

# Press release



Paris, February 13th, 2006

## First half 2005-2006 Organic growth achieved

Sales in €m, IFRS standards	2004-2005	2005-2006	Change
First quarter (July to September)	36.9	37.1	+0.5%
Second quarter (October to December)	35.3	40.3	+14.0%
<b>Total first half</b>	<b>72.2</b>	<b>77.4</b>	<b>+7.0%</b>

*Note that beginning in 2005-2006, the year-end date has been changed to June 30. For the first half of 2005-2006, the period is therefore July to December 2005 compared with the same period of 2004 in the above table.*

### Sustained growth in the second quarter: +14%

Index Multimedia consolidated sales for the second quarter 2005-2006 (October to December 2005) show a 14% improvement to € 40.3 million compared with € 35.3 million over the same period in 2004-2005.

After a first quarter marked by business holding steady, this good performance means that sales for the first half register a net improvement over the same period in 2004-2005 of € 77.4 million (+7%). This growth has been achieved purely organically.

### Twelve months' sales: +6%

	January to December 2004	January to December 2005	Change
Sales in € millions IFRS standards	143.2	152.2	+6.3%

For transparency, and to make the figures easier to compare with 2004, Index Multimedia had set a sales growth target for twelve months to the end of December 2005. This growth target of 5% compared with the same period in 2004 was exceeded with sales of € 152.2 million, an increase of more than 6%. This good level of business was accompanied by significant investments to protect market share and prepare for future change.

### B to C is the engine of growth

Sales in € millions, IFRS standards	First half 2004-2005 (July to December)	First half 2005-2006 (July to December)	Change
B to C	55.3	60.4	+9.0%
B to B	14.9	14.2	-4.7%
Other	2.0	2.9	+45.0%
<b>Total first half</b>	<b>72.2</b>	<b>77.4</b>	<b>+7,0%</b>

Over the first half of 2005-2006 (July to December 2005), B to C business (78% of total sales) was € 60.3 million, an increase of 9% over the same period in 2004-2005. The fourth quarter features strongly in this improvement with sales of € 32.1 million, growth of some 20% over the same period in 2004. Beyond the base line position the Group has achieved in mobile applications, the work done to rationalize product lines and intensify sales representation has helped this improvement. This track will be pursued in the coming months in a market enlivened by the progressive build-up of 3 G that is anticipated and already on offer in the Group's product line.

The change in B to B business does not yet reflect the technological and commercial resources deployed in recent months on this strategic market. These investments should however gradually bear fruit in growth and, in particular, in the expected strengthening of the Group's positions on B to O (Business to Operator) business.

### **Geographic deployment: consolidated positions in France, confirmed breakthrough in Asia**

In € millions, IFRS standards	First quarter 2005-2006	Second quarter 2005-2006	First half 2005- 2006
Europe	32.9	34.8	67.7
Including France	28.8	31.1	59.9
Asia	1.8	3.1	4.8
USA	0.2	0.2	0.4
Other	2.3	2.2	4.5
<b>Total first half</b>	<b>37.1</b>	<b>40.3</b>	<b>77.4</b>

In terms of geographic deployment, the first half 2005-2006 (July to December 2005) also shows positive trends.

France (77% of total sales) remains the engine of growth in Europe with sales of € 59.9 million. This consolidation of the Group's historical growth base presages a return to the offensive in the European markets where it already has operations (Spain, Portugal, Italy, Switzerland, Belgium, Netherlands etc.). In the rest of Europe, commercial positions will be gained by consolidating external growth operations.

On the continent of America, recent months have been marked, in line with the new strategy, by a pause in growth as illustrated in the half-year's sales trend.

In Asia, the breakthrough is confirmed with sales of € 4.9 million. This performance stems more particularly from the rapid take-off in Thailand of the B to C subscription offerings. This successful breakthrough gives a foretaste for the months to come of growth in new, high-potential markets such as Indonesia or India.

With the strengthening of positions in France, rationalization of product lines and confirmed growth possibilities in export markets and on the B to O market, Index Multimedia is now ranged in battle order to attack new growth horizons. The arrival in November 2005 of Pierre Paperon as Chief Executive Officer is a strong sign of this new campaign which should allow the Group to return gradually to solid development accompanied by two-figure growth.

**Next release**  
**Publication of first half results 2005-2006**  
**March 27 2006**

***About Index Multimedia:***

*A subsidiary of Index Corporation (one of the biggest suppliers of content and services for mobile telephony in Japan), Index Multimedia is one of the leading designers of value-added mobile products and services for consumers and the business world in Europe. Index Multimedia is listed in compartment B of Eurolist, ISIN: FR0004061513.*

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