



**FOR IMMEDIATE RELEASE**

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## **INFOVISTA ANNOUNCES PRELIMINARY FINANCIAL RESULTS FOR THE FOURTH QUARTER AND FISCAL YEAR 2011**

- *Estimated revenue below objective*
- *Estimated operating margin in upper range of objective*

**Paris, France – July 11, 2011 – InfoVista** (Euronext: IFV, ISIN: FR0004031649), a global leader of service performance assurance, today announced that it expects revenue for the fourth quarter and fiscal year 2011, to be approximately €11.4 million and €45.8 million, respectively, compared to its annual objective of €47 million. Therefore, total revenue growth was 7% for the fiscal year. Based on preliminary estimates, operating margin for fiscal year 2011 is expected to be approximately 9%, which is at the higher end of InfoVista's 7% - 10% operating margin objective. As a result, operating income is expected to increase year-on-year by more than 65%.

Philippe Ozanian, InfoVista Chief Executive Officer, stated, "We ended our fiscal year slightly below our revenue objective and in the higher range of our operating margin objective. Over the past three years, we have significantly improved the productivity of our organization executing on our commitment to grow operating income. Our optimized sales organization targets high-value deals, which may result in lumpy quarters from time to time. This was evidenced in the fourth quarter where a few large deals did not come to closure. In fact one of these deals for approximately € 1 million was received in the first days of July and as of today we are finalizing its term and conditions to determine which portion of that deal could be recognizable in this September quarter. Despite the disappointment of not reaching our top line objective we remain confidence in our business particularly as our operating margin performance comforts us in our strategy to deliver strong financial results."

### **Conference call**

InfoVista will host an investor conference call on July 12, 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)176 742 428, North America +1 631 510 7498 and +44 (0) 1452 555 566 in the UK. In each case, the access code is 81311875. A replay will be available shortly after the end of the call at the following numbers: France: +33 (0)176 700 244, UK: +44 (0) 1452 55 00 00, North America: +1 631 510 7499– all with access code 81311875#.

### **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.fovista.com](http://www.fovista.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.*