



Paris, May 15, 2018

## Annual revenue at €560.9m for fiscal 2017-2018 exceeds guidance

### Growth remains sustained at 27.8 percent, including organic growth of 15.6 percent

The SII engineering consulting group has released its annual revenue figures for fiscal 2017-2018.

Management board chairman Eric Matteucci commented that *“The SII Group’s revenue for the year was up 27.8 percent to €560.9 million, exceeding our target of €545 million. Organic growth reached 15.6 percent, well above the average for our sector. Results for the fourth quarter were in line with those of the first nine months of the year. I wish to thank all our teams, in France and abroad, for their strong commitment, and all our clients who have remained loyal to us for many years. Our results confirm the fact that we have followed the right strategy and make us confident about the continued development of the SII Group.”*

In €m Period to March 31	2016-2017	2017-2018	Change	Organic growth*
First quarter revenue	104.19	<b>129.54</b>	+ 24.3%	+ 10.6%
Second quarter revenue	101.02	<b>129.66</b>	+ 28.4%	+ 15.7%
Third quarter revenue	109.18	<b>145.96</b>	+ 33.7%	+ 19.6%
Fourth quarter revenue	124.46	<b>155.74</b>	+ 25.1%	+ 16.3%
<b>Revenue for the year</b>	<b>438.85</b>	<b>560.90</b>	<b>+ 27.8%</b>	<b>+ 15.6%</b>
<i>of which, in France</i>	<i>235.47</i>	<i><b>314.97</b></i>	<i>+ 33.8%</i>	<i>+ 12.8%</i>
<i>of which, outside France</i>	<i>203.38</i>	<i><b>245.93</b></i>	<i>+ 20.9%</i>	<i>+ 19.4%</i>

\* excluding the impact of acquisitions (the newly-acquired Feel Europe, which was consolidated from March 1, 2017, had a restated impact of €49.3m on the year as a whole) and exchange-rate fluctuations (2016-2017 exchange rates applied to revenue for 2017-2018)



The SII Group reported revenue of €560.9m for the year ended March 31, 2018, exceeding its own forecast and up 27.8 percent from fiscal 2016-2017. Feel Europe, whose full results were included in consolidation for the first time, contributed revenue of €53.9m (including organic growth of €4.6m). For the year as a whole, organic growth amounted to 15.6 percent, a remarkable result given that the period had significantly fewer working days (5 less than in fiscal 2016-2017).

## **Marked growth in France**

Business in France generated revenue of €314.97m. Excellent results in the Group's traditional lines of business combined with the addition of Feel Europe to produce growth of 33.8 percent there, including organic growth of 12.8 percent.

In the last quarter of the fiscal year, sales reached €87.73m, a 26.5-percent improvement (including 13.2 percent on a like-for-like basis) over the same period in fiscal 2016-2017.

## **Continued expansion of international operations**

Revenue from international operations increased by 20.9 percent (of which 19.4 percent was organic growth) from the previous year, to €245.93m. Business in Poland, which accounted for 21.6 percent of the Group's annual revenue, continued to grow significantly (by 35 percent to €121.3m for the year). In Germany, where revenue was unchanged during the first half, it finished the year up 9 percent, helped in part by expanded activities and a favorable base effect for Cadcon's traditional business. Revenue in Spain was up 7 percent for the year but continued to be adversely affected by geopolitical troubles in Catalonia. Operations in other countries also contributed to growth, including in Romania (up 12 percent), Canada (up 249 percent), Morocco (up 69 percent), Colombia (up 34 percent) and The Netherlands (up 26 percent).

In the fourth quarter alone, revenue from international operations rose by 23.5 percent to €68.01m, largely due to organic growth of 20.1 percent.



## Outlook

In spite of an unfavorable calendar with fewer working days, the SII Group's revenue continued to grow at a sustained pace and surpassed management's guidance. The Group can confirm that its operating profit for fiscal 2017-2018 will be higher, although, as anticipated, the improvement will not be as significant as in sales.

More detailed information on the outlook for fiscal 2018-2019 will be provided with the announcement of the financial results for fiscal 2017-2018.

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### Next scheduled financial announcement:

Fiscal 2017-2018 annual revenue, Tuesday, June 5, 2018, after the close of trading

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## About SII

As a trusted technology partner, SII provides high value-added solutions for the IT projects of many large corporations. It relies on a staff of expert engineers and on methods at the cutting edge of quality standards to carry out its activities in:

- Technology Consulting (IT, electronics and telecommunications)
- Digital Services (IT technology and networks)

SII has opted for a corporate structure that offers the responsiveness and flexibility associated with local-level services, with nine regional offices in France and eighteen more in other countries on four continents, all of which have access to all of the Group's operational resources and can provide effective services to major corporations' international operations.

The SII Group posted revenue of €560.9m in fiscal 2017-2018, which ended March 31, an increase of 27.8 % percent, and has been expanding its operations and its growth has outpaced that of other firms in its sector.

# FINANCIAL RELEASE



## ATTACHMENT: Revenue by quarter

In €m	Q1 2017-2018	Q2 2017-2018	Q3 2017-2018	Q4 2017-2018	2017-2018
France	<b>73.55</b>	<b>71.25</b>	<b>82.44</b>	<b>87.73</b>	<b>314.97</b>
<i>Change of which, organic growth*</i>	+31.1% +7.4%	+37.4% +13.7%	+41.7% +16.7%	+26.5% +13.2%	+33.8% +12.8%
International operations	<b>55.99</b>	<b>58.41</b>	<b>63.52</b>	<b>68.01</b>	<b>245.93</b>
<i>Change of which, organic growth*</i>	+16.4% +14.5%	+18.8% +17.8%	+24.4% +22.8%	+23.5% +20.1%	+20.9% +19.4%
SII Group total	<b>129.54</b>	<b>129.66</b>	<b>145.96</b>	<b>155.74</b>	<b>560.90</b>
<i>Change of which, organic growth*</i>	+24.3% +10.6%	+28.4% +15.7%	+33.7% +19.6%	+25.1% +16.3%	+27.8% +15.6%

\* excluding the impact of the year's acquisitions and exchange-rate fluctuations (previous year's exchange rates applied to current year's revenue)