

Third quarter 2012

SaaS sales up 48%
SSRS sales up 9%

Growth in high value-added businesses

Consolidated sales (€ M) Unadjusted scope*	Q3 2012	Q3 2011	Chg. Q3	Change H1	9 mos. 2012	9 mos. 2011	Change 9 mos.
Licenses	7.6	7.0	8.5%	-13.8%	22.2	23.9	-7.1%
SaaS	7.3	4.9	47.6%	30.0%	19.5	14.3	36.3%
Maintenance	25.1	24.9	1.0%	1.9%	75.6	74.4	1.6%
Other	1.6	1.4	14.3%	-18.2%	3.7	4.1	-9.8%
Total Software and software-related services (SSRS)	41.6	38.2	8.8%	1.2%	121.0	116.7	3.7%
Professional services	11.1	13.1	-14.4%	-6.7%	41.4	45.4	-8.8%
Total SSRS and professional services	52.7	51.3	2.9%	-1.1%	162.4	162.1	0.2%
Hardware distribution and other	7.2	7.5	-5.4%	3.3%	22.8	22.7	0.4%
TOTAL	59.9	58.8	1.8%	-0.6%	185.2	184.8	0.2%
of which recurrent	35.0	32.7	7.0%	4.9%	103.2	97.7	5.6%

*changes in scope: €0.4 million

Third quarter 2012

Third quarter 2012 sales totaled €59.9 million, up 1.8% at unadjusted scope and 1.2% at constant scope, returning to growth after a mixed first half.

SaaS sales ("On Demand" solutions and online employment/tax filing portals) escalated by almost 48% (42% at constant scope) further demonstrating the progressive shift in Cegid's business model towards highly recurrent revenues.

This increase, together with an 8.5% rise in sales of licenses, produced an increase in SSRS sales of almost 9% in the third quarter.

After including a decline in the services business, revenues from SSRS and professional services increased by almost 3% (1.1% decrease in H1 2012).

Finally, recurrent revenues (Maintenance and SaaS contracts) rose 7% (6% at comparable scope) to €35 million, representing 58.5% of total revenues.

First nine months of 2012

Sales in the first nine months of the year totaled €185.2 million, vs. €184.8 million in the year-earlier period.

SaaS sales, totaling nearly €20 million, increased more than 36% in the first nine months of the year. Recurrent revenues (Maintenance and SaaS) amounted to €103.2 million, i.e. 55.7% of sales, rising almost 6 points compared to the year-earlier period.

As of September 30, 2012, SaaS contract revenue invoiceable before 2017 represented an estimated value of almost €37.5 million (€28 million as of September 30, 2011), an increase of more than 40%.

As of September 30, 2012, the portfolio of Maintenance and SaaS contracts totaled €137.3 million and exceeded the year-earlier level by nearly 6%. It boosted recurrent activity and ensured greater revenue visibility.

Internationally, Cegid saw continued expansion with sales over the first nine months of 2012 (excl. recurrent revenues) rising 25%, essentially in the Retail sector.

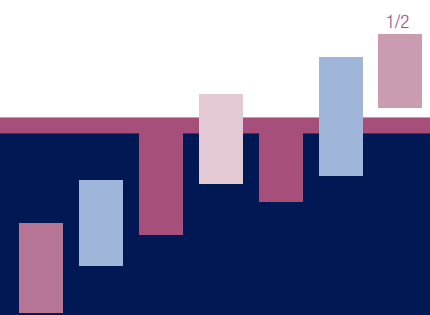
Consolidated sales (€ M) Unadjusted scope	Q3	9 mos. ended Sept. 30	of which "SSRS and professional services"	of which "Hardware distribution and other"
CPAs, small companies	2012: 23.5 2011: 23.8	71.3 70.0	58.4 57.2	12.9 12.8
Mid-market and groups	2012: 15.0 2011: 16.3	47.5 51.4	46.4 50.0	1.1 1.4
Vertical markets	2012: 16.8 2011: 14.2	52.7 47.5	45.7 41.1	7.0 6.4
Public sector	2012: 3.9 2011: 3.9	11.4 13.8	11.4 13.5	0.0 0.3
Miscellaneous	2012: 0.7 2011: 0.6	2.3 2.1	0.5 0.3	1.8 1.8
Total	2012: 59.9 2011: 58.8	185.2 184.8	162.4 162.1	22.8 22.7

Effect of changes in the scope of consolidation in the third quarter: €0.3 million
Effect of changes in the scope of consolidation in the first nine months of 2012: €0.4 million (estimated and unaudited)

Financial communication Cegid Group

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ISIN stock code: FR0000124703
Reuters: CEGI.PA
Bloomberg: CGD FP
ICB: 9537 Software
Indices: Small, Mid and Small, ITCAC and All-Tradable



Breakeven point under control

The continuing favorable trend of the product mix and its effect on the gross margin, combined with tight control over operating expenses, kept the estimated monthly breakeven in check, at €18.9 million as of September 30, 2012, lower than the initially forecast €19.3 million.

Firm financial structure and financing in place

First-half 2012 cash flow, plus the estimated third quarter amount, together with the change in WCR resulted in estimated net debt of €74 million (€69 million as of September 30, 2011) after the financing of acquisitions made so far in 2012.

Cegid has two syndicated lines of credit totaling €200 million, of which €140 million is under the second line of credit. Cegid has obtained an extension on the maturity date of this second line to June 30, 2016.

These lines provide Cegid with a significant drawdown capacity for future years, which it can use to finance its investment needs, in particular acquisitions.

Cegid wins AFRC's customer relations award

AFRC, the French Customer Relations non-profit organization, recently awarded Cegid its 2012 customer relations award in the category of HR/CSR innovation for its "Customer Power" program.

The customer relations awards were introduced in 2008 to recognize corporate initiatives aimed at developing the customer relations aspect of business.

Built on the principle "Employees first, Customers second*", Customer Power is a collaborative management program that instills the key customer values of listening, sharing and professionalism in employees, by emphasizing their importance in an enjoyable, entertaining manner. The program focuses on developing practices in five areas simultaneously: corporate culture, measuring customer satisfaction, employee skills, workstation communicative tools and the workplace environment.

* From the book, "Employees first, Customers second" by Vineet Nayar, on customer relations.

Acquisition of TDA International

With its acquisition of TDA International, a developer of fully web-based solutions for the Accounting Profession and their SME customers, as well as for medium-sized companies, Cegid has beefed up its ability to offer new advisory products in "On Demand" mode in the areas of personnel management (employee savings, pension commitments, independent professionals, personnel audits, etc.) and finance (reporting, sectoral comparison, forecasting, valuation, etc.).

TDA's solutions were presented at the French CPA convention in Paris on October 3-5, 2012 and proved to be very successful, with 160 new subscriptions.

Outlook

The recurrent nature of Cegid's revenues, combined with rigorous management under the action plans aimed at reducing operating expenses, should enable Cegid to better resist in an economic climate which once again deteriorated in the third quarter. The strong seasonality effect at the end of the year will affect Q4 activity and thus full-year earnings.

Cegid will pursue its development strategy in France and abroad, focusing on new solutions, in particular in SaaS mode, while continuing to study potential acquisitions.

The full calendar of publication dates and upcoming events can be found at the following address: <http://www.cegid.com/calendrier-financier>

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(The figures included in this press release are unaudited, preliminary estimates.)

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