

COMPUTERLINKS BUCKS INDUSTRY TREND WITH SUSTAINED ORGANIC GROWTH

Distributor's revenues grow 26 percent in first 3 quarters of 2012

Munich, 5th November 2012: [COMPUTERLINKS AG](#), parent company of COMPUTERLINKS North America, next generation global distributor of IT security and Internet technology solutions, today announced a 26 percent increase in revenue in the first nine months of the 2012 fiscal year compared to the same period last year. Group revenue across all the COMPUTERLINKS' regions (Europe, ME/APAC and North America) rose from €519 million to €653 million compared to the first nine months of 2011 and profits followed a similar growth pattern.

The increase in revenue has been attributed to purely organic growth of the distributor that operates across 23 countries and employs over 600 staff worldwide. "This is validation of our move to Next Generation Distribution and the expansion of our business into new geographies. In the last 12 months we've opened five new locations in India alone, which are already operating profitably and contributing to the success of the company," said Stephan Link, CEO and founder of COMPUTERLINKS AG. "Our heritage and strength in IT security and Internet technologies have allowed us to operate largely unaffected by recent economic fluctuations. These results demonstrate our sustained focus on delivering exceptional service to our customers and responding quickly to their evolving needs to deliver cloud and mobile solutions to their clients."

Since the engagement of EQUISTONE (formerly Barclays Private Equity) in August 2008, COMPUTERLINKS has re-engineered its business and developed a range of channel-centric services designed to deliver greater margin opportunities for its channel partners, which it calls Next Generation Distribution. Key milestones include:

- 2009 – Global Support Center opened; a dedicated 24x7 telephone support center to enable IT resellers to provide round-the-clock support for networking and IT security operations to their clients
- 2010 – Virtualization Practice launched; a suite of professional services to provide specialist expertise and additional resource to enable its partners to

be better equipped and benefit from higher margins when delivering virtualization solutions

- 2010 - ALVEA Services launched; a portfolio of aggregated cloud and managed services for the IT channel including Infrastructure, Cloud Attached Storage and Managed DNS
- 2011 – COMPUTERLINKS Next Generation Data Center launched; a portfolio of tools and support services to enable resellers to deliver solutions to organizations building out their next generation data center or server room

“IT security and Internet-based technologies around cloud and mobility are highly consulting-intensive markets,” said Stephan Link. “Our continued investment in these growth markets allows us to contribute significantly to the success of our customers by providing exceptional customer service in sales, marketing, logistics and technical support. We are therefore extremely positive about the future.”

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About COMPUTERLINKS

COMPUTERLINKS is the next generation distributor of IT security, network performance and Internet technology, providing channel partners with reliable, supported solutions from world-leading hardware and software manufacturers and service providers. COMPUTERLINKS concentrates on dynamic technologies such as cloud computing, virtualization, and the growing area of IP Physical Security. It provides a comprehensive and complementary product portfolio, backed by an extensive range of knowledge-based professional and managed services, to ensure its channel partners deliver the right solutions to their customers. COMPUTERLINKS is 100 percent committed to the two-tier channel and delivers profitable growth to its partners and competitive advantage to their customers by providing a full-service package of technical, sales and marketing support, practical training and efficient logistics. The company currently has over 600 employees operating across 23 countries worldwide. For more information, visit www.computerlinks.com

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