

Amsterdam (NL)/ Oslo (NOR)/ Norwich (UK)

Date
27th. January 2003

**FURTHER EXPANSION OF EUROPEAN OFFICE SUPPLIES ALLIANCE
INTO ITALY, SPAIN & PORTUGAL**

Today, EOSA (the European Office Supplies Alliance) announces a further expansion of their partnership with the addition of Spanish office-products distributor, *Burototal*, and Italian market leader, *Errebian*. Both companies have been carefully selected by the existing EOSA members (Ahrend, office2office and Tybring-Gjedde) for their strengths and capabilities in their respective markets. The alliance now comprises office-products suppliers in thirteen countries.

With sales of € 120 million, Errebian is the No. 1 contract stationer in Italy, whilst in the fragmented Spanish market, fast-growing Burototal holds fifth place with sales of € 12 million. The business models and cultures of the new partners fit perfectly within the EOSA alliance.

The Chief Executives from EOSA commented: "The extension of our alliance with these new partners and our recently-finalised, first joint-purchasing contract illustrate that EOSA is moving forward quickly. We aim for further expansion of the alliance through adding a number of strong, mainly European, players in the near future."

Errebian CEO, Bruno Novelli, commented: "Becoming a part of EOSA is an important step for Errebian to achieve our European ambitions. Instead of having to acquire and integrate companies outside Italy ourselves, we can now expand business relationships in Europe and enhance our purchasing and sales strength, whilst the alliance partners maintain their own identities and marketing approach."

Burototal CEO, Eric Selva, added: "It is a challenge to gain market share rapidly in the fragmented Spanish market and, at the same time, expand internationally. EOSA enables us to expand without having to neglect our existing and new business in the Spanish market."

The alliance now has combined sales of € 775 million, which further strengthens EOSA's position as a major force in the European office-products industry. Further extension of the alliance is expected, in the near future, focused on Central and Eastern Europe. EOSA's joint sales and purchasing teams work cohesively across the partners and, as a result, the first joint purchasing contract, (for cut paper) was awarded recently. . Moreover, EOSA is being asked by a number of multinational companies to supply their office needs. This clearly demonstrates their recognition of the added value attainable through working with strong, local suppliers under an EOSA framework agreement.'

Coordinator-Secretary
Celsiusbaan 1
3439 NC NIEUWEGEIN
The Netherlands
Phone: +31 30 60 20 200
E-mail: info@eosa.biz
Website: www.eosa.biz

Press release

About EOSA

EOSA (European Office Supplies Alliance) is an alliance within the European office-products industry, recently initiated by three leading European office-products suppliers, UK-based office2office, Norwegian-based Tybring-Gjedde and Dutch-based Ahrend Office Products. The partnership comprises co-operation in relationships with customers and suppliers across Europe. The alliance's current combined sales (€ 775 million) and extensive coverage rank the new combination among the leaders of the European office-products industry. The alliance will be extended with more members in the short and mid-long term

For more information please contact:

EOSA Coordinator secretary

Ms. Marika Prak

Celsiusbaan 1

3439 NC NIEUWEGEIN

The Netherlands

Phone: +31 30 60 20 221

E-mail: info@eosa.biz

website: www.EOSA.biz