



**Press release:
11 May 2009– 17:45**

Zellik, 11 May 2009

Zenitel announces its first quarter trading update

Notwithstanding the economic and financial downturn all divisions report better revenues for the first quarter of 2009 compared to 2008. Turnover from Secure Communication Systems continues to grow by over 3%. The System Integration segment shows increased sales figures, especially thanks to project revenues in Denmark. The Networks business is positively impacted by exchange rate differences.

Year-to-date turnover, until March 2009, amounts to 22.7 million EUR, compared to 21.5 million EUR in the first quarter of 2008. This growth is coming from increased turnover (+ 0.5 million EUR) in Secure Communication Systems (intercom), higher revenues (+0,4 million EUR) from System Integration projects, especially in Denmark, and the positive effect of the exchange rate differences in the Caribbean (ANG) in the Networks business.

Secure Communication Systems focuses mainly on intercom sales in both the Marine and Onshore segment. Turnover continued to grow by more than 3%, notwithstanding the economic and financial crisis. This is mainly thanks to the deliveries in the Marine segment, especially in Asia and Norway. Also the onshore business is showing increased interest.

In the Networks (ChuChubi and MCCN) business the Caribbean Network continues to grow organically. The MCCN networks in Belgium and The Netherlands serve over 1700 contracted and active users.

Finally, Zenitel's System Integration business slightly recovered in the last quarter of 2008 and the first quarter of 2009, and benefits from increased sales and order intake especially in Denmark. The international business remained slow during the first quarter.



In line with its earlier announced strategy and in the interest of the company's going concern, the Zenitel Group continues to focus on the Secure Communication Systems business and divests the entities within the System Integration and Networks segments.

As announced on April 6, 2009, the first divestments are in the process of being finalized. It is expected that the sale of 85% of the shares of Zenitel Belgium NV/SA and 85% of the activities of Zenitel Wireless France SA will be closed by mid-May. Other divestment processes are expected in the next months.

Given the current economic environment and the divestment processes, of which the outcome is uncertain, no further outlook is given.

ZENITEL is a leading player in instant audio and data communication. Communication products, communication networks and system integration services that are so reliable, so fast and so secure, they are also used as critical communication tools at a time of crisis. Zenitel communication is the preferred choice for those in authority or whose work involves protecting human lives or managing vital activities.

Zenitel is organized into three key offerings: Secure Communication Services (mainly Intercom), System Integration services and Network Services. Zenitel is a listed company (Euronext). The headquarters of Zenitel are in Brussels. For more information: www.zenitel.com.

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