

Analysts and Investors Presentation



20 October 2026

econocom
LIVE TECH

Welcome



A stylized, light-colored globe graphic is positioned on the left side of the slide, partially behind the 'AGENDA' text. It features curved lines representing latitude and longitude.

AGENDA

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Key takeaways

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Strategic update

03

Q3 2026 revenue

04

Conclusion

Key takeaways



Angel Benguigui

Chief Executive Officer

Gradual recovery in a challenging environment



**Return to growth
in Q3 (+5%)**

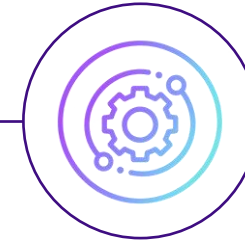
-1.0%

total growth
YTD-September-26



**Portfolio
effect**

**Confirmed momentum
in P&S, offsetting
decrease in TMF**



**Continuation
of Group
transformation**

**Strengthening of the
Group's governance
Focus on margin and debt**

Strengthening of the Group's governance



**Managing
Director Business
Development &
Strategic Plan**

**Country Manager
UK & Ireland**

Joined the Group
in 2018

Israel Garcia

Appointed as **Member of the Board of
Directors*** of Econocom Group SE



**Managing
Director Products
& Services France**

**Managing
Director
Group Tech &
Security**

Joined the Group
in 2013

Quentin Bouchard

Appointed as **Member of the Board of
Directors*** of Econocom Group SE

* Decision taken during the General shareholders meeting held on 29 September 2026

Strategic update



Israel Garcia

**Managing Director
BDS, Country Manager
UK, IRL**



Quentin Bouchard

**Managing Director
Products and Services
FR, Group Tech &
Security**

Audiovisual: a growing market, led by Econocom in Europe

Meeting rooms, digital Signage, control rooms, etc. are becoming smarter with AI and converging with IT

The market

4%-7% CAGR*

Total professional AV market market Growth

8%-11% CAGR

Managed Services Market Growth

AV + IT

Fragmented market, converging with networks, security and IT services

What Econocom brings

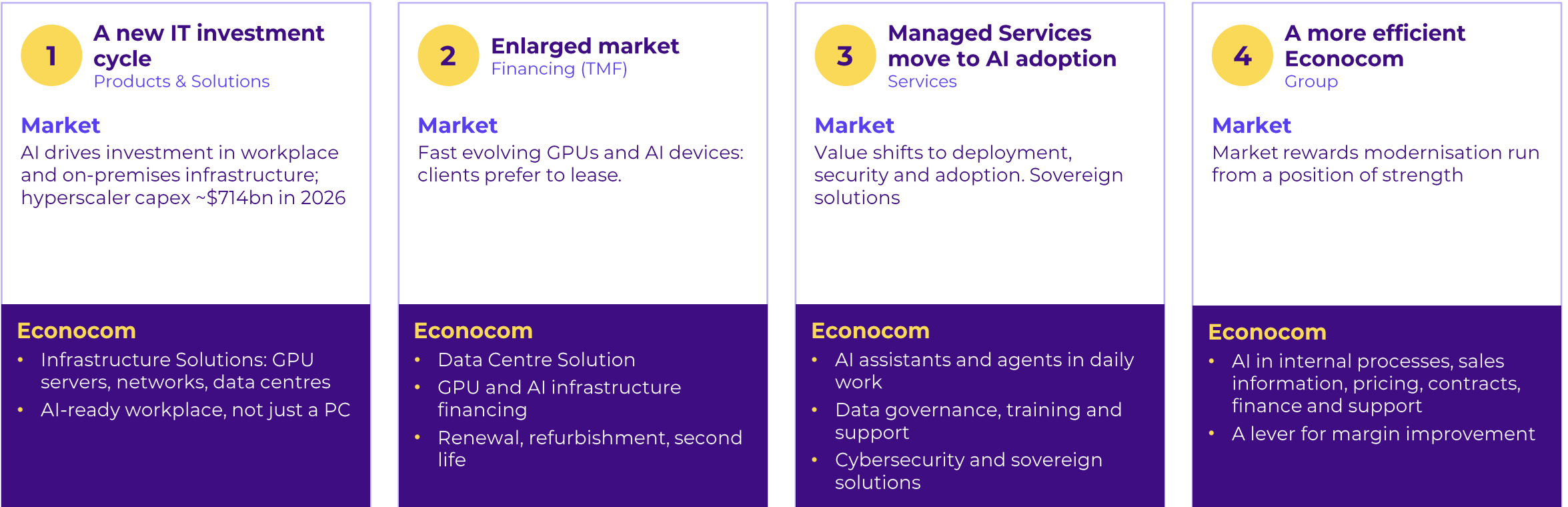
#1 AV integrator, Europe	750 + AV specialists	4,000 + projects a year
One partner	Design, deploy, run, finance and manage fleet of devices	
Our skills	Video, audio, lighting, control, networks & security, design, content,...	
Managed Services	Main focus of Econocom AV activity, including contents	
7 verticals	Corporate, Retail, Hospitality, Education, Healthcare, Events, Control rooms	

