

## FY 2008 Sales: € 74 million Slight 3.3% decrease Promising sales force revitalization

Consolidated sales in M€	2007	2008 *	Change
1st quarter	19.1	19.1	0.0%
2nd quarter	19.4	18.9	-2.6%
3rd quarter	18.8	17.7	-5.9%
4th quarter	19.2	18.3	-4.7%
<b>Full fiscal year</b>	<b>76.5</b>	<b>74.0</b>	<b>-3.3%</b>

\*: unaudited

Sales recorded by the ESR group in the 2008 fiscal year reached € 74 million, slightly down by 3.3%. In the 4th quarter, billings amounted to 18.3 million, or a 4.7% decrease.

The main fact of the fiscal year was an in-depth overhaul of the sales force, in the late part of the 3rd quarter and through the 4th quarter. As early as the end of the year, it sparked off a definite positive effect on the trend of the business outlook. This strong revitalization will lead the ESR group back to growth while the overall prospects on its main markets (management and outsourcing of IT and telecom infrastructures) remain favourable.

In an industry where workforce turnover is consistently high, the ESR group managed to keep the number of its engineers and consultants even. The slight business slowdown resulted in a moderate increase in the off-assignment rate.

In the 4th quarter, the ESR group was accepted as an authorized supplier by several major new accounts: two large companies in the energy business and a prominent telecom operator.

A dedicated Outsourcing department was set up, so as to respond to demand from the market and, thus, to open up new opportunities for development.

Full repayment of the rescheduled taxes and social charges debt was completed in the 4th quarter, closing the instalment schedule that was put in place in the 3rd quarter of 2006.

The new marketing drive, instilled by the operating changes implemented since the summer, as well as the satisfactory outcome of the latest recruiting campaign, allow the ESR group to confidently step into 2009 with equanimity.

In the next few weeks, ESR will release its 2009 financial information program.

Shareholders' information of the ESR Group available on [www.esr.fr](http://www.esr.fr)

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### MORE THAN 20 YEARS OF EXCELLENCE IN MANAGEMENT OF IT AND TELECOM INFRASTRUCTURES

Established in 1987, the ESR group has reached as of today the status of leading specialist in France, exclusively dedicated to engineering, management and outsourcing of IT and telecom infrastructures.

Boosting a 1,100-person workforce, the group offers, in particular, high value-added consulting services oriented toward security of information systems, storage and virtualization.

The whole of clients are major accounts engaged in the telecom, banking, insurance, services and manufacturing industries as well as in government.

With € 74 M revenue in 2008, the ESR group is active in all regions in France and locally contributes to the projects of its clients throughout Europe.

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