Press Release – 10 March 2011

GFI INFORMATIQUE: 2010 ANNUAL RESULTS
OPERATING MARGIN RISING
SUCCESSFUL REPOSITIONING
POISED FOR GROWTH

- **Operating margin rising**
- **Revenue growth resumes in France**
- **Refocused on core countries and businesses**
- **Net income positive**
- **Acquisitions back on the cards after takeover of Ares**

Saint-Ouen (France), 10 March 2011 – The board of directors of GFI Informatique, at its meeting of 10 March 2011 chaired by Vincent Rouaix, approved the consolidated financial statements for the year ended 31 December, 2010[1].

In millions of euros	**2010**	2009[2]	**Change**
Main profit and loss items			
Revenue	**657.9**	663.6	*-0.6%*
Operating margin*	**40.2**	32.9	*+22.1%*
As a % of revenue	***6.1%***	*5.0%*	*+1.1 pt*
Operating profit	**30.4**	0.4	
Consolidated net profit attributable to Group	**12.0**	-57.8	
Earnings per share	**0.22**	-1.07	

**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 €5.8 million of CVAE (contribution for value added by businesses) for the 2010 full year.*

Main balance sheet items			
Cash flow[3]	**33.8**	26.1	*+29.5%*
Net debt	**87.0**	95.1	*-8.5%*
Equity (Group share)	**176.5**	156.9	*+12.4%*
Net debt/Equity	**48%**	60%	*-12.0 pt*

[1] Audit work on the consolidated financial statements has been carried out. The audit report will be issued on completion of the due diligence required for the purposes of publishing the annual financial report.
[2] In application of IFRS 5, the German and Italian subsidiaries, which were sold in March 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 28 to the Consolidated Financial Statements.
[3] Before net cost of borrowings, taxes paid and change in working capital requirement.

As per the strategic plan unveiled in September 2009, GFI Informatique underwent a significant refocusing in 2010: The German and Italian activities were sold in March 2010, while a review of the overall business portfolio resulted in the disposal in the second half of the non-core electronic payments business in France and the healthcare software activity in Canada.
Further efforts to develop the teams and reorient the offering toward higher value-added activities began to bear fruit at operating level in 2010.

After successfully repositioning itself in 2010, the Group was able to initiate the external growth phase of the plan starting early in 2011, with the takeover of Arès's assets and business, a move that will consolidate the Group's positions in France and Luxembourg.

BUSINESS TRENDS: OPERATING MARGIN RISING

Group revenue reached €657.9m for the full year, more or less matching the 2009 level (-0.6%)[4]. Operating margin came in at €40.2m, or 6.1% of revenue. Net profit for the year was €12.0m, compared with a €57.8m net loss in 2009.

- **France : Revenue growth resumes in France**

Revenue in France amounted to €472.8m. On a restated basis, organic revenue growth was positive in the last three quarters of the year. This growth, which reached 2.0% in the fourth quarter and 1.1% for 2010 as a whole, was driven chiefly by higher value-added activities and recurrent projects, in keeping with the strategic repositioning plans announced in September 2009.
Operating margin was 5.4% for the year and 6.1% in the second half, compared with 4.8% in the first half (+21%), proof that the strategic plan is indeed beginning to yield results at operating level.

- **International: margins expanding**

Revenue generated outside France climbed to €185.1m from €177.5m in 2009, driving operating margin up to 7.8% from 6.9% a year earlier.

Iberian Peninsula (Spain and Portugal): In a tough economic climate, the Group was able to keep the operating margin at the previous year's level (€3.0m, or 3.1% of revenue against €2.9m in 2009) by carefully managing the local businesses. Revenue came in at €95m, down 7.5% on a like-for-like basis.
Canada: Revenue surged 28.8% to €67.3m, thanks to the acquisition in 2009 of Fortsum. Operating margin was €10.9m, or 16.3% of revenue, up from 15.4% in 2009.
Belux: Revenue held at €17m, while operating margin expanded from 3.1% in 2009 to 3.4% in 2010.

