



# InfoVista Q1 FY 07/08 Financial Results

## October 30<sup>th</sup> 2007

## Cautionary Remarks Regarding Forward-looking Statements

*Except for information regarding historical facts, the matters discussed in this presentation are "forward looking statements." These statements reflect management's beliefs and best judgment based on currently available information and expectations. However, the forward-looking statements involve risks and uncertainties which could cause actual results to differ materially from those anticipated by such forward-looking statements. In particular, statements of management's outlook assume that overall market demand for our products will remain approximately at recent levels and that we will maintain our market position despite intense competition; statements of management's outlook also do not take into account fluctuations which may occur in currency exchange rates, particularly as between the euro and the U.S. dollar. In addition, actual results may differ from those presented in the forward-looking statements due to other risks and uncertainties involved in our business, including, without limitation, the rapid evolution of our markets, our ability to attract new customers for our products, our dependence upon spending by the telecommunications industry, the technical success and reliability of our products and our ability to develop and protect new technologies. For more information regarding the factors which may affect our results and operations, see the disclosures in InfoVista's public filings with the US Securities & Exchange Commission and the French Autorité des Marchés Financiers, including the "Risk Factors" section in our Annual Report on Form 20-F. Undue reliance should not be placed on any forward-looking statement included in this presentation. InfoVista undertakes no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.*

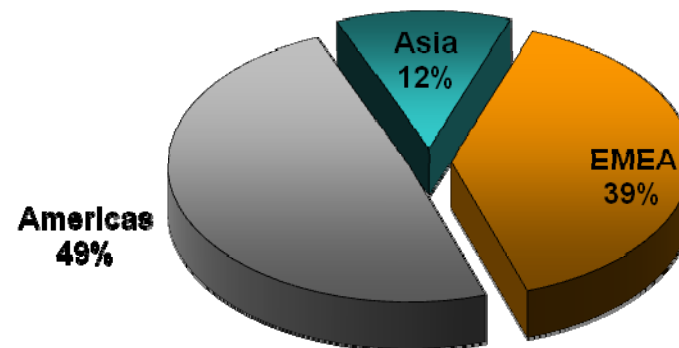
## Q1 FY 07/08 Revenues

€ 'k	Q1 FY 07/08		Q1 FY 06/07			
	Total Revenues	% of total	As reported	% change	As corrected	% change
<b>Total Revenues</b>	<b>10,217</b>	<b>100%</b>	<b>9,171</b>	<b>11%</b>	<b>8,211</b>	<b>24%</b>
License Revenues	4,406	43%	4,109	7%	3,149	40%
Service Revenues	5,811	57%	5,062	15%	5,062	15%
<i>Maintenance Revenues</i>	<i>4,252</i>	<i>42%</i>	<i>3,925</i>	<i>8%</i>	<i>3,925</i>	<i>8%</i>
<i>Professional Services</i>	<i>1,559</i>	<i>15%</i>	<i>1,137</i>	<i>37%</i>	<i>1,137</i>	<i>37%</i>

## Revenues per Geography

€ 'k	Q1 FY 07/08	
	Total Revenues	% of total
EMEA	4,020	39%
Americas	5,002	49%
Asia	1,195	12%

Q1 FY 07/08 Geographic breakdown



## Q1 FY 07/08 Income Statement

€ 'k	Q1 FY 07/08		Q1 FY 06/07			
	Total Revenues	% of total	As reported	% change	As corrected	% change
<b>Total Revenues</b>	<b>10,217</b>	<b>100%</b>	<b>9,171</b>	<b>11%</b>	<b>8,211</b>	<b>24%</b>
<b>Gross Profit</b>	7,932	78%	7,373	8%	6,413	24%
<b>Operating Expenses</b>	7,767	76%	7,679	1%	7,679	1%
<b>Operating Profit (loss)</b>	165	2%	(305)		(1,266)	
<b>Net Results</b>	(227)	(2)%	(118)		(1,078)	

## Introducing Accellent



- Founded in 2002
- 2 Offices in France
- 17 Employees
- 80 International Customers :
  - Companies with 3,000+ employees
  - Largest US customer has 30,000+ employees
- €4 million expected revenue for FY ending June 30 2008
- Solutions and Technologies enable Enhanced Service and Application Delivery for Enterprise and Communication Operators

## InfoVista + Accellent Strategic Advantages

- Boosts InfoVista's Market Position and Broadens Enterprise Play into mid-markets
- Complements InfoVista's best-of-breed Infrastructure performance management, end-to-end application and service quality management strengths
- Completes InfoVista's Capability to deliver Application-Centric Performance Assurance
- Enriches Customer Performance needs



# Technology Acquisition Completes InfoVista's Capability to Deliver Application-Centric Performance Assurance

Is there a performance issue with the end-user application or service?

## Application Quality Monitoring

*Measuring the quality of end-user experience*

## Infrastructure Performance Monitoring

*Measuring the health of the individual device and class of service*

## Application-Centric Performance Assurance

## Application Traffic Monitoring

*Measuring the usage of applications and users*

Are there particular applications or users that are consuming available bandwidth?

Is there a performance issue with any of the infrastructure supporting the service?

- Existing InfoVista Technology
- Technology from Accellent

## How Accellent Adds Value to InfoVista

- Application Traffic and Usage Monitoring based on NetFlow technology
- Traffic Monitoring and Deep Packet Inspection (DPI) for high Granularity visibility into business applications, VoIP and Triple Play services
- Easy-to-use products with well-defined drill downs to enable application-centric troubleshooting
- Will support InfoVista's expansion into the broader Enterprise market with fully-packaged appliance products

## InfoVista-Accellent Joint Value Proposition

- One-stop-shop for performance management
  - Complete solution for Application-Centric performance assurance
  - Unsurpassed breadth of technology/vendor coverage and scalability
- Lowers cost and risk of operations
  - Proactive identification and rapid time to resolution of performance degradation
- Aligns IT infrastructure groups with business objectives
  - Ability to report on application usage and QoE-based SLAs
  - Provides underlying metrics for chargeback of shared services

## InfoVista-Accellent Roadmap

- Completion of Acquisition – 21 Nov 2007
- Portal-based Integration within one financial quarter post-acquisition
- Advanced integration with InfoVista solutions by mid-2008
- Accellent will continue to operate as an independent business unit selling into selected European markets
- InfoVista will act as a distribution channel for global markets



# InfoVista Q1 FY 07/08 Financial Results

## October 30<sup>th</sup> 2007