

## **Tech Data Corporation to Enter European Mobile Device Distribution Market through Joint Venture with Brightstar Corp.**

**CLEARWATER, FL.** - Tech Data Corporation, a leading distributor of IT products, and Brightstar Corp., the world's largest wireless distributor and supply chain solutions provider, today announced that they are establishing a joint venture to create a pan-European organization designed to capitalize on the evolving mobile and wireless device market in Europe. The new company, Brightstar Europe Limited, will distribute mobile phones and other wireless devices to a variety of customers including mobile operators, dealers, agents, retailers and e-tailers throughout the European market. Both Tech Data and Brightstar will have a 50 percent joint ownership of Brightstar Europe. The joint venture arrangement is expected to be finalized in the coming weeks.

Robert M. Dutkowsky, chief executive officer of Tech Data Corporation, commented, "The formation of this joint venture with Brightstar is a new and exciting approach towards extending Tech Data's reach into new product and service markets. Tech Data's established pan-European footprint and logistics capabilities in combination with Brightstar's deep knowledge of the mobile device market and their relationships with many of the world's leading mobile manufacturers and operators will provide customers with unparalleled service. As the mobile device industry continues to expand, Brightstar Europe will serve as a critical supply chain partner – enabling manufacturers and operators to reduce costs, improve delivery times and invest more in next generation technologies. We are excited about this opportunity to diversify our distribution services and we look forward to Brightstar Europe's advancement in the market."

R. Marcelo Claire, president, chief executive officer and chairman of Brightstar Corp., added, "The European mobile device market is highly fragmented in terms of supply chain and distribution services. We believe that Brightstar Europe will transform service levels provided to operators, retailers and manufacturers, significantly reducing operating costs and improving mobile device delivery throughout the region. Through this joint venture, we are introducing next generation distribution to the European market."

Brightstar Europe will be headquartered in the United Kingdom with access to 10 logistics centers and 16 sales offices across Europe. The company is expected to commence operations in March pending regulatory and other required approvals.

### **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-to-midsize businesses (SMB) to large enterprises. Ranked 107th on the FORTUNE 500(R), Tech Data generated \$20.5 billion in net sales for its fiscal year ended January 31, 2006. For more information, visit [www.techdata.com](http://www.techdata.com).

## **About Brightstar**

Brightstar Corp. is the largest wireless distributor and supply chain solutions provider in the world. Headquartered in Miami, FL, Brightstar has facilities in over 30 countries, serving customers on six continents. The company provides solutions to over 220 network operators and 25,000 MVNOs, resellers, retailers and agents around the world and also represents many of the world's leading wireless manufacturers. In 2006, Brightstar generated \$3.6 billion in revenue. For more information, visit [www.brightstarcorp.com](http://www.brightstarcorp.com).

## **Forward-Looking Statements**

Certain matters discussed in this news release are forward-looking statements, based on Tech Data's current expectations that involve a number of risks and uncertainties. Factors that could cause actual results to differ materially include the following: intense competition both domestically and internationally; narrow profit margins; dependence on information systems; restructuring activities; potential adverse effects of acquisitions; exposure to natural disasters, war and terrorism; dependence on independent shipping companies; potential impact of labor strikes; risk of declines in inventory value; product supply and availability; changes in vendor terms and conditions; loss of significant customers; credit exposure due to the deterioration in the financial condition of our customers; the inability to obtain required capital; fluctuations in interest rates; foreign currency exchange risks and exposure to foreign markets; potential asset impairments resulting from declines in operating performance; the impact of changes in income tax and other regulatory legislation; changes in accounting rules; and the volatility of common stock. Additional discussion of these and other factors affecting the company's business and prospects is contained in the company's periodic filings with the Securities and Exchange Commission, copies of which can be obtained at the company's Investor Relations website at [www.techdata.com](http://www.techdata.com). All information in this release is as of February 1, 2007. The company undertakes no duty to update any forward-looking statements herein to actual results or changes in the company's expectations.

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