

Regulated information

Punch Telematix trading update Q3 2009

Wervik, Belgium – 13 November 2009 – 8h00 CET

	Q3 2009	Q3 2008	Difference
<i>Amounts in thousand euros</i>			%
Sales	2,613	4,220	-38

	YTD Q3 2009	YTD Q3 2008	Difference
<i>Amounts in thousand euros</i>			%
Sales	10,476	12,971	-19

Discussion of the results

- Sales were down 38% in Q3 2009 compared with Q3 2008. The drop over the first nine months of 2009 compared with the same period last year is 19%.
- Sales generated in Benelux over the first nine months of 2009 are 19% lower than forecast; the other countries have performed slightly better than expected. The drop in sales is also due to the lower share of bundle sales¹ in 2009 than in 2008.
- Fixed and variable costs are under control.
- Cash flow is positive.

Continued growth

- During the third quarter of 2009, a number of leading transport businesses and logistics service providers opted for Punch Telematix, including Link (Poland), Jan De Rijk (Netherlands), Internationaal Transportbedrijf G Snel (Netherlands) and Lehnkering (Germany).
- The sales network in Poland was further extended during the third quarter. The team there was also reinforced with experienced project managers and field and support engineers.
- Punch Telematix is continuing to invest: both in R&D, with the development of new functions specifically for the truck and transport market, and in the server equipment which serves the back-office application FleetWorks.

¹ Bundle sales = the sale of Punch Telematix total solutions consisting of (i) an onboard computer or track and trace system built into vehicles, (ii) wireless communication services, (iii) central hosting services and (iv) web-based back office applications. These bundle solutions are long-term agreements; the customers are paying fixed monthly instalments.

Impairment

In view of the slowdown in growth compared with the business plans approved earlier, the Board of Directors will take the necessary steps to apply the impairment tests with respect to the valuation of goodwill (19.6 million euros) and of capitalised development costs (3.7 million euros). The outcome of these tests may have an impact on the results for 2009, but will not affect cash flow.

Prospects

The global financial crisis has had a considerable impact on investment behaviour in the transport sector. The sales process is becoming longer and the delivery of a number of orders has been postponed until next year.

The current economic climate offers Punch Telematix an insufficient view of the future, and makes it impossible to formulate reliable concrete long-term forecasts.

However, Punch Telematix expects the fourth quarter of 2009 to be better than the third quarter which has just finished.

Financial calendar

Publication of full-year results 2009	26 February 2010
Annual Report 2009 available	30 April 2010
Trading update first quarter 2010	14 May 2010
Annual General Meeting	28 May 2010
Publication of half-year results 2010	27 August 2010
Trading update third quarter 2010	15 November 2010

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. 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

Michel Van Maercke, CEO Punch Telematix – michel.vanmaercke@punchtelematix.com –
Bootweg 4 - 8940 Wervik – Belgium - Tel.: +32 56 239 411 – Fax: + 32 56 239 400 –
www.punchtelematix.com

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.