

econocom

REGULATED INFORMATION
28 January 2014

2013 preliminary full-year results

A year notable for a strategic acquisition and the group's growth guidance confirmed

Econocom Group, a European business-to-business digital service provider, reported a sharp rise in its preliminary 2013 full-year results.

Organic growth in revenue in each of the group's 3 business lines

In 2013 Econocom reported consolidated revenue of €1.77 billion compared with €1.54 billion for the previous year. In line with its strategy, Econocom once again relied on solid organic growth (3.5% in 2013) and the successful integration of acquisitions.

2013 was also notable for the success of the friendly public offer for Osiatis. The acquisition of this major infrastructure service provider and related applications specialist marks a crucial stage in the implementation of the group's Mutation 2013-2017 strategic plan, which was presented last April. Integrated since 1st September 2013, Osiatis contributed around €120 million to the group's full-year revenue.

All the group's areas of business reported growth, both organic and overall, driven notably by the success of its cross-disciplinary offerings in the digital sector.

Recurring operating profit is expected to rise by double digits to reach in excess of €85 million. This strong performance is driven by the successful integration of Osiatis Group, which contributed to 4 months of the year over €9 million and whose profitability remains among the highest in the sector.

Continuing the profitable growth dynamic in 2014

By integrating Osiatis for the whole of 2013, the new Econocom achieved pro forma revenue of around €2.0 billion and recurring operating profit of approximately €100 million. On this sound basis, Econocom expects 2014 to be yet another year of growth in both revenue and recurring operating profit.

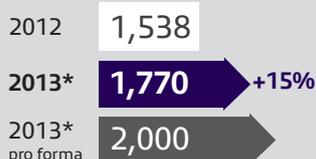
2014 will focus on continuing the integration of Osiatis Group and will benefit from the first synergies resulting from the alliance. The group also plans to continue investments to ensure the transformation of its service business and the development of its digital offerings.

New resources to speed up its development in the digital sector

To that end, Econocom recently carried out a major initiative in cloud computing by setting up Digital Dimension in partnership with Georges Croix. Drawing on both partners' recognised expertise in the key areas of digital services (ATAWAD, Pay per use, security, big data, etc.), Digital Dimension plans to establish itself as a leading provider of communication and front office solutions on a pay-per-use basis for large European corporations.

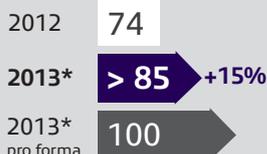
Revenue

(in € millions)



Recurring operating profit¹

(in € millions)



*Unaudited

¹Before amortisation of the ECS client portfolio

In order to support its ambitious growth strategy, Econocom Group recently strengthened its financial resources by placing €175 million of net share settled bonds convertible into new shares and/or exchangeable for existing shares (ORNANE) on 8 January to more than one hundred international investors. Econocom opted for this structure as it will enable it to limit the potential dilution, as opposed to a standard convertible bond. The bonds will carry a nominal coupon of 1.5% per annum and include a conversion premium of 40%.

The audited 2013 full-year results will be published after the close of trading on 4 March 2014.

About Econocom

Econocom is a European provider of business-to-business digital services. In 2013, it posted consolidated revenue of €1.77 billion. The services provided by the group include consulting, sourcing, technology management & financing, and a complete range of IT outsourcing services.

On 22 November, 2013, Econocom finalised the acquisition of the entire share capital of Osiatis, a major infrastructure service provider and related applications specialist. This transaction has resulted in the creation of a major new digital service company, with over 8,000 employees in 20 countries and cumulated revenue of around €2 billion.

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

For further information: www.econocom.com

Follow us on Twitter: <https://twitter.com/econocom>

Investor and shareholder relations: galliane.touze@econocom.com

PR contact: florence.lievre@econocom.com

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