



**A E D I A N**

## Revenues for fiscal 2010-11

Euro millions	FY2010-11	FY2009-10	Change
Annual revenues	<b>40.4</b>	40.4	=

<p><b>Aedian is an IT consultancy and services company focused on the financial industry and the public sector</b></p> <p><b>410 employees</b></p> <p><a href="http://www.aedian.com">www.aedian.com</a></p> <p><b>AEDI LISTED</b> NYSE EURONEXT</p> <p>ISIN - FR0004005924</p> <p><b>AEDIAN</b> <b>Stéphane Morville</b> Managing Director <a href="mailto:smorvillez@aedian.com">smorvillez@aedian.com</a></p> <p><b>Frederic Bourdon</b> Deputy Managing Director <a href="mailto:fbourdon@aedian.com">fbourdon@aedian.com</a> ☎ (+33) 1 56 35 30 00</p> <p><b>CM-CIC EMETTEUR</b> Financial communication <b>Arnaud Cadart</b> ☎ (+33) 1 45 96 79 44 <a href="mailto:cadartar@cmcics.com">cadartar@cmcics.com</a></p> <p><b>MP CONSEIL</b> <b>Michelle Pilczer</b> ☎ (+33) 1 47 10 94 94 <a href="mailto:mpconseil@mpconseil.com">mpconseil@mpconseil.com</a></p> <p><b>AGENDA</b> FY2010-11 Results 28 September 2011</p>	<p><b>Aedian today announced revenues of € 40.4 m for fiscal 2010-11, the same level as in the previous year.</b></p> <p>♦ <b>Trading</b></p> <p>The fiscal year ended on 30 June 2011 was shaped by the following trends:</p> <ul style="list-style-type: none"> <li>- Growth in the consultancy business, which accounted for 43% of total revenues (41% in the previous year);</li> <li>- Growth in the share of projects with a performance guarantee, which generated 37% of total revenues (27% in the previous year).</li> </ul> <p>These trends led to an increase in the average billing rate of services. In contrast, the number of invoiced days declined due to the higher inter-contract downtime (7.5% for the year, against 6% in 2009-10).</p> <p>In the 2<sup>nd</sup> quarter of the fiscal year, Aedian began deploying its Cap 2014 strategic plan, which aims at raising the underlying operating margin above 5% by 2014, from 2.5% in 2009-10. This goal can only be achieved by enhancing the company's attractiveness. In 2010-11, we took several measures to achieve this target:</p> <ul style="list-style-type: none"> <li>- We modernized the employee savings scheme (3<sup>rd</sup> quarter of the fiscal year);</li> <li>- We reorganized the management of the staff to improve the quality of relationships (4<sup>th</sup> quarter);</li> <li>- We created a Marketing function (3<sup>rd</sup> quarter);</li> <li>- We streamlined our processes and CRM tools (3<sup>rd</sup> quarter);</li> <li>- We revamped our processes for developing business proposals, which are now centralized in a dedicated unit (4<sup>th</sup> quarter);</li> <li>- We moved to new premises (from the 2<sup>nd</sup> quarter).</li> </ul> <p>♦ <b>Outlook</b></p> <p>The gradual improvement in the underlying operating margin, which began in 2009-10, is expected to continue in 2010-11 (annual results to be reported on 28 September 2011)</p> <p>The 2011-12 fiscal year will see the deployment of all of the 10 operational projects of Cap 2014 Plan, which will produce further results in terms of sales impetus, employee retention and organizational effectiveness.</p>
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