

**Quarterly Report (SA-Q) of AB S.A.  
for the period 01.03.2007 – 31.03.2007**

(date of publication: 07.05.2007)

**1. Selected Financial Data**

	in thousand PLN		in thousand EUR	
	1 quarter accrued / period from 01.01.2007 to 31.03.2007	1 quarter accrued / period from 01.01.2006 to 31.03.2006	1 quarter accrued / period from 01.01.2007 to 31.03.2007	1 quarter accrued / period from 01.01.2006 to 31.03.2006
I. Net sales of products, goods and materials	342 516	265 667	87 683	69 083
II. Operating profit (loss)	3 308	-4 467	847	-1 162
III. Gross profit (loss)	650	-5 486	166	-1 427
IV. Net profit (loss)	423	-5 436	108	-1 414
V. Net cash flows from operating activities	-14 639	-25 640	-3 748	-6 667
VI. Net cash flows from investing activities	-1 040	-1 313	-266	-341
VII. Net cash flows from financing activities	-1 486	8 752	-380	2 276
VIII. Total net cash flows	-17 165	-18 201	-4 394	-4 733
IX. Total assets	334 404	226 315	86 420	57 503
X. Liabilities and provisions	258 192	182 476	66 725	46 364
XI. Long-term liabilities	23 300	29 336	6 021	7 454
XII. Short-term liabilities	234 892	153 140	60 703	38 910
XIII. Equity	76 212	43 839	19 696	11 139
XIV. Share capital	11 700	10 100	3 024	2 566
XV. Number of shares	11 700 002	10 100 002	11 700 002	10 100 002
XVI. Profit (loss) per ordinary share (PLN/EUR)	0.04	-0.54	0.01	-0.14
Diluted profit (loss) per ordinary share (PLN/EUR)				
XVII. Book value per share (PLN/EUR)	6.51	4.34	1.68	1.10
Diluted book value per share				
Declared or distributed dividend per share				

NBP average exchange rate as at 30.03.2007:	3.8695 PLN/EUR
NBP average exchange rate as at 31.03.2006:	3.9357 PLN/EUR
Average exchange rate for the period 01.01 – 31.03.2007:	3.9063 PLN/EUR
Average exchange rate for the period 01.01 – 31.03.2006:	3.8456 PLN/EUR

## 2. Balance Sheet – Assets

ASSETS	As at the balance sheet date		
	31.03.2007	31.12.2006	31.03.2006
<b>I. Non-current assets</b>	<b>28 902.0</b>	<b>28 164.0</b>	<b>21 717.0</b>
1. Intangible assets	29.0	13.0	1.0
- Goodwill			
2. Fixed assets	28 071.0	27 311.0	21 442.0
3. Long-term receivables	0.0	0.0	0.0
3.1 from affiliates			
3.2 from other entities			
4. Long-term investments	626.0	626.0	85.0
4.1 Real estate			
4.2 Intangible assets			
4.3 Long-term financial assets	174.0	174.0	85.0
a) in affiliates, incl.	174.0	174.0	85.0
- shares	174.0	174.0	85.0
b) in other entities			
4.4 Other long-term investments	452.0	452.0	
5. Long-term prepayments	176.0	214.0	189.0
5.1 Deferred tax assets	176.0	214.0	189.0
5.2 Other prepayments			
<b>II. Current assets</b>	<b>305 502.0</b>	<b>339 259.0</b>	<b>204 598.0</b>
1. Inventories	138 983.0	123 700.0	78 489.0
2. Short-term receivables	160 360.0	191 943.0	111 233.0
2.1 from affiliates	2 997.0	2 230.0	1 561.0
2.2 from other entities	157 363.0	189 713.0	109 672.0
3. Short-term investments	5 523.0	22 825.0	14 588.0
3.1 Short-term financial assets	5 523.0	22 825.0	14 588.0
a) in affiliates			0.0
b) in other entities	32.0	169.0	480.0
c) cash and cash equivalents	5 491.0	22 656.0	14 108.0
3.2 Other short-term investments			
4. Short-term prepayments	636.0	791.0	288.0
<b>TOTAL ASSETS</b>	<b>334 404.0</b>	<b>367 423.0</b>	<b>226 315.0</b>

