

Towards an IP world...

In parallel to strong hotel and residence market development, with **over 5,000 rooms and apartments equipped this year**, along with the trust gained from **major chain** new establishments, EONA, at the dawn of its fifth anniversary, is emphasising its diversification of IP-related activities.

This deliberate opening of our range of software products onto different markets has given rise, at the end of 2007, to several representative projects won in the field of **corporate communication** and, more recently with **healthcare** establishments.

Through this newsletter, we would of course like to thank all of our systems integrators and partners worldwide for their contribution to EONA's success and would like to extend to them our best wishes for the new year.

See you in 2008!

Gregory LOUF
Sales Director

EONA in hotel groups



After several achievements for the **Barrière Group** (Paris, Deauville, La Baule) with our systems integrator IEC, EONA deploys **Digital Entertainment Solution (DES)** to a series of new hotel chains.

With **IHG (InterContinental Hotels Group)** and the **Holiday Inn** chain, EONA fits, in addition to Toulouse, the Strasbourg establishments via **IEC** and Belgrade thanks to **ISKRATEL**. For **Accor**, it is in New Zealand, following a conclusive pilot, that EONA started two initial **Mercure** hotels with **IES**, its local partner.

Still upstream of our referencing strategy, EONA shall start 2008 with a first **Kyriad (Louvre Hôtels)** in Montpellier and for the **Radisson group**, with an opening in Mali.

In tourist real estate, following an initial urban residence – **Adagio City Aparthotel (Pierre & Vacances and Accor)** – performed with **NCS**, EONA is continuing its collaboration with the **Pierre & Vacances group** through a holiday residence in Courchevel.

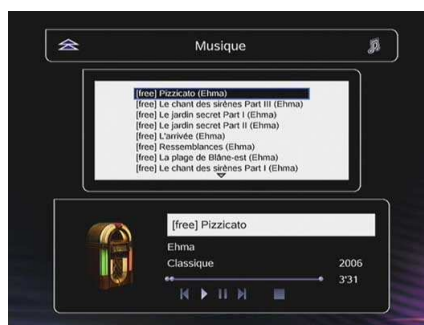
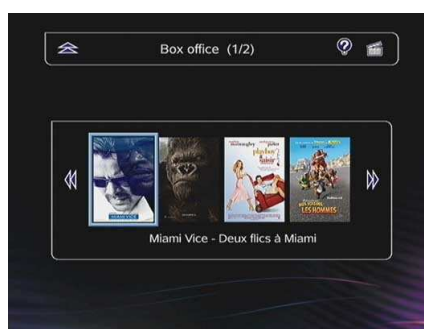
Movies and Music : quality on demand

To meet the needs of our systems integrators and to satisfy the different hotel categories, EONA now offers, in partnership with UIP (Universal, Dreamworks, Paramount) for box-office films and with DORCEL for adult films, **two VOD package levels: Movie Club Pack (42 titles) and Movie Star Pack (66 titles)**.

EONA also offers a number of other new Movie products:

- **Box-office films in 6 languages** (French, English, Italian, Russian, Spanish and German)
- **Seasonal contracts** that are particularly well-suited to ski or seaside resorts for example
- **A free movies to room contract for customers** in luxury hotels

This movie offer is completed by 2 music selections: **Golden Juke Box** and **Premium Juke Box**. Each catalogue, covering a broad variety of musical styles (classical, jazz, pop, rock, groove, electro, etc.) can be used both for **music on demand to room** and for the **broadcasting of ambiance music** in the hotel's public areas.

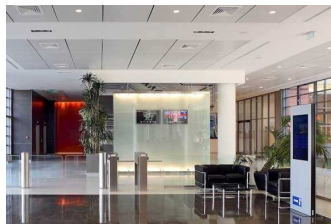


DES « Black & Light » –VOD and Juke Box

When IPTV enters the corporation

- EONA, through its IPTV offer, is involved in a growing number of corporate communication projects. Whether for simply managing the IP broadcasting of live programmes (TV channels, internal channels, etc.) throughout a building, or for allowing the viewing of digital media over a network of PCs and/or TV units via set-top boxes, this end of 2007 has seen the implementation of a number of significant projects with major companies:
- The new head office of **ICADE**, a major player on the French property market, a subsidiary of the French Consignments and Loans Fund (13 TVs + 20 PCs)
- The **LAGARDERE** group, involved in aeronautics and media (40 TVs)

Both of these projects, managed by our systems integrator **SPIE COMMUNICATIONS**, are based on our **Media Retrieval Solution (MRS)** product. More recently, the Lyon branch of our partner **IEC** implemented an IP information solution for the **Le Progrès** newspaper in Lyon (60 TVs) and for the **Grenoble School of Management** (20 TVs).



Icade headquarters —Paris

Rewind & Forward...

May 2007 - Château l'Hospitalet (France)

Surrounded by vineyards, this charming 3-star hotel (38 rooms) owned by the **Gérard Bertrand** wine company, was deployed by the Montpellier branch of **SPIE COMMUNICATIONS**.



August 2007 - Mercure (New Zealand)

New creation via our local systems integrator **IES** for the fitting, after the Wellington establishment, of the second Accor **Grand Mercure St Moritz** hotel (3-star) in Queenstown (144 rooms)



November 2007 - Dyar Int. (Saudi Arabia)

A new success in the Middle-East for EONA and **IHSAN**, our distributor, with several hotel projects won in Saudi Arabia, including the 3-star **Dyar International Al-Mdina Al-Munawara** (220 rooms).



November 2007 - Holiday Inn (Serbia)

A privileged partner of EONA in Central Europe, **ISKRATEL** fits the new **Belgrade Holiday Inn** (140 rooms)

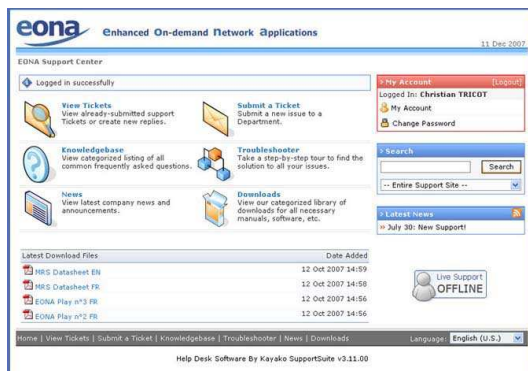
December 2007 - Pierre & Vacances (France)

First ski resort project of EONA, via its regional partner **SADOUX**, with the **Pierre & Vacances residence in Courchevel**, using, for its network component **EDA**, the DSLAM IP solution of our partner **ERICSSON**.



EONA On-line support for your service

Our desire to always provide you with top quality of service has led EONA to create a **website dedicated to support** for its software products (<http://support.eona.com/>).



Julien Saunier, EONA Support Manager, lists the advantages of this tool: "News, downloads, knowledgebase, this website now provides our systems integrators and partners with a genuine technical information platform" In the context of optimising its customer service, EONA has also signed a support contract with the set-top box manufacturer **AMINO** in order to provide you with all the information relevant to the integration of the set-top box with our range of software products.

*Julien Saunier
EONA Support Manager*