

PRESS RELEASE

FIRST-HALF 2010 EARNINGS Ongoing implementation of strategic plan Operating margin* reaches 5.6% Bottom line positive

Paris, 31 August 2010 – At its meeting of 31 August 2010 chaired by Vincent Rouaix, the board of directors of the GFI Informatique Group approved the consolidated financial statements for the period.

Key figures (€m)	First half 2009 restated ¹	First half 2010
Revenue ²	333.3	336.8
Gross operating margin *	14.6	18.8
As a % of revenue	4.4%	5.6%
Goodwill impairment	-1.3	-2.1
Restructuring and other one-off costs	-6.5	-7.6
Operating profit	6.7	9.1
Profit (loss) from discontinued operations	-13.7	-1.7
Consolidated net profit attributable to Group	-11.0	2.6
Shareholders' equity attributable to Group	156.9 **	167.7
Net debt	112.6	102.9
Net cash flows from operating activities	22.3	3.1

* Operating profit on ordinary activities before goodwill impairment, factoring in the accounting changes associated with the reform of the French business tax in 2010, in the amount of €3 million of CVAE (contribution for value added by businesses) for the first half of 2010.

** Figure as at 31 December 2009

Commenting on these results, Vincent Rouaix, chairman and chief executive officer of GFI Informatique, said: "After a first quarter during which the economic climate continued to take a toll, business indicators improved in the second quarter, thanks in part to our new sales momentum.

This positive trend, combined with the benefits of refocusing on our core businesses by divesting the Italian and German subsidiaries and Consulting and expertise in electronic payments business in France, should carry over to the second half."

REPOSITIONING STILL UNDER WAY

Implementation of the strategic plan has meant further repositioning of the businesses in France and more commercial success. This repositioning consisted in particular in:

¹ In application of IFRS 5, the German and Italian subsidiaries, which were sold in March of 2010, are accounted for in the financial statements under "discontinued operations". Particularly in the profit and loss account, all income and charges are grouped together under "profit (loss) from discontinued operations". A comparison table is provided in Note 20 to the Consolidated Financial Statements.

² Before application of IFRS 5, revenue was €350.9m in the first half of 2010 and €367.0m in the first half of 2009.

- consolidating our business with major accounts by increasing our delivery capabilities and the volume of fixed price project through the strengthening of our industrial division,
- structuring our commercial approach around a drive for increased share of high value added markets, supported by our sector-based organisation,
- developing our teams through enhanced skills management.

In France, this strategy of analysing our business portfolio has led the Group to sell its Consulting and expertise in electronic payments business, which was loss making and, with a yearly turnover of €10m, lacked critical size. At the same time as committing to sell this business, GFI signed a cooperation agreement with Galitt, the buyer, notably designed to allow the two partners to serve specific customers jointly.

Internationally, as was previously announced, the Group has focused on markets where it can quickly unleash synergies with the French customer base and win market share. In March 2010, this strategy led GFI to sell its German and Italian subsidiaries. These non-core businesses had been hard hit by the crisis in 2009 and were making small or negative contributions to Group earnings.

Business levels more robust in the second quarter – Profitability up

Revenue increased by 1.1% in the first half of 2010, rising to €336.8m from €333.3m a year earlier; on a like-for-like basis, revenue was down 3.1%. Trends were more dynamic in the second quarter with revenue reaching €168.9m versus €163.2m a year earlier, for a 3.5% rise on a reported basis and an organic decline of just 0.6%. These figures reflect GFI Informatique's decision earlier this year to terminate a number of subcontracting deals worth approximately €6m, the margins of which were below what the Group was targeting. Stripping this out, revenue would have risen by 2.9% on a reported basis and declined by just 1.3% organically.

Gross operating profit climbed to €18.8m, or 5.6% of revenue, from €12.3m (3.3% margin) in the first half of 2009 not taking into account the sale of the Italian and German subsidiaries, excluding which it reached €14.6m (4.4% of revenue).

