



First quarter 2015-2016 trading update

(Turnover of continued operations for the 3 months ended 30 June 2015)

- 4,4% year-over-year turnover decrease compared to the first quarter of last year
- Hiring of 43 new young graduates to start early September

Marc De Keersmaecker, General Manager of RealDolmen, commented:

“Infrastructure Products turnover is resilient with increased workplace and volume sales offset by reducing datacenter sales, as a consequence of the cloud evolution. Application Services Business, part of Professional Services, is growing steadily. Transformation of Infrastructure Services Business is slower than planned. In Business Solutions we approach business in a more selective manner to improve margin, which has a negative impact on turnover.

I am confident for the future, and recruitment remains our absolute priority. Therefore, I am excited to welcome the forty-three young graduates who start their career at RealDolmen early September.”

Enquiries:

RealDolmen

Marc De Keersmaecker, General Manager

Tel: +32 2 801 43 13

Financial Review

Turnover

Turnover per segment In K€	Q1 2015/2016	Q1 2014/2015	Variance in %
Infrastructure Products	17.557	18.214	-3,6%
Professional Services	25.000	24.874	0,5%
Business Solutions	8.572	10.421	-17,7%
Subtotal Services & Solutions	33.572	35.295	-4,9%
Total Group	51.129	53.509	-4,4%

Infrastructure Products: Product turnover in the first quarter decreased with 3,6% compared to a strong first quarter last year. Such decrease is fully attributable to Belgium while Luxemburg remained flat. Overall workplace and volume products are growing while datacenter products sales has been decreasing due to the shift to cloud business.

Professional Services: Professional Services revenue increased by 0,5%. This limited growth is the reflection of a sound Application Services business evolution offset by a negative growth of our infrastructure services business. The Application Services are successfully positioned on a growing sourcing, project and managed services market. This business grew as a consequence of improved headcount, rates and efficiency compared to the same period last year. The infrastructure services business decreased following reduced project business mainly in our datacenter division and following the impact of last year's loss of a large outsourcing deal that still has to be compensated.

A major challenge in our Professional Services Business is the growth in headcount. One of our recruitment initiatives is the accADemiCT program that has resulted in the hiring of 43 young graduates. These high potentials are to start by early September with a three month intensive training before being coached in different career tracks within RealDolmen.



Business Solutions: Business Solutions revenue decreased with 17,7% compared to the first quarter last year. This is the consequence of lower software sales and a high activity peak in our MS Dynamics business last year that could not fully be maintained. Additionally, a more selective approach to higher margin business has adversely impacted turn-over evolution in this segment. The resulting decrease in turnover has partially been compensated by a strong growth of our CRM activity.

Prospects for FY 2015/2016

For the year 2015/2016, we expect our Products Business turnover to reduce compared to the strong sales of last year while margins should decrease due to competitive market pressure. Full year turnover of our Services Business will slightly decrease.

Margins in Professional Services are expected to be in line with the previous year while Business Solutions margins should show improvement.

We expect overall REBIT margins for the full year to be around last year's level.

For more information:

visit our website WWW.REALDOLMEN.COM

Or contact

Thierry de Vries

Secretary-General

TEL: +32 2 801 55 55

FAX: +32 2 801 55 99

thierry.devries@realdolmen.com

About RealDolmen

RealDolmen is an independent single source ICT solutions provider and knowledge company with almost 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.