

Punch Telematix trading update Q1-2008

Wervik, Belgium – 15 May 2008

	Q1-2008	Q1-2007	Difference
<i>Amounts in thousand euros</i>			%
Sales	4,600	2,996	+54

Strong growth in sales thanks to intensified focus on Truck and Transport segment

- The strategic repositioning and further focus on the truck and transport segment have undeniably had a positive effect on the sales figures for the first quarter of 2008.
- Sales rose by 54% compared with Q1 2007, thanks to sharp increases in sales in both the Benelux and the remaining countries (France, Spain, Germany and Austria).
- The restructuring operation and effective cost management have also had a positive effect on the net result for the first quarter of 2008.

Supporting the growth

At the start of 2008 Mr Tony Verschelden was appointed as Director of Product Management. This appointment was made with the aim of providing support to the intensified strategic focus. Mr Verschelden has a Masters degree in engineering and has more than 20 years' experience in product development, product and technology strategy and developing business markets (Barco). He will have the task of further developing the product range together with R&D and ensuring that products meet the requirements of the market.

The R&D team has been strengthened, as have the sales teams in Germany, Belgium and France, in view of the planned further product developments and growth. The support department has been extended so that it can provide operational support for the growth particularly in countries outside the Benelux.

At the start of 2008 a Punch Telematix customer was awarded the 'Truck ICT Award 2008' and another customer the 'Best Innovation of the Year 2008'. Both customers use an integrated transport management solution based on the CarCube. These awards are confirmation of the effectiveness and innovative character of the CarCube. Customers also particularly value the reliability, flexibility and user-friendliness of Punch Telematix's integral solutions. If the customer so wishes, the solutions package can be provided for a fixed monthly subscription including communication costs and technical support. In this way customers know in advance what their costs are going to be. All these factors are major selling points that Punch Telematix will continue to exploit in the future.

Looking to the future

The group is maintaining its goal of realising a profit in 2008 and fully expects to achieve the growth targets set for 2008.

General Meeting

The annual General Meeting of the company is due to be held at 3:00 pm on Friday, 30 May 2008 at the company's head office.

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).

Voor meer informatie

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