Trading Statement

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Acal PLC
29 March 2004

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ACAL plc

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

Pre-Close Period Trading Update

Ahead of forthcoming discussions with investors and analysts, we are updating the stock market on recent trading and developments.

As indicated at the time of the publication of our interim results in December 2003, distribution companies in our sectors with a presence in the USA and the Far East were reporting growth in sales. This trend seems to be continuing, although it is not yet the case in Europe.

Over recent months, our quarterly group order rates have shown growth over the corresponding quarters in the prior year. This is true for all divisions except the IT Parts Services division. Sales growth is beginning to follow the order pattern, although shipments are being affected in some cases by suppliers' inability to deliver products and by delays in US export clearance of sensitive products. However, it seems too early to say whether there is a sustainable positive trend in the UK and Continental Europe.

Trading has been more difficult than expected in the IT Parts Services businesses particularly in the Netherlands and France. With a reduced potential in the Netherlands we have decided to close our IT Parts operation there. This decision will result in exceptional closure costs of between £0.5m to £1.0m.

The preliminary results for the year ending 31 March 2004 will be announced on 7 June 2004.

For further information:-

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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 Design-in is the process by which Acal's sales engineers work with customers and suppliers to procure components which meet the specific technical and performance needs of the customers.

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