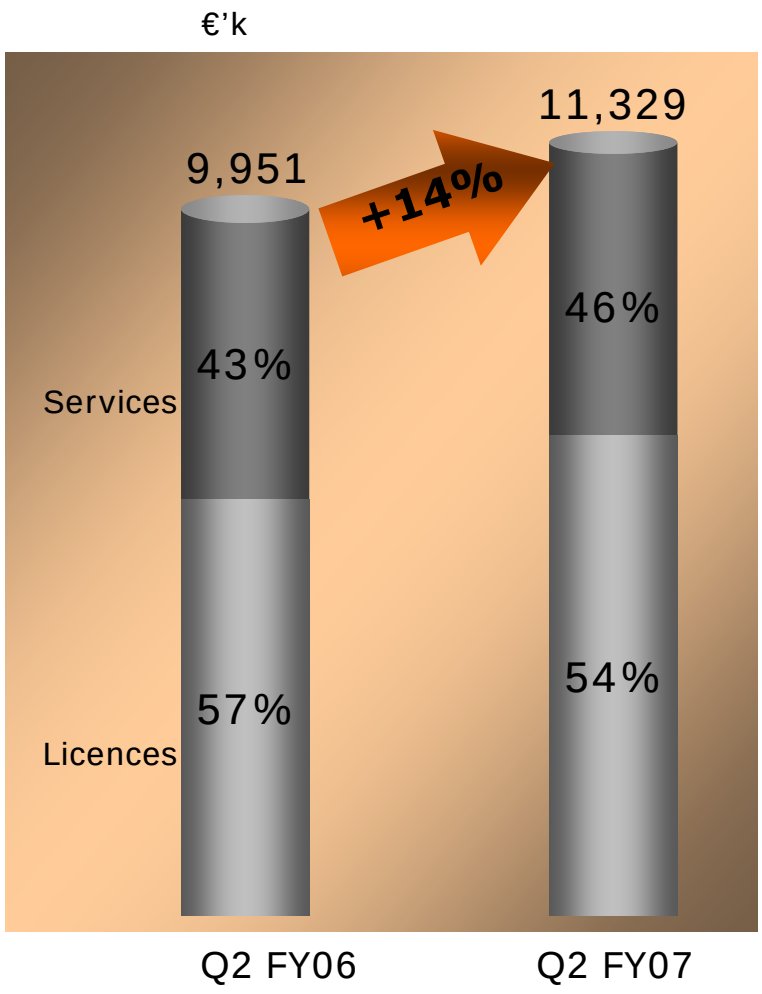
# InfoVista Q2 FY06/07 Financial Results
January 24th 2007

# 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.*

# Solid Revenue Growth

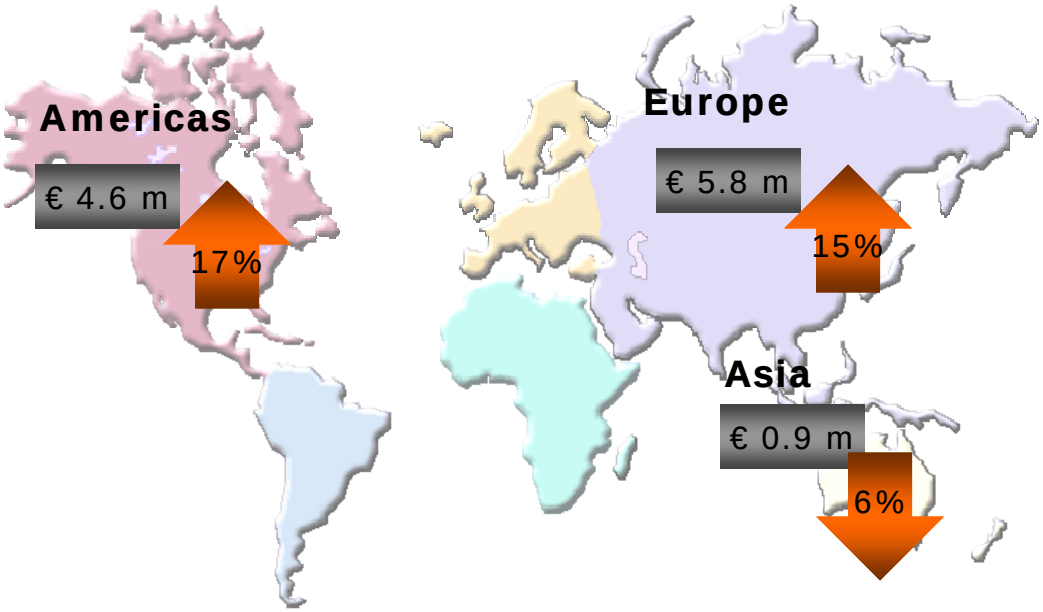
| € 'k | Q2 FY07 Total Revenues | Q2 FY07 YoY growth |
|---|---|---|
| **Total Revenues** | **11,329** | **14%** |
| License Revenues | 6,086 | 8% |
| Service Revenues | 5,243 | 22% |
| *Maintenance Revenues* | *3,995* | *12%* |
| *Professional Services* | *1,248* | *71%* |



# Geographical Revenue Breakdown

| € 'k | Q2 FY07 Total Revenues | Q2 FY07 % of total |
|---|---|---|
| Europe | **5,827** | **51%** |
| America | 4,609 | 41% |
| Asia | 893 | 8% |

**Q2 FY07 Geographic revenues**



# Q2FY07 Income Statement

| €'k | Q2 FY07 | % of total revenues |
|---|---|---|
| **Total Reveues** | **11,329** | ***100.0%*** |
| Cost of Revenues | 2,043 | *18.0%* |
| **Gross Profit** | **9,286** | ***82.0%*** |
| Sales and marketing expenses | 4,577 | *40.4%* |
| Research and development expenses | 2,078 | *18.3%* |
| General and administrative expenses | 2,224 | *19.6%* |
| **Net Income** | **546** | ***4.8%*** |
| **EPS** | **0.03** | |

- Improvement in both Top and bottom line
- Net results increased to €0.5million, 5% of total revenues
- Gross margin improved significantly to 82%, 1 point more than previous year

# Strong Balance Sheet

| €'k | Dec 31, 2006 | Dec 31, 2005 |
|---|---|---|
| **Cash and Cash Equivalent** | 33,545 | 34,114 |
| **Receivables** | 11,358 | 8,795 |
| **Deferred Revenues** | 5,710 | 5,438 |
| **Long Term Debt** | 0 | 0 |
| **DSO** | 90 | 80 |

# Operational Highlights

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