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Media release

European Wholesale Group (EWG)

EWG: Double-digit growth year-on-year

The EWG strategic alliance, consisting of ALSO Holding AG (CH), Copaco N.V. (NL) and Esprinet S.p.A. (I), pushed up consolidated net sales for the third quarter of 2007 by 11% to EUR 1,357 million (2006: EUR 1,222 million). In the first nine months, EWG reported net sales of EUR 4,258 million, likewise an 11% increase over the same period last year (2006: EUR 3,842 million). For the whole of 2007, EWG is expecting consolidated net sales of around EUR 6.5 billion.

The European Wholesale Group (EWG) – the number three European ICE-distribution organization – increased its consolidated net sales in the third quarter 2007 by 11% to EUR 1,357 million (2006: EUR 1,222 million), and posted net sales of EUR 4,258 million for the first nine months. The growth in Germany during the first nine months with over 30% and Eastern Europe with over 20% was exceptionally high. Spain and Italy as well as the Benelux countries had double-digit growth of around 11%, while the Nordics and Switzerland showed a single-figure percentage increase during the first nine months.

"We are heading for a very successful year," says Alex Sozonoff, Chairman and President of EWG. "With a 10% to 12% increase per quarter over the same quarter the previous year, we have demonstrated very constant growth," he explains. "This has enabled EWG to consolidate its position in the seven countries where it is market leader and to gain further market share in the other countries," he adds. "This growth can be attributed to the fact that we have widened our customer base and cautiously expanded our product range", 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 16 European countries. The three companies in the alliance in 2006 posted consolidated net sales of EUR 5.7 billion. 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.

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