

**- NEWS RELEASE -**  
*September 2005*

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IT:  
ECONOCOM Switzerland has been sold to Lease-it AG  
(Zürich)

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***LINKERS advised the public group Econocom (1st Euronext market Bruxelles and Paris) for the transfer of 100 % of its subsidiary Econocom Switzerland to the company Lease-it AG (Zürich)***

With a €822 M turnover in 2004 made in Europe and in United States, Econocom is a market leader in IT and telecom systems management for businesses offering enterprise solutions designed to simplify companies' IT and telecom resources management. With its 1,700 workers, Econocom Group proposes to its 10,000 customers a complete offer of services based on Financing and management of IT and telecom resources, IT services on distributed infrastructures, telecom, IT products and solutions distribution.

Wishing to intensify its action in some key European countries, Econocom Group decided to give up its Swiss subsidiary.

Econocom Switzerland, created in 1981, centres its offer on the financing and the management of IT and telecom resources of its customers (key accounts and administrations), particularly through the refresh leasing. The portfolio of equipments leased by Econocom Switzerland to its customers represents a purchase price of €80 M. Econocom Switzerland is leader in its market in the French-speaking part of Switzerland.

Its merger with Lease-it AG, leasing company which addresses Swiss SMEs, will allow the new cluster to aim at leadership on the various parts of the Swiss Confederation.

***LINKERS, advisor to the seller***

LINKERS advised the group in the negotiation led with buyers of various nationalities and coordinated the whole transfer process up to the closing last July.

***Advisors to the Seller:***

***Financial:*** LINKERS (Philippe Delecourt)

***Legal:*** Gide Loyrette Nouel (Cécile Davanne, Nadège N'Guyen)

***Advisor to the Buyer:***

***Legal:*** Brandenburg Rechtsanwälte (Yvonne Furler)

LINKERS draws on the experience of its 11 consultants to assist companies from all sectors and offer personal advises concerning:

- **Financial Engineering:** valuations (fairness opinion), MBO & OBO packages
- **Mergers & Acquisitions:** selling and buying mandates, transmissions to heirs ...
- **Fund Raising:** selection and contact of investors, supervision of legal documentation (shareholders agreements, protocols...)
- **Financial Training for Executives:** Cegos, Les Echos Formation.