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# **Leading provider of Information and Translation**

**Technologies** 

## First Quarter 2004 Revenue Release

- +13% compared with the first quarter 2003
- +21% excluding exchange rate effect

April 29th, 2004 - SYSTRAN (Code ISIN FR0004109197, Bloomberg SYST NM, Reuters SYTN.LN), announced today its consolidated revenue for the first quarter 2004 (for the period between January 1st till March 31st 2004) which is € 2,853 K, increasing by +13.2% compared with the first quarter 2003 and by +21.3% at a constant exchange rate.

		in		in	Variation
In K€	2004	%	2003 publié	%	2003/2002
		of total		of total	
Software Publishing	1,453	50.9%	1,188	47.1%	+22.3%
Home & Small Business (HSB)	137	4.8%	171	6.8%	-20.2%
Corporate & Administrations	385	13.5%	314	12.4%	+22.6%
Resellers	638	22.3%	400	15.9%	+59.6%
Online Sales	293	10.3%	303	12.0%	-3.2%
Professional Services	1,400	49.1%	1,333	52.9%	+5.0%
Corporate & Administrations	897	31.5%	840	33.3%	+6.8%
Co-funded	503	17.6%	493	19.6%	+2.0%
Consolidated sales	2,853	100.0%	2,521	100. 0%	+13.2%







### First quarter 2004 activities

During the first quarter, SYSTRAN focused on the finalization of its new version 5.0 and the acquisition of new orders from corporate customers (*Corporate & Administrations*).

Software sales revenue increased by 22.3% to € 1,453 K compared with the first quarter 2003.

These results are due to:

- the increase of activity with the resellers;
- the sales of products to corporations and administrations.

SYSTRAN continuous to expand its network of resellers and has signed a new distribution agreement for Sweden.

Online Sales increased by +13% excluding the effects of exchange rate.

SYSTRANet.com service is used by 250.000 regular users, out of which 50.000 subscribed during the last quarter.

Professional Services revenue increased by +5% due to new orders from corporate customers and administrations.



#### **Business Outlook 2004**

The new version 5.0 scheduled for launch at the end of the second quarter is expected to increase software sales.

SYSTRAN continues its policy of recruiting value-added distributors and resellers in Europe and the United States.

SYSTRAN continues to pursue its strategy of promoting online sales by launching a new e-shop and by limiting the use of free online services.

SYSTRAN will announce new Professional Services contracts in the second quarter and will submit proposals for new co-funded projects.



### **New Headquarters**

SYSTRAN has relocated its headquarters to the Grande Arche of Paris La Défense.

The new address of the Company is the following: La Grande Arche, Paroi Nord, 1 Parvis de la Défense, 92044 Paris La Défense Cédex







#### **About SYSTRAN**

SYSTRAN is the leading provider of the world's most scalable and modular translation software. SYSTRAN's expertise spans over 30 years of building customized machine translation solutions for large corporations, ISPs, governments and public administrations through open and robust architecture.

SYSTRAN's core Technology powers translation solutions for the Internet, PCs and network infrastructures that facilitate communication in 40 language pairs and in 20 specialized domains. SYSTRAN's Technology is developed under Linux and runs on all Unix platforms, MacOS X and MS Windows.

SYSTRAN continues to develop new translation systems, namely Arabic, Persian, Hungarian, Polish, Czech, Swedish, Danish and Finnish.

SYSTRAN is headquartered in France and has a subsidiary in San Diego, California.

SYSTRAN (Code ISIN FR0004109197, Bloomberg SYST NM, Reuters SYTN.LN) is listed on Euronext Paris, Nouveau Marché, and is member of NextEconomy segment.

#### **Contact**

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Revenue for the first semester 2004 will be announced on July 28<sup>th</sup>, 2004.

This Press Release is available for download at: <a href="https://www.systransoft.com/Investors/Press.html">www.systransoft.com/Investors/Press.html</a>

