

# SHARP INCREASE IN RECURRING OPERATING PROFIT: UP 19%



+ 19%



# Main consolidated data (unaudited)

(in € millions)	First half 2007	First half 2008
Revenue	322.8	338.4
Products and Solutions	96.5	96.3
Managed Services	66.4	70.3
IT Financial Services	146.2	155.7
Telecom Services	13.7	16.1
<ul> <li>Recurring operating profit</li> </ul>	8.5	10.1
Products and Solutions	1.3	1.2
Managed Services	2.9	3.5
IT Financial Services	4.8	5.7
Telecom Services	(0.5)	(0.3)
<ul> <li>Other non-recurring operating income and expenses</li> </ul>	0.1	(0.3)
<ul> <li>Other financial income and expense, net</li> </ul>	0.1	(0.3)
Income tax	(2.2)	(2.2)
Profit for the period	6.4	7.3

## Robust business levels with a surge in second quarter revenue

Econocom Group posted consolidated revenue of €338.4 million for the first half of 2008, up 4.8% over the same year-ago period. Revenue growth for second quarter 2008 surged to 10.7%.

The Group's sparkling performance during the first half of the year was driven by strong business momentum in Managed Services, IT Financial Services and Telecom Services, which recorded growth of 5.9%, 6.5% and 17%, respectively. Revenue recorded by Products and Solutions held firm, impacted by the deferral of investment decisions by certain major clients.

### Sharp increase in results

Recurring operating profit amounted to  $\in$ 10.1 million in the first half of 2008, rising 19% compared to the same year-ago period as a result of:

- advances in the value-added offerings from IT Financial Services;
- continued productivity improvements within Managed Services;
- measures taken to control costs.

Profit for the six months through June 30, 2008 came to €7.3 million, up 14.2% over the first half of 2007.

#### Solid financial position

Shareholders' equity stood at  $\in$ 80.3 million at period-end ( $\in$ 77 million as of June 30, 2007) after the  $\in$ 6.1 million dividend payment and share buybacks totaling  $\in$ 4.7 million during the period.

As of June 30, 2008, the Group's cash and cash equivalents stood at €13.1 million (€15.2 million as of June 30, 2007).

#### **Full-year outlook**

In view of first half results and the performance trends so far in the third quarter of the year, Econocom confirms its ability to meet the full-year targets of **raising revenue and operating margin**.

At the same time, Econocom is stepping up efforts to implement the Group's new strategic plan – Horizon 2012 – based on the ability to deliver innovative one-stop solutions for clients through its cross-disciplinary offerings.

Econocom Group is a member of Euronext's Next Economy index. E-mail: galliane.touze@econocom.fr For more information, consult our Website: WWW.ECONOCOM.COM