



Sales of the 3rd quarter 2011/12

Sales in K€

Business Unit (BU) (K€)	Quarter 3 2011/12 (Jan. – Mar)	Quarter 3 2010/11 (Jan. – Mar)	9 months 2011/12 (Jul. – Mar.)	9 months 2010/11 (Jul. – Mar.)
Community services	641	563	1 868	2 501
BtoO activities (Operators)	391	757	1 592	2 239
BtoB activities	670	1 639	2 843	4 385
Well-being	229	219	659	717
Mass market	47	79	164	264
Online games	33	10	87	10
Total	2 011	3 267	7 213	10 116

The sales of the 3rd quarter 2011/12 of Index Multimedia are amounting to € 2 011 K, i.e. a total amount of € 7.3M for the Group over 9 months.

They integrate the planned decrease of the BtoO and BtoB activities which generated respectively revenues of € 391 K and € 670 K in Q3 2011/2012 reflecting the termination of some services for Orange and contracts linked to historical activities of the Group.

Moreover, during this quarter Index Multimedia new management has finalized a development plan "IMM 2015" which will focused on 3 poles of activity:

- **Community services:** Around the flagship site of the Group: Tchatche.com, they regroup the complete range of services linked to social networks. They generated € 641 K during the quarter and are constantly increasing.
- **Digital:** Regrouping the BtoB and BtoO activities in mutation, this set of web/mobile services, products and solutions for the corporate sector, is the core of the « IMM 2015 » plan. This new offer basis of growth is hedged by the monetization of strategic assets of the Group and on the redeployment of its BtoB services :
 - **Video mastering:** adaptation of video contents for web and mobile,
 - **Marketing/CRM,** audio as well as mobile and web,
 - **SAAS/Cloud** hosting solutions and innovative applications (Planete SMS) for businesses
 - **Digital innovation** regrouping all the creative solutions developed within R&D projects

- **Gaming:** growth factor over the long term on a promising market, the online and mobile social gaming offer registers step by step its first success with an increasing number of active players and an offer becoming more complete.

With these new developments Index Multimedia will diversify its revenues and be back on the way to a profitable and regular growth.

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