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## Global IP Sound Reports Fourth Quarter 2004 Results (reported in thousands of SEK; unaudited)

STOCKHOLM – January 18, 2005 - Global IP Sound AB, a leading provider of embedded voice processing technologies, today reported its financial results for the fourth quarter ending December 31, 2004.

Revenues for the fourth quarter of 2004 were SEK 10,213, a 34 percent increase from the third quarter of 2004, and a 333 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 20,118, a 21 percent increase compared to the third quarter of 2004. Gross Profit for the period was SEK 9,582. Operating expenses were SEK 9,872 for the quarter, which was an increase of 16 percent compared to the same quarter in the previous year and a 25 percent increase from the third quarter of 2004. The quarter-to-quarter increase is attributed to higher sales costs due to expanded sales activity and bad debt reserves. EBITDA was near breakeven at a loss of SEK 290 versus a 2003 loss of SEK 6,173.

Revenue for the year of 2004 was SEK 27,301, a 267 percent increase from 2003. EBITDA loss was SEK 5,938 for the year versus a 2003 loss of SEK 29,013. Net loss for the year was SEK 13,298, compared to a profit of SEK 10,912 for the same period in the previous year. The 2003 profit was solely attributed to the onetime extraordinary gain (SEK 41,680) from the restructure of the Company's assets.

Cash at the end of the first quarter was SEK 23,577, as compared to the ending balance figure from September 30, 2004 of SEK 22,846. The SEK 731 increase in cash was attributed to the Company's first cash flow positive quarter. "The company continues to show solid growth performance with 11 new OEM license agreements that include UTStarcom, Net2Phone, RAD Data Communications and one market leading US ISP; increase in the unearned revenue balance and positive operational cash flow". Said Edward Abbati, Chief Financial Officer of Global IP Sound.

"Q4 marked a significant milestone for Global IP Sound in that we achieved positive cash flow and near profitability on an EBITDA basis. Our revenue grew 30+% quarter to quarter, led mostly by new contracts. We are encouraged by our progress, particularly with Tier One enterprise application companies, and remain cautiously optimistic as we await royalty deployments in the second half of 2005." Said Gary Hermansen, Chief Executive Officer of Global IP Sound.

Business highlights for the 4<sup>th</sup> quarter include:

- Increased revenue by 333 percent, to SEK 10,213, over same period last year
- Generated a positive cash flow
- Signed 11 new license agreements with major customers including Net2Phone,
   UTStarcom, RAD Data Communications, a web collaboration developer and a market leading US ISP
- Deployed software reached more than 50 million end points (measured by downloads and shipments)
- Expanded customer list to 49 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						
unat	udited, in thousands SEK		12 Months Ended			
	3 Months	December				
Consolidated income statement	December 31, 2004	31, 2003	December 31, 2004	December 31, 2003		
License						
Services	8,311	(109)	21,123	2,265		
	1,902	2,468	6,178	5,167		
Net Revenue	10,213	2,359	27,301	7,432		
C · f · l	(21	0	2.026	0		
Cost of goods Gross Profit	9,582	2,359	2,036 25,266	7,432		
Gross Profit	9,382	2,339	25,200	1,432		
Information about the business activ	rities					
Selling expenses	4,417	1,846	10,530	8,183		
Administrative expenses	2,950	4,010	10,407	14,256		
Research and development expenses	2,505	2,676	10,267	14,006		
Operating expenses	9,872	8,532	31,204	36,445		
Earnings Before Interest, Tax, Depr & Amort	-290	-6,173	-5,938	-29,013		
Depreciation & Amortization	1,809	355	7,315	1.822		
Earnings Before Interest, Tax	-2,099	-6,528	-13,253	-30,835		
	2,000	0,320	13,233	30,033		
Result from financial investments	107	41.665	251	41.041		
Other interest income and similar profit/loss items	-187	-41,665	-351	-41,941		
Interest expenses and similar	128	67	380	169		
profit/loss items	120	0,	200	10)		
Total result from financial	-59	-41,598	28	-41,772		
investments						
Result after financial items	-2,040	35,070	-13,281	10,937		
State tax	0	1	17	25		
State tax	0	-1	17	25		
Net loss for the period	-2,040	35,070	-13,298	10,912		
F37.00	2,0.0	22,070	10,270	10,712		
Earnings Per Share (Basic)	-0.04	0.82	-0.28	0.33		
Average Outstanding Shares	49,545,168	42,545,168	46,920,168	32,754,287		
Consolidated balance sheet			December	December		
			31, 2004	31, 2003		
Assets						
Fixed assets						
Intangible fixed assets						
			27.256	43,466		
Patents			37,256	13,100		
9			37,256	13,100		
Patents  Tangible fixed assets Plant and machinery			37,256	13,100		
Patents  Tangible fixed assets  Plant and machinery  Equipment, tools, fixtures and fittings			374	918		
Patents  Tangible fixed assets Plant and machinery						

