

GFI INFORMATIQUE: Q4 AND FULL-YEAR 2012 REVENUES

FOURTH-QUARTER 2012 REVENUE UP **+19.4%** 2012 FRENCH REVENUE UP **+10%** Like-for-like growth of **+3.5%**

Saint-Ouen (France), 6 February 2013 – In the fourth quarter of 2012, Gfi Informatique recorded revenue growth of 19.4% to €197.7 million. Over 2012 as a whole, revenue rose 8.0% to €667.3 million. In France it was up 10%.

€ million	Q4 2012	Q4 2011 restated ¹	Change %	Like-for-like growth ²
France	166.3	134.0	+24.1%	+3.5%
International	31.4	31.6	-0.5%	-0.4%
Q4 REVENUE	197.7	165.6	+19.4%	+2.8%

€ million	31 December 2012	31 December 2011 restated ¹	Change %	Like-for-like growth ²
France	546.5	496.7	+10.0%	+3.5%
International	120.7	121.3	-0.5%	-0.9%
FULL-YEAR REVENUE	667.3	618.0	+8.0%	+2.6%

REVENUE GROWTH ACCELERATES IN FRANCE IN Q4: **+24.1%**

France: Full-year revenue grows 10%

During Q4 2012, Gfi Informatique had very strong revenue growth in France, up +24.1%, thanks to contributions from acquisitions finalised during the quarter (Thales Services and Cognitis) and the ongoing trend of solid growth in like-for-like revenue, up +3.5%.

In France, the Group's growth driver with over 82% of consolidated revenues, full-year revenues rose 10% to €546.5 million.

The pattern of growth is especially satisfactory because:

- it includes a like-for-like growth for each quarter of 2012, bringing full-year growth to +3.5%;
- the average daily rate rose by €30, the activity rate, despite a difficult environment remained stable (+0.1%);
- most of the growth took place in the businesses with the highest added value, thus boosting the Group's profitability.

¹ Reflecting application of IFRS 5, the revenue figure shown above excludes revenue from the Canadian business (sold in March 2012), as this business is classified under discontinued operations.

² Like for like growth determined by restating for the effect of Thales, Cognitis, Geosphère and Adix acquisitions, mainly.

- **A new business balance**

New contracts signed during 2012 and revenue contributed by Cognitis and Thales Services lifted the Group's business profile substantially and resulted in:

- a better balance among sectors: Services 37%, Industry 35% and Banking-Finance-Insurance 28%;
- a much greater share of revenue from the top 10 clients: they represented nearly €300 million in revenues, increasing core industrialisation opportunities via our innovative strategy for improving profitability.

INTERNATIONAL: REAL RESILIENCE

International revenue amounted to €31.4 million in the fourth quarter, almost unchanged like-for-like (-0.4%) from the corresponding prior-year period. For the full year, revenues dipped by -0.9%, mainly due to Portugal, as revenues in other countries were stable or higher.

- *Southern Europe*: Although the climate in *Spain* remained challenging, revenue rose by 1.3% in Q4, to €17.7 million, for like-to-like growth of 0.2% since the start of the year. On the other hand, revenue contracted by 7.5% in *Portugal* in Q4, reflecting the downturn in business levels in telecommunications and the public sector, and fell 12.0% over the full year.
- *Northern Europe*: Revenue declined by 3.6% at current scope in Q4, to €6.4 million, but over the full year it grew by 4.6% on a like-for-like basis.
- *Morocco*: sustained by export business, Q4 revenue grew by 19.2% like-for-like, and over the full year it grew by 10.3% like-for-like.

GROUP TARGETS REITERATED

Commenting on these figures, Vincent Rouaix, Chairman and Chief Executive Officer of Gfi Informatique, stated, "Gfi Informatique's revenue growth in 2012 is very satisfactory, especially as it is based on a healthy mix of internal growth and growth by acquisition. It shows the ongoing trend in the Group's revenue mix of shifting into higher value-added businesses. As we had expected, this shift has improved our operating margin in 2012. We are fully confident in the ongoing development of our SS3I model, as we are the top regional player in value-added services and solutions".

The Group has consolidated its positioning and fully integrated the businesses it acquired in 2012, and it expects revenue and profitability to continue to grow in 2013. The outlook for the economy is still uncertain, and the Group remains vigilant as to new developments that may have an impact on its markets.

Next meeting: 4 March 2013 – announcement of 2012 annual results.

Disclaimer

Except for historical facts, the data contained in this press release are forecasts. Given the difficulties inherent in anticipating results, these forecasts do not represent guarantees. Actual results may differ considerably from explicit or implicit forecasts.