P&S +15.7% YTD, including +4.6 pts from the four AV acquisitions of 2025

* Sources: Mordor Intelligence / Europe Professional Audio video (PROAV) market size & share, analysis–Growth trends and forecast (2026 – 2031)

AI: an engine of growth for Econocom

Present across equipment, infrastructure, services and financing, Econocom captures AI value in each business



A European partner across the whole AI chain: equipment, infrastructure, services and financing

Infrastructure: a growing market for Econocom

AI, hybrid cloud and data growth are accelerating infrastructure demand, while digital sovereignty is reinforcing the need for secure, resilient and trusted IT solutions

The market

SERVER & STORAGE
~8% CAGR
European data-center server & storage markets ⁽¹⁾

NETWORK & SECURITY
8–9% CAGR
European network automation & cybersecurity markets⁽²⁾

AI + HYBRID CLOUD
Driving the next infrastructure refresh cycle

What Econocom brings

>670k servers & storage managed	1,000 + certified infrastructure engineers	>270k network & security elements managed
One partner	Asset as a service: design, source, deploy, run, finance and recycle	
End-to-end skills	Servers, storage, network, cloud, security, backup & observability	
Managed Services	Build-to-Run, asset management and 24/7 service availability	
Flexible financing	CAPEX, OPEX / as-a-Service or hybrid model, aligned with asset life	

P&S +15.7% YTD
Storage & systems already capturing growth | Financing turns refresh into a scalable as-a-Service model

(1) Sources: Mordor Intelligence / MarketsandMarkets, 2026, CAGR for 2026-2031

(2) Source: MarketsandMarkets, 2026, CAGR for 2026-2031

Customer testimonial: financing the hyper-growth of AI infrastructure without stifling innovation



