



**FOR IMMEDIATE RELEASE**

**Contact:** David Forlizzi  
Chief Financial Officer  
+1 703-707-1768  
+33 1 64 86 79 52  
[dforlizzi@infovista.com](mailto:dforlizzi@infovista.com)

**INFOVISTA ANNOUNCES FINANCIAL RESULTS  
FOR SECOND QUARTER**

- **38% YoY Software product revenue growth**
- **Operating income doubled compared to last year**

**Paris, France – January 27, 2011 – InfoVista** (Euronext: IFV, ISIN: FR0004031649), global leader of service performance assurance, today announced financial results for its second quarter, ended December 31, 2010.

Total revenues for the quarter were €2 million, compared to €10.7 million in the second quarter last year. Operating income was €1.1 million or 10% for the quarter, compared to €0.6 million or 5% a year ago. Net income reached €0.9 million for the quarter as compared to €0.5 million last year.

“We are on the right track. Not only do we show this quarter a strong growth in license sales but we also demonstrate the profitability of our business model with a remarkable jump in our operating income” said Philippe Ozanian, InfoVista’s CEO. “These results confirm the relevance of our solutions and a sound execution. With a solid performance achieved in the first half of our fiscal year we are well positioned to achieve the goals we set ourselves for this year both in terms of total revenues and operating margin”

**Revenues by Region**

<i>In thousands</i>	<b>Q2 FY11</b>	<b>Q2 FY10</b>	<b>% Change</b>	<b>H1 FY11</b>	<b>H1 FY10</b>	<b>% Change</b>
EMEA	€2,215	€5,851	23%	€12,797	€11,623	10%
Americas	3,521	2,642	33%	7,333	5,240	40%
Asia-Pacific	1,224	2,158	-43%	2,714	3,366	-19%
<b>Total</b>	<b>€1,960</b>	<b>€10,651</b>	<b>12%</b>	<b>€22,844</b>	<b>€20,229</b>	<b>13%</b>

- In the second quarter, EMEA benefited from a good mixture of emerging market revenues and large repeat orders from service provider customers in mature countries. A large deal with the US government along with orders from LATAM service providers enhanced Americas’ revenues for the second quarter. Asia-Pacific total revenues decreased as compared to an exceptional professional services revenue recorded a year ago, coupled with a revenue recognition delay of a €0.5 million software order.
- In the second quarter, InfoVista derived 36% of total revenues from its indirect sales channel. The service provider market generated 69% of total revenues for the quarter.

## Operating Expenses

<i>In thousands</i>	Q2 FY11	% revenues	Q2 FY10	% revenues	H1 FY11	% revenues	H1 FY10	% revenues
Sales & Marketing	€4,280	36%	€3,707	35%	€8,318	36%	€7,138	35%
Research & Development	2,382	20%	2,406	23%	4,716	21%	4,711	23%
General & Administrative	1,435	12%	1,407	13%	2,747	12%	2,718	13%
<b>Total</b>	<b>€8,097</b>		<b>€7,520</b>		<b>€15,781</b>		<b>€14,567</b>	

- Sales & marketing costs increased from higher personnel costs linked to software revenue growth. Research & development costs primarily decreased from higher R&D tax credits in France for the second quarter. General & administrative costs remained unchanged.
- As at December 31, 2010, InfoVista had 231 employees.

## Balance Sheet

- Days Sales Outstanding (DSO) stood at 79 days for the second quarter, as compared to 78 days in the comparable quarter last year.
- As at December 31, 2010, the Company's cash, cash equivalents and short-term deposits amounted to €25.7 million, as compared to €25.8 million as at June 30, 2010 and €24.9 million as at September 30, 2010. For the quarter, €0.8 million of cash was generated mainly from operating activities.
- As at December 31, 2010, InfoVista had a total of 17,711,804 and 16,530,661 shares issued and outstanding, respectively. On December 15, 2010, the Board of Directors cancelled 340,000 shares in treasury, representing 2% of the issued capital.

## Conference call

InfoVista will host an investor conference call on January 27, 2011 at 9.00 a.m. (EST) / 2:00 p.m. (UK) / 3:00 p.m. (Continental Europe). The call will be available by dialing France +33 (0)1 70 99 42 87 North America +1 212 444 0895 and +44 (0)20 7138 0844 in the UK. In each case, the access code is 9469935. A replay will be available shortly after the end of the call at the following numbers: France: +33 (0)1 74 20 28 00 UK: +44 (0)20 7111 1244 North America: +1 347 366 9565 – all with access code 9469935#.

## About InfoVista

InfoVista enables managed service providers, mobile operators, broadband operators and enterprise IT organizations to ensure the availability and quality of the services they deliver at the lowest possible cost, empowering these organizations to successfully make the transformation from infrastructure providers to service providers. Our customers rely on InfoVista's proven solutions for service and infrastructure performance management to successfully launch new and high performance services, foresee potential service issues before they impact end users, reduce customer churn, and invest appropriately. Sample customers include Bell Canada, Bharti, BNP Paribas, Cable & Wireless, Citigroup, Deutsche Telekom, KPN International, Microsoft, SFR, SingTel, T-Mobile, Telefonica, Telstra, and Wells Fargo. InfoVista is traded on the Euronext Paris (FR0004031649) and can be found online at [www.infovista.com](http://www.infovista.com).