### 3. Balance Sheet – Liabilities

LIABILITIES	31.03.2007	31.12.2006	31.03.2006
<b>I. Equity</b>	<b>76 212.0</b>	<b>75 789.0</b>	<b>43 839.0</b>
1. Share capital	11 700.0	11 700.0	10 100.0
2. Unpaid share capital (negative value)			
3. Treasury shares (negative value)			
4. Supplementary capital	35 057.0	35 057.0	19 672.0
5. Revaluation reserve			
6. Other reserves	19 503.0	19 503.0	13 470.0
7. Retained profit (loss)	9 529.0		6 033.0
8. Current year profit (loss)	423.0	9 529.0	-5 436.0
9. Deductions from current year profit (loss) (negative value)			
<b>II. Liabilities and provisions</b>	<b>258 192.0</b>	<b>291 634.0</b>	<b>182 476.0</b>
1. Provisions	0.0	0.0	0.0
1.1 Deferred income tax provision			
1.2 Provision for pensions and similar obligations	0.0	0.0	0.0
a) long-term			
b) short-term			
1.3 Other provisions	0.0	0.0	0.0
a) long-term			
b) short-term			
2. Long-term liabilities	23 300.0	9 109.0	29 336.0
2.1 to affiliates			
2.2 to other entities	23 300.0	9 109.0	29 336.0
3. Short-term liabilities	234 892.0	282 525.0	153 140.0
3.1 to affiliates	141.0		
3.2 to other entities	234 703.0	282 482.0	153 099.0
3.3 Special funds	48.0	43.0	41.0
4. Accruals	0.0	0.0	0.0
4.1 Negative goodwill			
4.2 Other accruals	0.0	0.0	0.0
a) long-term			
b) short-term			
<b>TOTAL LIABILITIES</b>	<b>334 404.0</b>	<b>367 423.0</b>	<b>226 315.0</b>
Book value	76 212	75 789	43 839
Number of shares	11 700 002	11 700 002	10 100 002
Book value per share	6.51	6.48	4.34

#### 4. Off-Balance Sheet Items

	As at the balance sheet date		
	31.03.2007	31.12.2006	31.03.2006
1. Contingent receivables	0.0	0.0	0.0
1.1 from affiliates (in respect of)	0.0	0.0	0.0
- guarantees received			
1.2 from other entities (in respect of)	0.0	0.0	0.0
- guarantees received			
2. Contingent liabilities	6 102.0	6 112.0	6 823.0
2.1 to affiliates (in respect of)	0.0	0.0	0.0
- guarantees received			
2.2 to other entities (in respect of)	6 102.0	6 112.0	6 823.0
- guarantees received	6 102.0	6 112.0	6 823.0
3. Other (in respect of)	14 006.0	123 801.0	0.0
Total off-balance sheet items	20 108.0	129 913.0	6 823.0

## 5. Income Statement

INCOME STATEMENT	01.01.2007 – 31.03.2007	01.01.2007 – 31.03.2007	01.01.2006 – 31.03.2006	01.01.2006 – 31.03.2006
I. Net sales of products, goods and materials, incl.:	342 516.0		265 667.0	
- from affiliates	5 204.9		1 999.7	
1. Net sales of products	887.0		887.0	
2. Net sales of goods and materials	341 629.0		264 780.0	
II. Costs of products, goods and materials sold, incl.:	330 653.0		263 987.0	
- to affiliates	0.0		0.0	
1. Manufacturing costs of products sold	887.0		887.0	
2. Value of goods and materials sold	329 766.0		263 100.0	
III. Gross profit (loss) on sales (I-II)	11 863.0		1 680.0	
IV. Selling costs	7 181.0		4 652.0	
V. Administrative expenses	1 044.0		1 022.0	
VI. Profit (loss) on sales (III-IV-V)	3 638.0		-3 994.0	
VII. Other operating revenues	63.0		171.0	
1. Profit on sale of fixed assets			0.0	
2. Subsidies				
3. Other operating revenues	63.0		171.0	
VIII. Other operating costs	393.0		644.0	
1. Loss on sale of fixed assets	12.0			
2. Bad and doubtful debt allowance	0.0		0.0	
3. Other operating costs	381.0		644.0	
IX. Profit (loss) before interest, extraordinary items and tax (VI+VII-VIII)	3 308.0		-4 467.0	
X. Financial revenues	125.0		789.0	
1. Dividends and other profit shares, incl.:				
- from affiliates				
2. Interest received and receivable, incl.:	125.0		94.0	
- from affiliates				
3. Profit on sale of investments				
4. Revaluation of investments				
5. Other	0.0		695.0	
XI. Financial costs	2 783.0		1 808.0	
1. Interest paid and payable, incl.:	1 336.0		878.0	
- to affiliates				
2. Loss on sale of investments				
3. Revaluation of investments				
4. Other	1 447.0		930.0	
XII. Profit (loss) before extraordinary items and tax (IX+X-XI)	650.0		-5 486.0	
XIII. Result of extraordinary items (XIII.1 – XIII.2)	0.0		0.0	
1. Extraordinary gains				
2. Extraordinary losses				
XIV. Profit (loss) before tax (XII+/-XIII)	650.0		-5 486.0	
XV. Income tax	227.0		-50.0	
a) current portion	189.0		0.0	
b) deferred portion	38.0		-50.0	
XVI. Other obligatory charges on profit (increases of loss)				
XVII. Share in profits (losses) of subordinated entities				
XVIII. Profit (loss) after tax (XIV-XV-XVI+/-XVII)	423.0		-5 436.0	

