



September 1, 2010

1ST HALF RESULTS 2010





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Revenues



REVENUES €336.8M	OPERATING MARGIN €18.8M 5.6% of Revenues
NET PROFIT €2.6 M	REFOCUSING <ul style="list-style-type: none">-Italy-Germany-Consulting and expertise in electronic payment France-Sub-contracting France





I. First Half Highlights

Very busy 1st Half

- Vigorous strategic refocusing
- Improved profitability — breakeven point comes down
- Better performance indicators over half-year
- Sales and Marketing Success – robust sector-focused approach
- Organizational efficiency project delivers structured and unifying work packages

Vigorous strategic refocusing

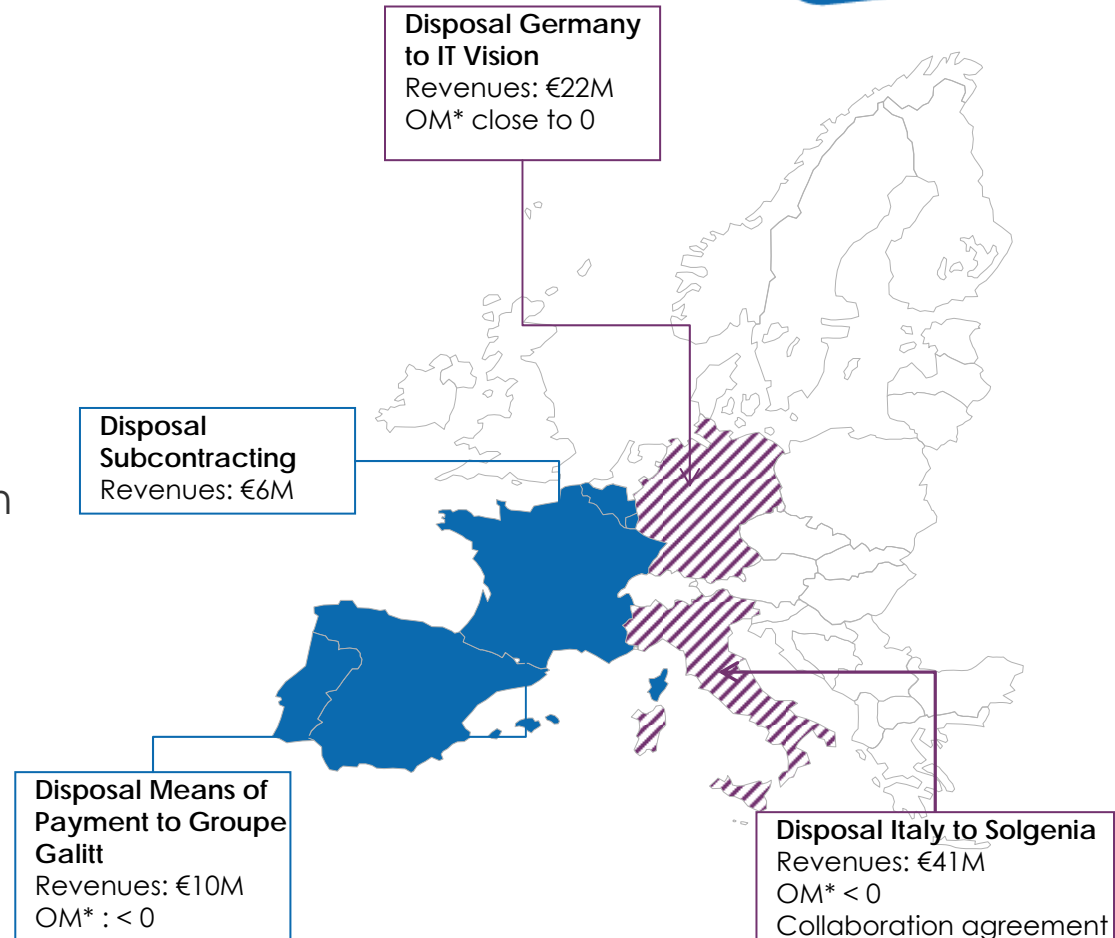


❑ Strategic refocus on Southern Europe

- ➔ March 2010 – Disposal of Italian and German businesses

❑ Rationalization of portfolio

- ➔ 1st half 2010 – Termination of subcontracting contracts, France
- ➔ August 2010 – Disposal of Consultancy and expert advisory service, Means of Payment, France

