



First quarter 2016-2017 trading update

(Turnover of continued operations for the 3 months ended 30 June 2016)

- **15.5% year-over-year turnover Increase compared to the first quarter of last year of which**
- **8% in IT & Business Consulting Services and**
- **22,5% in IT & Business Support Services**
- **Hiring of over 60 new young graduates in this fall**

Marc De Keersmaecker, General Manager of Realdolmen, commented:

"I am satisfied with these first quarter results that are in line with earlier announcements. One of the goals of our ongoing transformation is to obtain sustainable growth, which we deliver. Our transformation program is on track. Our upcoming rebranding crystalizes the other changes achieved by our organization in customer experience and work satisfaction of our employees. "To get there together" is our new tagline. This is a message to all our stakeholders and not to the least our clients, employees and shareholders".

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Realdolmen

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Financial Review

Turnover

Turnover per Segment in K€	Q1 2016/2017	Q1 2015/2016	% Variance
Total	59.056	51.129	15,5%
IT & Business Consulting	26.556	24.595	8,0%
IT & Business Support Services	32.500	26.534	22,5%

IT & Business Consulting¹ is growing with 8% compared to the same period last year. This segment entails sourcing, project and consulting. A substantial part of that growth has been generated by the project and consulting business both in Belgium and Luxemburg. Sales of bespoke development projects has been progressing well. Our Customer Centricity business and our workflow and document management tool, R-Flow, also generated good growth even if own IP sales remain below expectations. Sourcing business also improved even if recruitment remains a permanent challenge. We intend to hire over 60 young graduates of which over 50 are due to start in this fall with a three month intensive training before being coached in different career tracks within Realdolmen.

IT & Business Support is growing with 22,5% compared to the same period last year. This segment entails the sale of products and third party licenses, Cloud and IT outsourcing. The product turnover grew substantially even if potentially impacted by timing. We continue to benefit from the breadth of our product offering combined with state of the art support services. Cloud and IT outsourcing grew also benefiting from the breadth of the technologies supported and the combination of infrastructure and application outsourcing.

¹ "IT & Business Consulting", groups all the "plan" and "build" activities whereas the other segment, called the "IT & Business Support", groups all the "operate" activities.

"IT & Business Consulting", entails sourcing, project, own IP and consulting business.

"IT & Business Support", entails IT Outsourcing and third party product and license sales.

The "Corporate" segment still includes all corporate costs related with Board, CEO office, Secretary General & Legal, CFO and all listing related costs. For more details, please refer to our May 27th 2016 Press release or our 2015-16 Financial Statements on our website.



Prospects for FY 2016/2017

For the year 2016/2017, we expect turnover of IT & Business Consulting to grow while IT & Business Support to remain flat. Overall the yearly turnover should grow. Margins in IT & Business Consulting should improve and margins of IT & Business Support should decrease. Corporate costs should worsen as a consequence of last year's one off provision reversals. We expect overall margins to be around mid-single digit levels.

For the first half year, ending September, we expect our turnover to grow in both segments while REBIT margins should decrease as a consequence of lower IT & Business Support margins and higher Corporate costs only partially mitigated by improved IT & Business Consulting margins.

For further information on this press release:

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For further information about Realdolmen, visit our website WWW.REALDOLMEN.COM

About REALDOLMEN (BRU:REA)

Realdolmen is an independent single source ICT solutions provider and knowledge company with over 1,250 highly skilled IT professionals and more than 1,000 customers in the Benelux. 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.