

## Q1 2013 sales revenue

**ITESOFT (ISIN Code: FR0004026151, Mnemo code: ITE), European developer of software solutions to automate and process information flows,** announces today that sales revenue in Q1 2013 rose slightly by +1.2% to reach €5.02 Million for the period, compared to €4.96 Million in Q1 2012.

### FreeMind holding strong

Business activity in **France** continues to hold strong, resisting the trend in a generally challenging environment with only a slight decline of -1.8%, to reach €4.2 Million in Q1. In this geographical zone, the quarter was marked by deployment and invoicing of a major contract signed with one of France's largest public health organizations. **Internationally,** sales revenue rose by +20.5% to reach €0.8 Million.

### Yooz revenue multiplied by 3

For Yooz, ITESOFT's SaaS-mode document capture and automation solution for companies and chartered accountants, sales revenue tripled over the period for a total of €0.3 Million. The solution continued to attract new clients at a healthy pace in Q1, with +60% more subscriptions with respect to the same period in 2012.

Overall, recurring revenue from FreeMind support and Yooz subscriptions rose +13.5% over the first quarter, representing 45.8% of the company's consolidated revenue, compared to 40.9% in the first quarter of 2012.

### Next publications:

- April 30, 2013: online publication of 2012 Reference Document
- July 18, 2013: publication of sales revenue for H1 2013

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

Founded in 1984, ITESOFT is the leading software developer in France and one of the leaders worldwide for the process automation market with its electronic capture and automatic document processing solutions.

Group turnover in 2012: 21.7 M€ - Group staff in 2012: 191 people

ITESOFT's mission is to make processes that rely on business document exchange smoother, simpler and faster.

ITESOFT offers an innovative range of solutions for capturing, automatically processing, and handling all documents flowing into companies. The company's offer is based on two product lines:

- **FreeMind**, a licensable solution for capturing and automatically processing documents for large organizations. This includes handwritten correspondence, forms (such as order forms and slips), invoices, payments (cheques and drafts).
- **Yooz**, an SaaS solution for capturing and automatically processing supplier invoices, designed for small, very small, and medium-sized companies, associations, certified accountants, and local government.

ITESOFT solutions significantly and measurably increase the efficiency of business processes that depend on flows of paper and electronic documents (purchase to pay, order to cash, mail and client file processing...). These solutions enable clients to increase productivity, reduce document processing costs, and ensure end-to-end processing reliability and tracking.

ITESOFT has been listed on the EURONEXT stock exchange since February 2001.

Compartment C - ISIN Code FR0004026151 – Mnemonic ITE - Reuters: ITFT.LN -

Bloomberg: ITES FP

## CONTACTS

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### ACTIFIN

76-78 rue Saint Lazare

75009 Paris, France

Tel: +33 (0)1 56 88 11 11

Fax: +33 (0)1 56 88 11 12

Investor Relations: Alexandre Commerot, [acommerot@actifin.fr](mailto:acommerot@actifin.fr)

Press Relations: Charlène Masson, [cmasson@actifin.fr](mailto:cmasson@actifin.fr)