France

Revenue generated in France totalled €241.4m, against €248.4m in the first six months of 2009. Compared with last year, the trend was more robust in the second quarter with revenue coming in at €119.7m versus €119.2m in 2009.

New sales successes confirm that the Group is enhancing its image with big-name customers, thanks to its sector-based approach as well as its industrialisation and proximity to customers. Successes included the Cassiopee facilities management contract with the Ministry of Justice and service centre contracts with Orange, Bouygues Telecom and SFR for offer configuration. Business levels in the Energy-Utilities sectors also rose sharply.

This sales momentum notably translated into an improved book-to-bill ratio at mid-year and considerably enhanced sales activity in quantity and quality terms.

Lastly, plans to house the Group's Ile de France operations within a single building got under way during the first half, which should boost synergies and generate savings in the last six months of the year. Announced late in December, the move will bring Paris employees currently working at seven different locations together in

one building. In spite of these one-off costs, the move will enhance operating margin starting in 2010 and have a positive impact on cash in the very near future. It will also allow internal synergies to be unleashed more quickly by mobilising the teams around a development programme that is highly motivating as well as promising for customers.

International

Revenue in Spain contracted by 9.2% to €33.4m after economic conditions there remained extremely trying. Gross operating profit came in at €0.6m, down from €1.2m in the first half of 2009.

Business was nonetheless buoyant during the first half with new customers won, including the Madrid city hall.

Portugal recorded revenue growth of 14.7% on the back of solid trends in payment system integration and software solution sales; revenue reached almost €15.2m, with gross operating profit coming in at €0.2m.

Revenue generated by the Belux activities was steady at €8.7m, thanks in part to new accounts including Fortis. Gross operating profit rose to €0.4m from €0.1m a year earlier, notably buoyed by the successful reorganisation in Luxembourg.

Canada saw a 51.8% jump in reported revenue to €35.3m, taking into account the Fortsum acquisition, but in organic decline of 6.5%. Gross operating profit came to €5.8m versus €1.2m in the first six months of 2009, which had been particularly disappointing.

Organic growth continued in Morocco (7.9%) with revenue rising to €2.4m in the first half despite postponements of several major projects. Gross operating profit of €0.4m was in line with our forecasts.

Non-current charges relatively low excluding moving costs

Expenses not related to ordinary activities totalled €7.6m, including €2.7m of restructuring costs chiefly for France and Spain and €4.9m of other costs of which €4.2m for the move to Saint-Ouen.

A positive bottom line

Operating profit rose to €9.1m from €6.7m in 2009, while net profit before income (loss) from discontinued activities was €5.1m factoring in interest expenses and a €1.0m tax charge. The latter includes €6.9m of income from the use of a deferred tax asset, notably resulting from capital tax losses on the disposal of the German and Italian subsidiaries.

Net profit excluding income (loss) from discontinued activities (Germany and Italy) thus reached €5.1m and net profit €3.4m, compared with an €11.0m loss in 2009.

Cash flow

Cash flow before interest and tax rose sharply year-on-year, climbing to €17.5m from €11.0m at 30 June 2009. As could be expected, working capital requirement

increased by €8.5m during the first half, although this seasonal trend should be offset in the second half.

With capital expenditure of just €6.2m, net debt stood at €103m at end-June 2010, compared with €113m at 30 June 2009 and €95m at 31 December 2009.

OUTLOOK ENCOURAGING DESPITE STILL CHALLENGING ENVIRONMENT IN 2010

Business levels should continue to improve during the second half, as suggested by trends in business indicators during the first six months.

The improved performances recorded in the first half were thus an initial success underpinning the wisdom of the policy the Group is implementing.

This policy – focused on creating value, controlling costs and offering ever more value added to customers – will continue to be implemented.

In addition, following its reorganisation, the Group will, if circumstances allow, participate in sector consolidation through deals involving small or medium-sized companies that fit with our value-added focus and strategic vision.

The Group still plans to increase its profitability in 2010 while further reducing debt.