## 6. Cash Flow Statement

	01.01.2007 – 31.03.2007	01.01.2007 – 31.03.2007	01.01.2006 – 31.03.2006	01.01.2006 – 31.03.2006
<b>A. Cash flows from operating activities</b>				
I. Net profit	423.0		-5 436.0	
II. Total adjustments:	-15 062.0		-20 204.0	
1. Share in profits (losses) of subordinated entities				
2. Depreciation	390.0		279.0	
3. Foreign exchange gains / losses			-474.0	
4. Interest and share in profits (dividends)	1 017.0		868.0	
5. Profit / loss on investing activities	12.0		0.0	
6. Change in provisions				
7. Change in inventories	-15 283.0		3 453.0	
8. Change in receivables	31 583.0		47 999.0	
9. Change in short-term liabilities, excl. loans and credits	-32 974.0		-72 545.0	
10. Change in prepayments and accruals	193.0		216.0	
11. Other adjustments				
<b>III. Net cash flows from operating activities</b>	<b>-14 639.0</b>		<b>-25 640.0</b>	
<b>B. Cash flows from investing activities</b>				
I. Proceeds	34.0		37.0	
1. Sale of intangible and tangible fixed assets	25.0		7.0	
2. Sale of investments in real estate and intangible assets				
3. From financial assets, incl.:	9.0		30.0	
a) in affiliates	0.0		0.0	
- sale of financial assets				
- dividends and share in profits				
- repayment of long-term loans granted				
- interest received				
- other proceeds from financial assets				
- dividends and share in profits				
- repayment of long-term loans granted				
- interest received				
- other proceeds from financial assets				
b) in other entities	9.0		30.0	
- sale of financial assets				
- dividends and share in profits				
- repayment of long-term loans granted				
- interest received				
- other proceeds from financial assets	9.0		30.0	
4. Other investment proceeds				
II. Expenses	1 074.0		1 350.0	
1. Purchase of intangible and tangible fixed assets	1 074.0		1 350.0	
2. Purchase of investments in real estate and intangible assets	0.0			
3. For financial assets, incl.:	0.0		0.0	
a) in affiliates	0.0		0.0	
- purchase of financial assets	0.0			
- long-term loans granted				
b) in other entities	0.0		0.0	
- purchase of financial assets				
- long-term loans granted				
4. Other investment expenses	0.0			
<b>III. Net cash flows from investing activities</b>	<b>-1 040.0</b>		<b>-1 313.0</b>	

C. Cash flows from financing activities		
I. Proceeds	8 120.0	9 620.0
1. Net proceeds from issue of shares and other capital instruments		
2. Loans and credits	0.0	9 620.0
3. Issue of debt securities	8 120.0	
4. Other financial proceeds	0.0	0.0
II. Expenses	9 606.0	868.0
1. Purchase of treasury shares		
2. Dividends and other payments to shareholders		
3. Other expenses due to division of profits		
4. Repayment of loans and credits	8 589.0	
5. Redemption of debt securities		
6. In respect of other financial liabilities		
7. Finance lease payments		
8. Interest paid	1 017.0	868.0
9. Other financial expenses		
III. Net cash flows from financing activities	-1 486.0	8 752.0
D. Total net change in cash and cash equivalents	-17 165.0	-18 201.0
E. Balance sheet change in cash and cash equivalents, incl.:		
- change in cash and cash equivalents due to exchange rate fluctuations		
F. Cash and cash equivalents at beginning of period	22 656.0	32 309.0
G. Cash and cash equivalents at end of period	5 491.0	14 108.0
- restricted		

