

**Press release**

20<sup>th</sup> January 2009, Lund, Sweden

## **Doro signs agreement with major European company for distribution of VoIP telephones**

**Doro has signed a distribution agreement with one of Europe's leading distributors of IT products, Tech Data, to sell and market Voice over IP telephones and headsets for the French market. Tech Data specializes in IT products from software and hardware suppliers and is represented in 100 countries.**

Doro has signed a distribution agreement with the company Tech Data in France. The agreement is mainly for Doro's VoIP and other Business Electronics' products, which are communication products designed for the business sector.

"The collaboration with Tech Data is a strategically important step in the continued development of our Business Electronics business unit in France, one of our prioritized markets," says Jérôme Arnaud, CEO at Doro.

Tech Data is France's main distributor, specializing in IT and telecoms products. The company started in 1974 and now has more than 90,000 retailers spread across 100 countries. The agreement means that Tech Data will sell and market about 25 products through its built up distribution channels in France.

"This distribution agreement allows us to complement our offer with new, exciting, quality products. These are good value, good looking and not least of all simple to use products, which many of our customers are looking for," specifies Sylvie Afonso, product manager at Tech Data.

Doro's products will be on sale via Tech Data in France from 13 January.

**For further information, please contact:**

Jérôme Arnaud, CEO, Doro, tel: +46 46 280 50 05, email: [jerome.arnaud@doro.com](mailto:jerome.arnaud@doro.com)

Thomas Bergdahl, Director Business Electronics, Doro, tel: +46 46 280 50 63, email: [thomas.bergdahl@doro.com](mailto:thomas.bergdahl@doro.com)

Chantal Vélin, Tech Data, tel. +33 1 64 76 52 52, email: [cvelin@techdata.fr](mailto:cvelin@techdata.fr)

**About Doro**

With over 30 years' experience in telephony Doro is today characterized by innovative and user-friendly consumer electronics products. The company develops markets and sells a wide range of products in three business units: Home Electronics, Business Electronics and Care Electronics. The company's products are sold in more than 30 countries worldwide through a variety of retail outlets, including electronics stores, online stores and specialized channels. The company had sales of SEK 346 million in 2007. Doro's shares are quoted on the Stockholm Stock Exchange, Nordic list, Small companies. Read more about Doro at [www.doro.com](http://www.doro.com).

**About Tech Data**

Founded in 1974, Tech Data Corporation (NASDAQ GS: TECD) is a leading distributor of IT products, with more than 90,000 customers in over 100 countries. The company's business model enables technology solution providers, manufacturers and publishers to cost-effectively sell to and support end users ranging from small and medium businesses (SMB) to large enterprises. Ranked 109th on the FORTUNE 500(R), Tech Data generated \$23.4 billion in net sales for its fiscal year ended January 31, 2008. For more information, visit [www.techdata.com](http://www.techdata.com).