

REGULATED INFORMATION

17 October 2012

REVENUE FOR THE FIRST NINE MONTHS: €1.05 BILLION ANNUAL PROFITABILITY GUIDANCE CONFIRMED

SLIGHT DROP IN REVENUE

Econocom, the European leader in business-to-business ICT infrastructure management, posted revenue of €1,050 million for the first nine months of 2012, falling slightly by 5% compared with the same period in 2011. **This change is due mainly to the group's decision to relinquish certain areas of its business portfolio and to market conditions in which some clients remained particularly hesitant.**

Whilst this trend seems to have improved somewhat in October, the annual volume of business may be affected by slower decision-making, which has so far resulted in the implementation of certain contracts being postponed.

RESULTS SHOW AN ENCOURAGING TREND

The 2012 third-quarter results reflect the continuing rise in operational profitability which was already observed at the end of June. In light of these results, **the group confirms its annual guidance: a rise in recurring operating profit, reaching in excess of €70 million and net earnings per share standing at around €0.50** after the four-way share split.

This continued rise in the group's results is a testament to the resilience of Econocom's model and its ability to optimise operational performance despite the economic climate.

NEW EXTERNAL GROWTH TRANSACTIONS

In line with its strategy of constantly improving its offering via internal developments and external growth transactions, Econocom has already made four acquisitions since the beginning of the year: **Cap Synergy** in the IT security market, **Centix** and **Ermestel** in the virtualisation sector and **Tactem** for telecoms. The integration of these companies is going according to plan and has already resulted in a number of contracts being signed.

Other targeted acquisitions are currently under consideration and should be finalised by the end of the year.

The 2012 full-year revenue will be published after the close of trading on Thursday 24 January 2013.

About Econocom

Established in 17 countries with 3,700 employees and consolidated revenue of €1.58 billion in 2011, Econocom is Europe's leading independent provider of business-to-business IT and telecoms infrastructure management services. Its services include consultancy, distribution, leasing and a complete range of IT outsourcing services.

The Econocom Group share (BE0974266950 - ECONB) has been listed on the Euronext NYSE in Brussels since 1986 and is part of the BelMid index.

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