



PARTNERTECH

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PartnerTech strengthens its customer service operations with an efficient after-sales offering

PartnerTech is a contract manufacturer that can assume responsibility for a product all the way from the development stage through delivery to the end-customer. The company's new plant in Myslowice, Poland serves as a hub for rapid distribution throughout Europe. We have significantly strengthened our customer service operations in the United States, where assembly and distribution for the U.S. market facilitate compliance with import regulations for most European customers. During the last year, we have also established a distribution and service center for all the products of Axis Communications, a world-leading provider of network cameras, that target the North and South American markets.

PartnerTech has been one of Axis's principal suppliers since the two companies launched their current collaboration effort in 2003. The products are manufactured at a number of PartnerTech plants, with the Vellinge Customer Center as the central link. After nearly a year we see that the responsibility for distribution and servicing of Axis products in the North and South American markets generates positive synergies and economies of scale.

By combining the manufacture of thin plate components and enclosures with systems integration, the Myslowice plant creates an efficient logistics chain. The plant's proximity to Katowice, an industrial region of southern Poland with a solid infrastructure, provides rapid access to European shipping routes. PartnerTech already has distribution centers for a number of customers at its plants in Sieradz, Poland and Moss, Norway.

"We announced back in early 2009 that we were planning to reinforce our logistics and after-sales offering to better serve our customers," says Leif Thorwaldsson, President and CEO of PartnerTech. "Now that many customers are seeking efficient solutions for distribution, service and final assembly near their own customers, we are working on getting even better in these areas. The fact that Axis has chosen us to run their logistics and distribution center for the important American market is strong and highly gratifying evidence that we have made the right decision."

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PartnerTech

PartnerTech develops and manufactures products under contract for leading companies, primarily in Defense and Maritime, Industry, Information Technology, MedTech and Instrumentation, CleanTech and Point of Sale Applications. With upwards of 1,300 employees at its plants in Sweden, Norway, Finland, Poland, the UK, the United States and China, PartnerTech reports annual sales of more than SEK 2 billion. PartnerTech AB (www.partnertech.com), the parent company, has its head office in Vellinge, Sweden, and is listed on the Nasdaq OMX Stockholm Exchange.

The disclosures in this press release have been sent to the Swedish Financial Supervisory Authority (Finansinspektionen).