

Pär Hammarström

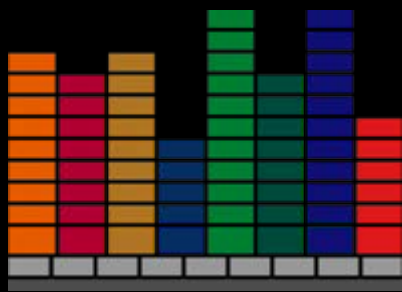
Product Director IFS

Corporate Social Responsibility

Sustainability - Environmental Footprint

Risk Management

SOLUTIONS
FOR THE AGILE
ENTERPRISE



IFS at a glance

- Founded in 1983
- Headquarters in Linköping, Sweden
- Listed on the Stockholm Stock Exchange (OMXS: IFS)
- Latest audited accounts: financial year ending December 2006
- Applications: ERP, SCM, CRM, PLM, CPM, EAM, MRO, Projects
- Number of customers: > 2,000
- Number of IFS Applications™ users: > 600,000
- Represented in 54 countries on all continents through 56 subsidiaries and 79 own offices, as well as 41 distributors
- Number of employees: 2,663 (March 31, 2007)

The IFS vision

Make IFS the REAL alternative

- Industry focus
- Satisfied customers
- Low ongoing TCO
- Attractive pricing
- International coverage
- Technology leadership, e.g. SOA

YOUR SHORTLIST JUST GOT LONGER


➔ [READ MORE](#)

IFS

IFS - THE GLOBAL ENTERPRISE APPLICATIONS COMPANY
www.IFSWORLD.com

SOLUTIONS FOR THE *AGILE* ENTERPRISE

Feel like there's no choice in business software these days?



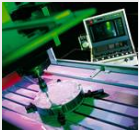
Does it seem that software vendors' race to buy market share is reducing your options? Or that their fight to modernize aging applications is taking focus from the needs of customers? At IFS our aim is to give you back choice. We are a global enterprise applications company with over 20 years experience in enabling organizations become more agile to meet changing business needs.

Considering an enterprise software project? Your shortlist just got longer. Get our white paper on *Selecting enterprise applications fit for the 21st century.*

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Industry-focus strategy

Go-to-market



Achieve economy of scale through focusing investments in product development, sales and marketing on serving customer needs within seven selected industry segments:

- Aerospace & Defense
- Utilities & Telecom
- Service & Facility Management
- Process Industries
- Industrial Manufacturing
- Automotive
- High-tech

Corporate Social Responsibility



Consumers are driving Corporate Responsibility

Corporate responsibility is being incorporated into business strategy for competitive reasons

The customer is always right...

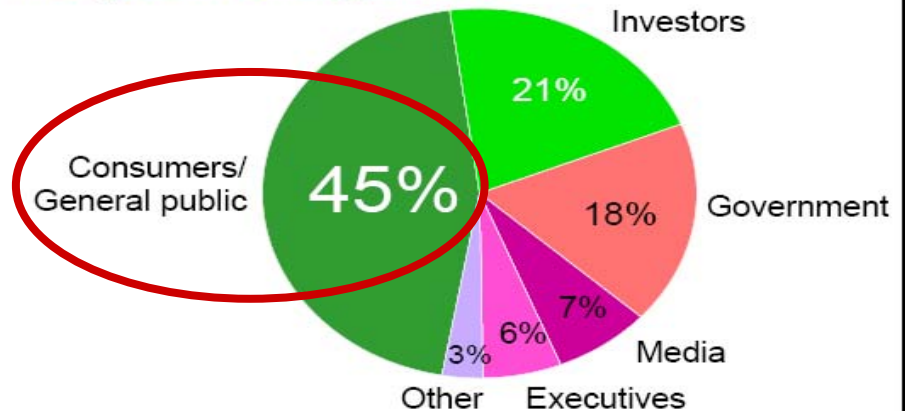
“Look at the Live Earth movement, all of those people are going to **vote with their wallets.**”
- SVP of Strategic Planning

“Customers are so in tune with what companies do. They can research a company’s background to no end on the internet, and when **they research, they act.** So you have to be responsible.”
- VP of Marketing

“Public perception is that companies have done well over the last seven years, companies have cash and profits. The public is looking more towards **Corporate America to help with social programs** such as education, healthcare, and community development.”
- CFO

Group that is most likely to pressure companies to pursue corporate responsibility programs...

it's more about complying with customer demands than government regulations



N = 509 business executives

Grant Thornton
in partnership with BusinessWeek Research Services

Environmental Footprint

A Rapidly Rising 'Green Business' Trend

WORLD ECONOMIC FORUM
Davos, January 2007

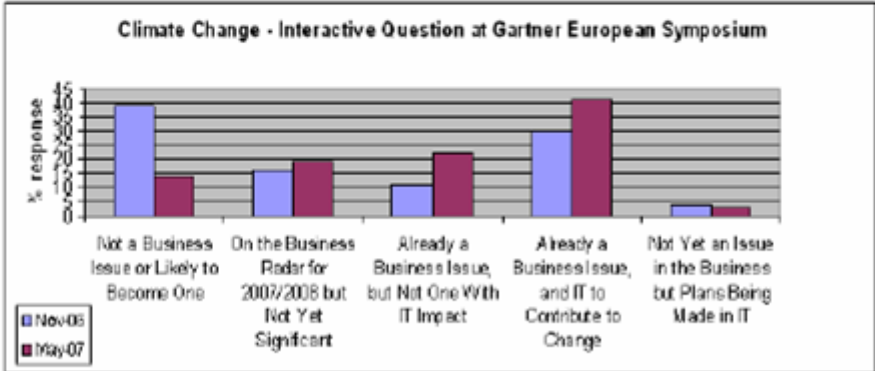
Climate change voted the most important shift that will affect business, technology, society and the global economy

"There will be a move away from corporate social responsibility toward long-term sustainability"

Scott Friedheim, Co-Chief Administrative Officer Lehman Brothers



January 2007 Marks & Spencer CEO Stuart Rose committed the company to becoming carbon neutral and send no waste to landfill by 2012



Gartner.