About GFI Informatique

GFI is a major player in the IT services sector in Southern Europe with five strategic offerings: Consulting, ERP Integration, Engineering, Infrastructures & Production and Software Solutions. As part of its industrialisation policy, the Group has 11 skills centres, two national design and production service centres and three offshore centres.

GFI Informatique is listed on the Paris Euronext, NYSE Euronext (Compartment B)
ISIN Code: FR0004038099. For more information, go to www.gfi.fr

Investor relations

Cyril MALHER
Administrative and Financial Director
+ 33 (0)1 53 93 44 40
cmalher@gfi.fr

Economic and financial press

Alix Heriard Dubreuil
+33 1 56 43 44 62
alix.heriard@keima.fr

Appendices

P/L (IFRS 5 presentation)

in euro '000	6 months ended 30.06.10	6 months ended 30.06.09 restated
Revenues, net	336 826	333 297
Purchase and external charges	-73 885	-77 092
Taxes (other than corporation tax)	-4 636	-7 475
Staff cost	-237 470	-231 602
Depreciation (other than goodwill)	-3 842	-3 565
Other operating income (expenses)	1 808	987
OPERATING MARGIN	18 801	14 550
Operating margin %	5,6%	4,4%
Amortisation of intangibles identified on acquisitions	-2 089	-1 295
Restructuring charges	-2 741	-3 546
Profit (losses) on disposal	0	890
Goodwill impairment	0	0
Other operating income (expenses)	-4 862	-3 852
OPERATING PROFIT	9 109	6 747
Interest received and similar income	7	35
Cost of financial debt	-2 161	-1 489
NET COST OF FINANCIAL DEBT	-2 154	-1 454
Other financial income and expenses	-811	-858
Tax charge	-1 035	-1 727
NET INCOME BEFORE DISCONTINUED ACTIVITIES	5 109	2 708
Discontinued activities	-1 692	-13 659
Result / equity method of accounting	0	0
NET INCOME	3 417	-10 951
of which group share	2 584	-10 951
of which minority interests	833	0

Analysis of revenue

	First Half 2010	First Half 2009 restated	Overall growth	Organic growth
in euro '000	IFRS 5	IFRS 5		
France	241,4	248,4	-2,8%	-2,8%
Spain	33,4	36,8	-9,2%	-9,2%
Portugal	15,2	13,2	14,7%	14,7%
Belux	8,7	8,8	-0,3%	-0,3%
Switzerland	0,5	0,7	-36,3%	-39,3%
Canada	35,3	23,2	51,8%	-6,5%
Morocco	2,4	2,3	7,9%	7,9%
Total	336,8	333,3	1,1%	-3,1%

Balance sheet (IFRS 5 presentation)

in euro '000	06.30.10	12.31.09
ASSET		
and LIABILITIES AND SHAREHOLDERS' EQUITY		
Goodwill on acquisition	216 152	209 940
Intangible fixed assets	43 382	40 043
Tangible fixed assets	9 895	9 962
Non current financial assets	2 762	2 603
Deferred tax assets	10 049	5 272
Other non current financial assets	0	0
Total non current assets	282 240	267 820
Goods purchased for resale	1 773	2 708
Trade receivables	217 937	210 284
Other receivables	23 907	27 396
Prepayments	7 973	6 562
Cash and cash equivalent	19 473	15 668
Total current assets	271 063	262 618
Assets hold for sale	21	41 659
TOTAL ASSETS	553 324	572 097
NET EQUITY	170 944	158 982
Long term borrowings	61 622	67 469
Deferred tax liabilities	2 472	1 967
Non current provisions	19 185	8 777
Other non current financial liabilities	0	906
NON CURRENT LIABILITIES	83 279	79 119
Current provisions	8 502	16 264
Current portion of borrowings	60 762	43 299
Current financial instruments	1 420	2 144
Other current financial liabilities	7 662	7 921
Trade payables	43 203	49 904
Tax and social liabilities	127 849	130 454
Other current liabilities	9 016	10 447
Accruals	39 945	33 555
CURRENT LIABILITIES	298 359	293 988
LIABILITIES HOLD FOR SALE	742	40 008
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	553 324	572 097

