
Internal revenue	30	39	12	38	10	12	8	21	-60	-110	**0**	**0**
Total revenue	**718**	**757**	**413**	**491**	**354**	**539**	**237**	**322**	**-42**	**-95**	**1 680**	**2 014**
Operating profit/loss	**182**	**142**	**48**	**-11**	**-1**	**19**	**18**	**23**	**-326**	**-372**	**-79**	**-199**
Number of employees, average	792	849	487	584	367	407	577	645	663	708	**2 886**	**3 193**

Accounting principles

This interim report has been established in conformity with Recommendation RR 20, Interim Reports, of the Swedish Financial Accounting Standards Council. As of January 1, 2003, IFS applies the following new recommendations of the Swedish Financial Accounting Standards Council: RR 2:02, Inventory; RR 22 Drawing up of Financial Reports; RR 25, Accounting of Segments, Business Areas and Geographical Areas; RR 26, Events Occurring after the End of the Report Period; RR 27, Information Concerning, and Classification of, Financial Instruments; and RR 28, Government Subsidies. The application of these principles has not entailed any significant effect on IFS' accounting.

This interim report is unaudited.

ORDER BACKLOG (SKr m)

	September 2003	September 2002
Order backlog by the end of the period	**954**	**924**

INCOME STATEMENT (SKr m)

	July–Sept 2003	July–Sept 2002	Jan–Sept 2003	Jan–Sept 2002	Oct–Sept 2002/2003	Oct–Sept 2001/2002	Jan–Dec 2002
License revenue	191	216	619	787	890	1 057	1 059
Consulting revenue	272	340	978	1 142	1 379	1 604	1 543
Other revenue	29	29	83	85	118	136	119
Net sales	**492**	**585**	**1 680**	**2 014**	**2 387**	**2 797**	**2 721**
Capitalized work for own use	37	49	118	168	173	236	223
Other operating income	1	2	5	5	16	14	16
Total operating income	**530**	**636**	**1 803**	**2 187**	**2 576**	**3 047**	**2 960**
External costs	184	219	549	771	860	1 077	1 082
Personnel costs	340	419	1 147	1 402	1 591	1 921	1 847
Depreciation	62	70	193	208	265	272	280
Items affecting comparability	-2	-	-10	-	378	34	388
Other operating expenses	1	2	3	5	5	2	7
Total operating expenses	**585**	**710**	**1 882**	**2 386**	**3 099**	**3 306**	**3 604**
Operating profit/loss	**-55**	**-74**	**-79**	**-199**	**-523**	**-259**	**-644**
Financial items, net	-29	-15	-78	-45	-150	-128	-116
Profit/loss after financial items	**-84**	**-89**	**-157**	**-244**	**-673**	**-387**	**-760**
Tax on profit/loss for the period	-4	-2	-13	64	-57	64	19
Minority interest	3	0	5	3	3	-1	1
Profit/loss for the period	**-85**	**-91**	**-165**	**-177**	**-727**	**-324**	**-740**
Key ratios per share (Skr)							
Profit/loss after tax	-1.18	-1.27	-2.30	-2.47	-10.12	-4.64	-10.32
Shareholders' equity	4.50	13.87	4.50	13.87	4.50	13.87	6.18
Number of shares (thousands)							
At the end of the accounting period	71 830	71 821	71 830	71 821	71 830	71 821	71 821
Average for the period	71 830	71 821	71 827	71 654	71 825	69 777	71 696

INCOME STATEMENT BY FUNCTION (SKr m)

	July–Sept 2003	July–Sept 2002	Jan–Sept 2003	Jan–Sept 2002	Oct–Sept 2002/2003	Oct–Sept 2001/2002	Jan–Dec 2002
License revenue	191	216	619	787	890		1 059
Consulting revenue	272	340	978	1 142	1 379		1 543
Other revenue	29	29	83	85	118		119
Net sales	**492**	**585**	**1 680**	**2 014**	**2 387**		**2 721**
Costs of licenses and support	71	59	189	215	281		307
Costs of consulting	235	299	779	984	1 133		1 338
Other costs	25	22	59	62	89		93
Total direct costs	**331**	**380**	**1 027**	**1 261**	**1 503**		**1 738**
Gross profit/loss	**161**	**205**	**653**	**753**	**884**		**983**
Costs of sales and marketing	106	110	352	405	472		525
Costs of research and development	64	90	200	265	281		346
Costs of administration	48	79	192	282	287		377
Items affecting comparability	-2	-	-10	-	378		388
Other operating items, net	0	0	-2	0	-11		-9
Total indirect costs	**216**	**279**	**732**	**952**	**1 407**		**1 627**
Operating profit/loss	**-55**	**-74**	**-79**	**-199**	**-523**		**-644**

