

# Analysts and Investors Presentation

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April 16<sup>th</sup> 2026

econocom  
LIVE TECH

**Welcome**



**Philippe Renauld**

**Managing Director  
Finance and M&A**

A stylized graphic of a globe or sphere, composed of white lines forming a grid of latitude and longitude, set against a dark blue background. The globe is positioned on the left side of the slide, partially overlapping the 'AGENDA' text.

# AGENDA

**01**

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Key takeaways

**02**

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Q1 2026 revenue

**03**

Conclusion

# Key takeaways



**Angel Benguigui**

**Chief Executive Officer**

# Difficult market environment

**Geopolitical uncertainty weighing on customer demand**

**Chip shortage: AI-driven demand pressuring supply**



**Resilient business model**



**Coordinated response**

**Portfolio effect**

**TMF x Product & Solutions x Services**

**Across Western Europe**

**Purchasing mitigants:** price stabilization, supplier diversification

**Sales response:** asset lifecycles extension, refurbished products expansion

**Back IT acquisition** (refurbishment)

# Set-up of a second strategic vertical: Econocom Financing Solutions

Q1 2026

## Econocom Financing Solutions

Pioneer in financing and management of technology assets since inception

Full asset lifecycle, from acquisition to end-of-use recovery

~750k digital devices refurbished or recycled in 2025

H2 2025

## Econocom Audiovisual Solutions

#1 audiovisual integrator in Europe

# Operational efficiency and frugality program to improve margins and financial profile

**Improve product positioning**

**Ongoing salesforce strengthening**

**Deployment of One Portfolio**

**AI-based customer approach**

**Costs reduction**

**Global purchasing strategy optimization**

**Mutualization of resources and teams**

**Convergence and rationalization of tools**

**Increase cash-flow generation**

**Focus on cash-flow conversion**

**Working capital improvement**

# Q1 2026 revenue

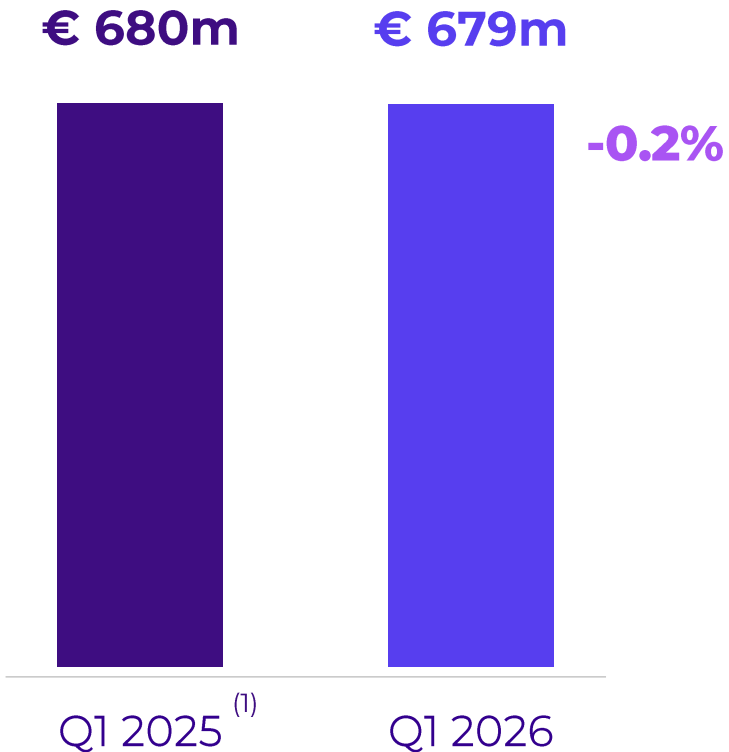


**Philippe Renauld**

**Managing Director  
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# Resilient Q1 2026 revenue

## Revenue



Group financial performance impacted by the **international context and evolving market**

