

## **Atea came out of 2003 even stronger**

Press Release - Stockholm, 12 February 2004

**Atea, the Nordic region's leading one-stop supplier of IT products and related services, has during the fourth quarter 2003 improved the result by 20 percent before taxes compared with the same period in 2002. The result for the financial year was affected by the general terms of the market, e.g. prices declining by 20 percent in average.**

**Turnover for the fourth quarter amounted to SEK 1,457 million (SEK 1,451m fourth quarter 2002). The operating profit (EBITA) was SEK 42 million (SEK 39m) and the pre-tax profit SEK 30 million (SEK 25m).**

**Total turnover for 2003 amounted to SEK 4,917 million (SEK 6,062m in 2002). The operating profit (EBITA) was SEK 77 million (SEK 107m), and the pre-tax profit amounted to SEK 39 million (SEK 65m).**

“Our Nordic market was characterised in 2003 by restructuring and consolidation, with a number of large outsourcing contracts and considerable pressure on prices. Prices have fallen by approximately 20 percent, due partly to the IT products that we sell being quoted in US dollars, and that the dollar has declined in value against the Nordic currencies”, says Thomas Keifer, CEO of Atea.

“Despite this situation, and through an efficiency and cost-savings programme, broader service content in our deliveries combined with a very strong fourth quarter, we have succeeded in achieving satisfactory results in view of prevailing circumstances”, says Thomas Keifer. He continues:

“Furthermore, we could feel in the fourth quarter that large companies and organisations had started to invest again after three years of biding their time. Compared with the same period last year, we grew by about 23 percent in the corporate market in the fourth quarter, while the market grew by 17 percent according to IT-research”.

During the year, Atea continued its investment in strategic growth areas such as server and data storage solutions and security solutions through the acquisition of System Platforms from WM-data and the acquisition of the security company Atremo.

In Sweden, which is the Company's principal market, Atea has been very successful within the public sector with a number of new and interesting customers, as well as good growth within strategically important areas. Growth in services, Atea Value Chain, was 82 percent in total. Volume growth within IT equipment and infrastructure was 56 percent for stationary computers and 24 percent for servers.

Operations in Denmark continued to develop positively in 2003 with an increase in both market share and margins. Atea Denmark doubled its service sales within Atea Value Chain, increased sales of IT products by a total of 18 percent, and obtained 87 new customers.

In Norway, Atea has well-balanced operations in relation to market developments, and Atea has maintained sales levels and increased its market share.

Atea Finland was significantly affected by outsourcing trends, but has partially compensated lower volumes through new customers and by developing business with existing customers. Atea has had considerable success in Finland within consolidation projects, server and data storage solutions, and migration to new platforms.

**Atea is the leading Nordic company within sales, distribution and integration of IT products and IT infrastructure. Atea's business concept is to simplify and rationalise customers' management of IT products throughout the entire life cycle.**

**The Atea group (Atea Holding AB) was legally formed on 1 October 2001, and is owned by WM-data, the international venture capital company 3i, as well as the management of Atea. The CEO is Thomas Keifer. Atea employs about 700 people in the Nordic region, and turnover in 2003 amounted to SEK 4,917 million.**

[www.atea.com](http://www.atea.com)

**For further information, please contact:**

**Atea**

Thomas Keifer, CEO

Tel: +46 (0)733-98 00 06

E-mail: [thomas.keifer@atea.com](mailto:thomas.keifer@atea.com)

**Atea**

Tomas Kihlstrand, CFO

Tel: +46 (0)733-98 58 51

E-mail: [tomas.kihlstrand@atea.com](mailto:tomas.kihlstrand@atea.com)

**Atea**

Johan Scherlin, Marketing and Information

Tel: +46 (0)733-98 43 10

E-mail: [johan.scherlin@atea.com](mailto:johan.scherlin@atea.com)