

REGULATED INFORMATION

22 February 2013

ECONOCOM BUILDS ON ITS SECURITY, NETWORK AND COMMUNICATION EXPERTISE BY ACQUIRING FRENCH SYSTEMS INTEGRATOR EXAPROBE

Econocom Group, the European leader in business-to-business ICT infrastructure management, is continuing its strategy of acquiring targeted expertise in the ICT convergence and security field.

By acquiring systems integrator EXAPROBE, few months after buy Cap Synergy, Econocom will be able to expand its security, network and communications division which now employs over one hundred people in France and generates revenue of around €30 million.

EXAPROBE offers security, Unified Communications, IP infrastructures, virtualisation and data centre solutions. Since its inception in 2001, EXAPROBE has built a reputation in the industry thanks to a combination of technology expertise and tried-and-tested management methodologies. The company has top-level partnerships with some of the leading hardware and software manufacturers such as Cisco, Checkpoint, HP, Microsoft, Polycom and F5, and provides a range of consultancy, audit, integration and managed services.

Thanks to this effective strategy, EXAPROBE's revenue has more than doubled in 4 years to stand at €16 million in 2012. EXAPROBE currently employs 66 people.

"EXAPROBE's considerable expertise in the field of ICT convergence and network security will be an asset to Econocom's IT security offering, which we expanded with the acquisition of Cap Synergy in 2012. Furthermore, EXAPROBE's approach is not purely technology-oriented as it also provides solutions that address companies' business needs, which is perfectly in line with Econocom's service strategy," says Luc De Clerck, Services Managing Director for Econocom France.

EXAPROBE's Chairman Jean-Pascal Forly, meanwhile, said: *"We are delighted to be joining Econocom Group: we share the same vision where 'as a service' and cloud offerings are concerned. Soon after EXAPROBE and Econocom met we decided to combine our expertise in an industrial venture which will create value for both companies. Econocom Group's dynamics and international dimension will enable EXAPROBE to maintain a steady growth rate."*

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

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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