

## Q2 2013 Sales Revenue

ITESOFT (ISIN Code: FR0004026151, Mnemo code: ITE), a European software vendor specializing in solutions for automating and processing information flows, announces its sales revenue for the second quarter of 2013.

Sales revenue in M€	2013	2012
Q1	5.0	5.0
Q2	5.7	5.6
<b>6-month total</b>	<b>10.7</b>	<b>10.6</b>

In Q2 2013, ITESOFT sales revenue held stable at €5.68 million, compared to €5.60 million for the same period in 2012. For the first 6 months of the year, overall Group revenue reached €10.70 million.

In **France** (89% of revenue), second quarter activity rose by +9.15% to reach €5.25 million, representing a six-month progression of +5.57% in overall revenue for the zone, totaling €9.47 million.

**Internationally** (11% of revenue), the Group recorded €0.43 million in business activity, compared to €0.79 million in Q2 of 2012. During this 6-month period, international sales reached €1.23 million, compared to €1.59 in Q1 of 2012.

In the second quarter, one of the world's leading automotive suppliers, which had already deployed ITESOFT solutions in France and Germany, chose to expand the scope of its installation to include two new sites abroad. This commercial extension will contribute to Q2 revenue.

**Yooz**, the SaaS-mode document capture and automation solution for SMEs, mid-sized businesses, and certified accountants, continues its rapid growth with earnings of €0.29 million in Q2 (+138.3%), for a total of €0.57 million for the first six months of 2013 (+166.2%). As of June 30, 2013, Yooz has doubled its subscriber base, now with over 600 clients. Numerous new references signed up for the service in Q2 2013, including the Olympique de Marseille soccer club, Maranatha hotel group, city halls in France such as St. Germain en Laye, Gravelines, and La Madeleine, and more.

Stability of ITESOFT Group revenue over the first semester of 2013 can be attributed to a generally challenging business environment.

**Next publication:** September 25, 2013: S1 2013 results

**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: 200 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

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