Total tangible fixed assets	773	1,732
Financial fixed assets		
Deposits	854	1,925
Other long-term receivables	338	1,500
Total financial fixed assets	1,192	3,425
Total fixed assets	39,221 48	3,622
		- , -
Current assets		
Current receivables		
	9,503	3,224
Other current investments		1,430
Other current receivables	359	503
Prepaid expenses and accrued income	715	726
Sub-total Sub-total		3,882
	20,000	,,,,,
Cash and Cash Equivalents	23,577	1,283
Cash and Cash Equivalents	23,311	.,203
Total current assets	50,386 20	),165
Total Cultett assets	50,300 20	,,100
Total assets	89,607 68	3,787
I Utal assets	69,007 08	5,101
	12 Months Ended	,
Equity and liabilities	December Decem	
	31, 2004 31, 20	103
T. 14		
Equity		
Restricted equity	1055	
Share capital		1,255
Restricted reserves		3,858
Total restricted equity	209,767 188	3,112
Non-restricted equity		
Net loss previous year		2,733
Net loss of the year		),912
Total non-restricted equity	-145,119 -131	1,821
Total equity	64,648 56	5,291
Long-term liabilities		
Long-term note	111	111
Total long-term liabilities	111	111
Ĭ		
Current liabilities		
Accounts payable - trade	1,172	3,012
Other current liabilities	· ·	1,523
Unearned revenue		5,418
Accrued expenses and deferred income		1,432
Total current liabilities	· ·	2,385
	,	,
Total equity and liabilities	89.607 68	3,787
A Come equity und natimites	02,007	,,,,,,,,
		,
	12 Months Ended	
Consolidated cash flow	December Decem	
statement	31, 2004 31, 20	003
Satisfication		
On another a satisfities		
Operating activities	12 221	1027
Result after financial items		),937
Adjustments for items not included in cash flow etc.	2,760	1,148

Depreciation and Amortization	7,056	1,425
Tax	-17	-25
Cash flow from operating		
activities		
before changes in working capital	-3,482	13,485
Changes in working capital		
Increase in receivables	-17,927	-7,045
Increase in accounts payables	12,463	6,756
Cash flow from operating	-5,464	-289
activities		
Investing activities		
Acquisitions of intangible assets	0	-42,106
Acquisitions of machinery and equipment	112	792
Investment in financial assets	1,071	420
Loans provided	1,163	260
Cash flow from investing activities	2,345	-40,634
Financing activities		
Share premium upon issue of new shares	24,612	17,462
Borrowings	0	64
Warrants	-1,974	0
Deferred compensation	-786	-1,148
Cash flow from financing	21,852	16,379
activities		
Cash flow for the year	15,251	-11,059
Liquid funds at the beginning of the period	11,283	23,633
Exchange difference, liquid funds	-2,957	-1,290
Liquid funds at the end of the	23,577	11,283
period		