
Emmen, Switzerland, October 21, 2013

Media release

ALSO Group: income after nine months above previous year

In the first nine months of financial year 2013, the ALSO Group could continue its positive trend. Compared to the previous year, total net sales rose by 4.9 percent to 4,569.4 million euros and Group net profit amounted to 25.7 million euros. "Among other factors, the positive development is attributable to the measures that were initiated at ALSO Finland starting to take effect. This enabled the Group to improve EBT by more than 5 million euros compared to the same quarter last year", said Gustavo Möller-Hergt, CEO of ALSO Holding AG.

Group net profit after the first nine months of 2013 was 6.2 percent above the previous year's value. Profit before tax (EBT) increased from 35.8 million euros to 38.8 million euros (+8.4 percent). Sales growth, consistent cost management, and improved processes were the drivers for the improved profit situation.

IT market

According to the CONTEXT market research institute, in the third quarter of 2013 the value of the IT distribution market in the regions that are relevant for ALSO fell by 3.1 percent from the previous year. While the market in Austria developed slightly positively in value terms, in Switzerland, Germany, France, and Sweden it declined somewhat, and in Finland, Denmark, and Norway it dropped sharply.

Development of the individual market segments

In the Central Europe market segment, net sales increased by 9.1 percent from the previous year to 3,561.4 million euros. Profit before tax (EBT) improved from 32.7 million euros to 40.8 million euros. At 1.1 percent, the EBT margin in the first nine months was above last year's level.

In the Northern/Eastern Europe market segment, total net sales fell by 6.7 percent compared with the prior year, to 1,119.5 million euros. The decline was mainly attributable to the high proportion of retail business. Profit before tax (EBT) fell from 6.1 million euros to -0.5 million euros. After two quarters in which EBT was lower than last year, in the third quarter of 2013 the trend could be reversed and an increase attained relative to the previous year. EBT in the third quarter improved by more than 2 million euros compared to the same quarter last year.

Outlook for 2013

Based on the very satisfactory overall business development in the first nine months of 2013, the Group expects – excluding unforeseen circumstances – to attain its profitability goals for the full year. For financial year 2013, ALSO is targeting EBITDA of 101 to 110 million euros, which – all other things being equal – should correspond to Group net profit of 40 to 46 million euros.

Direct link: <http://www.also.com/mm/20131021en>

Contact person:

Relindis Wieser

Head of Corporate Communications

Phone: +41 41 266 18 25

E-mail: relindis.wieser@also.com

ALSO Holding AG (Emmen/Switzerland) is a leading European full-range provider for the ICT industry and offers its customers the complete bandwidth, from the supply chain through solutions to services. ALSO's portfolio contains more than 160 000 articles from around 350 vendors. Offerings in the Solutions segment include, for example, high-end servers, storage, security systems, and networks, and in the Service segment standardized and individual services along the entire IT process chain. ALSO employs 3,000 employees throughout Europe. In fiscal year 2012 (closing on December 31), the company generated net sales of 6.3 billion euros and Group net profit of 46.3 million euros. Further information is available at www.also.com.

Disclaimer

This press release contains forward-looking statements which are based on current assumptions and forecasts of the ALSO management. Known and unknown risks, uncertainties, and other factors could lead to material differences between the forward-looking statements made here and the actual development, in particular the results, financial situation, and performance of our Group. The Group accepts no responsibility for updating these forward-looking statements or adapting them to future events or developments.

