

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 4,600 and is established in France, Austria, the Benelux countries, Spain and Brazil.
www.osiatis.com

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2012 SALES: € 309.3 MILLION. ORGANIC GROWTH OF 3.7% AND 10.4% INCLUDING ACQUISITIONS

Vélizy, France, 5 February 2013

Osiatis, a leading player in infrastructure services, today publishes sales for the 4th quarter of the 2012 financial year ending 31 December.

Sales (€ millions)	2012	2011	% growth	% organic growth
Q1	72.5	67.1	+8.0%	+7.0%
Q2	73.2	69.8	+4.8%	+3.4%
Q3	71.1	68.4	+3.9%	+1.0%
Q4	92.6	74.7	+24.0%	+3.4%
Cumulative 12 months	309.3	280.1	+10.4%	+3.7%

Strong growth in the 4th quarter, marked by the integration of ESR as of 1 October

Group sales for the fourth quarter 2012 were € 92.6 million, an increase of 24.0%. Organic growth of 3.4% demonstrated the Group's favourable trend in a much more challenging economic climate than at the end of 2011.

Growth in France (90% of consolidated sales) remained buoyant at 27.4%, 4.0% of which was organic. Analysed by business line, Infrastructure Services grew by 29.0% (5.1% organic). Thanks to the acquisition of BT Global Services' French application development operations as of 1 June 2012, New Technology Development grew by 18.4%, reporting a limited organic decline of 2.4%, primarily due to unfavourable comparatives with Q4 2011.

Sales of European subsidiaries (Austria, Benelux and Spain) registered a modest decline of 1.4%, showing strong business resilience.

Strong organic sales growth throughout the financial year

Osiatis reports 2012 full-year sales of € 309.3 million, an increase of 10.4% (3.7% organic) and showing growth in all four quarters.

French operations benefited from robust momentum with growth of 12.7% during the period (4.9% organic). French Infrastructure Services grew by 12.6% (5.9% organic) and New Technology Development gained 13.1%, a moderate organic decline of 0.4% in an environment that continues to be challenging.

International sales (Austria, Benelux and Spain) retreated by 5.6%; the stronger performance noted in the 4th quarter of 2012 mitigated this decline.

**Financial debt**

On 21 December 2012, Osiatis issued 1,333,400 shares to repay the ORAN loan issued as part of the takeover of the Focal Group to the relevant creditors. Following this transaction and after the takeover of ESR, the Groups net debt at end 2012 was not significant.

Confirmation of 2012's target for growth in operating profit

Osiatis confirms the increase of its operating profit in 2012. However, the integration of ESR's 4th quarter, with a margin close to breakeven, will have a slightly negative impact on the Group's operating margin.

Shareholders' agenda (after close of trading)

20 March 2013: 2012 consolidated financial statements

24 April 2013: 1st quarter sales

5 June 2013: Annual General Meeting

24 July 2013: 2nd quarter sales

2 September 2013: 2013 half-year sales

6 November 2013: 3rd quarter sales