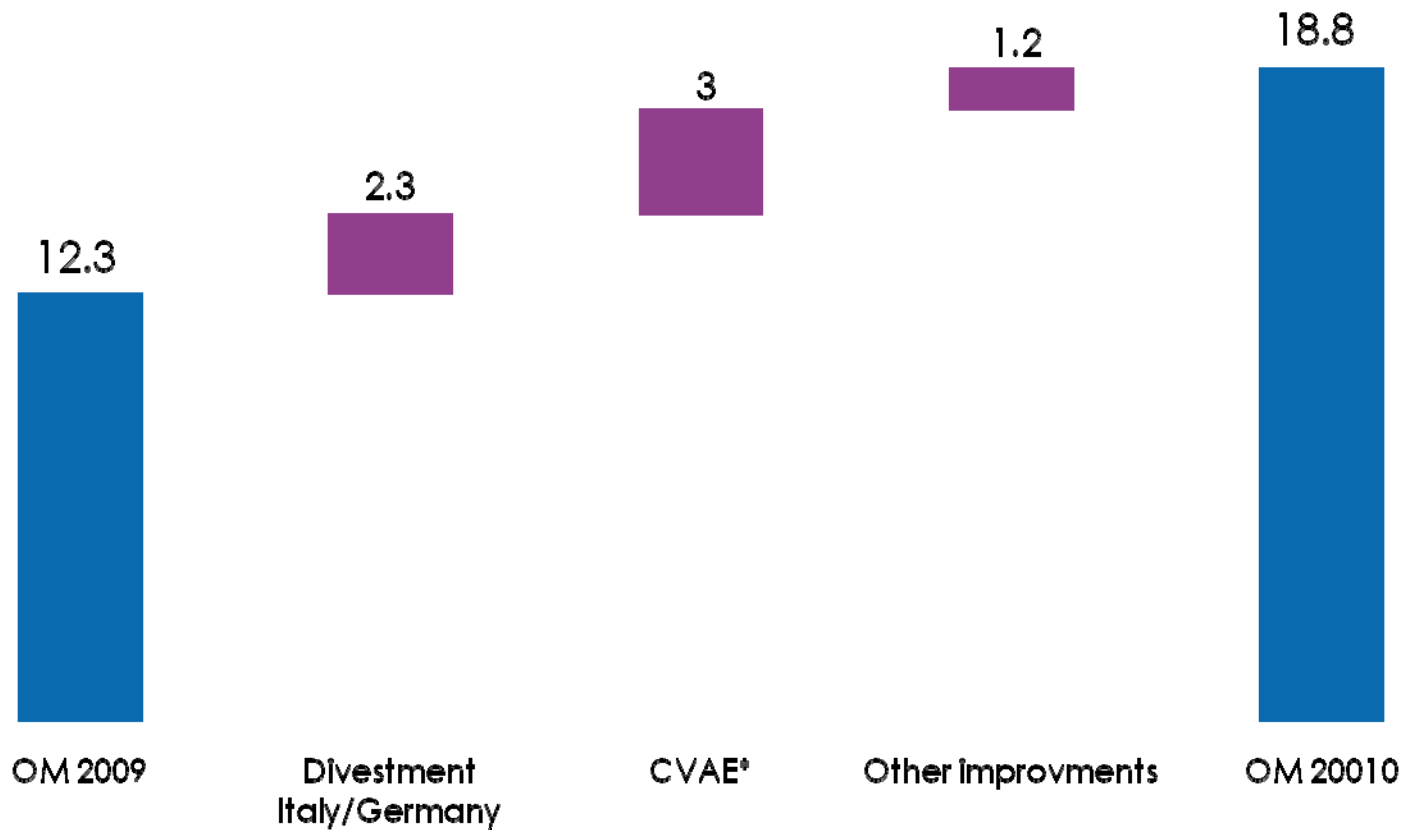


➔ **Substantially improved profitability and Group risk profile**

* Operating margin



Improved profitability — breakeven point comes down



Better business performance indicators



□ First half sales trend upward

- ➔ Difficult Q1 in uncertain market
- ➔ Move out of subcontracting in France brings benefits
- ➔ Momentum picks up in Q2

2010/2009 Evolution			Subcontracting restated	
	Growth	Organic Growth	Growth restated	Organic Growth restated
Quater 1	-1,3%	-5,4%	0,5%	-3,7%
Quater 2	3,5%	-0,6%	5,3%	1,2%
Half 1	1,1%	-3,1%	2,9%	-1,3%

