

## Sales of the first quarter 2011/12 Objectives confirmed

Business Unit (BU) (K€)	Q.1 2011/12 (July – Sept.)	Q.1 2010/11 (July – Sept.)	Change (K€)	Q.4 2010/11 (April – June)	Change (K€)
Community services	607	1 362	-755	617	-10
BtoO Activities (Operators)	637	759	-122	645	-8
BtoB Activities	1 056	1 429	-373	1 141	-85
Well-Being	205	224	-19	177	+28
Mass market	66	101	-35	69	-3
Online games	24	0	+24	20	+4
Total	2 595	3 875	-1 280	2 669	-74

For the 1st quarter 2011/12, Index Multimedia has registered a revenue of €2,595 K in the image of the last quarter 2010/11. This first quarter reflects the new organization of the Group focusing now on its higher margin businesses.

Thus, the *Community services*, which included last year exceptional revenues related to the sale of a software license, represent now 23% of the Group's sales with € 607K on Q1 2011/12. Without this exceptional element, the revenue of this activity shows an increase of 6% compared with Q1 2010/2011.

Regarding the *BtoB activity*, solid and recurring basis, it reached €1,056 K over the quarter and represents 40% of the quarterly sales of Index Multimedia. Also the *BtoO activity*, marked by a slight decrease of the charm contracts, registers revenues of € 637K over the quarter, contributing to the global sales up to 24%.

The growing success of the 1st online game «Tower of Druaga» allows Index Multimedia to register over 3 months a revenue of € 24K, almost equal to the one performed over 6 months during the last financial year (€ 30K). This new B.U., strengthened by the coming soon launch of its social games platform, leverages notably Index Multimedia's profitability, benefiting from a margin much higher than the other activities. These already significant first contributions reinforce the Group's redeployment strategy.

INDEX MULTIMEDIA is specialized in the development and sale of multimedia products and services.

INDEX MULTIMEDIA is listed at Euronext Paris - compartment C under ISIN code: FR0004061513 
Reuters code: INDM.PA - Bloomberg code: MUL:FP

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