

Hergiswil (Switzerland), November 3, 2005

## **MEDIA RELEASE**

The ALSO Group quarterly report

### **Third-quarter sales up slightly on last year**

**The ALSO Group, which is active in the wholesale and logistics services sector for information technology, reported a 3% increase in net sales for the third quarter of 2005 to CHF 463.5 million (Q3/2004: CHF 451.4 million), compared with the same period last year. At CHF 3.3 million, net income for the quarter was down on last year (Q3/2004: CHF 4.2 million). Total net sales for the first nine months amounted to CHF 1'372.9 million (previous year: CHF 1'294.4 million), with a consolidated net income of CHF 9.7 million (previous year: CHF 15.3 million). The figures for the first nine months include the non-recurring special costs of CHF 2.3 million mentioned in the Half-Year Report. The results of the fourth quarter will decide whether the net income forecast of CHF 15 - 17 million for 2005 will be achieved.**

During the first two months of summer, the IT market both in Switzerland and Germany was disappointing, and the market began to pick up slightly only in September. Prices for IT products fell more markedly in Switzerland than in Germany, but in both countries the percentage remained in single figures. The ALSO Group increased net sales during the third quarter by 3% to CHF 463.5 million (Q3/2004: CHF 451.4 million) and achieved a consolidated net income of CHF 3.3 million (Q3/2004: CHF 4.2 million). Sales for the first nine months of the year amounted to CHF 1'372.9 million (previous year: 1'294.4 million) and consolidated net income of CHF 9.7 million (previous year: CHF 15.3 million). As already pointed out in the Half-Year Report, the figures for the first nine months of the year include non-recurring special costs of CHF 2.3 million (CHF 2.9 million at EBIT level). The equity ratio stood at 47% on September 30, 2005.

In the course of the third quarter, the Swiss subsidiary sold practically equal number of units than in the same period last year. In view of the fall in prices, however, both consolidated net sales and operating profit were below last year's figures. It is encouraging to note that sales in both the supply business and logistics services were considerably higher than in the same period last year. The German subsidiary, too, reported double-digit growth during the third quarter and won further market shares. Despite this, operating profit was down on the very good figures posted last year. With various manufacturers tightening up on conditions for distributors throughout Europe, price increases will be unavoidable in Switzerland and Germany in the near future.

#### **Outlook for 2005: net income of CHF 15 – 17 million**

The fourth quarter will decide whether the Group achieves its net income target of CHF 15 – 17 million. Assuming that business proceeds as usual for this time of the year, and excluding unforeseen events, ALSO stands by its current net income forecast.

**Contact:** Maya von Krannichfeldt, Head of Corporate Communications ALSO Holding AG,  
Tel. +41 41 266 18 02

**Upcoming events:** Annual results media conference, February 20, 2006