

econocom

MOBILITY ON DEMAND

2011 FULL-YEAR
REVENUE

REGULATED INFORMATION

26 January, 2012

2011 FULL-YEAR REVENUE EXCEEDS TARGETS AT MORE THAN €1.5 BILLION

Econocom, the European leader in business-to-business IT and telecoms infrastructure management, **posted annual consolidated revenue of €1.580 billion (compared to €1.021 billion in 2010)**, well ahead of its annual target of €1.4 billion. The group benefited from its original positioning, covering the whole spectrum of the ICT infrastructure value chain. The effects of the relinquishment of non-strategic activities were offset by lively sales activity throughout the year.

This good performance is due **to sales synergies resulting from the integration of ECS, which the group acquired in October 2010**, and the continuing development of new offerings to anticipate and address businesses' requirements.

GOOD PERFORMANCE ACROSS THE GROUP'S AREAS OF BUSINESSES

The leasing business (**IT Financial Services**) benefited from ECS' contribution and the success of Enterprise Solutions (Desktop on Demand by econocom, Mobileasy by econocom, etc.), reporting performance well above forecasts made in early 2011. Services (**Managed Services**) rose slightly, bolstered by the healthy performance of telecom services. Distribution (**Products & Solutions**) performed well this year, due to a multi-year contract with the European institutions, substantial growth in the dedicated medical business, and the Everpad B-to-B tablet deployment and administration solution.

France, which accounts for nearly 50% of the Group's consolidated revenue, performed well, despite the efforts involved in the integration of ECS. Benelux (24% of consolidated revenue) and the United Kingdom (4.5% of consolidated revenue) reported double-digit growth. Southern and Eastern Europe managed to withstand the difficult economic climate.

WELL ON COURSE FOR ITS RECURRING OPERATING PROFIT TARGET

These good business trends leave Econocom **confident that it will exceed the recurring operating profit target of €56 million for 2011**. In just the first year of the integration of ECS, Econocom is already reaping the benefits of the merger in terms of synergies, whilst strengthening its financial structure, by the early repayment of the bank loan secured for the acquisition. The cost of implementing these actions (operational and financial), recorded as non-recurring expenses, is in line with both forecasts and the first half-year costs.

The 2011 full-year results will be published after the close of trading on 7 March, 2012.

Revenue

(in € billions)

2010	1.021
2011*	1.580

Unaudited

About Econocom: Established in 17 countries with 3,700 employees and revenue of over €1.5 billion in 2011, Econocom is Europe's leading independent provider of business-to-business IT and telecoms infrastructure management services. Its services include consultancy, procurement, financing and a complete range of IT outsourcing services.

The Econocom Group share (BE0003563716 - EONB) has been listed on the Euronext NYSE in Brussels since 1986 and is part of the BelMid index.

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