Cash Flows statements (IFRS 5 presentation)

in euro '000	6 months ended 30.06.10	6 months ended 30.06.09 restated
Net Profit	5 109	2 708
Result / equity method of accounting	0	0
Depreciations, provisions	8 542	5 401
Fair Value adjustments	-404	-512
Gain or losses on asset disposals	183	74
Dilution gain or losses	0	-896
Net Borrowing costs	2 006	1 414
Financial instruments	1 016	1 078
Tax charge	1 035	1 727
Cash from operating activities before changes in working capital requirements, financial interests and taxes	17 487	10 994
Tax paid	-5 909	-1 572
Change in working capital requirement	-8 490	12 830
NET CASH FLOW FROM OPERATING ACTIVITIES	3 088	22 252
Acquisition of intangible fixed assets	-4 039	-2 202
Acquisition of fixed assets	-2 341	-1 703
Disposals of intangible and tangible fixed assets	96	139
Sale or decrease in financial assets	-1	15
Change in consolidation perimeter	62	-20 169
Change in debt relating to shares in consolidated companies	3	5
NET CASH FLOW FROM INVESTING ACTIVITIES	-6 220	-23 915
Common stock issue		
• shareholders of parent company	0	0
• minority shareholders of subsidiaries	0	6 855
Own shares	27	681
Dividends	0	0
• Dividends paid to shareholders of the group parent company	0	-11 862
• Dividends paid to minority shareholders of subsidiaries	0	0
Repayment of borrowings	-8 341	-808
Variation in amount drawn from factoring activities	22 015	9 973
Net interest paid	-1 869	-1 502
Financial instruments	-1 016	-1 078
NET CASH FLOW FROM FINANCING ACTIVITIES	10 816	2 259
Impact of exchange rate	1 312	112
CHANGE IN CASH AND CASH EQUIVALENT BEFORE NET CASH FLOW FROM ASSETS HELD FOR SALE	8 996	708
NET CASH FLOW FROM ASSETS HELD FOR SALE	-5 058	-6 490
CHANGE IN CASH AND CASH EQUIVALENT	3 938	-5 782



P/L reconciliation with IFRS 5 application

in euro '000	6 months ended 06.30.10 before	IFRS 5 Reclassification of discontinued		6 months ended 06.30.10	6 months ended 06.30.09 historical	IFRS 5 Reclassification of discontinued		6 months ended 06.30.09 restated
		Italy	Germany			Italy	Germany	
Revenues, net	350 927	-10 616	-3 485	336 826	367 025	-22 394	-11 334	333 297
Purchase and external charges	-82 875	7 074	1 916	-73 885	-99 045	14 876	6 827	-77 342
Taxes (other than corporation tax)	-4 849	197	16	-4 636	-7 797	290	32	-7 475
Staff cost	-243 081	4 066	1 545	-237 470	-244 668	8 647	4 419	-231 602
Depreciation (other than goodwill)	-3 883	22	19	-3 842	-3 724	111	48	-3 565
Other operating income (expenses)	1 748	55	5	1 808	472	796	-31	1 237
OPERATING MARGIN	17 987	798	16	18 801	12 263	2 326	-39	14 550
Operating margin %	5,1%	-7,5%	-0,5%	5,6%	3,3%	-10,4%	0,3%	4,4%
Amortisation of intangibles identified on acquisitions	-2 089	0	0	-2 089	-1 295	0	0	-1 295
Restructuring charges	-3 225	484	0	-2 741	-4 589	1 043	0	-3 546
Profit (losses) on disposal	-334	-181	515	0	890	0	0	890
Goodwill impairment	0	0	0	0	-10 000	10 000	0	0
Other operating income (expenses)	-4 808	-54	0	-4 862	-3 852	0	0	-3 852
OPERATING PROFIT	7 531	1 047	531	9 109	-6 583	13 369	-39	6 747
Interest received and similar income	7	0	0	7	35	0	0	35
Cost of financial debt	-2 155	-6	0	-2 161	-1 843	185	169	-1 489
NET COST OF FINANCIAL DEBT	-2 148	-6	0	-2 154	-1 808	185	169	-1 454
Other financial income and expenses	-810	1	-2	-811	-828	-19	-11	-858
Tax charge	-1 156	121	0	-1 035	-1 732	5	0	-1 727
NET INCOME BEFORE DISCONTINUED ACTIVITIES	3 417	1 163	529	5 109	-10 951	13 540	119	2 708
Discontinued activities	0	-1 163	-529	-1 692	0	-13 540	-119	-13 659
Result / equity method of accounting	0	0	0	0	0	0	0	0
NET INCOME	3 417	0	0	3 417	-10 951	0	0	-10 951
of which group share	2 584	0	0	2 584	-10 951	0	0	-10 951
of which minority interests	833	0	0	833	0	0	0	0