SESTERCE

Q3 2026 revenue

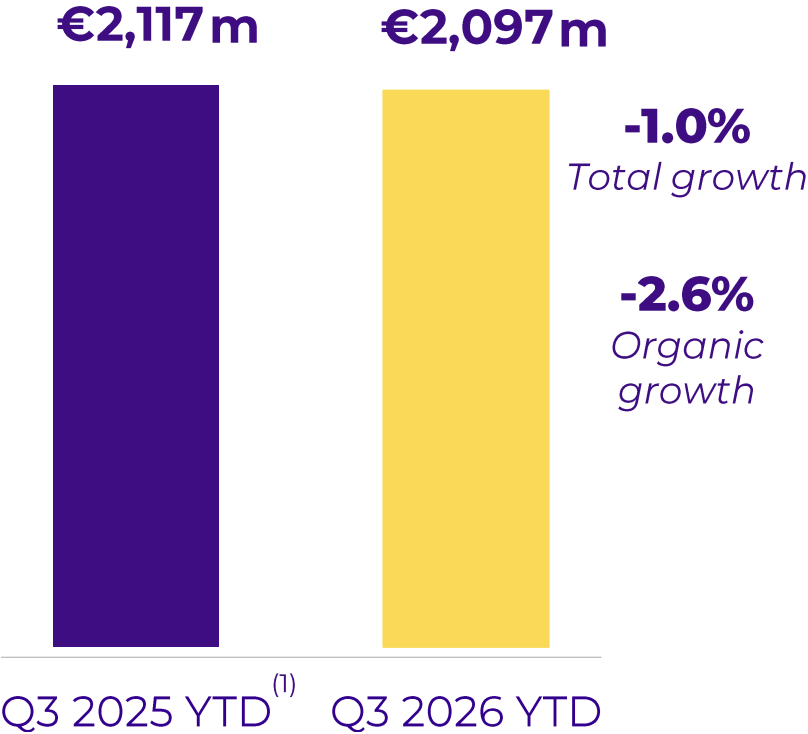


Philippe Renauld

**Managing Director
Finance and M&A**

5% growth in Q3, gradual recovery

Total Revenue



Improvement of the financial performance
(-1.0% YTD Q3 vs. -3.7% in H1-26)

Q3 rebound despite the general economic and geopolitical context

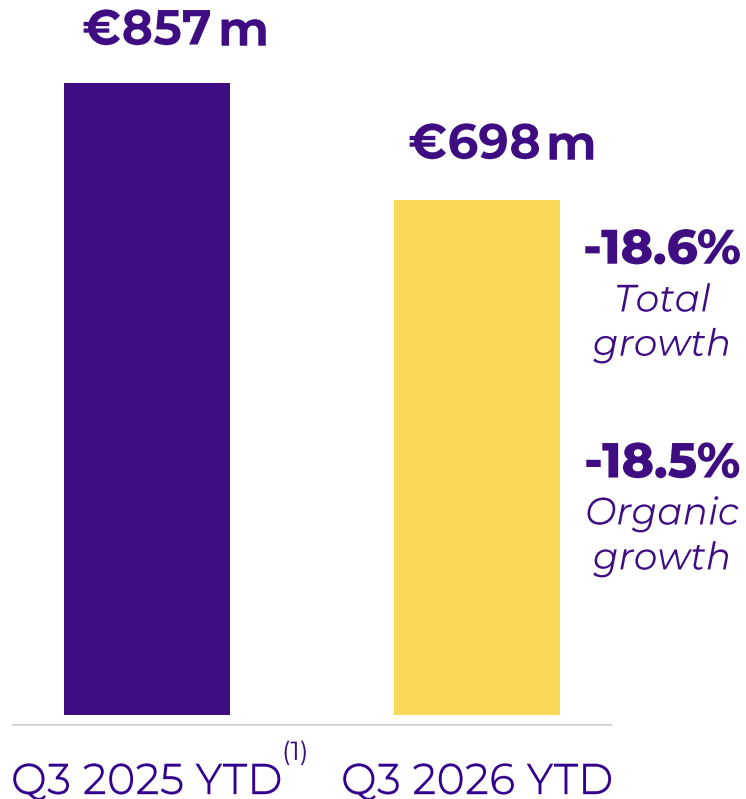
Resilience thanks to **portfolio effect**

(1) Restated for change in discontinued operations perimeter

Technology Management & Financing

Challenging environment

Revenue



Penalised by lower activity vs. 2025, driven in particular by non-IT deals.

Cautious approach:
Restated for 2025 own booked deals, revenue decrease is **-6.6% YTD**

Improvement vs H1 (-24.5%)