NET PROFIT: EARNINGS PER SHARE UP SHARPLY

Operating profit rose to €30.4m from €0.4m a year earlier. This notably included restructuring completed during the year, amounting to €7.4m, and a €5.1m provision for the office move, both initiatives that will help drive the expected increase in profitability in 2011 and 2012. Pre-tax capital gains were also recorded on the disposals of the electronic payments business in France and the healthcare software activity in Canada, totalling €9.8m.
Net profit attributable to the Group – after taxes, including -€5.8m for the CVAE and the recognition of a carry-back receivable totalling +€6.4m – amounted to €12.0m, compared with a €57.8m loss in 2009.
Earnings per share (profit attributable to owners of the company) thus came in at a positive €0.22, compared with a negative €1.07 in 2009.

[4] Restatements relate to the traditional neutralisation of the impact of changes in the scope of consolidation and currency translation effects. For 2009, restatements had, at times, also included the neutralisation of the effects of the termination of low-margin subcontracting contracts, in accordance with the Group's strategic repositioning plan.

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FINANCIAL STRUCTURE: IMPROVEMENT IN GEARING

Group net debt stood at €87m at 31 December 2010, down from €95.1m a year earlier. The net debt-to-equity ratio also improved sharply in 2010, falling to 48% from 60% at the end of 2009.

ARES: A VALUE-CREATING TRANSACTION

On 15 February 2011, the commercial court in Evry authorised the Group to acquire the assets and business of Ares SA in France, consisting mainly of Ares's Application and Infrastructure Services activities in Paris, Orleans, Pau, Lyon, Bordeaux, Lille and Montpellier, as well as all shares of Ares Luxembourg. These businesses employ a total of 404 people in France and 29 in Luxembourg. Nearly all employees carry out billable activities, as GFI Informatique declined to retain billable personnel.
Ares has an exceptional client portfolio, notably including the Paris public hospital system (*Assistance Publique – Hôpitaux de Paris,* AP-HP*)*, the French Defence Ministry, the French civil aviation authority (*Direction générale de l'aviation civile* – DGAC), Total, Bayer, Aramice, and the European Investment Bank in Luxembourg. The public sector activities, which account for a significant share of Ares's sales volumes, will be a good complementary fit with those of GFI Informatique.

In 2010, recurring activities accounted for about 40% of total billings of close to €32m[5]. The activities taken over are profitable.

The price paid for the assets and business in France and the Arès Luxembourg shares was €2.9m[6]. In 2011, during which the acquisition will be integrated (over 10 months), the Company estimates that sales generated by the acquired activities should be around €27m. In 2012, sales are expected to exceed €32m, with operating margin[7] coming in at between 6% and 8% of revenue.

OUTLOOK

GFI Informatique expects to record organic growth and a further improvement in operating margin in 2011.

"*Thanks to the in-depth reorganisation carried out over the past 18 months, which is beginning to bear fruit, GFI Informatique is in a position to address a recovering IT services market with more innovative offerings, higher value added, and dynamic and motivated staff and management"* said Vincent Rouaix, Chairman and CEO of GFI Informatique. "*We have every intention of taking advantage of this momentum and our know-how when it comes to acquisitions to enter a new era of growth, while continuing to improve profitability*."

Next release: 2 May 2011 First quarter 2011 revenue

[5] Unaudited figures
[6] Excluding the impact of employee-related liabilities (mostly paid vacations) to be assumed by GFI Informatique
[7] Gross margin corresponds to operating profit on ordinary activities increased by amortisation of purchase price allocation

Notice:
The items in this press release other than historical facts are estimates. They do not constitute guarantees because of the inherent difficulties in forecasting results. Actual results may differ considerably from explicit or implicit forecasts.

About GFI Informatique
GFI is a major player in the IT services sector in Southern Europe with five strategic offerings: Consulting, Application Services, Infrastructure Services, Enterprise Solutions and Software. 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.

More details can be found on our website: www.gfi.fr.

