Strong second quarter for Atea

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Despite a continuous weak market, Atea, the leading supplier of IT-products and connected services in the Nordic region, shows strong results also for the second quarter 2002. The turnover was 1929 MSEK, an increase with 24 procent compared to the first quarter. The operating profit (EBITA) was 41 MSEK (21 MSEK the first quarter). Earnings after net financial items amounted to 30 MSEK (9 MSEK). The improved results is due to increased market shares, but also continuous focus on internal efficiency, cost control and lower capital employed.

Two business areas that has had and is expected to have a strong growth, is Licence Management and Server- and Storage solutions. Atea has a strong position when it comes to advisement and sales in these market segments and has during the second quarter announced further strong focus and investments in these business areas.

Business area home-pc sales to large companies and organisations has also continued to develop strongly in Sweden during the second quarter.

In summary for the first half-year 2002, the turnover was 3479 MSEK and earnings after net financial items amounted to 39 MSEK.

- We had a good first quarter and we continue the positive trend with an even better second quarter, despite the fact that the market is down and the growth generally is weak, says Thomas Keifer, CEO, Atea Group. He continuous:

- In the consisting market situation, we must be even better to create added value for our customers, and at the same time work intensively to develop our internal efficiency. But this results gives us indications that we are on the right track.

- We have earned market shares in several segments and we expect that this trend will continue. Our business model is gaining, the customers purchase behaviour is changing from only hardware focus to a full service solution with efficient logistics, integration and value added services, says Johan Scherlin, Nordic Marketing Director, Atea.

About Atea

Atea is the leading Nordic company in sales, distribution and integration of IT-products. Atea's business concept is to simplify and rationalise our customers´ management of IT-products throughout the life cycle.

Atea group (Atea Holding AB) was legally founded 1 October 2001. Atea has 700 employees in the Nordic region. Atea is owned by WM-data, the international venture capital company 3i and the management in Atea. CEO is Thomas Keifer. Ateas turnover 2001 was 6013 MSEK.

See also www.atea.com
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