Selected key figures – Statement of comprehensive income

Mio EUR	2013 Jan – Sep		2012 Jan – Sep *		Change
Total net sales	4 569.4	100.0 %	4 356.5	100.0 %	4.9 %
Cost of goods sold and service expenses	-4 268.8	-93.4 %	-4 058.7	-93.2 %	5.2 %
Gross margin	300.6	6.6 %	297.8	6.8 %	0.9 %
Operating expenses	-231.9	-5.1 %	-229.1	-5.3 %	1.2 %
EBITDA	68.7	1.5 %	68.7	1.6 %	0.0 %
Depreciation and amortization	-19.4	-0.4 %	-18.9	-0.4 %	2.6 %
Operating profit (EBIT)	49.3	1.1 %	49.8	1.1 %	-1.0 %
Financial result	-10.5	-0.2 %	-14.0	-0.3 %	-25.0 %
Profit before tax (EBT)	38.8	0.8 %	35.8	0.8 %	8.4 %
Income taxes	-13.1	-0.3 %	-11.6	-0.3 %	12.9 %
Net profit Group	25.7	0.6 %	24.2	0.6 %	6.2 %
Cash flow **	45.1		43.1		
Cash flow from operating activities	42.1		1.4		
Net investments in property, plant & equipment	-3.4		-3.1		

* Retrospectively restated due to adoption of revised IAS 19 – Employee Benefits as of January 1, 2013

** Cash flow: Net profit plus depreciation and amortization

Selected key figures – Statement of financial position

Mio EUR	30.09.2013		31.12.2012 *		30.09.2012 *	
Cash	25.8	1.9 %	5.5	0.4 %	5.5	0.4 %
Other current assets	1 082.4	79.9 %	1 076.4	80.6 %	1 010.8	79.5 %
Non-current assets	245.9	18.2 %	254.0	19.0 %	256.1	20.1 %
Total assets	1 354.1	100.0 %	1 335.9	100.0 %	1 272.4	100.0 %
Current liabilities	813.3	60.1 %	869.6	65.1 %	824.8	64.8 %
Non-current liabilities	142.6	10.5 %	77.6	5.8 %	78.4	6.2 %
Equity	398.2	29.4 %	388.7	29.1 %	369.2	29.0 %
Total liabilities and equity	1 354.1	100.0 %	1 335.9	100.0 %	1 272.4	100.0 %

* Retrospectively restated due to adoption of revised IAS 19 - Employee Benefits as of January 1, 2013

Selected segment information

Mio EUR	Central Europe		Northern/Eastern Europe		Adjustments		Group	
Jan – Sep	2013	2012 *	2013	2012 *	2013	2012 *	2013	2012 *
Total net sales	3 561.4	3 263.8	1 119.5	1 199.8	-111.5	-107.1	4 569.4	4 356.5
EBITDA	63.7	58.9	4.7	11.2	0.3	-1.4	68.7	68.7
As % of net sales	1.8 %	1.8 %	0.4%	0.9 %			1.5 %	1.6 %
Profit before tax (EBT)	40.8	32.7	-0.5	6.1	-1.5	-3.0	38.8	35.8
As % of net sales	1.1 %	1.0 %	0.0%	0.5 %			0.8 %	0.8 %
Headcount on balance sheet date (excluding temporary employees)	2 292	2 050	847 **	865	95	86	3 234	3 001

* Retrospectively restated due to adoption of revised IAS 19 - Employee Benefits as of January 1, 2013

** Of which 38 headcount are released as a part of restructuring measures in Finland

Summary of effects of adoption of revised IAS 19 – Employee Benefits

Mio EUR	30.09.2012 reported	restatement	30.09.2012 restated
Operating expenses	-228.6	-0.5	-229.1
Operating profit (EBIT)	50.3	-0.5	49.8
Financial result	-13.9	-0.1	-14.0
Profit before tax (EBT)	36.4	-0.6	35.8
Net profit Group	24.8	-0.6	24.2
Equity	372.0	-2.8	369.2

Exchange rates

Exchange rates 1 EUR		Average exchange rate		Closing exchange rate		
		2013	2012	30.09.2013	31.12.2012	30.09.2012
USA	USD	1.32	1.28	1.35	1.32	1.29
Switzerland	CHF	1.23	1.20	1.22	1.21	1.21
Denmark	DKK	7.46	7.44	7.46	7.46	7.46
Norway	NOK	7.66	7.51	8.11	7.35	7.37