

## Systar Reports FY2011 Consolidated Results Operating Income: + €0.9 Million Profitability Increases in the 2<sup>nd</sup> Half

**ST. CLOUD, France and Vienna, VA, September 14<sup>th</sup>, 2011 -** Systar (ISIN: FR0000052854 - SAR), a leading provider of performance management software, today announced its results for fiscal year 2010/2011 ending June 30, 2011.

In Millions of Euros	2010/2011	2009/2010	Variation
Consolidated Revenues	20,1	19,1	+5%
Consolidated Operating Income	+0,9	+1,5	-43%
Consolidated Net Income	+0,8	+1,0	-28%

IFRS standards

#### Revenues for Fiscal Year 2010/2011: +5%

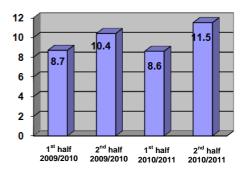
As anticipated, momentum was positive in the second half 2010/2011. Consolidated revenues of the 4<sup>th</sup> quarter 2010/2011 (April to June 2011) reached  $\in$ 7.3 million, up 12% compared to the same period of the previous fiscal year. During the second half, revenues grew 11%.

Consolidated revenues for fiscal year 2010/2011 reached €20.1 million, up 5% compared to the previous fiscal year. During the fiscal year, 29% of consolidated revenues came from licenses, 39% from recurring maintenance and 32% from accompanying services.

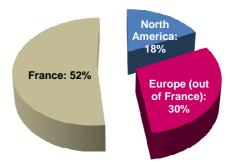
Sales growth was supported by the dynamics stemming from Cloud Computing but continued to be impaired by the length and complexity of decision cycles, particularly in the banking sector which accounts for more than half of Systar's sales. The high proportion of recurring maintenance and accompanying services demonstrates that customers, particularly in the banking sector, continue to give priority to existing projects and allocate a lesser part of their budgets to new investments.

In geographic terms, 52% of this fiscal year's revenues came from France, 30% from Europe out of France and 18% from North America. Revenues increased in North America (+25%) while increasing by 2% only in Europe (-3% in EMEA out of France, and +4% in France).

### Consolidated Revenues in Millions of Euros



# Geographical Distribution of 2010/2011 Revenues



#### Income and financial situation on June 30<sup>th</sup> 2011

After a loss of  $\in 0.8$  million in the 1st half, the 2nd half witnessed a return to profits with operating income reaching +  $\in 1.6$  million, mainly due to the growth in revenues and more particularly in license sales. Operating margin went from -9% in the 1st half to +14% in the 2nd half.

Operating income for fiscal year 2010/2011 stood at  $+ \in 0.9$  million vs.  $\in 1.5$  million the previous year. Operating expenses (+9%) increased more than revenues because of sustained commercial and R&D investments necessary for future growth. After financial charges, impact of exchange rate changes and taxes, consolidated net income was  $+ \in 0.8$  million compared to  $+ \in 1.0$  million the previous year.

On June 30, 2011, equity stood at  $\in$ 9 million (vs.  $\oplus$ .2 million on June 30, 2010) and cash net of financial debts reached  $\in$ 3.5 million compared to +  $\in$ 2.9 million on June 30, 2010 after purchase of treasury shares for  $\in$ 850,000.

#### **Perspectives**

- Budget constraints continue to weigh on the customers' ability to invest in new projects and to slow down contracts closings, particularly in the banking sector.
- However, the widespread use of virtualized infrastructures and the transformation dynamics stemming from cloud computing create new complexities that customers must control, which in turn, generates an increased need for control and performance management that will support the adoption of Systar's solutions.
- With positive net cash, substantial equity, financing in place and a strong proportion (66%) of revenues with high visibility, Systar benefits from a solid financial base to pursue its growth.

#### Revenues for the 1<sup>st</sup> quarter of fiscal year 2011/2012 will be released on October 20<sup>th</sup>, 2011

#### About Systar

Over 180 clients worldwide, including 10 of the world's 15 largest banks, rely on Systar's performance management software to maximize the efficiency of their business operations and IT infrastructure. Systar is widely regarded as the leading provider of Business Activity Monitoring (BAM) solutions and offers innovative Virtualization Management and IT Governance software for physical and virtual server and storage environments. Systar is listed on the NYSE Euronext Paris Stock Exchange (ISIN: FR0000052854-SAR), and has offices in North America and Europe. More information about Systar is available at <a href="http://www.systar.com">www.systar.com</a>.

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