Trading Statement

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Acal PLC
29 September 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 the end of the first half of our financial year, we are issuing our usual update on recent trading.

At the time of the Annual General Meeting held on 23 July 2004, John Curry, the Chairman of Acal plc, said:-

"In the first quarter of this year total orders have been flat year-on-year whereas the previous two quarters had shown growth of 5% over the corresponding quarters a year earlier."

The pattern of the first quarter has continued and there is unlikely to be any overall order growth in the second quarter of the current financial year.

We continue to trade in line with our expectations in the electronic components and industrial control divisions, which are currently showing year-on-year growth in both sales and profits of around 10%. However, in the IT divisions there has been no improvement in demand, particularly in continental Europe, and we have seen some margin pressure in storage networking.

Although economic indicators remain positive and new supplier wins are helping, current trading conditions in the IT divisions suggest that a cautious view continues to be appropriate for the current financial year.

The interim results for the half year ending 30 September 2004 will be announced on 6 December 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, Spain, Scandinavia and the USA.

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