

# News Release

## **INGRAM MICRO ENTERS SOUTH AFRICA IN PARTNERSHIP WITH MB TECHNOLOGIES**

*Ingram Micro to open South African subsidiary to distribute  
IT components products*

**BRUSSELS (Belgium) / JOHANNESBURG (South Africa), February 6, 2007** - Ingram Micro, (NYSE: IM), the largest global technology distributor and the MB Technologies Group, South Africa's leading supplier of IT products, are joining forces in a partnership which will see the first Ingram Micro office on African soil open its doors on June 1, 2007.

The new 'Ingram Micro South Africa' subsidiary will be located just north of Johannesburg, South Africa, and will distribute IT components products to VARs, System Integrators and OEM customers into the broad Sub-Saharan territory from South Africa in the south to Ethiopia to the north and Liberia to the west.

For Ingram Micro, already the only broadline distributor with operations in Asia, the partnership adds another corner of the world to its extensive global footprint and is further evidence of the company's commitment to expand into new geographies with significant IT markets.

"We are delighted to enter into this partnership with MB Technologies who for some time we have recognized as one of the very best technology distributors in South Africa, and to lay together the foundations of Ingram Micro South Africa", said Hans Koppen, President Ingram Micro Europe. "Expanding our footprint into Africa with a company that has great insight to the local market, strong relationships with local VARs, and who really understands the reseller channel is an attractive proposition for our company. For our component vendors it is an excellent opportunity as it will open them an entirely new and rapidly growing market. As for our new customers in Southern Africa, they will benefit from an expanded product portfolio and the one-stop components shopping experience Ingram Micro provides."

For MB Technologies, the advantages of the new relationship with Ingram Micro are equally as attractive.

"Let's admit it – we have long looked at the opportunity of partnering with Ingram Micro in South Africa, and this couldn't have happened at a better time for both of us", commented CEO Leo Baxter on MB Technologies' reasoning for entering into this

partnership. “We are now ready to move beyond our focus on providing complete, end-to-end solutions to resellers and their customers and we want to take advantage of opportunities we see in the components sector to deliver high-quality components at lower costs to the South African system integrator market.”

Entering the African market with MB Technologies represents a significant vote of confidence in both MB Technologies and the South African market, continuing the steadily increasing trend of multinational investment in South Africa over the past few years.

“Judging by the growth of the South African IT market over the past couple of years, the components sector that Ingram Micro and MB Technologies are choosing to focus on is poised to grow at a rate significantly higher than the overall IT market”, Baxter adds.

“With Ingram Micro’s world-class distribution know-how and economies of scale, coupled with our strong local track record, credibility with the local IT market and familiarity with the unique challenges South Africa faces, we feel we have the perfect recipe for success,” Baxter continues. “We think the combination of these two companies is going to make a big difference to the South African IT environment,” he concludes.

#### **About Ingram Micro Inc.**

Ingram Micro Inc. is the world’s largest technology distributor. As a vital link in the technology value chain, Ingram Micro creates sales and profitability opportunities for vendors and resellers through unique marketing programs, logistics services, technical support, financial services and product aggregation and distribution. The company serves 100 countries and is the only global IT distributor with operations in Asia. Ranked 72 on the Fortune 500, Ingram Micro generated \$28.8 billion in revenues for fiscal year 2005.

Visit [www.ingrammicro.com](http://www.ingrammicro.com) or [www.ingrammicro-europe.com](http://www.ingrammicro-europe.com)

#### **About MB Technologies**

MB Technologies, 26% owned by Royal Bafokeng Holdings, is the largest supplier of IT products to the South African marketplace with a history that stretches across the past twenty years. The group includes distribution giants such as Tarsus Technologies, A.C.T. and Storgate; as well as niche market specialists such as Printacom.

Visit: [www.mbt.co.za](http://www.mbt.co.za)

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