



Press Release

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Imtech: 40 million orders in German ICT market

Imtech wins IBM Beacon Award 2008, category Overall Technical Excellence in EMEA

Gouda, The Netherlands - Imtech (technical services provider in Europe) announces that it has won a great number of ICT (Information and Communication Technology) hardware and software projects in Germany, representing a total value of 40 million euro.

ICT has become a key factor in today's society and is a supporting factor for most technical innovations. Consequently, ICT (total revenue of Imtech in 2007 was 305 million euro) is increasingly playing an important role in Imtech's total solutions approach. In Germany Imtech is represented by its ICT company Fritz & Macziol Group. Fritz & Macziol, also active in Switzerland and Austria, is one of the larger German ICT companies and offers a broad portfolio of services mainly for medium-sized organisations and companies. Hardware and software projects are carried out from its 17 offices. Intensive co-operation with world-market leaders IBM and Microsoft make high added value possible. Recently Fritz & Macziol won IBM's prestigious IBM Beacon Award 2008 in the category Overall Technical Excellence in Europe, Middle East and Africa (EMEA) and was finalist for IBM Beacon Award 2008 in the category Outstanding Complementary Services Growth with IBM Global Services.

Imtech's activities concentrate on the core areas of ICT infrastructure, ERP solutions, tailor-made software, business intelligence, consultancy and management services and ICT services. Customers can come to Imtech not only for hardware (for example IBM System X/I/P/Z Storage), but also for software (including databases, WebSphere, IT-management, Lotus Notes, VMware, Middleware, Microsoft and SAP) and related IT services.

Customers need a clear vision of the added value of ICT. Business processes must be better and faster, costs and risks must be reduced and information provision must be improved. Co-operation between businesses and organisations must be optimised and the Internet plays a crucial role in this. Availability, accessibility, and security are increasingly becoming key words with respect to ICT solutions. For Imtech the results of these trends result in a growing demand for Service Oriented Architecture (SOA), web technology applications, business intelligence and implementations using IBM, Microsoft and also SAP solutions.

Recently in Germany Imtech (Fritz & Macziol) won orders amongst others in the publishing sector from Nordbayerische Presse Vertriebs, in the pharmacy sector from Merck, in the public sector from the city (Stadt) Remscheid and the region (Landkreis) Lüneburg and also in the consumer market from Gabor Shoes, Nolte Küchen and Exquisa Karwendel-Werke.

The development and implementation of software and VAS® dispatch automation for the bulk and cement industry is a separate activity. Virtually the entire cement industry in Asia is served. Recently orders were received from amongst others the Yamama SCC and Qassim CC.

Further information

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**Imtech profile**

Imtech N.V. is an European technical services provider in the field of electrical engineering, ICT and mechanical engineering. With over 18,000 employees, Imtech achieves annual revenue of more than 3.3 billion euro. Imtech holds strong positions in the buildings, industry and infrastructure/mobility markets in the Netherlands, Belgium, Luxembourg, Germany, Eastern Europe, the UK, Ireland and Spain and in the global marine market. In total Imtech serves 14,000 customers. Imtech offers added-value in the form of integrated and multidisciplinary total solutions that lead to better business processes and more efficiency for customers and the customers they, in their turn, serve. Imtech also offers solutions that contribute towards a sustainable society, for example in the areas of energy, the environment, water and mobility. Imtech shares are listed on the Euronext Stock Exchange Amsterdam, where Imtech is included in the Midcap Index and the Next 150 index.