



## **UNIT4: 1st Quarter 2010**

**Slidrecht, April 20, 2010**

### **Licence sales see 30% increase and EBITDA rises by 51%**

Although from a historical perspective the operational results of the first quarter of the financial year only provide a limited indication of what can be expected for the year as a whole, UNIT4 management can confirm that the progress of UNIT4's results is line with its plans.

Total revenue increased by 6% to € 96.8 million in the first quarter of 2010. With an increase of almost 30%, licence sales rose particularly strongly. Contract revenue grew by 8%, while a 6% decrease in revenue from services resulted from having fewer employees and external consultants.

The slight recovery in our markets that could be seen in December 2009 continued through the first quarter. Licence growth was greatest in the United Kingdom, with several major orders from the public sector. Spain also generated above average growth, with a number of significant orders from the healthcare sector. Growth was also seen in all other key countries.

The gross margin improved even further to a level of 91.3% (Q1 2009:91.1%)

As a result of the cost reduction measures taken in the first quarter of 2009 and the growth in licence sales, EBITDA rose by 51% to an amount of € 15.4 million (2009: € 10.2 million). This produced an EBITDA margin for the first quarter of 15.9% (2009: 11.2%).

In view of the combined effects of earlier cost-saving measures and the development of the sales pipeline, where there is always a strong emphasis on the fourth quarter, the UNIT4 management stands by its earlier statements about the expected profit for the full financial year 2010.

For more information, please contact:

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### **About UNIT4**

UNIT4 is a global business software company. With offices in 13 European countries and six countries outside Europe and sales activities in several other countries, a revenue of € 379 million was realized in 2009. Headquartered in Slidrecht, the Netherlands, UNIT4 had 3,456 employees at the end of 2009.