

Trading Update Q3

for the nine month period from 1 April 2010 to 31 December 2010

RealDolmen realized a quarterly growth of 3.7% for services and 9.3% for products confirming the cautious growth initiated in the previous quarter.

Bruno Segers, Chief Executive Officer of RealDolmen, commented:

"I am pleased that RealDolmen is back on a growth track. We believe we will end the fiscal year with a slight growth in both our services and products business. Market starts picking up again and RealDolmen has the proper offering to respond to this renewed demand. Hiring of IT professionals remains our major challenge for the months and year ahead. We are excited with the appointment of our new Chief People Officer, Sabine Fannes. We believe she is the right person to bring high quality people and talent management while the company takes full benefit of the market evolution."

Turnover

Turnover per segment in m€	Q3 2010/2011	Q3 2009/2010	% Variance	YTD Q3 2010/2011	YTD Q3 2009/2010	% Variance
Infrastructure Products	20,106	18,390	9.3%	54,155	49,301	9.8%
Services & Solutions	42,833	41,291	3.7%	121,587	121,361	0.2%
Professional Services	34,451	32,396	6.3%	96,279	93,517	3.0%
Business Solutions	8,382	8,895	-5.8%	25,308	27,844	-9.1%
Total Group	62,939	59,681	5.5%	175,742	170,662	3.0%

- **Infrastructure Products:** Infrastructure Products sales has grown with 9.3% in Q3 maintaining the sound growth levels realized over the first half in both Belgium and Luxemburg. The company is maintaining its market leadership in offerings regarding virtualization and datacenter in BeLux. This results in a year over year growth of 9.8%.
- **Professional Services:** Year to date, Professional Services has grown with 3%. After a slow start in the first half of the year, this segment demonstrates a sound growth of 6.3% in the third quarter. This growth is the result of the strong turnover evolution of our French activities and improved day rates throughout the business. This improvement has been realized notwithstanding a year over year reduction in headcount in our Belgian activities.
- **Business Solutions:** The decrease in Business Solutions turnover during the first half year is maintained in the third quarter with a decrease by 5.8% in the period. Year to date this segment decreased with 9.1%. Such reduction is nearly entirely due to a sharp decrease of some of our business applications over the period compared to last year. In Belgium clients also still take a long time to reach decisions about larger projects in enterprise resource planning and reorganizations of internal information systems. A relatively larger volume of smaller projects keeps some pressure on billability while headcount is still slightly down.



Prospects for H2 2010/2011

We maintain our expectation of limited turnover growth and improved profitability for the full year. We expect services and products turnover for the full year to be slightly up as the current hiring of professionals in Belgium is not making up for the reduction in headcount of last year. Net result should continue to improve as exceptional costs related to synergies and improvement plans are behind us.

We remain confident that our strong market position, our good spread of customers across a number of sectors, our strengthened offering and the benefit of the strategic projects in which we have continued to invest, allow us to continue to gain market share especially when the economy performs better.

During the period, the following contracts and customers were won, across a spread of sectors:

RealDolmen was awarded a managed services contract by the **European Council** for the five Joint Undertakings: ARTEMIS, CLEAN SKY, ENIAC, FCH and IMI. This project consists of the supply of all required hardware, software and network components and providing continuous management and monitoring of the supplied infrastructure with the associated support services.

The **Sint-Rembert Torhout hospital** is implementing a new CT scanner. To support this important event at the hospital, RealDolmen has won the contract to completely renew the datacenter infrastructure and set up a disaster recovery site. As the only HP Converged Infrastructure partner in Belgium, RealDolmen will supply and implement the new network backbone, virtual server & storage infrastructure using HP technology.

RealDolmen has entered into a 3 year contract with **Sanoma Magazines** to perform the infrastructure support. RealDolmen has appointed a Resource Manager who will, within the confines of the contract warrant the quality and continuity of the services.

In the scope of its global platform optimization policy, **SMAPT**, a French insurance company specialized in real estate, has contracted the French RealDolmen subsidiary Airial Conseil, to perform a global conversion, migration and implementation project, named Lisa. The launch will happen in June 2011.

For more information:

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About RealDolmen

RealDolmen is an independent single source ICT solutions provider and knowledge company with almost 1,600 highly skilled IT professionals and more than 1,000 customers in the Benelux and France. The company offers innovative, effective and reliable ICT solutions and professional services designed to help its clients achieve their objectives by optimizing their business processes.

