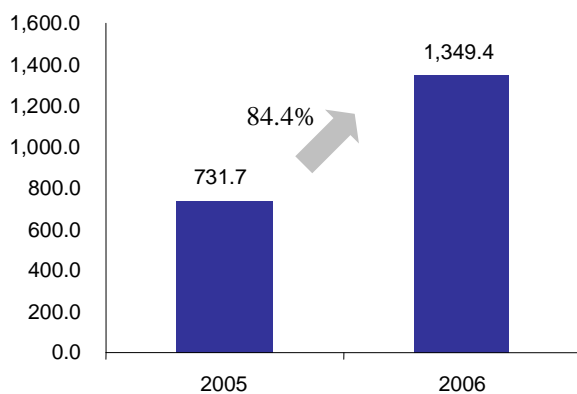




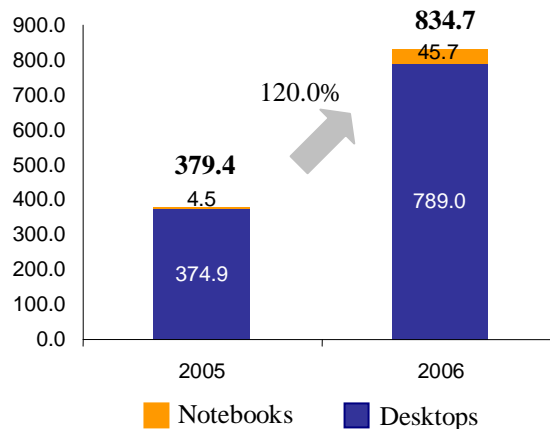
## Positivo Informática announces Gross Revenue of R\$1.3 billion in 2006

**Curitiba, January 30, 2007** – Positivo Informática S.A. (Bovespa: POSI3), the largest computer manufacturer in Brazil and leader in the educational technology segment, announces today its sales and gross revenue figures for 2006. Chiefly fueled by the consolidation of its brand in the retail market, the Company sold 834.7 thousand units in 2006, 120.0% up on 2005, generating gross revenue of R\$ 1.349 billion, an increase of 84.4%. Desktop sales totaled 789.0 thousand units, 110.5% more than the previous year, while notebook sales climbed by a massive 907.8%, from 4.5 thousand units in 2005, to 45.7 thousand. These record figures have kept Positivo Informática at the very top of the Brazilian PC market for over 2 years.

**Gross Revenue (R\$ million)**



**Sales (thousand units)**



Additionally to the record of sales, the year's highlights are listed below:

**IPO and listing on the Bovespa's Novo Mercado:** Positivo Informática began trading on the São Paulo Stock Exchange (Bovespa) on December 11, 2006, having been listed on the Novo Mercado, the Exchange's highest level of corporate governance. The IPO raised R\$604.1 million, 89.1% of which from the secondary offering and 10.9% from the primary offering, representing a free float of 29.3%. The shares were placed at R\$ 23.50, at the top end of the price band, and demand was six times greater than the shares offered, thanks to a diversified and solid institutional investor base and an equally strong retail base of 18,466 individuals. The Company was also included in the IGC (Differentiated Corporate Governance Stock Index) and ITAG (Differentiated Tag Along Stock Index).

**Sales of 89,500 computers to MEC:** Last November, Positivo won the largest PC bid ever held in Brazil, when Ministry of Education acquired 89,500 PCs, which will be used to computerize the country's public high school network. Of this total, 49.0% are scheduled for delivery in the first quarter of 2007 and the remaining 51.0% in the following quarter.



**Market recognition:** The company was widely appraised for its leadership in 2006, having reached the landmark of 1 million PCs sold since its foundation. The Company was awarded first place in the Technology and Computing segment of *Exame* magazine's *Melhores e Maiores* (Biggest and Best) edition, with the second highest growth rate across all sectors, while Hélio Rotenberg received the CEO of the Year Award from *InfoExame* magazine. Additionally, the Company was voted the best computer manufacturer in the "Top of Mind" surveys by the newspaper *Folha de São Paulo* and *Amanhã* magazine, which is a leading publication in the south of Brazil.

The prospects for 2007 are highly promising. International Data Corporation expects market growth of 41% – 74% for notebooks and 66% for the retail segment. In addition, the federal government has been encouraging the industry through a series of measures, including tax exemption on PC sales and the digital inclusion of public schools. It has also doubled the 2007 budget for the *Computador para Todos* (Computers for All) program, which now totals R\$600 million.

Positivo Informática expects to announce its definitive 2006 results on March 14 after the market closes.

| Sales Volume (units) | 4Q05           | 4Q06           | % Chg.       | 2005           | 2006           | % Chg.       |
|----------------------|----------------|----------------|--------------|----------------|----------------|--------------|
| <b>Hardware</b>      | <b>145,861</b> | <b>301,942</b> | <b>107.0</b> | <b>379,396</b> | <b>834,690</b> | <b>120.0</b> |
| Desktops             | 143,819        | 278,251        | 93.5         | 374,862        | 788,995        | 110.5        |
| Notebooks            | 2,042          | 23,691         | 1,060.2      | 4,534          | 45,695         | 907.8        |

| R\$ thousand  | 4Q05    | 4Q06    | % Chg. | 2005    | 2006      | % Chg. |
|---------------|---------|---------|--------|---------|-----------|--------|
| Gross Revenue | 281,193 | 499,585 | 77.7   | 731,721 | 1,349,385 | 84.4   |

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### **About Positivo Informática:**

Founded in 1989, Positivo Informática has a national and international presence, providing the most advanced technological solutions, from computer manufacturing to educational learning tables, softwares and portals development. The company operates through two business divisions – Hardware and Educational Technology. The Hardware Division portfolio offers a complete line of personal computers from desktops (PCs Positivo) to notebooks (Positivo Mobile), leading the national market according to IDC (International Data Corporation) over the last 24 months. In order to provide support for all its activities, it maintains a technical assistance network comprising more than 380 licensed companies covering over 3,000 Brazilian cities. In the Educational Technology segment, Positivo Informática offers exclusive solutions, from interactive learning tables to the development of educational software and portals, in addition to technical support and professional qualification services for teachers and users.



**POSITIVO**  
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Certain statements contained herein are forward-looking statements, which express or imply results, performance or events that are expected in the future. Actual results, performance or events may differ materially from those expressed or implied by the forward-looking statements, as a result of several factors, such as general and economic conditions in Brazil and other countries, interest rate and exchange rate levels, changes in laws and regulations and general competitive factors (on a global, regional or national basis).