

## FIRST-HALF 2016 SALES REVENUE

- Strong increase in license sales: +18.4% *pro-forma*<sup>(1)</sup>
- Innovation accelerated with launch of new products

ITESOFT (ISIN Code: FR0004026151, Mnemo code: ITE), a European software vendor specializing in solutions for automating and processing information workflows, announces its sales revenue for the first half of 2016.

Sales revenue <i>in M€, audited</i>	H1 2016	H1 2015	CHANGE
France	10.9	8.5	+28.2%
International	1.7	1.5	+13.3%
<b>Half-year total</b>	<b>12.6</b>	<b>10.0</b>	<b>+26.0%</b>

*As a reminder: the acquisition of W4 is consolidated in ITESOFT's books as of July 1, 2015.*

In the first half of 2016, Group revenue reached €12.6 million, up +26.0% compared to the published first half of 2015, and showing +3% growth compared to a *pro-forma*<sup>(1)</sup> evaluation of 2015.

In France, business activity showed an increase of +28.2% to reach €10.9 million. International sales revenue rose by +13.3% to reach €1.7 million.

These results reflect the relevance of acquiring W4 with respect to ITESOFT Group development and growth, while also confirming successful integration of W4 into the structure.

### Strong increase in license sales: +18.4% *pro-forma*<sup>(1)</sup>

The first six months of the year were marked by renewed growth in license sales, which were 18% higher in *pro-forma*<sup>(1)</sup> terms for 2016 than in the same period in 2015. This performance demonstrates the success of the unified ITESOFT-W4 organization, as well as its new flagship offering, SCPA (Secure Capture and Process Automation), which continues to attract major decision-makers in the industry.

During the first six months of the year, several long-standing clients renewed their confidence in ITESOFT by placing significant new orders. These clients include a major automobile parts manufacturer and a leading company in the luxury sector. Both clients chose to have ITESOFT implement SCPA for Suppliers in SAP environments in the United States and Asia, while continuing deployment started in Europe in 2013.

The SCPA offering also successfully attracted new large clients, all of which are leading references in their fields, during the period:

- One of the top French providers of medical assistance chose the SCPA for Customers solution to implement digital transformation for its processes.
- A major subsidiary management center for several complementary health care providers chose the SCPA for Customers solution to automate processes for handling optical and dental treatments.
- One of the largest furnishings companies in France chose SCPA for Suppliers to replace an existing competitor solution.

## Innovation accelerated with launch of new products

Unification with W4 in 2015 resulted in effective R&D resource optimisation and increased innovation capacity for the Group.

In the first half of 2016, the combined forces of ITESOFT for omni-channel capture and W4 for BPM (Business Process Management) enabled the Group to launch new products supporting the SCPA offering, including:

- "Fraud Detection SaaS", to meet the growing need to fight against document fraud.
- "E-contract", a solution for managing the online contract process using electronic signatures.

These new solutions will contribute to license revenue, particularly starting in 2017.

*(1) Pro-forma data takes the W4 acquisition into consideration as if it had taken place on January 1, 2015. Any comparison with pro-forma data is provided for information only, to offer a clearer picture of H1 2016 business activity.*

## About ITESOFT - [www.itesoft.com](http://www.itesoft.com)

New developments in personal practices brought by new technologies have also meant major challenges for organizations, particularly in optimizing the client experience, which is key in preserving margins.

ITESOFT solutions help improve process management efficiency and flexibility for organizations, notably for their client-related processes. In addition to increasing productivity through capture and automation, we seek to help our clients design and manage business processes that will strengthen their competitiveness now and in the future by using our software solutions and the customer assistance services offered by ITESOFT and its partners.

ITESOFT's vision is to be a top European reference in secure solutions for omnichannel capture and flexible automation of client and supplier processes.

This hinges on cross-business solutions, innovative R&D that integrates the best technologies, leading technological partners and client business experts.

Thanks to unique know-how established through its research laboratories and programs, ITESOFT enjoys international recognition for the performance, robustness, and innovative nature of its solutions. The company is the leader on the French market.

ITESOFT's reference software suite is Secure Capture & Process Automation - SCPA. This suite is primarily targeted towards client (SCPA for Customers) and supplier (SCPA for Suppliers) management. It incorporates essential components for modeling, managing, steering, and monitoring key processes, from omnichannel capture to automatic application generation.

Adapted to digitize and automate critical processes, ITESOFT solutions process more than one billion documents every year for more than 450 clients of all sizes, in all activity sectors, across 29 countries.

Founded in 1984 and listed on Euronext Paris since February 2001, ITESOFT has offices in Germany, the United Kingdom, and France. The company leverages partnerships in other western European markets (Belgium, Luxembourg, Switzerland), and in Northern Africa, Australia, and Brazil. In 2015, ITESOFT generated consolidated revenue of €23.1 million and had a staff of 207 people.

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