□ Business and performance improve up half year

- ➔ TACE* on rise from January on (+2,21%)
- ➔ Average sales per day virtually unchanged (-1%)
- ➔ Big boost to subcontracting margin (rising to more than 20% in June 2010 vs. 10% in December 2009)
- ➔ Return to recruitment without rise in average salaries

*Activity ratio



Sales and Marketing Success / Robust sector-focused approach



❑ Sales and marketing success enhance Group image profile

➔ In France

- ➔ New criminal justice information system (Cassiopée)- French Ministry of Justice
- ➔ Service Centers Orange, Bouygues Telecom and SFR
- ➔ Chantiers de l'Atlantique (STX)
- ➔ Total New Web, EDF Eridan

➔ Service offers reach out to international markets

- ➔ Fortis, Electrabel, SIBS, Cofely Spain, Madrid Town Hall

❑ More robust sector-focused approach

➔ Sector-based organizations in place:

- ➔ Reporting Lines, GAM, Global Delivery Manager
- ➔ Organization Group Top 10

➔ Sales and marketing recruitment: hiring new profiles

❑ Broader service offerings, notably Microsoft partnership (cf. Part 3)



Reorganization roll-out in time to meet targets



- ❑ Management prepared for business transformation
 - ➔ Finalization of COMEX reinforcements: 50% new members
 - ➔ Adaptation Sales and Marketing France: 30% managers, 43% sales staff
 - ➔ Spain: Sales and Marketing Director
- ❑ Major structural work packages
 - ➔ Reorganization and centralization of Ile de France business units (September 2010)
 - ➔ Recasting Group information system
- ❑ Reinforced central services
 - ➔ Achieved
 - Stronger industrial division
 - Beefing up Human Resources: Skills management
 - Financial control and Accounting Systems Director
 - ➔ Underway
 - Communication Director
 - Business Development and Bid Management Director
- ❑ Sector-focused reorganization now complete





II. Half-Year Financial Statements

Uptrend in earnings





- ❑ More appropriate indicator of profit margin
 - ➔ **Operating margin** = Operating Profit excluding extraordinary items stripped of the depreciation of intangible assets
 - ➔ For greater clarity, new performance indicator is specifically shown in P&L statement

- ❑ CVAE (business tax)
 - ➔ New tax arising from reform of Taxe Professionnelle
 - ➔ Equivalent to corporate income tax (Recommendation by Syntec)
 - ➔ CVAE in first half => €3.0 M or 0.9% revenues.



Principles of presentation of financial statements (2/2)



□ Application of IFRS 5 – reminder

- ➔ In P&L statement, all income and expenditure generated by businesses divested are now shown on a single line
 - H1 2009 restated
- ➔ In cash flows statement, cash flows generated by businesses divested are now shown on a single line
 - H1 2009 restated
- ➔ In balance sheet, all inter-related assets and liabilities now shown on a single line, one line for assets and one line for liabilities



Summary P&L statement



in euro '000	H1 2009 historical	H1 2009 restated	H1 2010
Revenues, net	367,0	333,3	336,8
Operating margin	12,3	14,6	18,8
Operating margin %	3,4%	4,4%	5,6%
Other operating income and expenses	-18,9	-7,8	-9,7
Operating profit	-6,6	6,7	9,1
Net cost of financial debt	-1,8	-1,5	-2,2
Other financial income and expenses	-0,8	-0,9	-0,8
Tax charge	-1,7	-1,7	-1,0
Net income before discontinued activities	-11,0	2,7	5,1
<i>Result per share (euro)</i>	<i>-0,20</i>	<i>0,05</i>	<i>0,08</i>
Discontinued activities	NA	-13,7	-1,7
Net income	-11,0	-11,0	2,6

Rise in profitability and operating profit

Strong growth in net profit



Revenues

Organic growth by geographical zone



in euro '000	First Half 2010 IFRS 5	First Half 2009 restated IFRS 5	Overall growth	Organic growth
France	241,4	248,4	-2,8%	-2,8%
Spain	33,4	36,8	-9,2%	-9,2%
Portugal	15,2	13,2	14,7%	14,7%
Belux	8,7	8,8	-0,3%	-0,3%
Sw itzerland	0,5	0,7	-36,3%	-39,3%
Canada	35,3	23,2	51,8%	-6,5%
Morocco	2,4	2,3	7,9%	7,9%
Total	336,8	333,3	1,1%	-3,1%

□ Downsizing is partly driven by policy to boost margins

- ➔ Subcontracting is abandoned whenever margins are too short of the target
- ➔ Estimated downsizing: -€6 M
- ➔ After restatement, Group growth is +2.9% and organic downsizing scaled back to -1.3%.