BALANCE SHEET (SKr m)

	Sept 30, 03	Sept 30, 02	Dec 31, 02
ASSETS			
Capitalized development costs	572	539	566
Goodwill	239	504	285
Other intangible fixed assets	46	82	61
Total intangible fixed assets	**857**	**1 125**	**912**
Tangible fixed assets	153	190	191
Other financial fixed assets	148	198	151
Total fixed assets	**1 158**	**1 513**	**1 254**
Inventories	**3**	**3**	**2**
Accounts receivable	474	644	741
Other current receivables	92	96	66
Prepaid expenses and accrued income	119	138	130
Total current receivables	**685**	**878**	**937**
Short-term investments	-	-	0
Cash and bank	113	109	106
Total current assets	**801**	**990**	**1 045**
Total assets	**1 959**	**2 503**	**2 299**

	Sept 30, 03	Sept 30, 02	Dec 31, 02
STOCKHOLDERS' EQUITY AND LIABILITIES			
Stockholders' equity	**307**	**979**	**428**
Minority interest	**16**	**17**	**16**
Restructuring reserve	43	-	132
Other provisions	20	8	20
Total provisions	**63**	**8**	**152**
Convertible debenture loan	215	69	69
Long-term liabilities to credit institutions	225	262	226
Other long-term liabilities	21	15	27
Total long-term liabilities	**461**	**346**	**322**
Accounts payable	163	184	211
Current liabilities to credit institutions	267	235	329
Other current liabilities	155	186	233
Accrued expenses and deferred income	527	548	608
Total current liabilities	**1 112**	**1 153**	**1 381**
Total stockholders' equity and liabilities	**1 959**	**2 503**	**2 299**

License revenue (SKr m)

	Jan–Sept 2003	Jan–Sept 2002
License fees	287	489
Maintenance fees	279	240
Third-party license and maintenance fees	53	58
Total	**619**	**787**

Reimbursement to related company

During the year, IFS assumed the claim concerning SKr3m owed to IFS International Flight Service by Greenfield AB. During the period, interest expenses amounted to SKr2m. Greenfield is 90% owned by Bengt Nilsson, deputy executive chairman (formerly president and CEO) of IFS, and 10% owned by Jan Moodh, COO of IFS.

Current liabilities to credit institutions include interest-bearing liabilities to Förvaltnings AB Wasatornet of SKr69m. The current rate of interest is 5.2%. Förvaltnings AB Wasatornet has underwritten credit facilities of SKr127m. The underwriter's fee is 2.5%. Interest expenses and financial reimbursements amount to SKr5m.

Stockholders' equity (SKr m)

	Sept 30, 03	Sept 30, 02	Dec 31, 02
Opening balance according to the adopted balance sheet	428	1 575	1 575
Effect of change in accounting principles	-	-355	-355
Opening balance adjusted according to the new accounting principles	**428**	**1 220**	**1 220**
Profit/loss for the period	-165	-177	-740
Convertible debenture, warrant component	64	-	-
Ongoing new capital issue	7	-	-
New capital issue	-	27	27
Translation differences, etc.	-27	-91	-79
Closing balance	**307**	**979**	**428**

Accrued expenses and deferred income (SKr m)

	Sept 30, 03	Sept 30, 02	Dec 31, 02
Deferred license revenue	13	45	12
Deferred maintenance revenue	179	157	226
Accrued payroll expenses, including social security fees	223	252	241
Other accrued expenses & deferred income	112	94	129
Total	**527**	**548**	**608**

Pledged assets and contingent liabilities (SKr m)

	Sept 30, 03	Sept 30, 02	Dec 31, 02
Accounts receivable (factoring)	250		159
Chattel mortgages	139		142
Shares in subsidiaries	110		132
Other pledged assets	81		88
Contingent liabilities	40		4
Total	**620**		**525**

CASH FLOW STATEMENT (SKr m)

