

## Increase in revenues in the third quarter; 9-month revenues 2011: €98.8 million

| € million - IFRS        | 2010  | 2011 | Change | Change on like-<br>for-like basis* |
|-------------------------|-------|------|--------|------------------------------------|
| 1 <sup>st</sup> quarter | 34.2  | 31.7 | -7.5%  | -8.4%                              |
| 2 <sup>nd</sup> quarter | 35.5  | 32.3 | -9.2%  | -5.2%                              |
| 3 <sup>rd</sup> quarter | 33.4  | 34.8 | +4.3%  | +2.2%                              |
| 9-month total           | 103.2 | 98.8 | -4.3%  | -3.9%                              |

Rounded, unaudited figures

Neuilly-sur-Seine, 8 November 2011: Linedata (LIN: FP), the global solutions provider for the investment management and credit finance industries, posted revenues of €34.8 million in the third quarter of its 2011 financial year, up by 4.3% compared to the third quarter of 2011 and by 2.2% on a like-for-like basis.

Over the first nine months of the year, cumulative revenues totalled €98.8 million, down by 4.3% compared with the same period of 2010 and by 3.9% on a like-for-like basis, due in particular to a decline in sales of perpetual licences (down €3 million compared with 2010).

New orders booked since the beginning of the year are up by €10.5 million compared with 2010 and reached €33.9 million at the end of September. This increase is due in particular to the dynamic installed client base to which Linedata is continuing to deploy its solutions.

Performance breakdown by geographical region:

| € million - IFRS | 9 months<br>2010 | 9 months<br>2011 | Change | Change on a like-<br>for-like basis* |
|------------------|------------------|------------------|--------|--------------------------------------|
| Southern Europe  | 50.3             | 47.8             | -4.9%  | -8.7%                                |
| Northern Europe  | 21.7             | 21.1             | -2.6%  | -1.4%                                |
| North America    | 28.4             | 27.5             | -3.3%  | +3.3%                                |
| Asia             | 2.8              | 2.4              | -15.2% | -9.2%                                |
| Total            | 103.2            | 98.8             | -4.3%  | -3.9%                                |

Rounded, unaudited figures

<sup>\*</sup>At constant exchange rates and without revenues of the Fimasys acquisition, consolidated into accounts from start of third quarter 2011

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## PRESS RELEASE



SOUTHERN EUROPE (Q1: €15.2 million, -15.4%; Q2: €16.1 million, -11.9%; Q3: €16.6 million, +17.5%)

Business was down by 4.9% in Southern Europe over the first nine months of 2011, as compared with 2010. The third quarter, up by 17.5%, includes revenues of €1.9 million generated by the company Fimasys, acquired in July 2011. Restated to exclude this amount, revenues for the Southern Europe region rose by 3.9% over the quarter.

NORTHERN EUROPE (Q1: €6.9 million, +0.3%; Q2: €6.2 million, -4.0%; Q3: €8.0 million, -3.9%)

Northern Europe registered a small decline in business of 2.6% compared with 2010 (down 1.4% at constant exchange rates). Nevertheless, recurring revenue was up slightly (+€0.1 million), reflecting the change in business model for this region over the last three years, which has focused on SaaS (ASP) contracts.

NORTH AMERICA (Q1: €8.7 million, +2.8%; Q2: €9.4 million, -6.4%; Q3: €9.4 million, -5.4%)

The North America region has suffered from the unfavourable effect of the euro/dollar exchange rate. Business over the first nine months is down by 3.3% compared with 2010, although at constant exchange rates revenues are up by 3.3%. Revenues generated by SaaS (ASP) are up by 15% and account for nearly 17% of total revenues.

ASIA (Q1: €0.9 million, -6.4%; Q2: €0.6 million, -23.9%; Q3: €0.9 million, -16.7%)

The decline in business over nine months in Asia is 15.2% and 9.2% at constant exchange rates. This has primarily affected maintenance.

## Outlook:

Thanks to its healthy order book and the contribution from Fimasys, Linedata is expecting continued sequential growth in its business in the final quarter, which will enable it to post a rise in revenues during the second half year.

Shareholders' agenda: Publication of 2011 annual turnover on 14 February 2012 after close of trading.

## **ABOUT LINEDATA**

Linedata is a global solutions provider with 700 clients operating in 50 countries. With more than 900 employees across the globe, Linedata is dedicated to the investment management and credit community. Linedata has been at the service of the financial industry from day one, and applies its market and client insight to provide innovative and tailored mission-critical software and services that help its clients grow. As a pioneer for over 10 years with the set up of SaaS infrastructure for the financial industry, Linedata has preached and spread this model throughout the global financial community, for its full range of products. Headquartered in France, Linedata achieved revenues of EUR 136.2 million in 2010. This company is listed on Euronext Paris FR0004156297-LIN - Reuters LDSV.LN - Bloomberg LIN:FP.

For further information, please contact:

Linedata
Finance Department
+33 (0)1 47 77 68 25
infofinances@linedata.com
www.linedata.com

Cap Value
Financial communication
Gilles Broquelet / Samuel Beaupain
+33 (0)1 80 81 50 00
info@capvalue.fr
www.capvalue.fr