



Paris, November 13, 2018

## Revenue up 14.1 percent in first half of fiscal 2018-2019

Growth of 9.1 percent in France  
International business up 20.3 percent

### Confirmation of objectives for the year

The SII engineering group has released its first-half revenue data for fiscal 2018-2019.

Management Board chairman Eric MATTEUCCI commented that: *“The Group performed well in the first half of fiscal 2018-2019, helped by sustained organic growth. That growth is driven by a sharp increase in business in our leading sectors and the strong commitment of our staff. It is fully consistent with our objective in terms of revenue, which we expect to be between 625 and 640 million euros for the year as a whole.”*

| In €m<br>1 <sup>st</sup> half (to September 30) | 2017-2018     | 2018-2019     | Change        | Organic growth * |
|---|---------------|---------------|---------------|------------------|
| First quarter revenue                           | 129.54        | <b>147.61</b> | +13.9%        | +14.3%           |
| Second quarter revenue                          | 129.66        | <b>148.04</b> | +14.2%        | +14.6%           |
| <b>Six-month revenue</b>                        | <b>259.20</b> | <b>295.65</b> | <b>+14.1%</b> | <b>+14.4%</b>    |
| of which: France                                | 144.79        | <b>157.98</b> | +9.1%         | +9.1%            |
| of which: International                         | 114.41        | <b>137.67</b> | +20.3%        | +21.2%           |

\* excluding acquisitions and the effect of exchange rates (2017-2018 exchange rates applied to 2018-2019 revenue)

SII's revenue for the first half of fiscal 2018-2019 totaled €295.65m, a 14.1-percent improvement from the first half of the previous year. Growth was solid in both French and foreign markets.

Business in the second quarter (July through September) was boosted by continued sustained demand and an additional working day, and increased by 14.2 percent over the same period a year ago.



## Continued growth in France and international operations

In France, the SII Group posted half-year revenue of €157.98m, up 9.1 percent from the first six months of the previous year. The improvement over the first two quarters was attributable to positive trends in the Group's leading markets (aerospace and defense, banking and insurance), as well as in the sectors in which it has been diversifying (energy, transportation, automobile, retail and distribution).

The SII Group's international operations further expanded, generating a sustained 20.3-percent increase in revenue, to €137.67m for the six-month period. When measured in terms of organic growth, sales were 21.2 percent higher than during the first half of the previous year. The good performance reflected improvements in Poland (where sales were up 36 percent), which contributes most to international revenue, Canada (+97 percent), Colombia (+48 percent), Morocco (+11 percent), Germany (+7 percent), Spain (+7 percent) and Chile (+6 percent). Business was stable in Romania and the Netherlands, while it declined by 4 percent in the Czech Republic, 6 percent in Belgium and 37 percent in Switzerland.

## Outlook for fiscal 2018-2019

Based on the first half's results, the SII Group confirms its revenue objective of 625 to 640 million euros for the full 2018-2019 fiscal year, along with an improvement of its gross margin.

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### Next financial announcement:

Fiscal 2018-2019 half-year financial results, Tuesday, December 11, 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 (of which 15.6% in organic growth), and has been expanding its operations and its growth has outpaced that of other firms in its sector.



## ATTACHMENT: Revenue by quarter

| In €m                                       | Q1<br>2018-2019  | Q2<br>2018-2019  | H1<br>2018-2019  |
|---|------------------|------------------|------------------|
| France                                      | <b>79.96</b>     | <b>77.64</b>     | <b>157.98</b>    |
| <i>Change<br/>of which organic growth *</i> | +8.7%<br>+8.7%   | +9.5%<br>+9.5%   | +9.1%<br>+9.1%   |
| International<br>operations                 | <b>67.65</b>     | <b>69.43</b>     | <b>137.67</b>    |
| <i>Change<br/>of which organic growth *</i> | +20.8%<br>+21.7% | +19.9%<br>+20.7% | +20.3%<br>+21.1% |
| SII Group total                             | <b>147.61</b>    | <b>148.04</b>    | <b>295.65</b>    |
| <i>Change<br/>of which organic growth *</i> | +13.9%<br>+14.3% | +14.2%<br>+14.6% | +14.1%<br>+14.4% |

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