Balance sheet reconciliation with IFRS 5

in euro '000 ASSET and LIABILITIES AND SHAREHOLDERS' EQUITY	06.30.10 prior to application of IFRS 5	IFRS 5 Reclassification of discontinued operations		06.30.10	12.31.09 prior to application of IFRS 5	IFRS 5 Reclassification of discontinued operations		12.31.09
		Italy	Germany			Italy	Germany	
Goodwill on acquisition	216 152	0	0	216 152	212 519	0	-2 579	209 940
Intangible fixed assets	43 382	0	0	43 382	40 050	0	-7	40 043
Tangible fixed assets	9 895	0	0	9 895	10 210	0	-248	9 962
Non current financial assets	2 762	0	0	2 762	2 647	0	-44	2 603
Deferred tax assets	10 049	0	0	10 049	5 272	0	0	5 272
Other non current financial assets	0	0	0	0	0	0	0	0
Total non current assets	282 240	0	0	282 240	270 698	0	-2 878	267 820
Goods purchased for resale	1 773	0	0	1 773	4 209	-1 501	0	2 708
Trade receivables	217 937	0	0	217 937	247 732	-34 329	-3 119	210 284
Other receivables	23 921	-2	-12	23 907	32 323	-4 823	-104	27 396
Prepayments	7 973	0	0	7 973	6 788	-197	-29	6 562
Cash and cash equivalent	19 480	-7	0	19 473	20 733	-3 615	-1 450	15 668
Total current assets	271 084	-9	-12	271 063	311 785	-44 465	-4 702	262 618
Assets hold for sale	0	9	12	21 0	0	34 079	7 580	41 659
TOTAL ASSETS	553 324	0	0	553 324	582 483	-10 386	0	572 097
NET EQUITY	170 944	0	0	170 944 0	158 982	0	0	158 982
Long term borrowings	61 622	0	0	61 622 0	67 469	0	0	67 469
Deferred tax liabilities	2 472	0	0	2 472 0	1 971	0	-4	1 967
Non current provisions	19 216	-31	0	19 185 0	16 720	-7 943	0	8 777
Other non current financial liabilities	0	0	0	0 0	906	0	0	906
NON CURRENT LIABILITIES	83 310	-31	0	83 279 0	87 066	-7 943	-4	79 119
Current provisions	8 902	-400	0	8 502 0	20 072	-3 808	0	16 264
Current portion of borrowings	60 762	0	0	60 762 0	43 299	0	0	43 299
Current financial instruments	1 420	0	0	1 420 0	2 144	0	0	2 144
Other current financial liabilities	7 662	0	0	7 662 0	7 921	0	0	7 921
Trade payables	43 231	-19	-9	43 203 0	68 412	-17 082	-1 426	49 904
Tax and social liabilities	127 877	-28	0	127 849 0	138 404	-7 285	-665	130 454
Other current liabilities	9 271	-255	0	9 016 0	10 986	-473	-66	10 447
Accruals	39 945	0	0	39 945 0	34 811	-984	-272	33 555
CURRENT LIABILITIES	299 070	-702	-9	298 359 0	326 049	-29 632	-2 429	293 988
LIABILITIES HOLD FOR SALE	0	733	9	742 0	0	37 575	2 433	40 008
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	553 324	0	0	553 324 0	572 097	0	0	572 097



