

Press Release

IT / Business / Stock Market

PC-WARE is expanding further in Eastern Europe and Asia Subsidiaries in Kazakhstan and the Ukraine are being formed

Leipzig, 6 October 2008 – PC-WARE Information Technologies AG is systematically continuing its internationalisation. Following the successful entry to the Russian market last year, the ICT service provider is now expanding in Kazakhstan and the Ukraine. Kiev (UA) and Almaty (KZ) were selected, as two of the economically strongest regions of these countries, as headquarters of the new subsidiaries.

Dr. Knut Löschke, CEO of PC-Ware Information Technologies AG, explains this move: "Following good development in Russia, this expansion is merely a logical step. With a presence in these three countries, the realisation of existing and potential projects – involving the same customers, partners and manufacturer status – thus becomes easier. We are convincing customers and increasing our standing with manufacturers."

The subsidiary in Kazakhstan was established in Almaty as early as in mid-September. The company started with five employees and planned sales of approx. EUR 1 million for the current fiscal year. Kazakhstan is one of the world's largest oil and gas supplier with a high emergence in international companies in this industry. The total volume of the IT industry according to IDC in Kazakhstan is almost USD 1 billion with growth rates of over 20% in recent years.

By mid-October, the foundation of the PC-WARE subsidiary in the Ukraine will be completed. In Kiev, the strongest economic site in the Ukraine, the company with seven employees and planned sales of around EUR 2 million for the current fiscal year above all focuses on large-scale customers located in and around the Kiev region. According to IDC, in 2007, the IT industry in the Ukraine grew by 40% in the amount of USD 3.1 billion, and thus is one of the fastest growing IT markets in central Eastern Europe (4th position after Russia, Poland and the Czech Republic).

PC-WARE considers both markets as extremely big on sales and margins. Dr. Löschke further comments: "Both regions are in a kind of take-off phase, and are the focus of foreign investors. This also includes many of our existing customers from the automotive industry or trade, but also from the heavy industry and the financial sector. The IT markets of these regions catch up with the economic development, which we notice in the demand for licence management and Software & IT asset management, as well as in system house services, such as IT infrastructure subjects and services and consulting."

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PC-WARE

PC-WARE is one of the leading manufacturer-independent ICT service providers in Europe. In its core business of software licensing, consulting on licensing agreements and Software & IT Asset Management PC-WARE is the market leader in Europe. The company is one of only 5 Microsoft LARs in the entire EMEA region (Europe, Middle East, and Africa) and holds the LAR status in China as well.

In addition, the company offers a broad range of products, solutions and services for Windows and open-source platforms in client-server environments and also for high-performance data centers. The IT procurement portal Procerva allows PC-WARE customers throughout the world to access the entire range of services, regardless of currency, system or language.

PC-WARE has subsidiaries in 25 countries in Europe, Africa (ZA), and Asia (CN, KZ) and currently about 1,600 employees who serve approximately 85,000 business customers from industry, public administration and medium-sized businesses as well as major, globally active customers. Together with cooperation partners, PC-WARE is developing new markets in North and South America, Asia and Australia.

PC-WARE maintains strong relationships with the vendors, particularly Microsoft, Adobe, Citrix, Business Objects, VMware, Novell, Symantec/Altiris, McAfee, CA, Oracle, Attachmate, Borland, Fujitsu-Siemens, IBM, Hewlett Packard, EMC, Sun Microsystems and Cisco, among others.

The company, profitable since its formation in 1990, has been listed at the Frankfurt Stock Exchange since May 5, 2000 and in the Prime Standard since 2003. (WKN: 691 090, ISIN: DE0006910904, Reuters Instrument Code: PCWG.DE)