Operating margin by geographical zone



in euro '000	H1 2010 IFRS 5	France	Spain	Portugal	Belux	Switzerland	Canada	Morocco
Revenues, net	336,8	241,4	33,4	15,2	8,7	0,5	35,3	2,4
Operating margin	18,8	11,6	0,6	0,2	0,4	-0,2	5,8	0,4
Operating margin %	5,6%	4,8%	1,8%	1,5%	4,9%	-44,3%	16,4%	15,1%
in euro '000	H1 2009 retraité	France	Spain	Portugal	Belux	Switzerland	Canada	Morocco
Revenues, net	333,3	248,4	36,8	13,2	8,8	0,7	23,2	2,3
Operating margin	14,6	11,1	1,2	0,4	0,1	0,0	1,2	0,6
Operating margin %	4,4%	4,5%	3,4%	2,9%	0,7%	3,4%	5,3%	24,9%

□ France:

→ Impact of CVAE (operating margin 3.6%)

□ Spain, Portugal :

→ Extremely difficult local environment

□ Canada:

→ Very fine performance, by Fortsum in particular

Other operating income and expenditure



- ❑ Depreciation of intangible assets: -€2.1 M
 - ➔ Customer relations in France -€0.8 M and Canada -€1.3 M
- ❑ Restructuring: -€2.7 M
 - ➔ France -€1.7 M and Spain -€0.9 M
- ❑ Others: -€4.8 M
 - ➔ Mainly on restructuring and central relocation of Ile de France business units: -€4.2 M



Balance Sheet



in euro '000	31.12.09	30.06.10
Goodwill on acquisition	209,9	216,2
Fixed assets	50,0	53,3
Other non current assets	7,9	12,8
Current assets	247,0	251,6
Cash and cash equivalent	15,7	19,5
Assets hold for sale	41,7	0,0
TOTAL ASSETS	572,1	553,3
Net equity	159,0	170,9
Borrowings	110,8	122,4
Other non current financial liabilities	11,7	21,7
Current financial liabilities and provision	26,3	17,6
Current liabilities	224,4	220,0
Liabilities hold for sale	40,0	0,7
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	572,1	553,3



Change in Shareholders' Equity



Shareholder's equity as at 31/12/2009	158 982
H1 result	3 417
Recognized comprehensive income	4 492
Comprehensive result	7 909
Treasury shares	27
Valuation of share-based payments	260
Perimetre changes	-20
Change in translation reserve	3 786
Shareholder's equity as at 30/06/2010	170 944



Changes in Net Debt



in euro '000	H1 2009 restated	H1 2010
Cash from operating activities before changes in working capital	11,0	17,5
Tax paid	-1,6	-5,9
Change in working capital	12,8	-8,5
Net cash from operating activities	22,3	3,1
Net cash from investing activities	-23,9	-6,2
Net cash from financing activities	-6,9	-3,0
Impact of exchange rate	-0,3	-1,7
Change in net debt before cash from assets held for sale	-8,9	-7,8
Net cash from assets held for sale	-6,5	-5,1
Change in net debt	-15,3	-12,9
Net debt opening	100,1	95,1
Change in net debt	8,9	7,8
IFRS 5 debt net	3,6	
Net debt 30/06/10	112,6	102,9

Working Capital: return to normal seasonal effects and days sales outstanding, below level as at June 30 2010



Changes in Net Debt



□ Detail of investment cashout: -€6.2 M

- Acquisition fixed assets : -€6.3 M
 - Intangible -€4.0 M
 - Tangible -€2.3 M

- Effect of changes in consolidation: +€0.1 M
 - Disposals of Italy and Germany +€1.7 M
 - Earn out (Canada and Spain) -€1.6 M

□ Detail of financing cashout: -€3.0 M

- Interest expenses and debt hedging





III. Prospects

- Turning business transformation into reality
- Advancement of operational and strategic plan
- Diagnostic of New GFI Informatique
- Prospects
- Calendar