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APPENDICES

Profit and loss account

in euro '000	12 months ended 31.12.10	12 months ended 31.12.09	12 months ended 31.12.08
Revenues, net	**657 910**	**663 604**	**681 966**
Staff cost	-460 534	-453 057	-450 129
Purchase and external charges	-142 399	-159 117	-164 595
Taxes (other than corporation tax)	-9 169	-14 817	-14 438
Depreciation (other than goodwill)	-8 309	-7 032	-7 109
Other operating income (expenses)	2 721	3 347	652
OPERATING MARGIN	**40 220**	**32 928**	**46 347**
Operating margin %	**6,1%**	**5,0%**	**6,8%**
Amortisation of intagibles identified on acquisitions	-4 008	-3 258	-2 132
Restructuring charges	-7 427	-9 047	-4 070
Profit (losses) on disposal	9 823	902	945
Goodwill impairment	-1 000	-6 200	0
Other operating income (expenses)	-7 199	-14 931	-2 826
OPERATING PROFIT	**30 409**	**394**	**38 264**
Interest received and similar income	32	67	397
Cost of financial debt	-4 148	-2 857	-5 435
NET COST OF FINANCIAL DEBT	**-4 116**	**-2 790**	**-5 038**
Other financial income and expenses	-1 539	-2 376	-281
Tax charge	-7 029	-529	-10 001
NET INCOME BEFORE DISCONTINUED ACTIVITIES	**17 725**	**-5 301**	**22 944**
Discontinued activites	-1 560	-51 278	-8 537
Result / equity method of accounting	0	0	0
NET INCOME	**16 165**	**-56 579**	**14 407**
of which group share	11 951	-57 778	14 028
of wich minority interests	4 214	1 199	379

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Balance sheet

in euro '000 ASSET	31.12.10	31.12.09	31.12.08
Goodwill on acquisition	210 003	209 940	238 390
Intangible fixed assets	43 183	40 043	28 180
Tangible fixed assets	9 840	9 962	11 252
Non current financial assets	4 004	2 603	3 967
Deferred tax assets	2 517	5 272	1 133
Other non current financial assets	6 474	0	0
Total non current assets	**276 021**	**267 820**	**282 922**
Goods purchased for resale	1 666	2 708	3 403
Trade receivables	215 912	210 284	312 979
Other receivables	33 339	27 396	34 181
Prepayments	5 111	6 562	6 152
Cash and cash equivalent	30 389	15 668	22 206
Total current assets	**286 417**	**262 618**	**378 921**
Assets hold for sale	**0**	**41 659**	**0**
TOTAL ASSETS	**562 438**	**572 097**	**661 843**

in euro '000 LIABILITIES AND SHAREHOLDERS' EQUITY	31.12.10	31.12.09	31.12.08
Share capital	108 588	108 588	108 588
Share premium	36 190	86 178	86 178
Reserves (including retained profit)	28 029	-35 036	34 455
Other	-2 634	-4 216	-4 403
Foreign exchange translation reserve	6 328	1 399	-2 463
NET EQUITY - group share	176 501	156 913	222 355
Minority interest	6 333	2 069	2 389
NET EQUITY	**182 834**	**158 982**	**224 744**
Long term borrowings	47 142	67 469	67 864
Deferred tax liabilities	3 215	1 967	371
Non current provisions	19 732	8 777	15 599
Other non current financial liabilities	475	906	1 652
NON CURRENT LIABILITIES	**70 564**	**79 119**	**85 486**
Current provisions	6 111	16 264	7 782
Current portion of borrowings	70 250	43 299	46 593
Current financial instruments	719	2 144	3 295
Other current financial liabilities	7 078	7 921	9 306
Trade payables	46 822	49 904	80 738
Tax and social liabilities	131 980	130 454	152 807
Other current liabilities	11 050	10 447	16 107
Accruals	35 030	33 555	34 985
CURRENT LIABILITIES	**309 040**	**293 988**	**351 613**
LIABILITIES HOLD FOR SALE	**0**	**40 008**	**0**
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	**562 438**	**572 097**	**661 843**

