



Press Release

Boulogne Billancourt - January 30, 2013

2012 revenue: € 190.4 million Current operating margin exceeds expectations

Revenue in € million	Over 3 months			Over 12 months		
	Q4 2012	Q4 2011	Change	At 31/12/12	At 31/12/11	Change
France	30.3	30.8	-1.6%	117.1	118.0	-0.8%
International	18.3	19.2	-4.9%	73.3	67.5	+8.6%
Group total	48.6	50.0	-2.9%	190.4	185.5	+2.6%

Aubay Group reported full-year growth of +2.6% in 2012, with revenues of over € 190 million just falling shy of its initial target of € 193 million.

The end to 2012 was a little less dynamic than previous quarters in terms of revenues due to a high base effect and persistent wait-and-see approach amongst clients, notably within the banking industry. Ever vigilant in adapting production to demand, Aubay pursued its prudent recruitment policy in 2012, finishing the year with 2,674 employees which is stable on the end of the third quarter.

Thanks to robust activity over the second half of the year, Aubay's current operating margin for the period will be close to 9.5%. The group will exceed its initial objective in terms of operating profitability, and is now targeting a current operating income of around € 15.4 million for a current operating margin of 8.1%.

Outlook

Despite a persistently uncertain economic climate, Aubay Group has begun 2013 on a solid footing: operating indicators are sound and, more particularly, activity is still very high.

Aubay's priority now is to focus on three core strategic areas: maintaining an excellent quality of service for and relations with its clients, ensuring the strict management of its financial equilibrium, and mobilizing its management and HR teams to enable it to rapidly capitalize on a potential acceleration in the volume of client orders, notably in the banking sector.

The group's forecasts for 2013 will be presented during the SFAF meeting for its 2012 financial results on March 21.

Contacts

Chloé Van Den Bussche – Actus Finance – Tel. +33 (0)1 53 67 35 95 - cvandenbussche@actus.fr
Paula Esteves – Aubay Communications - Tel.: +33 (0)1 46 10 68 60 - Email: nmorales@aubay.com

2013/2014 Publications calendar

2012 financial results	March 20, 2013 after the close of trading.
SFAF meeting - 2012 yearly financial results	March 21, 2013 - 8.30am.
Q1 2013 revenues	April 23, 2013 after the close of trading.
Annual General Meeting	May 7, 2013 - 9.00am.
Q2 2013 revenues	July 24, 2013 after the close of trading.
2013 half-yearly financial results	September 11, 2013 after the close of trading.
SFAF meeting – 2013 half-yearly financial results	September 12, 2013 - 8.30am.
Q3 2013 revenues	October 22, 2013 after the close of trading.
Q4 2013 revenues	January 29, 2014 after the close of trading.
2013 financial results	March 19, 2014 after the close of trading.
SFAF meeting – 2013 financial results	March 20, 2014 - 8.30am.

For further information, visit the Finance section on the group website at www.aubay.com.

About Aubay

AUBAY is an integration and technology consultancy company which specializes in information and industrial systems, networks and telecommunications. With 2,700 employees across 6 countries (France, Belgium, Spain, Portugal, Italy and Luxembourg), Aubay generated revenues of € 185.5 million in 2011 for a current operating margin of 8.2 %.

AUB
LISTED
NYSE
EURONEXT

NYSE Euronext,
Compartment C
ISIN
FR0000063737-AUB
Reuters
AUBT.PA
Bloomberg
AUB:FP

Contacts

Chloé Van Den Bussche – Actus Finance – Tel. +33 (0)1 53 67 35 95 - cvandenbussche@actus.fr
Paula Esteves – Aubay Communications - Tel.: +33 (0)1 46 10 68 60 - Email: nmorales@aubay.com