

econocom

ECONOCOM ANNOUNCES THREE EXTERNAL GROWTH TRANSACTIONS IN GERMANY, FRANCE AND THE UNITED KINGDOM

Econocom Group, a European company specialising in the digital transformation of organisations, continues its development strategy. These operations aim at reinforcing the group's competencies, stepping up its position in the most dynamic segments and deploy its full range of offers (financing, services and distribution) in the main European countries.

In line with the ambitions it announced in early 2017, Econocom is expanding its offering in the United Kingdom and Germany, where the group was already established via its digital asset management and financing business (Technology Management & Financing, ie TMF):

- In the UK, after an initial acquisition, announced in early May, in the distribution of digital solutions in the education sector (JTRS), Econocom is now breaking into the mobility services segment, which is central to digital transformation projects, by acquiring 85% of Jade Solutions at the end of July. Specialising in Crowd Wi-Fi and professional mobility solutions for major companies, mainly in retail and logistics, the company posted revenue of nearly 15 million euros in 2016.
- In Germany, the group has entered into exclusive negotiations to acquire 80% of Energy Net, a B2B Apple solutions integrator and reseller. This acquisition will further strengthen the group's partnership with Apple in Europe and enable it, through synergies with the leasing business (TMF), to launch innovative solutions on the German market combining hardware, applications and services charged as a fee. Energy Net reported revenue of over 40 million euros in 2016.

In addition, on 1st September 2017, Exaprobe, an Econocom Group satellite, signed agreements to acquire 51% of Aciernet, a French network and security solutions integrator with specific expertise in large data centres. A Cisco *Gold* Partner, the company's know-how complements the group's expertise. Aciernet posted revenue of 85 million euros in 2016 and is enjoying significant growth driven by the strong business dynamic of its main customers and its international expansion, notably in North America.

Bruno Grossi, Executive Director in charge of M&A, said: *"The group's ability to offer innovative solutions combining services, distribution and financing is a unique asset which sets us apart from the competition when it comes to assisting our clients with their digital transformation. Deploying this offering in the UK and Germany is one of the key points of our next strategic plan and the transactions announced today mark the first step in this direction. But aside from this, we are pleased to welcome new talents and seasoned entrepreneurs to the Econocom Galaxy. In line with our original development model, they will maintain a significant stake in the capital as well as the management of their company, which is a guarantee of strong commitment and a community of interests in the long term."*

Upcoming key dates: Investor Day on 3 October 2017; the Q3 2017 revenue statement will be published after the close of trading on 19 October 2017.

ABOUT ECONOCOM

Econocom designs, finances and oversees companies' digital transformation. With 10,000 employees in 19 countries and revenue in excess of €2.5 billion, Econocom has all the requisite abilities to ensure the successful implementation of large-scale digital projects: consulting, sourcing and technology management & financing of digital assets, infrastructure, application and business solution services, and project financing. Econocom has adopted European company status (*Societas Europaea*). The Econocom Group share (ISIN BE0974313455, ECONB) has been listed on Euronext Brussels since 1986. It is part of the BEL Mid and Family Business indices.

FOR FURTHER INFORMATION

www.econocom.com

Follow us on Twitter:

https://twitter.com/econocom_fr

Investor and shareholder relations:

galliane.touze@econocom.com

Press contact:

sarah.jardin@havas.com