



UNIT4 and International Business Systems (IBS) have agreed on the acquisition of IBS Consist in the Netherlands by UNIT4

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Business software company UNIT4 and supplier for wholesale and distribution software IBS AB (publ) ("IBS") have today announced that they have reached an agreement on the acquisition of IBS Consist ("Consist") by UNIT4. IBS will retain its IBS Enterprise and Iptor operations in the Netherlands.

Consist has built up a strong position in the Dutch market for 30 plus years in the areas of financial management and human resources management software, with products such as FIS, FMS and EMIS. Consist has established a client base of 600 medium-sized businesses and organizations.

Consist had a revenue exceeding € 15 million in 2009, with an EBITDA margin of more than 25%. Recurring revenue contributes approximately 50% of the total revenue. The cost of the acquisition will be fully funded from UNIT4's internal cash resources.

The objective is for Consist to currently maintain its own unique position within UNIT4's Benelux organization, with the aim of further strengthening the position of UNIT4 in the Netherlands by means of the reciprocal transfer of expertise and cross-selling.

"We expect to see further consolidation in our sector in the coming years with many acquisition opportunities for UNIT4", says Chris Ouwinga, CEO of UNIT4. "To reinforce our position in the service sectors, we will increasingly focus on additional and complementary functionalities in the areas of financial management and HRM. This acquisition will once again improve our margin and further increase the proportion of recurring revenue."

"Consist has been one of the most successful acquisitions in the history of IBS, and contributed greatly to our successes, a prime example of the strategy that built IBS to a global player", says Mike Shinya, CEO and President of IBS. "As IBS goes forward we want to focus on offerings to a global market, and we believe that this agreement allows us to maximize the value of this business for our future strategic decisions – while simultaneously taking the best possible care of the customers and employees of Consist."

Kempen & Co acted as financial advisor and NautaDutilh as legal advisor to IBS. Dijkstra Voermans Advocatuur & Notariaat acted as legal advisor to UNIT4.

NOTE TO EDITORS

ABOUT UNIT4

UNIT4 is a global business software company that creates, delivers and supports adaptable business software and services globally to help dynamic organizations manage their business needs effectively. We aspire to set the global standard for business software that helps dynamic organizations to embrace change simply, quickly and cost effectively. We have a broad portfolio of solutions that address different markets, requirements, technologies and types of organization.

With offices in 13 European countries, as well 6 countries across North America, Asia Pacific and Africa and sales activities in several other countries, a revenue of €379.4 million was realized in 2009. UNIT4 is headquartered in Sliedrecht, the Netherlands. The company has 3,456 employees (31 December 2009).

The Group incorporates a number of the world's leading change embracing software brands including Agresso Business World and CODA financial management software.

For services intensive organizations, the Agresso Business World ERP suite is widely acknowledged as the business software solution that delivers the lowest Total Cost of Change. This is achieved thanks to its VITA™ architecture which allows for ongoing, post-implementation changes without the typical external IT costs and services that can cost firms huge sums of money each year.

CODA, our best-of-class financials brand, offers mid- to large sized organizations around the world financial management, analysis and business process management. CODA solutions are differentiated by its LINK™ architecture that provides financial executives a 'no compromise' approach to application change management by allowing business systems to be added or changed and easily integrated into the most dependable enterprise financials solution on the market.

ABOUT IBS

International Business Systems (IBS), the leading business application supplier for wholesale and distribution software, helps companies differentiate themselves on the strength of their distribution operations.

Founded in 1978, IBS has over 30 years of experience in the distribution industries ranging from automotive and electronics to paper, publishing, pharmaceuticals, food and beverage. This deep understanding of distribution models and best practices is embodied within IBS Enterprise, a distribution resource management application suite on which thousands of the world's most successful companies now rely.

The IBS B share is listed on NASDAQ OMX First North Exchange Stockholm.

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