

## PRESS RELEASE

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### GFI Informatique

#### Turnover increased to €166.3 million in the first quarter of 2007, with organic growth of 6.3%

| Turnover<br>(in €m) | First quarter<br>2007 | First quarter<br>2006 | Overall<br>growth | Organic<br>growth |
|---------------------|-----------------------|-----------------------|-------------------|-------------------|
| France              | 109.0                 | 112.3                 | -2.9%*            | 2.5%              |
| International       | 57.3                  | 50.4                  | 13.7%             | 14.2%             |
| Total               | 166.3                 | 162.7                 | 2.2%              | 6.3%              |

\*the perimeter changes include the disposal in mid-2006 of an activity in France of hardware resale

#### Message from Jacques Tordjman, Chairman and CEO:

« The transformation of GFI Informatique and the strong performance of the international activities are generating a robust organic growth in the first quarter 2007. The strong activity and the improvement of margin underway enable the group to confirm its objectives for 2007.

The group has been re-profiled in order to gain new market shares. This new profile combined with the sustainable growth trend and the acquisition policy enable the group to be confident in its capacity to achieve or exceed its 2010 objectives. »

#### Comments on activity

##### France

The significant contracts signed in the first quarter of 2007 are a tangible proof of the group transformation. This dynamism is not yet fully visible in the 2.5% organic growth reached 2.5% in France in the first quarter of 2007. These new contracts will help the group to increase its organic growth over the year.

The group has successfully started up GFI Monetic, which brings together 200 experts in Electronic Transactions and Payment System. The goal is to develop strong positions in these offers that are experiencing very rapid development.

The group has implemented an ambitious recruitment drive aimed at hiring 1,100 employees in France, including 400 new graduates. To this end, relations between GFI Informatique and universities and engineering schools have been strengthened.

One in five recruitments is a candidate co-opted by employees, which is a positive sign as regards the group's image and the quality of its human resources management. The group has, as well, stabilised the staff attrition rate.

## International

- **Spain:** growth remained strong as organic growth reached 8.9% in the first quarter of 2007. Activities in the Telecommunication sector remain extremely upbeat. Significant contact in the Public sector helped accelerate the diversification of the group's activities in Spain. The growth in this country should remain high.
- **Germany:** the turnaround in the group's activities continued at a brisk pace, with organic growth of 21.2% in the first quarter of 2007. The subsidiary's positions with large accounts in the industrial and public sectors have enabled it to capitalise on the dynamism of the German economy.
- **Italy:** organic growth reached 27% in the first quarter of 2007. Commercial investments targeted at the energy sector and at the group's clients operating in Italy have enabled the local subsidiary to enjoy renewed impetus at marketing level. Efforts focus on implementing the restructuring plan provisioned at end-2006 and on putting the local subsidiary on a firm footing.
- **Morocco:** the group's offshore platform at Casashore has been launched officially and over 30 employees recruited. The commercial pipeline for the service centre is highly promising, notably in the Banking-Insurance sector.
- **Other countries:** the group continue to experience a solid growth in the other countries where it operates. In Canada, the payment offers continue to drive the growth of this unit.

## Headcount

At the end of March, the group employed 8,430 people (8,385 at 31 December 2006), of whom 4,979 in France (4,953 at 31 December 2006).

## Acquisition a company in Portugal

GFI Informatique has signed heads of agreement with a view to acquiring a company in Portugal. This company is a leader in Electronic Transactions and Payment Systems in Portugal, notably in the area of point-of-sales terminals. This company also provides systems integration services to prestigious clients in the Public, Industrial and Retail sectors. In 2006, this company has generated a profitable turnover of €11 million in 2006.

With over 400 employees, GFI Portugal has imposed itself as one of the country's leading IT services firms, with acknowledged expertise in new technologies and the Telecommunications sector.

GFI Informatique believes that the combined strengths of GFI Portugal and this company will increase its growth potential in this country and lead to improved customer as well as employee satisfaction. In addition, this acquisition will strengthen GFI Informatique's position as an undisputed leader in Electronic Transactions and Payments Systems in Europe.

This acquisition is conditional upon finalising various legal agreements between the parties.

## **Financial communications calendar**

GFI Informatique will publish turnover for the second quarter of 2007 after close of market on 2 August 2007.

## **For further information, please contact**

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## **About GFI Informatique**

GFI Informatique is an international IT services group employing over 8,300 people. The Group recorded turnover of €633.1 million in 2006. GFI Informatique provides its customers with expertise in consulting, software solutions, systems engineering and integration, and outsourcing. The company covers all stages of the information system life cycle and caters mainly for large corporates, public bodies and local authorities. GFI Informatique has over 40 branches in France and 9 international agencies in Southern and Northern Europe, Morocco and Canada.