*Except for historical information contained herein, the matters discussed in this news release are "forward looking statements." These statements involve risks and uncertainties which could cause actual results to differ materially from those in such forward-looking statements; including, without limitation, risks and uncertainties arising from the rapid evolution of our markets, competition, market acceptance of our products, our dependence upon spending by the telecommunications industry and our ability to develop and protect new technologies. For a description of other factors which might affect our actual results, please see the "Risk Factors" section and other disclosures in InfoVista's public filings with the French Autorité des Marchés Financiers. Readers of this news release are cautioned not to put undue reliance on any forward-looking statement. The Company undertakes no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.*

**INFOVISTA**  
**CONSOLIDATED INCOME STATEMENTS**

(In thousands, except for share and per share data)

The table presented below represents the consolidated income statements in accordance with IFRS

	For the six months ended December 31,		For the three months ended December 31,	
	2010 (unaudited)	2009 (unaudited)	2010 (unaudited)	2009 (unaudited)
<b>Revenues</b>				
Software products	€ 9,046	€ 6,709	€ 4,955	€ 3,588
Maintenance services	10,941	10,605	5,462	5,440
Professional services	2,857	2,915	1,543	1,623
<b>Total</b>	<b>22,844</b>	<b>20,229</b>	<b>11,960</b>	<b>10,651</b>
<b>Cost of revenues</b>				
Cost of software products	918	500	562	338
Cost of services	4,328	4,245	2,043	2,120
<b>Total</b>	<b>5,246</b>	<b>4,745</b>	<b>2,605</b>	<b>2,458</b>
<b>Gross profit</b>	<b>17,598</b>	<b>15,484</b>	<b>9,355</b>	<b>8,193</b>
<b>Operating expenses</b>				
Sales and marketing expenses	8,319	7,138	4,280	3,707
Research and development expenses	4,716	4,711	2,382	2,406
General and administrative expenses	2,747	2,718	1,435	1,407
Amortization of acquired intangible assets	229	229	114	114
<b>Total</b>	<b>16,011</b>	<b>14,796</b>	<b>8,211</b>	<b>7,634</b>
<b>Operating profit</b>	<b>1,587</b>	<b>688</b>	<b>1,144</b>	<b>559</b>
Financial revenues	90	113	51	55
Financial costs	(11)	(13)	(1)	(8)
Net foreign currency transaction losses	(236)	(97)	(141)	(87)
<b>Net financial (loss) profit</b>	<b>(157)</b>	<b>3</b>	<b>(91)</b>	<b>(40)</b>
<b>Profit before income taxes</b>	<b>1,430</b>	<b>691</b>	<b>1,053</b>	<b>519</b>
Income tax expense	(256)	(92)	(135)	(5)
<b>Net profit</b>	<b>€ 1,174</b>	<b>€ 599</b>	<b>€ 918</b>	<b>€ 514</b>
Basic profit per share	€ 0.07	€ 0.03	€ 0.06	€ 0.03
Diluted profit per share	€ 0.07	€ 0.03	€ 0.05	€ 0.03
Basic weighted average shares outstanding	16,507,196	17,238,559	16,501,750	17,089,818
Diluted weighted average shares outstanding	16,868,646	17,359,099	16,986,216	17,243,985

**INFOVISTA**  
**CONSOLIDATED BALANCE SHEETS**

(In thousands)

The table presented below represents the consolidated balance sheets in accordance with IFRS

	As of	
	December 31, 2010 (unaudited)	June 30, 2010
<b>ASSETS</b>		
Goodwill	€ 9,268	€ 9,268
Other intangible assets, net	1,186	1,379
Tangible assets, net	1,189	1,202
Deferred tax asset	928	894
Other non-current assets	547	619
<b>Total non-current assets</b>	<b>13,118</b>	<b>13,362</b>
Accounts receivables, net	10,554	13,207
Other current assets	2,599	2,071
Financial assets - current	8,029	11,538
Cash and cash equivalents	17,683	14,215
<b>Total current assets</b>	<b>38,865</b>	<b>41,031</b>
<b>Total assets</b>	<b>€ 51,983</b>	<b>€ 54,393</b>
<b>EQUITY</b>		
Issued capital	€ 9,564	€ 9,728
Share premiums and other reserves	31,725	30,962
Treasury shares	(3,754)	(4,164)
<b>Total equity</b>	<b>37,535</b>	<b>36,525</b>
<b>LIABILITIES</b>		
Deferred revenues - non-current	1,390	262
Other non-current liabilities	241	270
<b>Total non-current liabilities</b>	<b>1,631</b>	<b>532</b>
Accounts payables	1,694	2,904
Accrued salaries and commissions	2,141	2,820
Accrued social security and payroll taxes	928	1,932
Deferred revenues - current	7,139	8,716
Other current liabilities	915	964
<b>Total current liabilities</b>	<b>12,817</b>	<b>17,336</b>
<b>Total liabilities and equity</b>	<b>€ 51,983</b>	<b>€ 54,393</b>