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Global IP Sound Reports Second Quarter 2004 Results (reported in thousands of SEK)

STOCKHOLM – August 10, 2004 - Global IP Sound AB, a leading provider of embedded voice processing technologies, today reported its financial results for the second quarter ended June 30, 2004.

Revenues for the second quarter of 2004 were SEK 5,475, a 38 percent increase from the first quarter of 2004, and a 112 percent increase over the previous year's quarter. Unearned revenue (based on multi-year contract bookings in which revenue must be recognized over an extended period) increased to SEK 11,045, a 61 percent increase compared to the first quarter of 2004. Gross Profit for the period was SEK 4,807. The Gross Profit was reduced due to the cost of the warrants (SEK 660 for the current quarter) provided to Nortel under the new licensing agreement effective April 2004. The total cost of the warrants (SEK 7,978) will be amortized over the three-year life of the agreement. Operating expenses were SEK 7,120 for the quarter, which was a decrease of 26 percent compared to the same quarter in the previous year and a 13 percent increase from the first quarter of 2004. The quarter-to-quarter increase is attributed to higher sales costs due to expanded sales activity. Net loss for the second quarter of 2004 improved to SEK 3,604, compared to a loss of SEK 7,456 for the same period in the previous year.

Cash at the end of the second quarter was SEK 25,417, as compare to the ending balance figure from March 31, 2004 of SEK 6,765. Through a private placement to existing investors, the Company raised net SEK 21,582, which contributed to the majority of the cash increase.

"The Company continues to show solid growth performance with six new OEM license agreements that include Nortel, Logitech, TalkExpress, Clique Communication, New Heights Software and one chip manufacture. Revenues from the quarter were from both new contracts plus existing agreements," said Edward Abbati, chief financial officer of Global IP Sound.

"With the VoIP market starting to accelerate and the new investment in the Company, Global IP Sound is solidly positioned. The expanded license relationship with Nortel Networks and strategic investment in the company has affirmed our position as the industry-leading supplier of proven voice processing software. GIPS continues to experience significant revenue growth from new license agreements. In addition, the outlook is positive for new tier one customers and licensing revenue from existing customer product shipments. Our sales pipeline has continued to grow to 80+ accounts, with focus on the Tier One applications market," said Gary Hermansen, Chief Executive Officer of Global IP Sound.

Business highlights for the quarter include:

- Completion of an investment round raising NOK 21 million in an offering of 7 million new shares
- Issued share purchase warrants to Nortel Networks
- Increased revenue by 312 percent, to SEK 5,475, over same period last year
- Reduced operating expenses by 26 percent over same period last year
- Signed new license agreements with Nortel, Logitech, TalkExpress, Clique Communication, New Heights Software and one chip manufacture
- Deployed software reached more than 17 million end points (measured by downloads and shipments)
- Expanded customer list to 80 active accounts

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This release may be deemed to contain forward-looking statements, which are subject to the safe harbor provisions of the Private Litigation Reform Act of 1995. These forward-looking statements include, among other things, statements regarding future events and the future financial performance of Global IP Sound that involve risks and uncertainties. Readers are cautioned that these forward-looking statements are only predictions and may differ materially from actual future events or results. Among the important factors or risks that could cause actual results or events to differ materially from those in the forward-looking statements in this release are: business and economic conditions and growth trends in the networking industry and in various geographic regions; global economic conditions and uncertainties in the geopolitical environment; overall information technology spending; the growth of the Internet and levels of capital spending on Internet-based systems; variations in customer demand for products and services, including sales to the service provider market; changes in customer order patterns or customer mix; increased price competition; increased competition in the VoIP industry; dependence on the introduction and market acceptance of new product offerings and standards; rapid technological and market change; litigation involving patents, intellectual property, stockholder and other matters; the ability to recruit and retain key personnel; financial risk management; currency fluctuations and other international factors; and potential volatility in operating results. Any projections in this release are based on limited information currently available to Global IP Sound, which is subject to change. Although any such projections and the factors influencing them will likely change, Global IP Sound will not necessarily update the information, since Global IP Sound will only provide guidance at certain points during the year. Such information speaks only as of the date of this release.