Microsoft partnership: turning business transformation into reality



Vector of professionalism, and brand recognition	GFI Internal IS upgrade project	Improve productivity
	Strategic partnership with software publishing market leader	Change GFI market image
	Create communities	Attract and keep talent
Accelerate upward movement in value chain	Bring more value added to our existing market share	Rationale of strong growth thanks to focused offers
	Strategic positioning at heart of product mix Business line/Technology	High value added business line solutions
	Positioning on Innovative solutions	Value-added business line solutions
	Increase Average Sales per Day	Raise profitability
Real ability to boost all Group branches and countries	Branches: AS, IS, ES and Software (already underway as part of our Public Sector offer)	
	Internal extension to our national market as part of Group IS	Generate positive internal momentum
	Extend partnership to all our markets	Forging strong partnership with a fast-moving software publisher



GFI surging forward in the wake of Microsoft : Vision and Opportunities



Business line focus required, deeply valued by Publishers and Market

- Only for major market players who have the required flexibility and agility

Solutions-oriented model

GFI positioning on BI offers at Business line level in France Télécom: service fees consistent with highly skilled input.

Microsoft is doing well and generating Business

- Recession-proof model
- Perfectly mastered model generating indirect leads to integrators

Common strategy focused on E&U markets to carry forward Microsoft collaborative offers

Market far from saturated

- Major software service providers still not organized enough
- Small 'pure player' organizations fail to meet clients' business line challenges

Highly agile team-based response: Business Value On Microsoft. Experts assigned P&L targets, focus on revenue generation for whole group, by picking up business-line specific challenges

Microsoft offer is excellent growth driver

Has the competitive edge on offers, who suffer from market slow-down and strategic uncertainty

GFI launches re-skilling plan driven by Microsoft offer and HR Department



GFI surging forward in the wake of Microsoft: Vision and Opportunities



Alignment on solutions

- Develop SaaS BPOS offers and XRM offer (around CRM Dynamics)
- BPOS migration in Belgium for GlaxoSmithKline Biologicals,
- CRM projects for motor insurer

Agility is embedded into our approach

- Set up of Business Value on Microsoft team leads to success

Demonstrate value of industrialization

- GDF-SUEZ ERIDAN project (business line Project on MS SharePoint platform)

Demonstrably successful when it comes to innovation

- FT: support to client business line in designing roll-out of multi-channel information on smartphones, touch screens and web. GFI is a driving force for innovation, because it partners its customers down to the divisional level.
- BPOS deployment inside GFI



Win/Win Partnership Strategy



"I am delighted by the closer partnership we are forging with GFI, and in particular by the inclusion of Microsoft Cloud offers. GFI expertise and its business-focused approach are guarantees that we will successfully serve the customers we share, when delivering major IS integration projects. GFI's decision to deploy Microsoft Online Services for its own internal use, strongly signals the value of this new partnership."

Eric Boustouller
President, Microsoft France



Conclusion



❑ Proven success

- Optimized forward momentum
- Driven by highly motivated team
- Tangible signs of success already

❑ Reproducible approach

- Management of new strategic partnerships
- Demonstrable effect and pertinence of the transformation model adopted

❑ Proven worth of concepts driving our strategic plan

- Matrix organization: close support, customer and sector focus, industrialization
- Complementary offers
- Optimize and boost market share by leveraging skill centers
- Reality of higher Group margin
- Consolidate international subsidiaries as Group drives forward



Advancement of Operational Plan



□ Year 1: H2 2009 – program achieved

- ✓ Alignment of foreign subsidiary organization on Group strategy
- ✓ Reinforcement of operational management and corporate functions
- ✓ Ramp up of plan for Sustainable and Profitable Development, extension outside of France

□ Year 2: 2010

- ✓ Extend offers outside France
- ✓ Improve margins by leveraging new organization
- Return to active acquisitions in a consolidating market in France

□ Year 3: 2011

- Continuing drive to improve margin
- Reinforcing product portfolio
- Positioning Group on new key sectors
- Seizing the opportunities afforded by market consolidation across Europe



