

Nocom AB (publ), Kristallen, 754 51 Uppsala, Sweden Tel: +46 (0)18-65 55 00, Fax: +46 (0)18-65 55 55. Internet: www.nocom.com

Uppsala and Stockholm, Sweden, June 16, 2000

# Strategic acquisition in integrated e-logistics for the Internet and mobile e-commerce:

## Nocom acquires 70 % of TradeVision from SAS

Nocom AB (publ), a leader in Internet and mobile systems solutions, has acquired 70% of TradeVision, a leading e-logistic provider to the transportation industry, from SMART AB a subsidiary of Scandinavian Airlines System (SAS). SAS is retaining a strategic interest of 30%. The transaction represents an investment by Nocom of 42 MSEK.

"Nocom's investment in TradeVision will give us direct access to the Internet and mobile ecommerce expertise and technology. This is crucial for the ongoing development of our leading Internet-based logistics and tracking solution, TradeVision LogiMan<sup>™</sup>, says Claes Borglin, CEO of TradeVision. "We aim to offer comprehensive e-logistic solutions to all modes of transport by the end of this year. Together with the ability to connect all the business partners involved in the transportation chain, TradeVision will be able to provide seamless information flows throughout the shipment process from the inception of a shipment to the final delivery to the end customer", he continues. "Within a few years our objective is to become one of the leading e-logistic providers in the world and handle more than 1 billion transactions per year", Claes Borglin finishes.

Nocom will target this investment to take a leading position, together with SAS Cargo, in the large and fast expanding e-logistic market. It will also accelerate the international rollout of TradeVision WCM, wireless cargo management solution, based on Nocom's advanced mobile platform. The investment and alliance between the two companies will focus on joint expansion of their worldwide sales and marketing efforts and establish a global infrastructure of both companies' products and services. The investment will also give Nocom direct access to an industry that is dependent on mobility as well as fast and secure information flows. The mobile e-solutions will enable the transportation industry to support the "just-in-time" and "time definite" business processes which rely upon access to real-time information flows.



Nocom AB (publ), Kristallen, 754 51 Uppsala, Sweden Tel: +46 (0)18-65 55 00, Fax: +46 (0)18-65 55 55. Internet: www.nocom.com

"Logistics can make or break an Internet e-commerce company just like any traditional business. More and more companies recognise this and start to make large investments in physical distribution, that's why everybody talks about e-logistics", says Anders Jonson, Executive Officer and founder of Nocom. "TradeVision is a leading company in its niche and has a transaction engine that can expand rapidly in the growing e-commerce society", he continues.

"This joint venture with Nocom AB offers SAS Cargo a great opportunity to be part of the exciting advancements in e-logistics and mobile commerce, as well as of the exceptional growth in this area", says Peter Grönlund, Vice President and General Manager of SAS Cargo. "The e-logistic is extremely important and the air-cargo industry needs to develop new solutions to increase efficiency to the benefit of our customers", Peter Grönlund continues.

For further information, please contact:

Claes Borglin, CEO, TradeVision <u>Tel</u>: +46-70-582 1248 <u>e-mail</u>: claes.borglin@tradevision.net

Anders Jonson, Executive Officer, Nocom AB <u>Tel:</u> +46-708-65 5301 <u>e-mail</u>: anders.jonson@nocom.se

Allan Harsbo, Senior Vice President, TradeVision <u>Tel</u>: +45 4046 4445 <u>e-mail</u>: allan.harsbo@tradevision.net

Lars Gurfeldt, Vice President Commercial, SAS Cargo <u>Tel</u>: +46-70-997 1235 <u>e-mail</u>: lars.gurfeldt@sas.se

**Clas Strååt,** Chairman of the Board, TradeVision <u>Tel</u>: +46-70-553 62 64 <u>e-mail</u>: clas.straat@nocom.se

The parties invite to press and analyst meetings,Monday June 19, 2000 at 13.00.Location: SAS Head Office, Frösundavik, StockholmTuesday June 20, 2000 at 10.00.Location: TradeVision Office, CopenhagenWelcome!

For further information visit the following web-sites: www.nocom.com, www.sascargo.com www.tradevision.net



Nocom AB (publ), Kristallen, 754 51 Uppsala, Sweden Tel: +46 (0)18-65 55 00, Fax: +46 (0)18-65 55 55. Internet: www.nocom.com

#### About Nocom AB

Nocom AB (publ) was founded in 1985 and is listed on the Stockholm Stock Exchange O-list (NOCM B). Nocom provides companies with solutions for the Internet and wireless networks. The company is a full service e-business organization assisting customers with strategic planning, developing e-business solutions and advanced hosting. Nocom is based in Uppsala, Sweden with offices in Stockholm and Gothenburg (Sweden), Oslo (Norway), and Helsinki (Finland). The Nocom group employs over 200 persons.

#### **About TradeVision**

Since its formation in 1992, TradeVision has provided EDI and Internet logistic solutions for the transport industry. Today TradeVision has advanced solutions for e-commerce and links over 100 airlines with over 600 agent offices throughout the world including diverse locations such as Africa, Australia, China, Hong Kong and the USA. In the second quarter of 2000 a further 156 customers on four continents have joined the ever growing TradeVision network. The company has over 20 employees, with Claes Borglin as Managing Director and CEO. New chairman of the board is Clas Strååt.

### **About SAS Cargo**

SAS Cargo is a separate Business Unit within SAS. The yearly turnover is more than 2,2 billion SEK and the workforce amounts to approx. 1100 people within Scandinavia and approx. 200 people internationally.