Global IP Sound, AB unaudited, in thousands SEK					
	3 Months Ended		6 Month	6 Months Ended	
Consolidated income	June 30, 2004	June 30, 2003	June 30, 2004	June 30, 2003	
statement					
License					
	4,316	2,347	6,744	2,376	
Services	1 150	222	2.705	1.15	
Net Turnover	1,159 5,475	232 2,579	2,705 9,449	1,15 ⁴ 3,530	
Net Turnover	3,473	2,319	9,449	3,330	
Cost of goods	668	0	730	(
Gross Profit	4,807	2,579	8,719	3,530	
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Information about the business activities					
Selling expenses	1,829	2,167	3,346	4,530	
Administrative expenses	2,394	3,246	4,874	6,914	
Research and development costs	2,898	4,148	5,223	8,614	
Operating expenses	7,120	9,561	13,443	20,06 ⁴ -16,53 ⁴	
Earnings Before Interest, Tax, Depr & Amort	-2,313	-6,982	-4,723	-16,534	
& Amort					
Depreciation & Amortization	1,840	493	3,679	1,036	
Earnings Before Interest, Tax, Depr	-4,153	-7,475	-8,402	-17,570	
& Amort	,	,	,	,	
Result from financial investments					
Other interest income and similar	-80	-34	-125	-175	
profit/loss items Interest expenses and similar profit/loss	42	17	64	59	
items	42	1 /	04	35	
Total result from financial	-38	-17	-61	-117	
investments					
Result after financial items	-4,115	-7,458	-8,341	-17,454	
		_			
State tax	7	-2	18	25	
No. d Lange Consideration	4 122	-7,456	9.250	17.470	
Net loss for the year	-4,122	-/,456	-8,359	-17,479	
Earnings Per Share (Basic)	-0.09	-0.28	-0.19	-0.65	
Average Outstanding Shares	46,045,168	26,879,758	44,295,168	26,879,758	
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Consolidated balance sheet			June 30, 2004	June 30, 2003	
Assets					
Fixed assets					
Intangible fixed assets					
Patents			40,361	1,373	
Tangible fixed assets					
Plant and machinery			(00		
Equipment, tools, fixtures and fittings			699	1,559	
Software			0	20	

statement					
Consolidated ca	ash flow	June 30, 2004	June 30, 2003		
			6 Months Ended		
Total equity and li	abilities	87,274	18,716		
Total current liabi	littes	16,901	7,570		
Accrued expenses a		2,282	1,636		
Unearned revenue		11,045	1,999		
Other current liabili		1,987	2,135		
Accounts payable -	trade	1,587	1,800		
Current liabilities					
Total long-term lia	bilities	111	46		
Long-term national		111	46		
Long-term liabilitie	05				
Total equity		70,262	11,099		
1 otal non-restricted	equity	-140,100	-100,212		
Net loss of the year Total non-restricted		-8,359 -140,180	-17,479 -160,212		
Net loss previous ye		-131,821	-142,733		
Non-restricted equit					
Total restricted equi	ty	210,442	171,311		
Restricted reserves		205,487	168,623		
Share capital		4,955	2,688		
Restricted equity					
Equity					
Equity and liabiliti	es	June 30, 2004	June 30, 2003		
Total assets		07,274	10,710		
Total assets		87,274	18,716		
Total current assets		43,010	10,781		
		25,417	5,531		
Cash and bank balar	nce	25 417	E E21		
		17,393	3,231		
Prepaid expenses an	d accrued income	674 17,593	907 5,251		
Other current receiv	ables	561	538		
Other current invest	ments	8,671	1,758		
Current receivables		7,687	2,048		
Current assets					
Total fixed assets		44,264	7,934		
			·		
Other long-term rec	eivables	2,655	1,643 3,667		
Deposits	aissahlaa	1,063 1,592	2,023		
Financial fixed asse	ts				
		1,248	2,895		
Vehicles		0	2 005		
	ents to property	549	1,310		

Operating activities		
Result after financial items	-4,115	-7,458
Adjustments for items not included in cash flow etc.	0	0
Warrants	665	
Depreciation and Amortization	1,828	208
Tax	-7	2
Cash flow from operating activities		
before changes in working capital	-1,629	-7,248
Changes in working capital		
Increase in receivables	-7,349	-3.642
Increase in accounts payables	6,097	2,626
Cash flow from operating activities	-1,252	-1,016
Cush now from operating activities	1,232	1,010
Investing activities		
Acquisitions of intangible assets	0	0
Acquisitions of machinery and equipment	-23	300
Investment in financial assets	3	230
Loans provided	-6	85
Cash flow from investing activities	-27	615
Financing activities		
Share premium upon issue of new shares	21,582	0
Proceeds from new borrowings	0	0
Deferred compensation	0	0
Cash flow from financing activities	21,582	0
Cash now from mancing activities	21,302	0
Cash flow for the year	18,674	-7,649
Liquid funds at the beginning of the year	6,765	13,604
Exchange difference, liquid funds	-23	-424
Liquid funds at the end of the year	25,417	5,531
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