

Press Release

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PC-WARE Group continues to grow in Asia and Southeast Europe: subsidiaries established in India and Serbia

Leipzig, 3 March 2011 – *The PC-WARE Group has successfully completed the formation of two subsidiaries, in India and Serbia, initiated at the beginning of the year. In doing so, the ICT service provider has taken another step forward in its strategic efforts to drive international growth and has now extended its regional presence to 28 countries in total. The portfolios of the two newly established subsidiaries PC-WARE India Private Limited and COMPAREX d.o.o. (Serbia) encompass services relating to the Group's software and data centre divisions.*

"We are of the firm belief that India has the potential to evolve into the third-largest subsidiary within our Group," says Dr. Klaus Elsbacher, CEO of PC-WARE. "According to data published by India's Central Statistical Office at the end of February, the country's gross domestic product rose by 8.2 per cent year on year in the third quarter. The number of European companies entering the Indian market has continued to rise. Many of our own customers are among those enterprises. We responded to these favourable trends by conducting an in-depth analysis of local market potential. In parallel with these considerations, we were then invited by Microsoft to enter into a Large Account Reseller agreement for India." In addition to establishing a head office in Delhi, the company plans to open branch offices in other cities, e.g. Mumbai and Bangalore. Alongside the classic field of software procurement and consulting, PC-WARE India will also provide maintenance services. The company will kick off with a local team of 25 staff members, who will be supported during the start-up phase by personnel from the Group's headquarters in Leipzig. Initially, Robert Ebner, Vice President Software at the PC-WARE Group, will be responsible for the subsidiary's executive management. Expressed in euros, the company will be targeting sales at the upper end of the single-digit million range. This figure is to be doubled as early as the second financial year, as is the company's personnel base.

The Group also continues to grow in Europe: since the beginning of 2011 a team of five sales professionals have been targeting the Serbian data centre market from their base in Belgrade. The portfolio of COMPAREX d.o.o., Serbia, includes analysis, consulting, design and implementation services as well as MultiVendor Support for complex infrastructures and process advice relating to quality assurance for customer-specific information. For Dr. Klaus Elsbacher, market entry is the next logical step in the Group's efforts to achieve maximum market coverage: "In establishing an enterprise in Serbia, we have extended our regional presence in the Balkans. Belgrade, Serbia's capital and most populous city, has continued to grow and looks set to become increasingly important as a business location. Many Serbian enterprises have relocated their headquarters to the capital, and international corporations also maintain local branches in Belgrade." Drawing on many years of experience within the Serbian IT services market, Branislav Radomirovic will act in the capacity as General Manager. COMPAREX d.o.o., Serbia, will be targeting local as well as international customers operating in various sectors.

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PC-WARE Group

PC-WARE is one of the leading manufacturer-independent ICT Solution Providers in Europe and one of the European market leaders in its first core business of software (software licensing, consulting on licensing agreements and software & IT asset management). The company is the biggest Microsoft LAR (Large Account Reseller) in the entire EMEA region (Europe, Middle East, and Africa). In addition, the company offers a broad range of consulting, solutions and services in the software environment reaching from the analysis, design and implementation to 24/7 MultiVendor Helpdesk and trainings. The focus topics of the company are virtualization, IT security, infrastructure, systems management, communication and collaboration and software asset management. As leading manufacturer-independent provider in the fields of infrastructure, consulting and managed services for data centres the COMPAREX companies form the second core business of the PC-WARE Group. The COMPAREX business focuses on the analysis, consulting, design and implementation as well as MultiVendor Support for complex infrastructures.

PC-WARE has subsidiaries in 28 countries in Europe, Africa, and Asia and currently about 1,700 employees who serve 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. In the FY 2009/2010 PC-WARE achieved revenue of about EUR 833 million.