

Osiatis, one of the main French IT services companies, is recognised as a leader in infrastructure services: architecture consulting, engineering tools and Cloud transformation, production and work environment outsourcing, critical systems and networks maintenance. In the application services market, the Group also addresses the specialised segment of infrastructure-related solutions: portals, collaboration, roaming, BI, etc.

The Group employs a workforce of more than 3,600 and is established in France, Austria, the Benelux countries, Spain and Brazil.
www.osiatis.fr

Osiatis is listed on Euronext Paris Compartment C, NYSE Euronext (ISIN: FR0004044337)

Ticker: OSA
Bloomberg: OSA.FP
Reuters: OSA.PA

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OSIATIS 2011 RESULTS: 23.5% INCREASE IN OPERATING PROFIT AND 25% INCREASE IN DIVIDEND

Vélizy, France, 20 March 2012

Osiatis, a benchmark player in infrastructure services, today publishes its consolidated financial statements¹ for the 2011 financial year.

2011 highlights: solid results showing strong growth:

- **15.0% sales growth, of which 11.1% organic**
- **23.5% increase in operating profit, equal to 7.3% of sales**
- **14.0% increase in net profit to €10.9 million**
- **Cash flow from operating activities : €16.7 million**
- **Targeted, self-financed acquisitions, including in Brazil Interadapt**

2011 consolidated financial statements

(€ millions)	2011	2010	VAR.
Sales	280.1	243.6	+15.0%
Operating profit	20.6	16.7	+23.5%
as % of sales	7.3%	6.8%	+0.5 pp
Profit from recurring operations	20.6	16.7	+23.5%
Net profit	10.9	9.6	+14.0%
as % of sales	3.9%	3.9%	
Group share of net profit	11.0	9.5	+15.6%

Strong sales growth over the full 2011 financial year

In 2011, Osiatis achieved sales of € 280.1 million, an increase of 15.0% (11.1% organic). The Group benefited from strong growth of 17.8% in France (13.3% organic growth) at €246.0 million. International subsidiaries reported a modest decline of 1.8% in sales to € 34.1 million.

Infrastructure Services continued to expand to € 242.8 million, an increase of 13.7%, due to a thriving French market (up 16.8%). New Technology Development sales (€ 37.3 million) grew by 23.8%, of which 6.9% was organic. This division benefited from the acquisition of Alcion group on 1 February 2011.

¹ Audit procedures have been carried out. The Statutory Auditors' report is pending.

Further improvement in profitability

Operating profit grew, in 2011, by 23.5% to € 20.6 million, which represented 7.3% of sales, compared to 6.8% in 2010. This improvement was especially significant in France where the operating margin rose by 1 percentage point to 6.9%. The activity rate remained high despite a continuingly uncertain business environment.

In international markets, the operating margin fell back by 2.2 percentage points to 10.4%, due to unfavourable comparatives and generalized price cuts in Spain.

Divisional operating margin increased by 0.5 points to 7.8% of sales for Infrastructure Services, and by 1.2 points to 4.5% of sales for New Development Technologies.

Against this backdrop, the Group share of net profit amounted to € 11 million, an increase of 15.6%.

The Group generated cash flow from operating activities of € 16.7 million, an increase of 40.0%, which enabled the Company to finance capital expenditure and acquisitions totalling € 10.5 million, to buy back shares valued at € 1.7 million and to pay dividends. Thus the Group's net debt was reduced to € 2.2 million (€ 3.7 million in 2010).

Due to a strong balance sheet and the excellent level of debt ratios, Osiatis avails of substantial strategic and financial flexibility.

Outlook of growth outperforming the market

Due to a portfolio of services that has been extended to accommodate greater innovation and more technological content, a very sound financial position allows for the implementation of a targeted and clear acquisition strategy, Osiatis has a solid foundation to seize growth opportunities in its market. Due to its 2011 achievements and in spite of an environment where visibility is low, the Group is confident that it will achieve the objectives it has set itself for 2012: growth that outperforms the market and an increase in operating profit.

25% increase in dividend

During the Annual General Meeting of 6 June, a cash dividend of €0.25 per share (€0.20 in 2010) , payable on 30 June 2012, will be proposed, representing 32% of net profit.

Shareholders' agenda (after close of trading):

Thursday, 26 April 2012: 1st quarter sales

Wednesday, 6 June 2012: Annual General Meeting:

Thursday, 26 July 2012: 2nd quarter sales

Monday, 3 September 2012: half-year results

Wednesday, 24 October 2012: 3rd quarter sales