



## Revenue for Fiscal Year 2012: €23 Million (+14%)

### Strong growth of software revenue: +23%

**ST. CLOUD, France and Vienna, VA, July 25<sup>th</sup>, 2012** - Systar (ISIN: FR0000052854 - SAR), a leading provider of Operational Intelligence software, today announced its revenues for the fourth quarter and for the full fiscal year 2012, ending June 30, 2012.

#### Sustained growth

In fiscal year 2012, total revenues reached €23 million, up 14% with a significant improvement in the mix between software and services revenues, despite a year-over-year decline in the fourth quarter.

During the quarter ended June 30, 2012, the economic and political context in Europe has led some large accounts, mainly in France and Southern Europe, to delay orders. The economic downturn has had less impact on sales in the United States or in Northern Europe.

In spite of the difficult macro-economic environment during the second half of the fiscal year, total revenues grew 8%, and the strategically important software revenue grew 22%.

Consolidated revenues, M€	2010-11	2011-12	variation
Q1	3,4	4,3	28%
Q2	5,2	6,3	20%
H1 total	8,6	10,6	23%
Q3	4,2	5,9	39%
Q4	7,2	6,4	-11%
S/s H2 total	11,5	12,3	8%
<b>Fiscal year</b>	<b>20,1</b>	<b>23</b>	<b>14%</b>

*Totals may differ from the sum of the numbers due to round-offs*

For the whole fiscal year 2012, 47% of revenue came from France, 34% from Europe-Asia-Pacific and 19% from North America. Growth came mainly from international sales: +28% in Europe-Asia-Pacific, +25% in North America and +2% in France.

Software revenue (License and Maintenance) reached €16.6 million, up 23%, driven by a strong increase in licenses sales, up 45% to €8.3 million. Systar gained 14 new customers during fiscal year 2012.

The strategy to grow a broader ecosystem of integrators and partners has increased the proportion of Systar's software revenue which now account for 72% of consolidated revenues and thus has decreased the proportion of lower margin services revenue.

Consolidated revenues, M€	2010-11	2011-12	variation
License	5,8	8,3	45%
Maintenance	7,8	8,3	7%
Software revenue	13,5	16,6	23%
Services	6,6	6,3	-4%
<b>Total revenue</b>	<b>20,1</b>	<b>23</b>	<b>14%</b>

*Totals may differ from the sum of the numbers due to round-offs*

Cash net of financial debts progressed 20% during the fiscal year, from €3.45 million on June 30, 2011 to €4.15 million on June 30, 2012.

## **Favorable Perspectives**

Systar will release its income statement on September 13, 2012. Systar's strong revenue, as well as the improved revenue mix should result in further increase in margins and strengthening of its broader financial position.

Systar intends to continue to fuel its medium- and long-term growth by leveraging its strengths, while taking steps to grow prudently and profitably.

- While the economic outlook is more uncertain than in the March quarter, particularly in Southern Europe and France, the volume of deals in the pipeline remains solid in Europe as well as in North America and in the Asia-Pacific region.
- Despite the impact of the financial crisis, banks continue to require software such as Systar's solutions because they help them to be proactive in key areas, such as servicing their customers, achieving operational excellence, demonstrating their regulatory compliance and reducing operational risks.
- The new complexities resulting from the adoption of virtualization and Cloud Computing technologies generate an increased need for control and optimization. This trend should continue to have a positive impact on Systar's sales in the IT infrastructure market.
- For the past four years, Systar has chosen a strategy centered on innovation, investing annually over 20% of its revenues in R&D. This strategy will result in the launch of several new products in fiscal year 2013 which will in turn foster future revenue growth.

## **Fiscal year 2012 income will be released on September 13<sup>th</sup>, 2012**

### **About Systar**

*Over 180 clients worldwide, including 10 of the world's 15 largest banks, rely on Systar's performance management software to transform their business and IT operations from reactive to proactive, solving problems prior to impacting the business. 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 [www.systar.com](http://www.systar.com).*

---

**Systar is a leading provider of Operational Intelligence software**

[www.systar.com](http://www.systar.com) - Information: +33 (0)1 49 11 45 00

**NYSE Euronext Paris - ISIN: FR0000052854 (SAR)**

---