

Analysts Presentation

April 17th 2025

Welcome



Angel Benguigui

Chief Executive Officer

AGENDA

01

Q1 2025 revenue

02

Questions & answers

Q1 2025 revenue



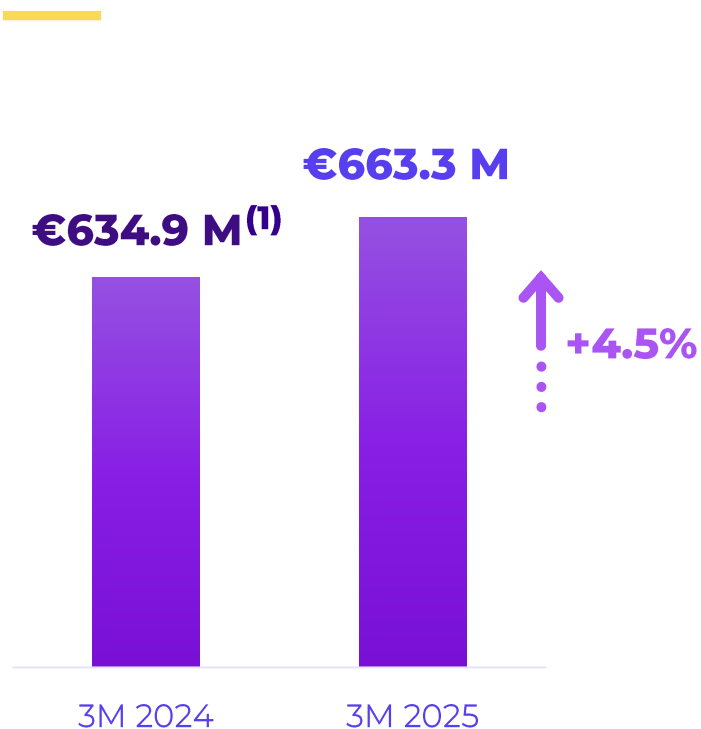
Philippe Renauld

Chief Finance Officer

A Solid Start to 2025

Econocom accelerates its growth trajectory (+4.5% in Q1-25 vs. +2.6% in Q1-24)

Revenue



An acceleration of growth thanks to the **investments made in FY2024.**

Strengthen salesforce, the global portfolio, and the common tools implemented across the group **translated into concrete growth in Q1-25.**

Robust commercial dynamism in **Northern (+25.2%)** and **Southern Europe (+15.3%).**



Growth supported by **good TMF performance (+16.7%).**

(1) Restated for changes in the scope of discontinued operations.

A solid business activity and sales momentum

Major cross-activities Q1 deals

€10 M




Aerospace

P&S x TMF

Workplace:

- Supply of **23,000 Google Pixel** smartphones to customer across Europe.
- Funded by TMF including **maintenance services** provided by Product Care.

€6 M



Telecom

P&S x TMF

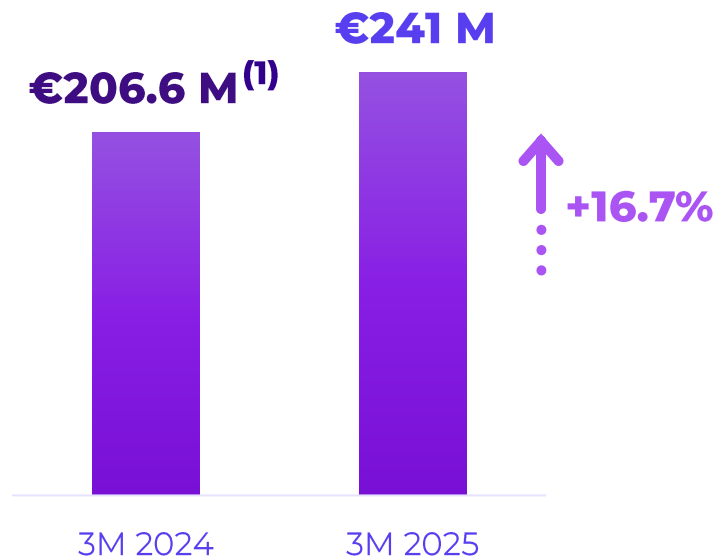
Workplace:

- Supply of **199,000 devices** on contract (smartphones, tablets & routers) for 24 months rent and **538,000 accessories**.
- Funded by TMF including **maintenance services**.

