

December 09, 2003

Axis signs European distribution agreement with Anixter

Axis Communications today announced the addition of a new European distribution partner, Anixter International, the world's leading distributor of data communications products. The new European agreement is a natural extension of an existing cooperation that was established in early 2003 between the two companies in the U.S.

Anixter recently launched its Security initiative to support traditional security applications over structured cabling and provide for the migration to digital networked security solutions. Axis' network surveillance products are a key product offering for Anixter and will be distributed through this new initiative, which is currently being rolled out throughout Europe.

"The extended partnership is another important step in Axis' global distribution strategy and increases our reach within the European network infrastructure market through Anixter's local sales offices", said Mårten Persson, Regional Director EMEA, Axis Communications.

Jean-Philippe Deby, EMEA Marketing Director at Anixter comments: "When we decided to establish our new Security initiative, it was important to find the right business partners who could support our offering. We looked at a range of companies offering networked security solutions and Axis' products offered the most appropriate surveillance solution for our reseller customer base in terms of quality and accessibility."

Axis' network video surveillance solutions, including network cameras and video server products, will be installed by Anixter's experienced systems integrator and electrical contractor partners and linked directly to a building's network cable infrastructure. Anixter's structured cabling solutions enable companies to simply link Axis' network cameras to the existing network. Images from the network cameras can then be monitored from anywhere in the world using a standard Web browser, which reduces the need for expensive one-site security. Companies can reduce their security costs and future-proof their building by adopting this converged network approach.

For further information, please contact:

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About Axis

Axis increases the value of network solutions. The company is an innovative market leader in network video and print servers. Axis' products and solutions are focused on applications such as security, surveillance, remote monitoring and document management. The products are based on in-house developed chip technology, which is also sold to third parties.

Axis was founded in 1984 and is listed on the Stockholmsbörsen (XSSE: AXIS). Axis operates globally with offices in 14 countries and in cooperation with distributors, system integrators and OEM partners in 70 countries. Markets outside Sweden account for more than 95% of sales. Information about Axis can be found at www.axis.com

About Anixter

Anixter International is the world's leading distributor of communication products, electrical and electronic wire & cable and a leading distributor of fasteners and other small parts ("C" Class inventory components) to Original Equipment Manufacturers. The company adds value to the distribution process by providing its customers access to 1) innovative inventory management programs, 2) more than 220,000 products and nearly \$500 million in inventory, 3) 151 warehouses with more than 4.5 million square feet of space, and 4) locations in 180 cities in 40 countries. Founded in 1957 and headquartered near Chicago, Anixter trades on The New York Stock Exchange under the symbol AXE.

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