



For immediate release:

Robust 2018 Provides Impetus for ECT Corporate Expansion in 2019

According to the company's preliminary reporting, ECT increased both its revenue and profit (EBT) significantly in 2018. The company also closed the year with an exceptionally high level of liquidity and full order books for 2019: Currently, ECT already has a service contract and sales order backlog in excess of 11 million Euro. Additional 2018 highlights included the acquisition of new customers in Mexico, India and Europe as well as the closing of a strategic sales partnership with a leading global vendor of technology to communications service providers.

Munich, February 6, 2019: [ECT \(European Computer Telecoms AG\)](#), Europe's leading communications software company for the realization of value-added services in next-generation networks, announced that according to the preliminary reporting 2018, both revenue and profit increased significantly. Moreover, due to the particularly positive annual cash flow, cash reserves exceeded 6.8 million Euro as of the end of the year. New customers were acquired in the company's core European markets as well as in new markets, such as Mexico and India. In order to augment these direct sales with worldwide indirect sales, ECT also closed a sales partnership with a leading global vendor of connectivity solutions to communication service providers.

ECT CEO and Deputy CEO, Marshall E. Kavesh and Metin Sezer, shared their thoughts on a difficult but very successful 2018.

"What a year," said Kavesh. "Faced with our volatile industry, we closed the year stronger than ever. We're also excited by the new products we introduced in 2018, such as our workstream collaboration service and our carrier wholesale routing solution. As we started

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2019 with exceptionally high liquid funds, we are now further intensifying our investments in research and development.”

Sezer called 2018 a remarkable year that saw ECT successfully adapt to the changing provider landscape.

“In many ways, last year was one of our best ever,” said Sezer. “And with the order backlog we already have in February, we are anticipating an even better 2019. We have ambitious investment plans: implementing agile methodology throughout the company and doubling our software development capacity in 2019.”

About ECT (European Computer Telecoms AG):

ECT is Europe’s leading communications software company. With our virtualized *INteIIECT*[®] **Service Delivery Platform**, innovative service applications and our Joint Agile Product Development Program, major communications service providers worldwide realize their products with minimal costs and the shortest possible time-to-market. We also often migrate existing services from multiple legacy platforms, innovating and consolidating them in one multiservice solution. As a one-shop vendor, we cover not only core services, like carrier routing, NP and FMU, but also sophisticated cloud services, e.g. for call centers and unified communications as a service (CCaaS and UCaaS as well as workstream collaboration. Our Innovation Department keeps our software development – and thus the products of our customers – on the cutting edge of communications technology. We empower BT, Deutsche Telekom, DNA, Hi3G, izzi, KCOM, Liberty Global, Proximus, TalkTalk, Teliasonera, Virgin Media, Videocon, VodafoneZiggo, among many others. In addition to our own direct sales and service primarily in Europe, we also partner with Nokia worldwide. Together with our customers and partner, we at ECT enjoy meeting challenges and creating opportunities.

Founded in 1998, ECT is an unlisted German public company with its headquarters in Munich, Germany and wholly owned sales and service subsidiaries in the United Kingdom, The Netherlands and the USA.

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