## 7. Statement of Changes in Equity

	01.01.2007 – 31.03.2007	01.01.2007 – 31.03.2007	01.01.2006 – 31.03.2006	01.01.2006 – 01.03.2006
I. Own equity at beginning of period (OB)	49 275.0		49 275.0	49 275.0
a) adjustments due to changes in accounting principles (policy)				
b) adjustments due to fundamental errors				
I.a Adjusted equity at beginning of period	49 275.0		49 275.0	49 275.0
1. Share capital at beginning of period	11 700.0		10 100.0	10 100.0
1.1 Changes in share capital	0.0		0.0	0.0
a) increase (due to)	0.0		0.0	0.0
- issue of shares				
b) decrease (due to)	0.0		0.0	0.0
- redemption of shares				
1.2 Share capital at end of period	11 700.0		10 100.0	10 100.0
2. Unpaid share capital at beginning of period				
2.1 Changes in unpaid share capital	0.0		0.0	0.0
a) increase (due to)	0.0		0.0	0.0
b) decrease (due to)	0.0		0.0	0.0
2.2 Unpaid share capital at end of period	0.0		0.0	0.0
3. Treasury shares at beginning of period				
3.1 Changes in treasury shares	0.0		0.0	0.0
a) increase (due to)	0.0		0.0	0.0
b) decrease (due to)	0.0		0.0	0.0
3.2 Treasury shares at end of period	0.0		0.0	0.0
4. Supplementary capital at beginning of period	35 057.0		19 672.0	19 672.0
4.1 Changes in supplementary capital	0.0		0.0	0.0
a) increase (due to)	0.0		0.0	0.0
- issue of shares above par value	0.0			
- profit distribution (statutory)				
- profit distribution in excess of minimum value required by law				
b) decrease (due to)	0.0		0.0	0.0
4.2 Supplementary capital at end of period	35 057.0		19 672.0	19 672.0
5. Revaluation reserve at beginning of period				
5.1 Change in revaluation reserve	0.0		0.0	0.0
a) increase (due to)	0.0		0.0	0.0
b) decrease (due to)	0.0		0.0	0.0
- sale of fixed assets				
5.2 Revaluation reserve at end of period	0.0		0.0	0.0



6. Other reserves at beginning of period	19 503.0	13 470.0	13 470.0
6.1 Changes in other reserves	0.0	0.0	0.0
a) increase (due to) profit brought forward	0.0	0.0	0.0
b) decrease (due to)	0.0	0.0	0.0
<b>6.2 Other reserves at end of period</b>	<b>19 503.0</b>	<b>13 470.0</b>	<b>13 470.0</b>
7. Retained profit (loss) at beginning of period	9 529.0	6 033.0	6 033.0
7.1 Retained profit at beginning of period	9 529.0	6 033.0	6 033.0
a) adjustments due to changes in accounting principles (policy)			
b) adjustments due to fundamental errors			
7.2 Adjusted retained profit at beginning of period	9 529.0	6 033.0	6 033.0
a) increase (due to) - retained profit distribution	0.0	0.0	0.0
b) decrease (due to)	0.0	0.0	0.0
7.3 Retained profit at end of period	9 529.0	6 033.0	6 033.0
7.4 Retained loss at beginning of period			
a) adjustments due to changes in accounting principles (policy)			
b) adjustments due to fundamental errors			
7.5 Adjusted retained loss at beginning of period	0.0	0.0	0.0
a) increase (due to) - retained loss brought forward	0.0	0.0	0.0
b) decrease (due to)	0.0	0.0	0.0
7.6 Retained loss at end of period	0.0	0.0	0.0
<b>7.7 Retained profit (loss) at end of period</b>	<b>9 529.0</b>	<b>6 033.0</b>	<b>6 033.0</b>
8. Net profit (loss)	423.0	-5 436.0	-5 436.0
a) net profit	423.0	0.0	0.0
b) net loss		5 436.0	5 436.0
c) profit write-offs			
<b>II. Own equity at end of period (CB)</b>	<b>76 212.0</b>	<b>43 839.0</b>	<b>43 839.0</b>
<b>III. Own equity after proposed profit distribution (covering of losses)</b>	<b>76 212.0</b>	<b>43 839.0</b>	<b>43 839.0</b>

## **Supplementary Information to the Financial Statement of AB S.A. for the First Quarter of Financial Year (1 January 2007 – 31 March 2007)**

The Company's financial statement has been drawn up in accordance with the principles set forth in the Accountancy Act of 29 September 1994 (Journal of Laws No. 121 item 591 as subsequently amended).