Cash flows statement reconciliation with IFRS 5

in euro '000	6 months ended 06.30.10 before application of IFRS 5	IFRS 5 Reclassification of discontinued operations		6 months ended 06.30.10	6 months ended 06.30.09 historical data	IFRS 5 Reclassification of discontinued operations		6 months ended 06.30.09 restated
		Italy	Germany			Italy	Germany	
Net Profit	3 417	-1 163	-529	5 109	-10 951	-13 540	-119	2 708
Result / equity method of accounting	0	0	0	0	0	0	0	0
Depreciations, provisions	9 068	507	19	8 542	15 654	10 206	47	5 401
Fair Value adjustments	-404	0	0	-404	-512	0	0	-512
Gain or losses on asset disposals	-302	-455	-30	183	74	0	0	74
Dilution gain or losses	0	0	0	0	-896	0	0	-896
Net Borrowing costs	2 000	-6	0	2 006	1 768	185	169	1 414
Financial instruments	1 016	0	0	1 016	1 078	0	0	1 078
Tax charge	1 156	121	0	1 035	1 732	5	0	1 727
Cash from operating activities before changes in working capital requirements, financial interests and taxes	15 951	-996	-540	17 487	7 947	-3 144	97	10 994
Tax paid	-6 030	-121	0	-5 909	-1 577	-5	0	-1 572
Change in working capital requirement	-10 555	-1 251	-814	-8 490	9 841	-2 708	-281	12 830
NET CASH FLOW FROM OPERATING ACTIVITIES	-634	-2 368	-1 354	3 088	16 211	-5 857	-184	22 252
Acquisition of intangible fixed assets	-4 039	0	0	-4 039	-2 202	0	0	-2 202
Acquisition of fixed assets	-2 398	-57	0	-2 341	-1 791	-18	-70	-1 703
Disposals of intangible and tangible fixed assets	96	0	0	96	139	0	0	139
Sale or decrease in financial assets	-1	0	0	-1	0	-15	0	15
Change in consolidation perimeter	-6 025	-5 988	-99	62	-20 169	0	0	-20 169
Change in debt relating to shares in consolidated companies	22	16	3	3	13	0	8	5
NET CASH FLOW FROM INVESTING ACTIVITIES	-12 345	-6 029	-96	-6 220	-24 010	-33	-62	-23 915
Common stock issue								
• shareholders of parent company	0	0	0	0	0	0	0	0
• minority shareholders of subsidiaries	0	0	0	0	6 855	0	0	6 855
Own shares	27	0	0	27	681	0	0	681
Dividends	0	0	0	0	0	0	0	0
• Dividends paid to shareholders of the group parent company	0	0	0	0	-11 862	0	0	-11 862
• Dividends paid to minority shareholders of subsidiaries	0	0	0	0	0	0	0	0
Repayment of borrowings	-8 341	0	0	-8 341	-808	0	0	-808
Variation in amount drawn from factoring activities	26 798	4 783	0	22 015	9 973	0	0	9 973
Net interest paid	-1 863	6	0	-1 869	-1 856	-185	-169	-1 502
Financial instruments	-1 016	0	0	-1 016	-1 078	0	0	-1 078
NET CASH FLOW FROM FINANCING ACTIVITIES	15 605	4 789	0	10 816	1 905	-185	-169	2 259
Impact of exchange rate	1 312	0	0	1 312	112	0	0	112
CHANGE IN CASH AND CASH EQUIVALENT BEFORE NET CASH FLOW FROM ASSETS HELD FOR SALE	3 938	-3 608	-1 450	8 996	-5 782	-6 075	-415	708
NET CASH FLOW FROM ASSETS HELD FOR SALE	0	3 608	1 450	-5 058	0	6 075	415	-6 490
CHANGE IN CASH AND CASH EQUIVALENT	3 938	0	0	3 938	-5 782	0	0	-5 782