

Atea – Improvement in profits in 2004

Press Release – Stockholm, 11 February 2005

Atea improved its operating profit for the full-year 2004.

(SEK m)	Q4 2004	Q4 2003	Ja-dec 2004	Jan-dec 2003
Sales	1,800	1,457	5,502	4,917
Operation profit before amortisation of goodwill (EBITA)	40*	42	87*	77
Operating profit before tax	30*	30	47*	39

The improvement in results for 2004 is primarily attributable to higher sales and an increased service content, as well as the synergy effects in Finland from the integration of the acquired companies Atea Novosys Oy and Atea X-Way Oy.

"The year 2004 was characterised by continued hard pressure on prices, as well as restructuring and consolidation within our sector. Everything points to this scenario continuing to also characterise 2005. That Atea nonetheless improved its results for 2004 demonstrates that we hold a very strong position within the market," says Sebastian Lindström, Group CEO of Atea.

*** The period Jan-Dec includes SEK 11 million of non-recurring costs related to reorganisation measures in conjunction with the acquisition of the Finnish companies Atea Novosys Oy and Atea X-Way Oy, which were consolidated in the Group as of June 2004. The fourth quarter includes a positive effect of SEK 2 million regarding this item.**

Atea

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.

Atea employs about 850 people in the Nordic region, and the Group CEO is Sebastian Lindström. Sales in 2004 amounted to SEK 5,502m. In June 2004, Atea acquired Novosys Oy and X-Way Oy in Finland with combined sales in 2003 of approximately SEK 1,200m. Atea is owned by the international investment company 3i, WM-data, as well as the management of Atea.

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