The Issuer has not introduced any amendments to the adopted accounting principles since the date of publication of its last financial statement.

### **1. Description of the Issuer's key achievements or failures in the reporting period, including the major underlying events.**

In the first quarter of the year 2007, the Company maintained a rapid, almost 25% growth of net sales in comparison to the respective period in the previous year.

Due to the loss reported in the first quarter of the year 2007, the Company also showed a considerable growth of profitability in comparison to the respective period in the previous year.

In the reporting period, the Company did not acquire any new key distribution channels, nor significantly broadened its offer by introducing a new range of products.

### **2. Description of extraordinary factors or events of material impact on financial results.**

No extraordinary factors or events of material impact on financial results were observed in the reporting period.

### **3. Explanations relating to seasonal or cyclical operations performed by the Issuer in the reporting period.**

Seasonal fluctuations of respective figures making up the financial result in the reporting period reflect the same market trends as in the previous years.

### **4. Information relating to redemption, issue or repayment of debt and capital securities.**

In the first quarter of the year 2007, due to the bonds issue programme, the Company conducted three issuances of bonds.

The bonds were issued in the following tranches:

- 07 March 2007, 500 bonds with the maturity date on 14 June 2007, with the nominal value of PLN 10,000 and the (minimal) issue value of PLN 9,876.15
- 22 March 2007, 301 bonds with the maturity date on 21 June 2007, with the nominal value of PLN 10,000 and the (minimal) issue value of PLN 9,885.55
- 26 March 2007, 21 bonds with the maturity date on 05 July 2007, with the nominal value of PLN 10,000 and the (minimal) issue value of PLN 9,873.14

### **5. Information relating to the dividend declared or paid.**

No such events were observed in the reporting period.

### **6. Indication of events after the date of preparing the abbreviated quarterly financial statement, not included therein and having potential material impact on future financial results of the Issuer.**

No such events were observed.

Possible differences might concern the data compared at the end of the previous financial year. They result from the fact that as of the date of publication of the hereby statement, the Company has not prepared the financial statement for the financial year 2006. It will be published on 06 June 2007. However, the Company's Management Board estimates that the possible changes will not affect the hitherto published amount of the AB S.A. result in any significant way.

**7. Information relating to changes in contingent liabilities or assets following the closure of the previous financial year.**

Within the Company's contingent liabilities one can differentiate the following:

- bank guarantees offered by the Company to its suppliers (their value in comparison to the respective period in the previous year has not changed)
- factoring transactions in progress as of the date of the statement amounting to PLN 14 006 345.45
- promissory notes concerning the concluded credit agreements (guarantee up to the amount of credits taken)

**8. Structure of the Issuer's capital group, inclusive of entities subject to consolidation.**

The Issuer holds 348 shares in Alsen Sp. z o.o., granting the right to 59,18% of votes at Shareholders' Meetings and – as per the Articles of Association – the right to appoint 2 out of 3 members of the supervisory authority. The number of shares and the voting right related thereto were subject to change following the publication of the previous financial statements. The Issuer does not draw up consolidated financial statements of the capital group.

**9. Indication of changes in the structure of business entity, including changes resulting from merger of business entities, or else the acquisition or sale of the capital group entities, long-term investments, division, restructuring or discontinuance of operations.**

No such events were observed in the reporting period.

**10. Position of the Management Board regarding generation of results forecast for a given year against the present results disclosed in the quarterly report and the forecast figures.**

The Issuer did not publish any financial projections for the current year.

