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## **Media Release**

European Wholesale Group (EWG)

### **EWG growth is on track**

**The European Wholesale Group (EWG) – consisting of ALSO Holding AG (CH), Copaco N.V. (NL) and Esprinet S.p.A. (I) – the number three European ICE-distribution organization, increased its consolidated net sales in 2007 by 9% to EUR 6.1 billion (2006: EUR 5.7 billion). Sales of the alliance when it was founded in 2002 were one-third of those posted by Tech Data, the largest of its competitors. By 2007, that figure had risen to almost two-third. This means that EWG has grown substantially faster than its main competitor over the past five years.**

“In 2007 all three EWG partners continued fine tuning the integration of the respective acquired companies and gained further market shares in a very competitive market as well as exploited productivity improvements”, says Alex Sozonoff, Chairman and President of EWG. “In 2006 Esprinet (I) acquired UMD in Spain and Actebis Computer Italia, ALSO (CH) acquired a majority interest in GNT (FIN), and Copaco (NL) bought the Belgian distributor WestCase”, he explains. “EWG demonstrated in 2007 very constant growth per quarter over the same quarter the previous year. Some outstanding results came from ALSO Germany which grew by 25% and ALSO in Eastern Europe expanding with 13%”, he adds. “For 2008, in a year of ongoing consolidation among IT distributors, EWG see continued growth as the recent acquisitions are beginning to pay off”, he concludes.

EWG was founded in 2002. It offers leading ICT vendors a best-in-class platform to reach more than 60'000 resellers in 14 European countries. Since its foundation it has concluded cooperation agreements with strategic vendors such as Canon, Fujitsu Siemens and HP. Together, the EWG partners employ a staff of over 3'000 employees and represent more than 500 vendors.

#### **Further information:**

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