

econocom

MOBILITY ON DEMAND

2012 PRELIMINARY
FULL-YEAR RESULTS

REGULATED INFORMATION

24 January 2013

2012 PRELIMINARY FULL-YEAR RESULTS: €1.54 BILLION ANNUAL REVENUE AND A SHARP RISE IN RESULTS

Revenue

(in € millions)

2011	1,584	
2012*	1,538	-3%

Recurring operating profit¹

(in € millions)

2011	67	
2012*	74	+10%

Net earnings per share¹

2011	€0.23	
2012*	€0.50	+120%

* Unaudited

Econocom, the European leader in business-to-business ICT infrastructure management, has announced its unaudited preliminary full-year revenue and results for 2012. **These results are in line with the guidance announced by the Group at the beginning of the year and reflect the strength of its economic model.**

A LIVELY YEAR-END

Revenue for the fourth quarter of 2012 stood at €488 million, rising slightly from the previous year, bringing the annual turnover to €1.54 billion.

In terms of geographical breakdown, Northern and Eastern Europe reported growth, driven mainly by strong business trends in the United Kingdom, and Southern Europe (Spain and Italy) reported satisfactory performances. France remained stable whilst Benelux suffered from a negative base effect following a particularly successful 2011 in which a number of substantial deals were signed.

INVESTMENT IN EXTERNAL GROWTH

In 2012, **Econocom carried out 5 acquisitions**, thus enabling the group to enhance its

expertise in strategic markets such as virtualisation and cloud computing (Centix and Erместel), IT security (Cap Synergy), Telecom services (Tactem) and Apple product distribution (France Systèmes). The acquisition of Erместel, moreover, has allowed the Group to consolidate its position in Spain whilst breaking into the Mexican market, thus making it even better placed to serve its international clients. Given the date on which these companies were integrated, their contribution to Econocom's 2012 consolidated revenue is limited (around €13 million).

NET PROFIT DOUBLED SINCE 2011, YEAR OF THE INTEGRATION OF ECS

Recurring operating profit¹ is estimated at €74 million for 2012, up 10% on the previous year. Net earnings per share¹ are expected to reach around €0.50 per share, i.e. more than twice as much as in 2011, thanks to the group's control of operating costs and other expenses whilst continuing an ambitious investment policy.

Next press release: the 2012 full-year results will be published after the close of trading on 28 February 2013.

¹Before amortisation of the ECS client portfolio

About Econocom: Established in 17 countries with 3,700 employees and consolidated revenue of €1.5 billion in 2012, 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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