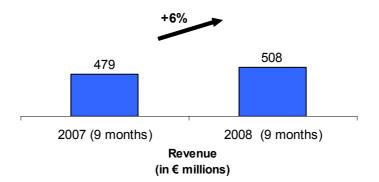


# THIRD QUARTER BUSINESS UPDATE

## ECONOCOM CONTINUES ITS GROWTH 6% RISE IN REVENUE as of SEPTEMBER 30, 2008 (unaudited figures)

## **REVENUE AS OF SEPTEMBER 30, 2008**



Econocom posted consolidated revenue of  $\in$ 169.5 million in the third quarter of 2008, up 8.5% compared with the third quarter of 2007.

Over the first nine months of the year, **group consolidated revenue came in at €508 million**, **up 6%** compared with the €479 million reported in the same year-ago period.

#### **BUSINESS PERFORMANCE**

**IT Financial Services** generated revenue of €84.4 million, up 13.6% compared with third quarter 2007.

Over the first nine months of the year, **IT Financial Services** recorded a growth of nearly **10%**, with revenue coming in at **€240.2 million**.

Based on over 25 years' experience in this business, the group is expecting the current economic and financial climate to produce two contrasting effects:

- lower margin due to higher refinancing rates,
- higher business levels: amid tighter lending conditions, customers turn increasingly to comprehensive financing solutions backed by tangible assets.

**Managed Services** posted revenue of  $\in$ 34.6 million, up 11.4% compared with third quarter 2007. Revenue for the first nine months of the year therefore increased to  $\in$ 105 million, up 7.6% compared with the same year-ago period.

Revenue recorded by **Products and Solutions** in the third quarter of the year held firm at €43 million, bringing the aggregate for the first nine months of the year to €139.4 million.

Telecom Services reported third-quarter revenue of €7 million. It posted up 6% over the first nine months of 2008, to €23.5 million.

Econocom continued to improve profitability over the **first nine months of the year**, with an **increase in operating profit** compared with the same year-ago period.

## **PROSPECTS**

Econocom's management remains vigilant as regards to changes in the current economic climate and the impact of the credit crunch. Although overheads are already streamlined, it has decided to take the precaution of tightening them even further for 2009.

While today's uncertain economic environment makes it difficult to provide accurate business forecasts, Econocom's management is predicting growth in revenue and profitability over full-year 2008, based on the group's performance at September 30.

Drawing on its solid financial position, the group intends to press ahead with the development program set out in **Horizon 2012**, its five-year strategic plan:

- The recent acquisition of Databail, a French company specializing in IT infrastructure financing, confirms Econocom's determination and ability to make the most of opportunities as they arise in the current climate.
- Over the last two years, Econocom has heavily invested in new offerings that span its four business lines. These set the group apart from its competitors and are being well received by the market.

#### About Econocom

With revenue of €700 million in 2007 and 2,300 employees, Econocom is a European services company specialized in the management of IT and telecom resources for businesses. Econocom's service offerings include consulting, IT products and financing solutions, and managed services (outsourcing and maintenance).

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