

REGULATED INFORMATION

24 July, 2012

REVENUE DOWN SLIGHTLY (-3%) HALF-YEAR RESULTS EXPECTED TO RISE SHARPLY AND ANNUAL FINANCIAL GUIDANCE CONFIRMED

Revenue

(in € millions)

H1 2011	763
H1 2012*	737

*unaudited

Econocom Group, the European leader in business-to-business ICT infrastructure management, posted consolidated half-year revenue of €737 million, versus €763 million in the first half of 2011.

This business trend shows that **the group's businesses fared well** despite the economic climate, in which certain clients were particularly hesitant, resulting in a number of projects being postponed.

A SHARP RISE IN HALF-YEAR RESULTS AND A STRONG CASH POSITION

Recurring operating profit is set to rise sharply compared with H1 2011 (€18.6 M in 2011), due to healthy sales margins and cost-savings. Net profit is also expected to increase considerably due to a significant drop in financial costs and exceptional reorganisation costs lower than in H1 2011.

The **cash position has risen by almost €50 M** compared with the first half of 2011.

A NUMBER OF TARGETED EXTERNAL GROWTH TRANSACTIONS

During the period, Econocom made two acquisitions. **The expertise brought by Centix** (virtualisation solutions) **and Tactem** (telecoms management solutions) **has already enabled the group to win a number of major contracts** which will have a positive impact in the coming half-years.

Other acquisitions of SMEs with a view to enhancing the group's offering are currently under consideration and could be finalised in the coming months; for example, on 17 July, the group announced it has signed an agreement to acquire **Cap Synergy**, a French systems integrator specialising in network and IT system security.

FINANCIAL OBJECTIVES CONFIRMED

In light of the healthy business outlook, **the group maintains its annual growth guidance**: a slight rise in revenue, recurring operating profit in excess of €70 million, and net earnings per share of almost €2.

The half-year results will be published after the close of trading on Thursday 30 August 2012.

***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 (BE0003563716 - ECONB) has been listed on the Euronext NYSE in Brussels since 1986 and is part of the BelMid index.

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