Part No: MB001 Description: Archibald 1088 Heavy Equipped Struct: * Rout.: * Effective: 2007-11-26 Eff. Serial: Site: MBENS

Cost Set: 2 Estimated Material Cost Level Emissions: 482,90 Acc. Emissions: 1560,90 Emmissions UoM: CO² TON

Template: M-110 Manufacturing Template Level Cost: 3874,00 Total Cost: 38742,00 Currency: USD

Emissions Est.: KYO-1129 Kyoto Compliant - Cert. 1129

Cost Build-up

Excluding Emissions Cost

Including Emissions Cost

Emissions Cost Details									
Part Cost Details		Emissions/Level		Part Emissions Analysis		Cost/Value Type		Structure Multilevel	
Emissions Bucket		Level Cost	Accum. Cost	Level Emissions	Acc. Emissions	Em. Ratio	Qty/Assembly	Emissions Split	Emissions Type
110	Material Emissions	200,00	1 200,00	12,00	72,00	1,0000	1,0000	1,0000	Direct
MB3	Welding Emissions	10 200,00	29 200,00	318,90	992,00	1,0000	1,0000	1,0000	Indirect
300	Operations 200 Em.	0,00	220,00	0,00	13,00	1,0000	1,0000	1,0000	Direct
321	Operations 320 Em.	290,00	3 290,00	14,00	219,00	1,0000	1,0000	1,0000	Indirect
322	Operations 882 Em.	332,00	1 332,00	19,00	80,00	1,0000	1,0000	1,0000	Indirect
MB1	Transportation 1 Em.	1 230,00	1 230,00	82,00	82,00	1,0000	1,0000	1,0000	Indirect
MB2	Transportation 1.3 Em	800,00	2 270,00	37,00	102,00	1,0000	1,0000	1,0000	Indirect
		3874,00	38742,00	482,90	1560,90				

Risk Management

Why Risk Management

Increased vulnerability due to:

Globalization => wider range of threats

Cost pressure, vertical desintegration, horizontal integration => sole sourcing, more dependencies, leaner ops without buffers

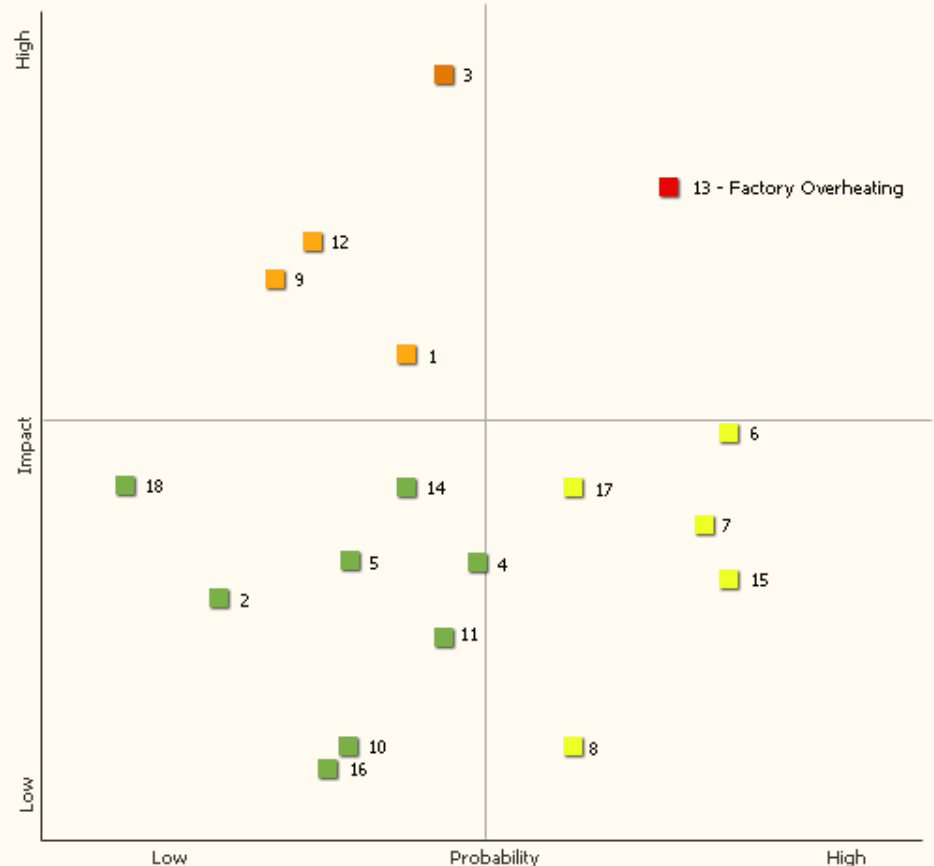
Perceived increased turmoil

Company: Description:

There are 18 risks registered todote.
[15 mitigation plans](#) are in process.
[18 consequence](#) processes are started.

Risk Overview Mitigation Plans Consequences

Risk	Type	Connected To	Created
Factory Overheating	Asset	LKP Factory 2	1/10 2008
Unhedged Pulp Purch.	Financial	General Ledger	1/10 2008
Machine Exhaustion	Asset	GBG Distribution Cent.	1/10 2008
CO ² Overexposure	Environment	Company	1/10 2008
Union Labor Strike	Policy	HR	1/10 2008
Undeductable Trans...	Financial	General Ledger	1/10 2008
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Questions?



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