

## First Quarter Revenue Fiscal Year 2012/2013

**ST. CLOUD, France and Vienna, VA, October 23<sup>th</sup>, 2012 - Systar** (ISIN: FR0000052854 - SAR), a leading provider of Operational Intelligence software, today announced its revenues for the first quarter of fiscal year 2012/2013, ending September 30<sup>th</sup>, 2012.

First Quarter Consolidated Revenues (In Million of Euros)	2012/13	2011/12	Var.
Software	2.3	2.5	-6%
Services	<u>1.2</u>	<u>1.8</u>	-34%
Total	3.5	4.3	-18%

In a business environment that remained challenging, similar to the previous quarter, software revenues declined 6% during the first quarter of fiscal year 2012/2013 compared to the same period of the previous year, mainly due to delayed license orders, among which an important license (>500 K€) which was eventually signed in October. Overall, total revenue declined 18% to 3.5 M€.

The first quarter is traditionally less representative as it corresponds to the reduced activity of the summer months.

Systar has continued its strategy to shift its focus to software and high value-added expertise services and away from lower margin implementation services, through the build-up of an ecosystem of integrators. These partners, through their intimacy with their numerous customers and their position as trusted and independent advisor, contribute to the awareness and promotion of Systar's products and to the detection of new license sales opportunities.

This strategy entails a planned and anticipated decrease of Services revenue in the short term, but increases Systar's capacity to broaden its market reach and to generate more software revenue with higher margins over the long term.

Market conditions and Systar's license pipeline have not changed significantly since the previous quarter and Systar's perspectives remain the same, ie a momentum of profitable growth fueled by investments in innovation and the launch of new products.

## Revenues and results for the first half of fiscal year 2012/2013 will be released on February 12<sup>th</sup>, 2013

## **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 <a href="https://www.systar.com">www.systar.com</a>.

Systar is a leading provider of Operational Intelligence software www.systar.com - Information: +33 (0)1 49 11 45 00

NYSE Euronext Paris - ISIN: FR0000052854 (SAR)