



Clamart, 11 February 2004



## Sales for the year to 31 December 2003

CS group reported consolidated sales for the year to 31 December 2003 of EUR 346 million, down 10% compared with 2002 at constant exchange rates and consolidation scope. Sales for the fourth quarter of 2003 came to EUR 93 million. In a declining market, CS focused its efforts on structural improvement programmes and preservation of its operating profitability.

Several major projects were completed in 2003: global facilities management for the logistics company Staci, implementation of video surveillance equipment on SNCF's IP network to ensure station security and migration of data as part of the consolidation of Banque Populaire's IT platforms. CS also continues to record robust growth in the defence and civil and military aviation sectors.

In 2004, CS is stepping up its marketing and commercial efforts as an architect, integrator and operator of "critical" (i.e. mission critical) and high performance applications and systems. For example, the development of onboard software for the aerospace and automotive sectors and the roll-out of the new *Services aux Banques* network (a secure network for banking transactions) illustrate the expertise of CS in meeting the complex needs of its customers.

CS is gradually incorporating the best elements of the market into its offer and has forged several alliances since the beginning of this year: with EMC (a global leader in storage and Information Lifecycle Management), VisioWave (European leader in networked video surveillance) and ECS (Société Générale's financing company). CS has also formed *First Services*, bringing together IT engineering and consultancy companies – 18 at present – in a network based on skills and expertise for the development of critical projects.

The full results for 2003 will be presented on 8 March 2004.

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CS – Chief Executive Officer, Gérard Jousset – is a major player in the integration and operation of secure communications infrastructures and scientific and technical applications. CS is listed on the Premier Marché of the Paris Bourse and is included in the NextEconomy and MID CAC indices (Euroclear code 7896).

### PRESS RELATIONS

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