Acquisition

Released : 14 Aug 2002

Acal PLC
14 August 2002

FOR RELEASE 7:00 AM 14 AUGUST 2002

ACAL plc

(Leading pan-European, value added distributor providing specialist design-in, sales and marketing services for international suppliers)

ACQUISITION OF SCANOPTIC GmbH

Acal plc announces that it has acquired ScanOptic GmbH ('ScanOptic') for a cash consideration of €2.4m (£1.5m) plus a further consideration of up to €1m (£0.64m) based on the results for the year ended 31st December 2002 and certain ongoing commitments. It is anticipated that the acquisition, which is subject to approvals including shareholder approval from ScanOptic's parent, Easy Software AG, will be completed by the end of October.

ScanOptic's business is the distribution and service of document imaging and management products. It had sales of €11.2m (£7.1m) in the financial year to 31st December 2001 and profit before tax of €562,000 (£359,000).

Tony Laughton, the Chief Executive of Acal plc said:-

"ScanOptic has an enviable reputation in the German speaking countries. By combining its activities with Acal's pan-European Headway business, we believe that this acquisition will make us the pre-eminent distributor of document management technologies in Germany, Austria and Switzerland.

For further information:-

John Curry	-	Chairman	Tel: 01483 544500
Tony Laughton	-	Chief Executive	Tel: 01483 544500

Brian Coleman-Smith / Amanda Sheehy
Binns & Co. Public Relations Ltd Tel: 020 7786 9600

Notes to Editors:

1 The Acal Group is a leading European, value-added distributor providing specialist design-in, sales and marketing services for international suppliers in the fields of Electronic Components, Information Technology Products, IT Parts Services and Industrial Controls. Its value-added philosophy and geographic coverage enables Acal to provide specialist knowledge and support to customers on a pan-European basis.

2 Headway Technology is focused as a specialist distributor in the document management and imaging market. Established in 1986, Headway has become a leading supplier of document management technologies being the first European distributor to enter this market. By entering the market at the time when document technologies on a PC platform were conceived, Headway has accumulated a wealth of knowledge and experience and is acknowledged by the industry's major suppliers as a leader in its field.

Sourcing only the 'Best of Breed' products that meet the demanding requirements of mission critical applications, Headway provides a single source for all specialist requirements at competitive prices. All products are supplied with extensive pre and post sales support.

As part of the Acal Group, Headway provides wide coverage throughout Europe and sustains competitive advantage by being at the forefront of technologies.

3 Acal has operating companies in the UK, Netherlands, Belgium, Germany, France, Italy, Scandinavia and the USA.

This information is provided by RNS
The company news service from the London Stock Exchange