

Double-Digit Profit for ABC Data's Q1

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Polish distributor ABC Data reports strong results for Q1 2018-- sales are up by 5% Y-o-Y to PLN 1.05bn (€243 million), bringing profit worth PLN 7.9m, a 13.9% Y-o-Y increase.



The distributor cites a focus on the mobile sector and cloud solution as key to its "competitive advantage." It describes investment in mobile devices as "of paramount importance," adding the iSource subsidiary has a leading position in the distribution of Apple devices in CEE.

As for the cloud, the quarter saw ABC Data sign a contract for the distribution of Microsoft Cloud Solution Provider (CSP) products throughout CEE.

"The successive development of the cloud services portfolio to include both the solutions offered by Polish and global producers is a cornerstone competitive advantage of ABC Data," the distributor says. "Thanks to these actions, the company will become a beneficiary of the growing popularity of cloud solutions."

The distributor sees 41% sales revenue growth in Slovakia, 26% growth in Romania and 16% growth in the Baltics (Lithuania, Latvia, Estonia). Such growth is credited to an investment in local sales channels in individual countries, as well as the popularity of Xiaomi devices. ABC Data is the first European distributor of the Chinese smartphone maker, having gotten the contract in 2016.

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