	July–Sept 2003	July–Sept 2002	Jan–Sept 2003	Jan–Sept 2002	Oct–Sept 2002/2003	Oct–Sept 2001/2002	Jan–Dec 2002
Cash flow from current operations before changes in working capital	-40	-14	-23	-5	-74	49	-57
Changes in working capital	44	-40	37	-50	105	-25	18
Cash flow from current operations	**4**	**-54**	**14**	**-55**	**31**	**24**	**-39**
Cash flow from investment operations	-47	-60	-157	-179	-242	-285	-263
Cash flow after investment operations	**-43**	**-114**	**-143**	**-234**	**-211**	**-261**	**-302**
Cash flow from financing operations	-17	90	157	240	222	293	305
Cash flow for the period	**-60**	**-24**	**14**	**6**	**11**	**32**	**3**
Liquid funds by the beginning of the period	174	134	106	110	109	81	110
Exchange rate difference in liquid funds	-1	-1	-7	-7	-7	-4	-7
Liquid funds by the end of the period	**113**	**109**	**113**	**109**	**113**	**109**	**106**

KEY RATIOS

	July–Sept 2003	July–Sept 2002	Jan–Sept 2003	Jan–Sept 2002	Oct–Sept 2002/2003	Oct–Sept 2001/2002	Jan–Dec 2002
Change in license revenue	-12%	-30%	-21%	-19%	-16%	-17%	-14%
License margin	63%	73%	69%	73%	68%		71%
Change in consulting revenue	-20%	-8%	-14%	-4%	-14%	4%	-7%
Consulting margin	14%	12%	20%	14%	18%		13%
Change in net sales	-16%	-16%	-17%	-11%	-15%	-6%	-11%
Gross margin	33%	35%	39%	37%	37%		36%
Research and development expenses/net sales	11%	14%	11%	16%	12%	17%	15%
Costs of research and development/net sales	13%	15%	12%	13%	12%		13%
Research and development expenses/license revenue	29%	38%	30%	40%	31%	44%	39%
Costs of research and development/license revenue	34%	42%	32%	34%	32%		33%
Costs of marketing/license revenue	55%	51%	57%	51%	53%		50%
Costs of administration/net sales	10%	14%	11%	14%	12%		14%
Net sales per employee (SKr thousands)	177	185	582	631	811	863	855
External costs per employee (SKr thousands)	66	69	190	241	292	332	340
Costs of personnel per employee (SKr thousands)	122	133	397	439	540	593	581
Days sales outstanding (DSO)	57	66	57	66	57	66	78
Equity/assets	16%	40%	16%	40%	16%	40%	19%
Number of employees by the end of the period	2 737	3 150	2 737	3 150	2 737	3 150	3 144
Average number of employees	2 783	3 156	2 886	3 193	2 945	3 242	3 181

FINANCIAL TREND (SKr m)

	July–Sept 2003	Apr–June 2003	Jan–Mar 2003	Oct–Dec 2002	July–Sep 2002	Apr–June 2002	Jan–Mar 2002	Oct–Dec 2001
License revenue	191	212	216	272	216	267	304	271
Consulting revenue	272	351	355	401	340	387	415	463
Other revenue	29	31	23	34	29	31	25	50
Net sales	**492**	**594**	**594**	**707**	**585**	**685**	**744**	**784**
Capitalized work for own use	37	38	43	56	49	60	58	68
Other operating income	1	1	3	10	2	2	1	9
Total operating income	**530**	**633**	**640**	**773**	**636**	**747**	**803**	**861**
External costs	184	179	186	311	219	271	281	306
Personnel costs	340	389	418	445	419	483	500	519
Depreciation	62	64	67	72	70	68	70	64
Items affecting comparability	-2	-15	7	388	-	-	-	34
Other operating expenses	1	1	1	2	2	-2	4	-3
Total operating expenses	**585**	**618**	**679**	**1 218**	**710**	**820**	**855**	**920**
Operating profit/loss	**-55**	**15**	**-39**	**-445**	**-74**	**-73**	**-52**	**-59**
Financial items, net	-29	-27	-22	-71	-15	-14	-16	-84
Profit/loss after financial items	**-84**	**-12**	**-61**	**-516**	**-89**	**-87**	**-68**	**-143**
Order backlog by the end of the period	**954**	**853**	**904**	**934**	**924**	**1 013**	**1 068**	**1 218**

Financial information 2003

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About IFS and IFS Applications

IFS develops and supplies component-based business applications for medium and large enterprises and organizations. IFS Applications™, which is based on web and portal technology, offers 60+ enterprise applications components used in manufacturing, supply chain management (SCM), customer relationship management (CRM), service provision, financials, product development, maintenance and human resource administration. IFS offers customers an easier, more open alternative that can be implemented step by step. A leading global business applications supplier, IFS has 3,000 employees, with sales in 45 countries, and more than 350,000 users worldwide. The company is listed on the Stockholm Stock Exchange (XSSE: IFS).

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