



Sales of the 3rd quarter 2010/11

Sales *

Business Unit (BU) (M€)	Q3 2010/11 (Jan. – March)	Q.3 2009/10 (Jan. – March)	Change (M€)	Q2 2010/11 (Oct. – Dec.)	Change (M€)
Community services	0.5	0.5	0.0	0.6	-0.1
BtoO activities (Operators)	0.8	0.9	-0.1	0.7	0.1
BtoB activities	1.6	2.0	-0.4	1.3	0.3
Well-Being	0.2	0.2	0.0	0.3	-0.1
Mass Market	0.1	0.1	0.0	0.1	0.0
Online games	0.0	0.0	0.0	0.0	0.0
Total	3.2	3.7	-0.5	3.0	0.2

Business Unit (BU) (M€)	9 months 2010/11 (July – March)	9 months 2009/10 (July – March)	Change (M€)
Community services	2.5	1.9	0.6
BtoO activities (Operators)	2.2	2.4	-0.2
BtoB activities	4.4	7.9	-3.5
Well-Being	0.7	0.5	0.2
Mass Market	0.3	0.2	0.1
Online games	0.0	0.0	0.0
Total	10.1	12.9	-2.8

*Discontinued activities or activities being discontinued excluded

Index Multimedia focussing on its new core business, the *Digital Entertainment*, recognized a revenue of € 3.2M during the 3rd quarter increasing by more than 6% compared with Q2 2010/2011, discontinued activities excluded*.

- **Community Services** benefit from « Tchatche.com » dynamism which advertising revenues (web and smartphone) compensate for the forecast decrease of WAP sites (Vodafone live and Gallery tchatche). The good performance of « Tchatche.com » improving significantly since the

beginning of the current financial year compared with the same period of last financial year, allows Index Multimedia to assert its will to hold the leadership of the *Social Network Services Chat&Dating* (SNS C&D).

- **BtoO activities**, supported by the increase of our sales of Cartoon/Humour offer, show an increase of 14% in revenue compared with Q2 2010/2011, discontinued activities excluded*.
- Boosted by new partnerships and a strong demand from « press » clients, the **BtoB activities** increased by 23% compared with the previous quarter with revenue of € 1.6 M.
- « **The Tower of Druaga** », Index Multimedia's online game, continues its active development with a constantly increasing number of players and registers today more than 36 000 subscribers. Because of the recent launch (January 2011) of the paying version of the game, the contribution to the sales of the group remains non significant.

In line with its strategy Index Multimedia has just launched the new version of its “**logosonnerie**” site strengthening its positioning on high growth markets such as legal music download.

Focussing on its businesses with higher margin, Index Multimedia will accelerate its profitable growth.

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

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