

## Continued positive developments for Atea

Press Release - Stockholm, 15 May 2003

**Atea, the Nordic region's leading one-stop supplier of IT products and related services, strengthened its market position and improved margins in the first quarter 2003. Turnover declined slightly to MSEK 1,224 (MSEK 1,550 in the first quarter 2002), due to lower Home-PC volumes in Sweden. The operating profit (EBITA) amounted to MSEK 16,9 (MSEK 21,5) and the profit before tax was MSEK 8,9 (MSEK 9,1).**

- We have gained market shares in all Nordic countries, increased the service content in our deliveries, further trimmed our operational efficiency, and improved margins. Operations continue to develop positively in line with our plans and expectations, says Thomas Keifer, CEO of Atea. He continues:

- Our target group, composed of the largest corporations and organisations, also started to invest again in IT products in the first quarter, after having adopted a time-marking and cautious attitude for more than a year. This is a positive sign. But we nonetheless anticipate a continued tough market climate during the whole of 2003.

Pär Aspengren, Managing Director of Atea Sweden, comments the Swedish operations:

- Last year was a record year for the sector regarding Home-PC sales. But this year will witness lower volumes of Home-PCs, according to IT Research the decline is 55 percent compared to the first quarter 2002. That will of course affect us as the largest supplier within the sector. This situation will be compensated however by our success in providing greater service content in our deliveries through Atea Value Chain. Services such as configuration and recycling – the handling of worn-out IT products in a safe, economic and environmentally friendly way – are gaining ground.

### **About Atea**

***Atea is the leading Nordic company in sales, distribution and integration of IT products and IT infrastructure. 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 2002 was 6061 MSEK.***

**[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**

**Rolf Eriksson, CFO**

**Tel: +46 (0)733-98 55 01**

**E-mail: [rolf.eriksson@atea.com](mailto:rolf.eriksson@atea.com)**

#### **Atea**

**Pär Aspengren, Managing Director Atea Sweden**

**Tel: +46 (0)733-98 55 00**

**E-mail: [par.aspengren@atea.com](mailto:par.aspengren@atea.com)**

**Atea**

*Johan Scherlin, Marketing and Information*

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

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