

# **PRESS RELEASE**

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# HALF-YEAR SALES

<u>Puteaux – 12 November 2008</u>: NET2S (ISIN: FR0000075921), a consulting group specializing in the implementation of innovating solutions focused on information and communication technologies and a leading provider on the security market, today announced its consolidated sales non reviewed by the statutory auditors for the first half of the financial year ending September 30<sup>th</sup> 2008.

## • Quarterly and half-year sales

In millions of euros	2008-09	2007-08	% chg.
Q1	21.6	20.0	+8.0%
Q2	21.8	20.9	+4.3%
Total H1	43.4	40.9	+6.1%

Second quarter sales came to €21.8 million, up 4.3% like-for-like compared with €20.9 million in the same period last year.

By region, sales break down as follows: 64.5% in France, 25.2% in Europe excluding France and 10.3% in the rest of the world compared with 58.8%, 26.4% and 14.8% respectively in the second quarter of last year.

Sales for the first half of the year totalled €43.4 million, up 6.1% like-for-like compared with €40.8 million in the first half of 2007-08.

First-half sales break down as follows: 60.7% in France, 28.6% in Europe excluding France and 10.7% in the rest of the world compared with 59%, 26.7% and 14.3% respectively in the first half of 2007-08.

## Key data at 30 September 2008

Group headcount: 860 employees

- Non-billable staff rate: 18.8% (versus 19% in H1 2007-08)

- Net cash position: €3,7 million

## 2008-09 outlook

The NET2S Group is looking into how its integration into the BT Group will enable it to sustain and improve on its current profitable growth.

#### **NET2S:** www.net2s.com

NET2S is a consulting group specialized in the implementation of innovating solutions focusing on information and communication technologies, and a leading provider on the security market. Established in Paris, London, New York, Zurich, Brussels, Madrid and Casablanca, NET2S had 862 employees (including 699 consultants and engineers) at 30<sup>th</sup> June 2008. The combination of technological solutions and cross-functional offers, with dedicated business lines, particularly in the finance and telecoms sectors, allows NET2S to offer its customers high value added. NET2S is a BT group company.

#### About BT

BT is one of the world's leading providers of communications solutions and services operating in 170 countries. Its principal activities include the provision of networked IT services globally; local, national and international telecommunications services to our customers for use at home, at work and on the move; broadband and internet products and services and converged fixed/mobile products and services. BT consists principally of four lines of business: BT Global Services, Openreach, BT Retail and BT Wholesale.

In the year ended 31 March 2008, BT Group's revenue was £20,704 million with profit before taxation and specific items of £2,506 million.

British Telecommunications plc (BT) is a wholly-owned subsidiary of BT Group plc and encompasses virtually all businesses and assets of the BT Group. BT Group plc is listed on stock exchanges in London and New York. For more information, visit www.bt.com/aboutbt

Listed on NYSE Euronext - Compartment C

ISIN: FR0000075921, Reuters: NET2.LN, Bloomberg: NETS FP, FTSE Classification: 97/972



Publication of H1 2008-09 results: 27 November 2008 after market close