

Atea reports positive first half-year 2003

Press Release - Stockholm, 14 August 2003

Atea, the Nordic region's leading one-stop supplier of IT products and related services, reports positive results for the second quarter and the first half-year 2003 in spite of the continued general decline of the market. Turnover for the second quarter amounted to MSEK 1321 (MSEK 1929 in the second quarter 2002). The operating profit (EBITA) amounted to MSEK 26,3 (MSEK 41), and the profit before tax was MSEK 16,7 (MSEK 30).

For the first six months of the year, turnover amounted to MSEK 2545 (MSEK 3479), the operating profit (EBITA) to MSEK 43,2 (MSEK 62), and the profit before tax to MSEK 25,6 (MSEK 39).

- Our market was characterised in the second quarter by a sharp fall in average prices as well as a significant decrease in Home-PC volumes in Sweden, which we had predicted. In spite of these circumstances, we nonetheless feel strong in having achieved positive results in line with our goals and expectations, says Thomas Keifer, CEO of Atea.

The market for Home-PCs will witness substantially lower volumes this year compared with the record year of 2002. According to industry analyst IT Research, the Home-PC market declined by 62 percent in the second quarter this year compared with the same quarter 2002. Atea Sweden has however increased its market share from 18 to 25 percent.

- We predict that our market share within Home-PC will continue to increase during the autumn. We can also perceive an increased interest in our value chain services and our concept of offering a comprehensive solution regarding the purchase and handling of IT products. A lot of money can be saved by large companies and organisations, which an increasing number of purchasing agents are now realising, says Thomas Keifer.

During the second quarter, Atea initiated a considerable investment programme in the IT security business sector, within the business area Atea Security, which is judged to have good growth potential. One part of this investment was the acquisition of the IT security company Atremo at the end of June. Atremo possesses leading-edge expertise within IT security, and is Sweden's most complete supplier of virus protection.

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 660 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 MSEK 6061.

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