TMF

Another strong quarter of growth

Revenue



Solid increase in revenue since 2023: +16.7%

reported growth in Q1 2025 including bb-net



A robust performance, particularly in **Southern Europe.**

Emblematic deals

Healthcare



- IT leasing
- 4-year framework agreement for iPads
- Order Intake €30 M

Transportation



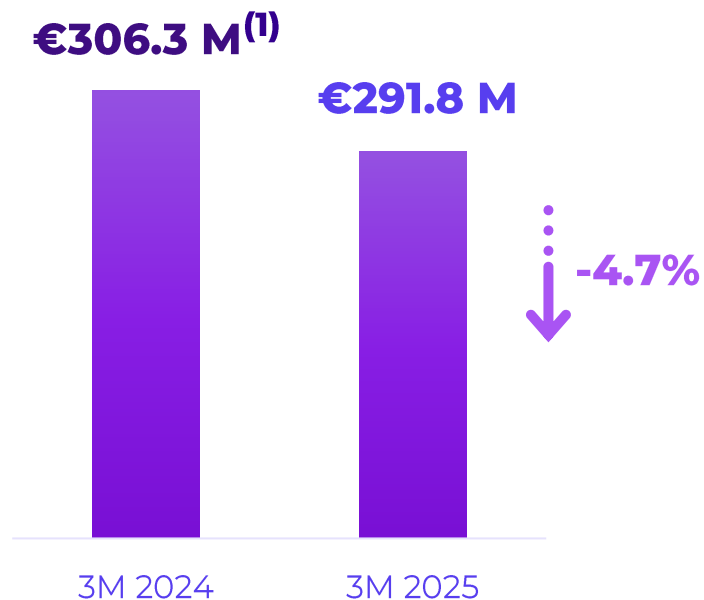
- Non-IT leasing
- 5-year lease for an aircraft
- Order Intake €4 M

(1) Restated for changes in the scope of discontinued operations.

Products & Solutions

Q1-25 performance impacted by a cautious European market

Revenue



Resilient revenue compared to Q1-24.

Due to a **cautious European market.**

Emblematic deals



Energy

- Audiovisual: digital signage for oil and gas stations
- Partnership with LG for the equipment
- Order Intake €4 M



Public Sector

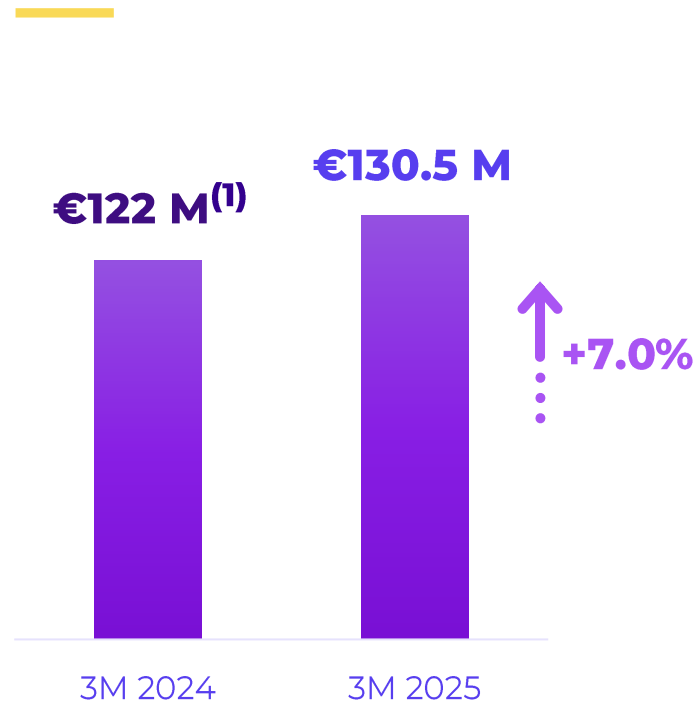
- Infrastructure: high performance computation infrastructure to support AI R&D function
- Order Intake €1 M

(1) Restated for changes in the scope of discontinued operations.

Services

A solid development

Revenue



Solid increase in revenue in Q1: **+7.0%** growth **despite unfavourable calendar impact**

Performance underpinned in Spain. Growth in line with 2024 in other geographies.

Emblematic deals



Food

- 24x7 Workplace Managed Services
- 3-year agreement
- Order Intake €3 M



Healthcare

- Infrastructure
- Technology refresh for a power storage facility
- Order Intake €2 M

(1) Restated for changes in the scope of discontinued operations.

External Growth

Continuation of the targeted M&A program in key geographic areas

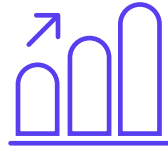
January 2025

Acquisition of bb-net which has since successfully started its integration process resulting in a **0.6% additional growth** for the Group.

2025

Econocom remains focused on **actively developing its pipeline of targeted acquisitions** and seeking for disposals of non-core business.

Confirmed Outlook for 2025 despite a evolving global environment



**2025 growth
superior to 2024's
(> +3.6%)**

Questions & Answers

Thank you