**11. Indication of shareholders having the right to cast, directly or indirectly through their subsidiaries, at least 5% of total votes at General Shareholders Meetings as of the date of this quarterly report, including the number of shares thereby held, their percentage share in total votes cast at General Shareholders Meetings, along with information on changes in the structure of controlling shareholders of the Issuer since the previous quarterly report.**

According to the Issuer, the shareholding structure as of 31.03.2007 is as follows:

	number of shares	% of shares	number of votes	% of votes
Total	11 700 002	100,00%	13 013 002	100,00%

Andrzej Przybyło	1 313 000	11,22%	2 626 000	20,18%
Iwona Przybyło	3 944 052	33,71%	4 146 052	31,86%
AIG PTE	676 873	5,79%	676 873	5,20%
PKO TFI	678 689	5,80%	678 689	5,22%
Pioneer Pekao IM	665 732	5,69%	6665 732	5,12%
Millennium TFI	654 747	5,60%	654 747	5,03%
Others	3 766 909	32,20%	3 564 909	27,39%

**12. Holding of AB S.A. shares or options by members of its management or supervisory bodies as of the date of this quarterly report as well as changes thereof since the previous quarterly report.**

As of the date of this report, the only person to manage and hold shares of the Issuer is the President of its Management Board, i.e. Mr Andrzej Przybyło. He holds 11.22% of shares and is entitled to 20.18% of total vote at the General Meeting. The person to supervise and at the same time hold shares of the Issuer is Mrs Iwona Przybyło. She holds 35.44% of shares and 31.86% of total vote at the General Meeting.

**13. Indication of proceedings in court, before arbitration body or competent administrative authority**

The Issuer is a party to the following proceedings which may influence its operating activities:

- the Company is involved in pursuing its claims amounting to PLN 993,986.67 against IT System w upadłości Sp. z o.o. based in Płock under bankruptcy proceedings;
- the Issuer is also a party to antitrust proceedings before the President of the Office of Competition and Consumer Protection, initiated by Incom S.A. against ABC Data Sp. z o.o., Tech Data Polska Sp. z o.o. and the Issuer due to the suspicion of malpractice of their dominant position on the national printer market;
- the Issuer is a party to proceedings initiated by the Head of Tax Office in Wrocław to explain that the value of software media was properly declared by the Issuer in the period from October 2002 to January 2004.

The proceedings mentioned hereinabove are presented in detail in the Company's Issue Prospectus.

**14. Information on entering by the Issuer or any of its subsidiaries into one or more transactions with its affiliates, provided that the value of such transactions (total value of all transactions effected since the beginning of financial year) exceeds the PLN equivalent of EUR 500,000 and they are not standard or routine transactions concluded by affiliates under market terms and conditions or they result from the normal course of business of the Issuer or its subsidiary.**

In the reporting period, the Issuer did not enter with its affiliates into any transactions exceeding the normal course of its operating activities. The sale of goods and materials to Alsen Sp. z o.o. generated proceeds of PLN 5,205 thousand (in the first quarter of the financial year). While it is true that the share of sale to Alsen Sp. z o.o. in the total amount of the Company's turnover has grown, it results from the further development of the franchising chain announced earlier by the Management Board of AB S.A. It needs to be added here that the given value of the proceeds from sales corresponds exclusively to transactions made with Alsen Sp. z o.o. and does not correspond to those made with all members of the franchising chain, as these are more than ten times higher.

**15. Information on granting by the Entity or any of its subsidiaries, of a credit or loan surety or guarantee to any single entity or its subsidiary, should the total of valid sureties of guarantees account for at least 10% of the Issuer's equity.**

No such events were observed in the reporting period.

**16. Other information which in the opinion of the Issuer is important for assessment of its personnel, property and financial position or financial result, along with information important for assessment of the Issuer's potential to fulfill its obligations.**

The financial statements are inclusive of information which is important for assessment of the Company's personnel, property and financial position or financial result, as well as information important for assessment of the Company's potential to fulfill its obligations.

In the opinion of the Management Board, there is no risk of non-fulfillment by the Company of its obligations.

No other information important for assessment of the Company's position is available.

**17. Factors which the Company expects to impact its performance in the following quarter and beyond:**

The Issuer expects that its performance in the next months will be mostly influenced by:

- maintaining the rapid growth of the national market for IT products, functional electronics and mobile communications
- increasing the Company's share in the market by way of entering into new distribution contracts with leading producers of modern IT solutions
- new methods and distribution channels, in particular the franchise network of retail stores of Alsen and its development
- maintaining an effective cost discipline and a consequent search for solutions optimising distribution processes