About Gfi Informatique

A leading European player for value-added IT services and software, Gfi Informatique has established a differentiating strategic positioning between global operators and niche players. Drawing on its multidisciplinary profile, the Group provides its customers with a unique combination of hands-on services, sector-based organisation and industrial-quality solutions. With a workforce of over 10,000 employees, the Group proforma sales for 2012 is around €750 million.

Gfi Informatique is listed on Compartment B of the NYSE Euronext Paris stock exchange, ISIN code: FR0004038099.

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APPENDICES

Sales (in euros '000)	3 months 2012	3 months 2011 restated (1)	Reported grow th	Like-for-like grow th
France	134,1	123,4	8,6%	5,6%
Spain	17,7	16,8	5,5%	5,5%
Portugal	5,5	7,1	-22,6%	-22,6%
Northern Europe *	6,4	5,2	23,0%	13,5%
Morocco	1,5	1,3	13,9%	13,2%
Total	165,2	153,8	7,4%	4,6%

* Belux, Switzerland

Sales (in euros '000)	6 months 2012	6 months 2011 restated (1)	Reported grow th	Like-for-like grow th
France	258,8	247,7	4,5%	3,0%
Spain	35,0	34,2	2,4%	2,4%
Portugal	11,2	13,2	-14,9%	-14,9%
Northern Europe *	13,0	11,7	11,7%	7,3%
Morocco	2,9	2,6	9,6%	8,1%
Total	320,9	309,4	3,8%	2,4%

* Belux, Switzerland

Sales (in euros '000)	9 months 2012	9 months 2011 restated (1)	Reported grow th	Like-for-like grow th
France	380,3	362,7	4,8%	3,5%
Spain	49,7	49,8	-0,2%	-0,2%
Portugal	16,1	18,6	-13,4%	-13,4%
Northern Europe *	19,6	17,7	10,4%	7,6%
Morocco	4,0	3,7	8,1%	6,3%
Total	469,7	452,5	3,8%	2,6%

* Belux, Switzerland

Sales (in euros '000)	12 months 2012	12 months 2011 restated (1)	Reported grow th	Like-for-like grow th
France	546,5	496,7	10,0%	3,5%
Spain	67,4	67,3	0,2%	0,2%
Portugal	21,5	24,4	-12,0%	-12,0%
Northern Europe *	25,9	24,3	6,6%	4,6%
Morocco	5,9	5,3	11,4%	10,3%
Total	667,3	618,0	8,0%	2,6%

* Belux, Switzerland

Sales (in euros '000)	1st quarter 2012	1st quarter 2011 restated	Reported grow th	Like-for-like grow th
France	134,1	123,4	8,6%	5,6%
Spain	17,7	16,8	5,5%	5,5%
Portugal	5,5	7,1	-22,6%	-22,6%
Northern Europe *	6,4	5,2	23,0%	13,5%
Morocco	1,5	1,3	13,9%	13,2%
Total	165,2	153,8	7,4%	4,6%

* Belux, Switzerland

Sales (in euros '000)	2nd quarter 2012	2nd quarter 2011 restated	Reported grow th	Like-for-like grow th
France	124,7	124,3	0,4%	0,4%
Spain	17,3	17,4	-0,5%	-0,5%
Portugal	5,7	6,0	-5,9%	-5,9%
Northern Europe *	6,6	6,4	2,5%	2,3%
Morocco	1,4	1,3	5,5%	3,4%
Total	155,7	155,4	0,2%	0,2%

* Belux, Switzerland

Sales (in euros '000)	3rd quarter 2012	3rd quarter 2011 restated	Reported grow th	Like-for-like grow th
France	121,4	115,0	5,6%	4,6%
Spain	14,8	15,7	-5,8%	-5,8%
Portugal	4,9	5,4	-9,9%	-9,9%
Northern Europe *	6,6	6,0	8,0%	8,2%
Morocco	1,1	1,1	4,3%	2,0%
Total	148,8	143,2	3,8%	3,0%

* Belux, Switzerland

Sales (in euros '000)	4th quarter 2012	4th quarter 2011 restated	Reported grow th	Like-for-like grow th
France	166,3	134,0	24,1%	3,5%
Spain	17,7	17,5	1,3%	1,3%
Portugal	5,4	5,9	-7,5%	-7,5%
Northern Europe *	6,4	6,6	-3,6%	-3,6%
Morocco	1,9	1,6	19,2%	19,6%
Total	197,7	165,6	19,4%	2,8%

* Belux, Switzerland