Flagship deals

Industry

Infrastructure

- Data centre refresh for a large Italian industrial group

Technology

Workplace

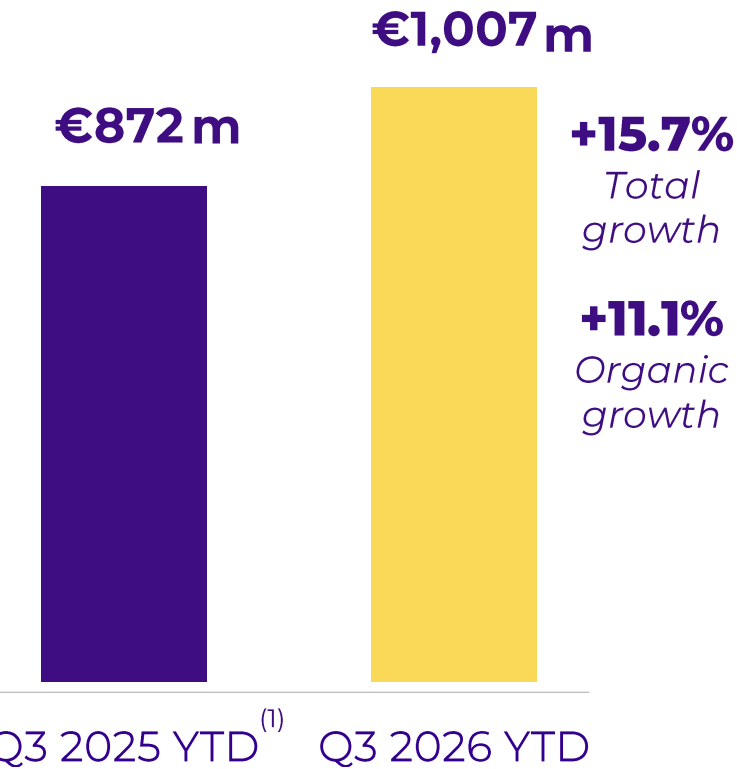
- Dell Workplace devices as part of a framework agreement

(1) Restated for change in discontinued operations perimeter

Products & Solutions

Solid growth

Revenue



Solid growth confirmed,
driven by market trends in all
domains and boosted by 2025
acquisitions

Flagship deals



Hospitality

Audiovisual

- Distribution of AV equipment & in-room TV entertainment solutions as part of an international agreement



Public

Workplace

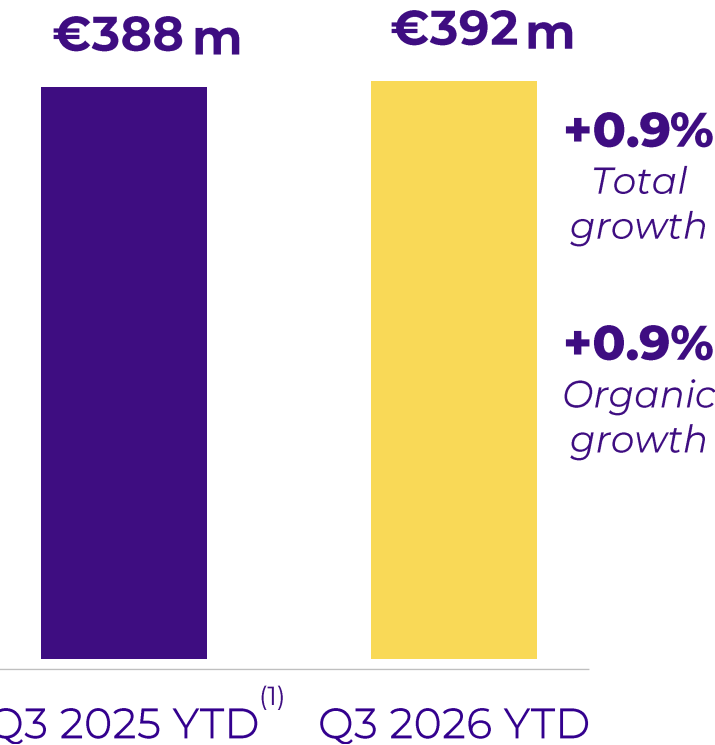
- Distribution of workstations & laptops to a public ministry

(1) Restated for change in discontinued operations perimeter

Services

Stable activity

Revenue



Stable pace of growth
in an evolving market

Flagship deals

Public



Infrastructure

- 7-year agreement for Design, Build, & Run for a French public entity

Services



Infrastructure

- 36-month managed services contract for AI-farm for a leading service company

(1) Restated for change in discontinued operations perimeter

Conclusion



Angel Benguigui

Chief Executive Officer

Q3 2026 takeaway

Back to growth in Q3

Mixed environment

Focus on margin and debt

Guidance confirmed with 2-3% growth for FY2026

Q&A



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