Operational diagnostic of new GFI



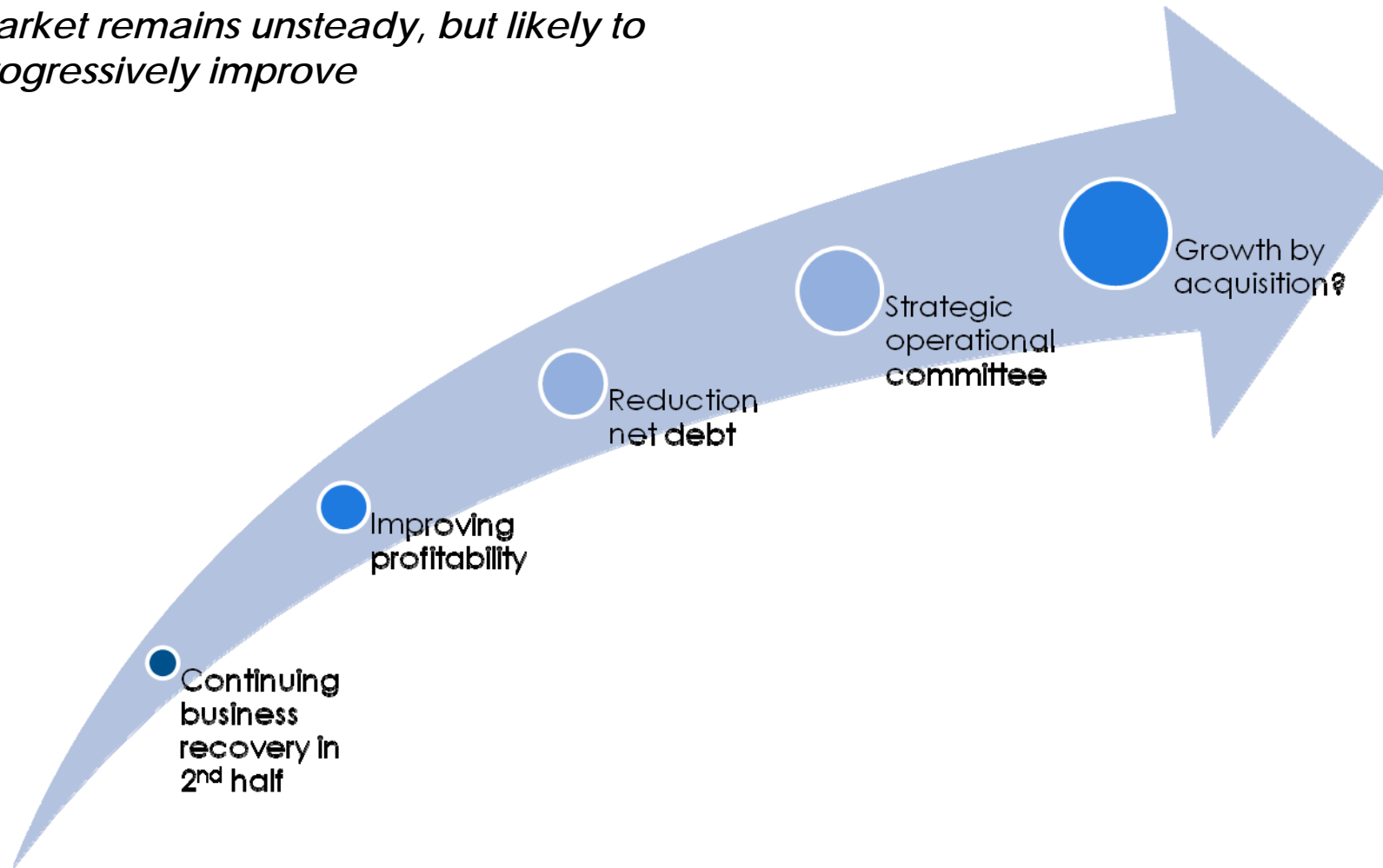
- ❑ New, closely bonded and ambitious management team
- ❑ Rapid and effective introduction of new sector-based organization
- ❑ Upgraded support and control functions, strong centralized consolidation of newly acquired companies and subsidiaries
- ❑ Strong industrial management, relying on high performance tools
- ❑ New GFI — already on the path to organic growth and ready to seek out new opportunities for acquisitions



Prospects 2010



Market remains unsteady, but likely to progressively improve



Calendar 2010



- ❑ September 2010 – Headquarters reorganization in Saint Ouen
- ❑ November 9, 2010 – Q3 revenues





Questions / Answers





Customer focus

Specialization

Value creation

Sector-focused organization

GFI INFORMATIQUE, THE VALUE OF EXCELLENCE