Resilience thanks to **portfolio effect**



**Set-up of Econocom Financing Solutions**

**Deepen operational program** to increase profitability and cash generation

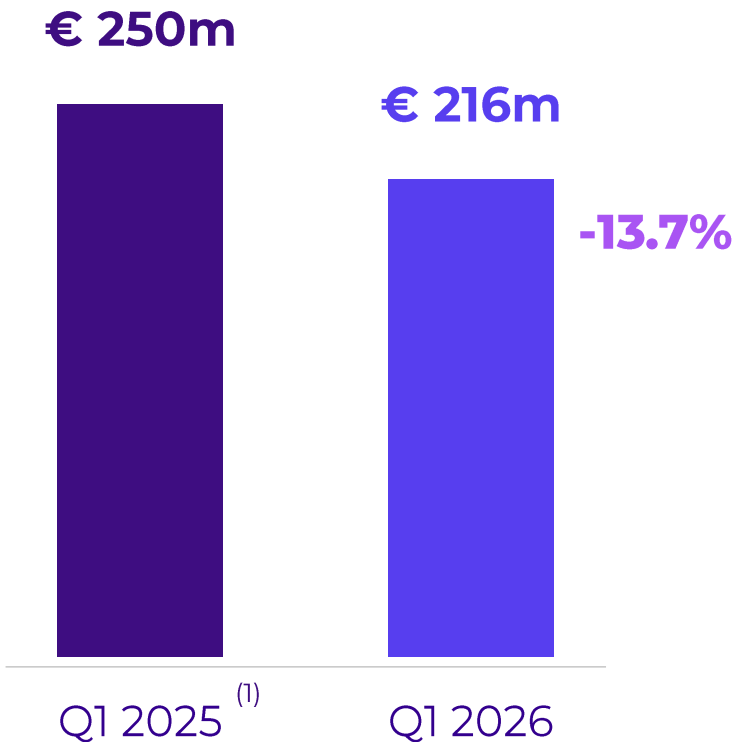


**Disposal of Synertrade**

# Technology Management & Financing

## Challenging start of the year

### Revenue



**Prudent start of the year impacted by the international context**  
contrasting with Q1 2025 strong momentum

### Flagship deals

#### Education

##### End-to-end iPad solutions for schools

- Full scope of activities: distribution, services and leasing

#### Energy

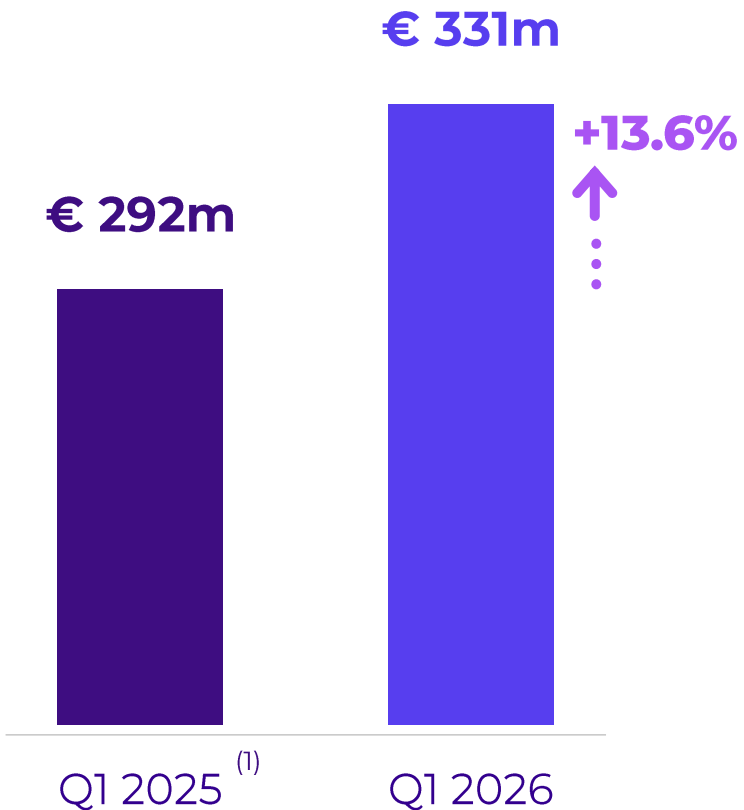
##### Device as a Service workplace program

- Increasing scope with longstanding client for supply, insurance and leasing program

# Products & Solutions

Solid start of the year

## Revenue



**Strong growth** driven by anticipated demand in light of supply shortage and boosted by AV acquisitions realized last year

### Flagship deals

#### Aerospace

##### Sensitive data infra management

- Multi-entity operating model with high technicality service management

#### Financial services

##### Flagship headquarter AV design

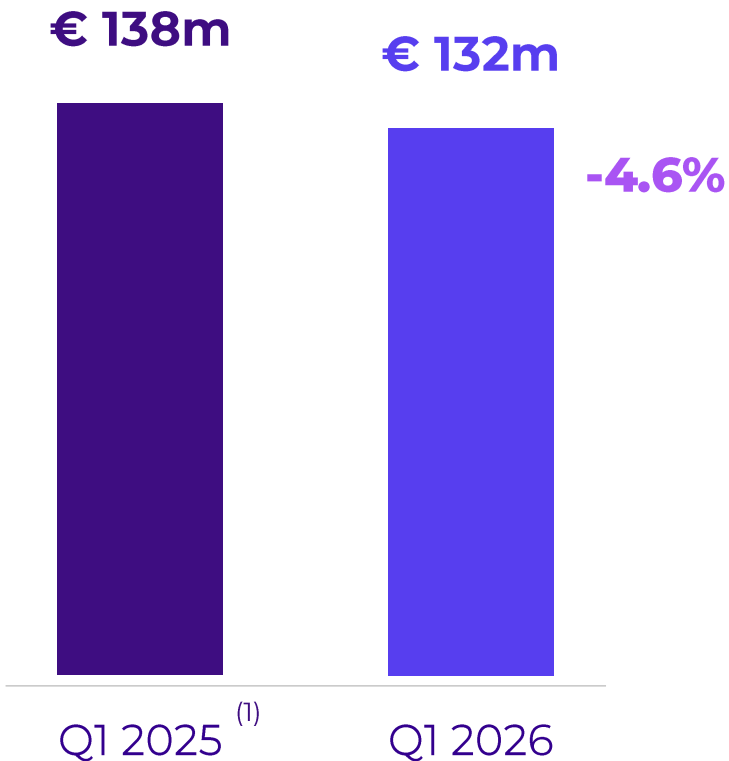
- Latest collaborative technology
- Design, distribution and managed services

(1) Restated for change in discontinued operations perimeter,

# Services

Resisting despite difficult market

## Revenue



**Slowdown of activity** impacted by the planned termination of contracts and repositioning, now including mid-market corporates

### Flagship deals



#### Retail

##### Both strategic verticals and activities cross-sell

- Multi suppliers
- AV & Workplace
- Distribution, leasing and lifecycle services



#### Public institution

##### Multi sites field services & maintenance

- Long-term contract for workplace managed services

# Conclusion



**Angel Benguigui**

**Chief Executive Officer**

# Q1 2026 takeaway

## Resilience in a challenging environment and transformation of Econocom

Further deploy **operational excellence program** to **increase margins** and **strengthen our financial profile**

Creation of the second strategic vertical as we continue to pivot our organization: **Econocom Financing Solutions**

# Q&A



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