



Press release

July 15, 2010

Atea reports revenue growth of 11.8%

Atea, the number one supplier of IT infrastructure products and services in the Nordic and Baltic region, today announced second quarter 2010 results with revenue of MNOK 4,042.4, up 11.8% in constant currency compared to Q2 2009. EBITDA ended at MNOK 132.4, up 13.1% versus last year and operating profit (EBIT) was MNOK 83.5 which is up 17.3% compared to Q2 2009.

While total revenue in Q2 increased by 11.8% in constant currency, hardware revenue increased as much as 21.4%, services was up by 8.2% and software was down by 1.1%.

The improvement in results is caused by strong revenue growth combined with continuous cost focus.

"I am in particular very pleased to see the growth in hardware revenue of 21.4%, in a hardware market that according to IDC is forecasted to grow by only 2.5% in the full year 2010. This implies that Atea continues to gain substantial market shares," says Claus Hougesen, CEO in Atea.

In Q2 2010 Atea announced three acquisitions: Dropzone in Norway, an e-commerce company serving SMB customers, Impact Europe's subsidiaries in Sweden and Norway, which are leading Tandberg videoconferencing resellers and AV solutions providers, and Portal AB in Sweden which is one of the strongest and fastest growing IT infrastructure companies in Sweden.

All acquisitions added new important competencies to our country organizations and all acquisitions are in line with our initiatives in the Atea 20:11:1 growth plan.

Significant technology trends, such as Unified Communications, Mobile Infrastructure Solutions, Virtualization, Software Asset Management, Device Lifecycle Management, Windows 7, print/copy and Green It, areas in which Atea has a strong foothold, will also be important growth areas going forward.

With continuous high ambitions, the goal is to deliver further growth and profit both organically and through acquisitions. The attacking approach continues. Atea has the necessary financial strength and focus to play an important role in the ongoing market consolidation.

The target is to achieve operating revenues of NOK 20 billion and EBITDA of NOK 1 billion in 2011.



The quarterly report and presentation is available at www.atea.com/reports
The press conference is available through webcast at www.atea.com/webcast
The Stock Exchange Announcement is available at www.atea.com/ose

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About Atea

Atea is the leading Nordic and Baltic supplier of IT infrastructure with approximately 4700 employees. Atea is present in 73 cities in Norway, Sweden, Denmark, Finland, Lithuania, Latvia and Estonia. Atea delivers IT products from leading vendors and assists its customers with specialist competencies within IT infrastructure services. Atea has annual revenue of approximately NOK 15 billion and is listed on Oslo Stock Exchange.

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