

Press Release 06-2012

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## **Orga Systems continues growth curve**

*Advisory Board endorses further investments*

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**Paderborn (Germany), 1 February 2012: Orga Systems continued its revenue growth driven by investments in its products, services and sales coverage. The 2011 annual turnover has grown 30% higher over the past 2 years. The volume of year-end backlog for 2012 has almost tripled as compared to that for 2010. This excellent result is due to 18 months of extensive business transformation with more than 80m subscribers added on its systems. The Advisory Board has reinforced its support for the Management's plans. The Advisory Board has recommended and the Shareholder has approved the budget for 2012, which is geared towards further expansion.**

**Orga Systems' Advisory Board was established in late 2010. It consists of international experts and executives from the telecommunications industry and the financial sector. The Board is focussing on strategic guidance and governance for the company and acts as a sparring partner to the executive team in its pursuit of international expansion and sector leadership.**

### **Business Transformation well under way**

Ramez Younan, appointed as CEO in 2010, has implemented significant changes which are reflected in these results. After optimizing business processes and the organisation, he has focused on customer care with a special focus on international expansion, product portfolio, services and partners. Today, Orga Systems supports customers in 27 countries through its 13 locations around the world. Additional centres opened in Buenos Aires, Dubai, Calcutta and Moscow provide local access to growth regions in South America, CIS, Africa and Asia.

"The Board is impressed by the pace and excellent results that the new Management have achieved, so far", says Dr Wolfgang Harrieder, Chairman of the Board. "This success should be recognized as very significant as Orga Systems has followed its strategy of profitable growth and achieved these successes in times of increasing price and competitive pressures, as well as a discouraging general economy."

### **Successful entry into new business segments**

"The telecommunication industry is processing 3 simultaneous challenges; increasing customer experience, dealing with an ever exponential growth of data and machine-to-machine traffic while facing heavy competition from over the top and under the floor players. This is why they are working with agile partners such as Orga Systems to help them with an integrated portfolio of customer experience products, robust high volume billing and charging

in real time as well as a lower TCO to enable them to compete and gain time to market advantage. Other industries such as Telematics and Energy customers have also trusted Orga Systems to leverage their experience and deploy its systems efficiently”, says CEO Ramez Younan.

In addition, Orga Systems continues to explore further growth opportunities such as eGovernment, eHealth and eLearning.

For almost two decades, Orga Systems has been a top brand in the area of real-time based charging and billing in telecommunication services. Services for more than 400 million subscribers are currently managed, collected and billed by Orga Systems’ high-performance solutions. Orga Systems continues to receive several international awards, such as 2011 Global BBTM Award in the category “Best use of traffic management for improving customer experience” for its Next Generation Control Point (NGCP).

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