

UNIT4 announces performance over Q3 2012

Sliedrecht, 19 October, 2012

UNIT4 is pleased to announce revenue growth for the third quarter of 2012, despite an increasing move towards subscription invoicing. Demand for cloud-based solutions, which include not only the FinancialForce.com division but also its core Coda and ABW products, continue to gain momentum with increasing interest from potential clients. Even with this strategic change in the business, license revenue increased in Q3 by more than 25%.

UNIT4's Q3 revenue amounted to €110.7 million, an increase of 11% compared to revenue in Q3 2011.

License revenues grew by more than 70% in the UK and saw double digit growth in North America, Sweden, Benelux and Asia.

FinancialForce.com, the cloud applications company in which UNIT4 is the majority investor, again showed a strong performance and almost doubled its revenue over Q3 compared with the same period last year.

Due to increased workload and more hosting costs, the gross margin declined slightly in Q3 to 92,5% (Q3 2011: 92.9%).

Despite increased investments in FinancialForce.com, total EBITDA continued to grow. Total EBITDA in Q3 2012 - including FinancialForce.com – grew by 6% to €20.5 million (Q3 2010: €19.4 million), representing an EBITDA Margin of 18.5%.

Excluding FinancialForce.com the EBITDA increased by more than 10%.

The forensic investigation of our Polish business is now close to completion and in addition to costs for lawyers and auditing (around €1 million) it is expected that the total remaining exposure is not material.

The growing momentum of cloud computing is now evident across most of UNIT4's products and revenue recognition is consequently changing steadily from upfront fees towards subscription. This may have a larger impact on the estimated EBITDA range for Q4 if large deals typically seen in the last few months of the year are sold as cloud solutions on a subscription basis instead of "as license", since in the subscription scenario only a very small part of the deal can be recognized.

Publication of Annual Results over 2012 is planned for 20 February, 2013 (after market close of the Amsterdam Stock Exchange).

This document contains certain future expectations about the financial state of affairs and results of the activities of UNIT4 as well as certain related plans and objectives. Such expectations for the future are naturally associated with risks and uncertainties because they relate to future events, and as such depend on certain circumstances that may not arise in future. Various factors can cause real results and developments to deviate considerably from explicitly or implicitly made statements about future expectations. Such factors may for instance be changes in expenditure by companies in important economies, statutory

changes and changes in financial markets, in pension costs, in the salary levels of employees, in future exchange and interest rates, in future takeovers or divestitures and the pace of technological developments. UNIT4 therefore cannot guarantee that the expectations will be realized. UNIT4 also refuses to accept any obligation to update statements made in this document.

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About UNIT4 – www.UNIT4.com

UNIT4 is a global cloud-focused business software and services company aimed at helping dynamic public sector and commercial services organizations to embrace change simply, quickly and cost effectively in a market sector it calls 'Businesses Living IN Change' (BLINC)[™]. The Group incorporates a number of the world's leading change embracing software brands including Agresso Business World, our flagship ERP suite for mid-sized services intensive organizations; Coda, our best-of-class financial management software; and FinancialForce.com, the cloud applications company formed with investment from salesforce.com.

With operations in 26 countries, across Europe, North America, Asia Pacific and Africa, its revenue was €445.8 million in 2011.

UNIT4 is headquartered in Sliedrecht, the Netherlands and has more than 6,000 customers and 4,000 employees. It is listed on Euronext Amsterdam by NYSE Euronext and is included in the Amsterdam Midcap Index (AMX).

For more information on UNIT4 or any of its operating companies, please visit the website at www.UNIT4.com, follow us on Twitter @UNIT4_Group or join us on Facebook at www.facebook.com/UNIT4BusinessSoftwareNV.