

Regulated information

Punch Telematix trading update Q1 2009

Wervik, Belgium – 15 May 2009 17:45 CET

	Q1 2009	Q1 2008	Diff.
<i>Amounts in thousand euros</i>			%
Sales	4,190	4,600	-9

Discussion of the results

- Sales fell by 9% compared with Q1 2008. The truck and transport sector is experiencing the effects of the economic downturn, and important investment decisions are therefore being postponed. Even so, Punch Telematix has succeeded in attracting new customers. Moreover, at 4.19 million euros, the sales total for Q1 2009 is over 30% higher than that generated during Q4 2008 (3.17 million euros). In view of the difficult market conditions, Punch Telematix has therefore had a good quarter.
- In the light of the current market situation, Punch Telematix has further honed its policy on variable and fixed costs. Cash flow is being monitored closely, and thanks to the further centralisation and automation of business processes, extra cost savings have been generated.
- Punch Telematix achieved a positive net cash flow in Q1 2009, thanks in part to the right mix of CarCube solutions financed by Punch Telematix and by external parties. That mix will continue to be watched in order to ensure that the net cash flow remains positive.

Significant events

From 24 to 26 March, Punch Telematix participated in the twenty-sixth 'Salon International du Transport et de la Logistique' (SITL) in Paris, one of the most important trade fairs for the transport sector. Punch Telematix demonstrated several new solutions there, such as the CarCube Express, the document scanner and the driving style analysis application. The stand was shared with GE Asset Intelligence, which has selected Punch Telematix as partner for its GE VeriWise™ Truck Telematics. French software business Solid was also present at the stand. This joint appearance at SITL underlined the partnership and raised Punch Telematix's profile on the French market. New cooperation agreements were entered into with various software businesses during the event.

In both Benelux and the other countries, Punch Telematix succeeded in gaining new customers. In Belgium, contracts were signed by CP Ships, part of Hapag-Lloyd, and Krefel, each of which has more than 100 trucks. In Austria, Bernegger, a firm with around 100 trucks, opted for Punch Telematix. The newly formed team in France also met with success: Transports Fournié (80 trucks) replaced its current onboard computers with Punch Telematix CarCubes.

Prospects

Although Punch Telematix's cost-saving, efficiency-increasing solutions represent considerable added value for the transport market, the investment threshold has been raised considerably by the current recession. In view of this, Punch Telematix does not wish to issue any forecasts for 2009. There is no sign of a market recovery in the next few months, but by adapting its cost structure Punch Telematix has in any case ensured its readiness to cope with the economic crisis.

Annual General Meeting

The company's Annual General Meeting will be held at its registered office on Friday 29 May 2009 at 15:00 CET.

#Ends#

About Punch Telematix

Punch Telematix develops and markets transport management solutions for large and small firms in the truck & transport sector. These innovative and user-friendly total solutions consist of on-board computers, wireless communication services and web-based back-office applications. Thanks to their open standards and modular, scaleable architecture, they are simple to integrate, and can grow with the changing needs of your business. Because they require no investment, they are easy to adopt: the leasing arrangement spreads the cost over the total contract term. Within a short period, Punch Telematix has established a sound reputation as an IT reference in Western Europe. The head office and R&D department are based in Belgium, and sales and service are supported by offices in the Netherlands, France, Germany and Spain as well as value-added resellers. Since November 2006, Punch Telematix has been on the Eurolist by Euronext Brussels (PTX).

For more information

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Cautionary statement regarding forward-looking statements

This press release contains certain forward-looking statements. Any forward-looking statement applies only on the date of this press release. Such statements are based on current expectations and convictions and, by their nature, are subject to a number of known and unknown risks and uncertainties as a result of which the actual results and performance may differ substantially from expected future results or performance expressed or implied in the forward-looking statements. The information and views contained in this press release may change without prior notice, and Punch Telematix nv has neither the intention nor the obligation to update forward-looking statements in this communication, except insofar as it is obliged to do so by any applicable legislation or by the rules of any stock exchange on which its shares may be traded.