

## Turnover in Q2 2012: +9.5%

ITESOFT (ISIN Code: FR0004026151, Mnemo Code: ITE), European software developer specialising in solutions for automating and processing information workflows, announces today its sales turnover for the 2<sup>nd</sup> quarter of 2012.

Resulting turnover in M€	2012	2011	Variation (in %)
1 <sup>st</sup> quarter	4.96	4.96	stable
2 <sup>nd</sup> quarter	5.60	5.11	+9.54%
<b>6-month TOTAL</b>	<b>10.56</b>	<b>10.07</b>	<b>+4.88%</b>

ITESOFT turnover in Q2 2012 was 5.60 M€, up +9.54% from 5.11 M€ for the same period in 2011. Overall Group turnover rose by +4.88% to reach 10.56 M€ for the first 6 months of this year.

**In France** (85% of the company's turnover), 2<sup>nd</sup> quarter activity rose by 17.00% for a total of 4.81 M€, representing a six-month progression of +7.74% in turnover, reaching 8.97 M€. ITESOFT sales momentum benefitted from new client references signed this past quarter, including Sagemcom, Akiolis Group, Rector Lesage, and more.

In addition, a Public Interest Group comprised of 170 members, including French universities and higher education institutions ("*Grandes Ecoles*"), chose ITESOFT solutions via a public tender process. Two of this group's members have been using ITESOFT solutions successfully since 2010, which was a contributing factor that led the Public Interest Group to select ITESOFT to equip its members with a complete automated processing system for supplier invoices in the SAP environment. This contract accounted for over 500 K€ in ITESOFT's Q2 turnover.

The company also signed many significant projects with its existing client base. In particular, one of the major distributors of construction materials in France decided to deploy ITESOFT solutions more broadly following its pilot project one year ago. Gains in productivity, ROI and workflow optimisation observed during the project convinced this client's upper management to make the decision to move forward with ITESOFT on a larger scale.

Philippe Lijour, CEO of ITESOFT says: "*This deployment illustrates the success of our sales strategy. In most cases, the benefits that our clients observe when implementing pilot projects persuade them to expand the use of our solutions into the rest of their sites and/or subsidiaries. Leveraging our existing client base is one of our major targets for developing FreeMind business activity. Once our clients are convinced that our solutions bring significant immediate benefits, these clients tend to broaden their use throughout their groups.*"

**Internationally** (15% of overall turnover), business activity was down -20.86% to reach 0.79 M€, a figure that reflects a globally unfavourable situation, compared to Q2 2011 turnover that was marked by very high growth of +29%. Turnover for international markets reached a total of 1.59 M€ over the first half of 2012.

**Yooz**, ITESOFT's SaaS-mode document automation solution, continues to ramp-up its sales deployment phase, notably with the addition of new partnership agreements. Following PricewaterhouseCoopers, Yooz contracts were signed with other leading auditing firms, which will represent a new source of growth for the coming months. In addition, Yooz has achieved its first partnership successes with the software developer Sage in the business sector, following other accomplishments in partnership with Cegid in the accounting sector. Overall, there are twice as many Yooz subscribers now in the first half of 2012 as there were in the same period in 2011. New clients that have adopted the Yooz solution in Q2 2012 include Adista, Créavia, JMB Energie, Mazars UK, TV Sud, Robeco, and more.

- ITESOFT.FreeMind dedicated to capturing and automatically processing documents. Specific modules include:
  - ITESOFT.FreeMind Enterprise to capture, categorise, index and distribute all incoming document flows
  - ITESOFT.FreeMind for Business to handle all kinds of business forms and documents
  - ITESOFT.FreeMind for Invoices to handle supplier invoices
  - ITESOFT.FreeMind for Orders to handle BtoB order forms
- ITESOFT.Share to handle document content and workflow electronically
- ITESOFT.iSpid to handle payment documents automatically

These solutions offer advanced, seamless integration with the market's leading ERP systems including Arcole, Coda, Infor (Anael, Baan, Smartstream, Sun Systems, ...), JDEdwards, Microsoft Dynamics, Oracle E-Business Suite, PeopleSoft, Sage, SAP®, etc..

ITESOFT's mission is to "capture 100% of all documents and automate 100% of all processes within the company".

ITESOFT has been listed on Euronext Paris since February 2001.

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