Cash flow statement

in euro '000	31.12.10	31.12.09	31.12.08
Net Profit	17 725	-5 301	22 944
Result / equity method of accounting	0	0	0
Depreciations, provisions	13 333	27 754	10 491
Fair Value adjustments	-551	-972	-489
Gain or losses on asset disposals	-9 360	65	58
Dilution gain or losses	0	-901	-948
Net Borrowing costs	3 930	2 703	4 953
Financial instruments	1 704	2 215	790
Tax charge	7 029	529	10 001
Cash from operating activities before changes in working capital requirements, financial interests and taxes	**33 810**	**26 092**	**47 800**
Tax paid	-9 469	-4 162	-6 842
Change in working capital requirement	-7 105	25 780	-7 581
NET CASH FLOW FROM OPERATING ACTVITIES	**17 236**	**47 710**	**33 377**
Acquisition of intangible fixed assets	-8 565	-6 261	-7 933
Acquisition of fixed assets	-5 385	-3 012	-4 401
Disposals of intangible and tangible fixed assets	1 008	194	118
Sale or decrease in financial assets	-2	0	0
Change in consolidation perimeter	11 336	-19 885	-40 348
Change in debt relating to shares in consolidated companies	-903	-107	25
NET CASH FLOW FROM INVESTING ACTIVITIES	**-2 511**	**-29 071**	**-52 539**
Common stock issue			
• shareholders of parent company	0	0	0
• minority shareholders of subsidiaries	0	6 945	12 840
Own shares	235	657	-1 531
Dividends			
• Dividends paid to shareholders of the group parent company	0	-11 862	-11 855
• Dividends paid to minority shareholders of subsidiaries	0	-144	0
Repayment of borrowings	-14 548	-5 908	1 988
Variation in amount drawn from factoring activities	22 443	-6 924	4 575
Net interest paid	-3 807	-2 748	-5 128
Financial instruments	-1 704	-2 215	-790
NET CASH FLOW FROM FINANCING ACTIVITIES	**2 619**	**-22 199**	**99**
Impact of exchange rate	1 208	-1 407	-585
CHANGE IN CASH AND CASH EQUIVALENT BEFORE NET CASH FLOW FROM ASSETS HELD FOR SALE	**18 552**	**-4 967**	**-19 648**
NET CASH FLOW FROM ASSETS HELD FOR SALE	NA	-2 653	-477
CHANGE IN CASH AND CASH EQUIVALENT	**NA**	**-7 620**	**-20 125**

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Revenue

Revenue (€ million)	12 months 2010	12 months 2009 restated IFRS5	Total growth	Organic growth (1)	Restated organic growth (2)
France	472,8	486,1	-2,7%	-1,4%	1,1%
Spain	65,6	70,8	-7,4%	-7,4%	-7,4%
Portugal	29,4	31,9	-7,8%	-7,8%	-7,8%
Northern Europe *	18,1	18,2	-0,4%	-1,1%	-1,1%
Canada	67,3	52,2	28,8%	-3,2%	-3,2%
Morocco	4,8	4,5	7,2%	6,3%	6,3%
Total Group IFRS 5	**657,9**	**663,6**	-0,9%	-2,4%	-0,6%
* Belux, Switzerland					
France	472,8	486,1	-2,7%	-1,4%	1,1%
International	185,1	177,5	4,3%	-5,1%	-5,1%
Total Group IFRS 5	**657,9**	**663,6**	-0,9%	-2,4%	-0,6%

4th Quarter

Revenue (€ million)	4th Quarter 2010	4th Quarter 2009 restated IFRS5	Total growth	Organic growth (1)	Restated organic growth (2)
France	122,7	126,7	-3,2%	1,3%	2,0%
Spain	16,8	17,8	-5,5%	-5,5%	-5,5%
Portugal	7,1	10,4	-31,8%	-31,8%	-31,8%
Northern Europe *	5,0	4,5	10,6%	9,5%	9,5%
Canada	15,8	15,3	3,9%	-1,2%	-1,2%
Morocco	1,5	1,2	19,2%	17,7%	17,7%
Total Group IFRS 5	**169,0**	**176,0**	-4,0%	-1,3%	-0,9%
* Belux, Switzerland					
France	122,7	126,7	-3,2%	1,3%	2,0%
International	46,3	49,3	-6,1%	-7,6%	-7,6%
Total Group IFRS 5	**169,0**	**176,0**	-4,0%	-1,3%	-0,9%

By quarter

(€ million)	**2010**	**2009**	Total growth	Organic growth (1)	Restated organic growth (2)
Quarter 1	168,1	170,0	-1,3%	-5,4%	-3,7%
Quarter 2	168,8	163,2	3,5%	-0,6%	1,2%
Quarter 3	152,1	154,4	-1,4%	-2,3%	-0,4%
Quarter 4	169,0	176,0	-4,0%	-1,3%	-0,9%
Revenue for 12 months	658,0	663,6	-0,9%	-2,4%	-0,6%

(1) Restatements relate to the traditional neutralisation of the impact of changes in the scope of consolidation and currency translation effects.
(2) For 2009, restatements had, at times, also included the neutralisation of the effects of the termination of low-margin subcontracting contracts, in accordance with the Group's strategic repositioning plan.