



Paris, February 12, 2019

Fiscal 2018-2019 third quarter revenue up 13.2 percent

Growth of 9.1% in France
International business up 18.6 percent

Confirmation of guidance

The SII engineering consulting group has released its revenue figures for the third quarter of fiscal 2018-2019.

Management board chairman Eric Matteucci commented that: *“In the wake of its first-half performance, the SII Group again posted quarterly growth, bringing total revenue for the first nine months to €458.8m. Our extensive line of services, combined with the dedication of our staff in assisting our customers, has helped the SII Group outperform the sector as a whole in terms of growth. Accordingly, we are confident that we can achieve our declared annual goals.”*

In €m 3 rd quarter (to December 31)	2017-2018	2018-2019	Change	Organic growth*
First quarter revenue	129.54	147.61	+13.9%	+14.3%
Second quarter revenue	129.66	148.04	+14.2%	+14.6%
Third quarter revenue	145.96	163.16	+11.8%	+12.3%
Nine-month revenue	405.16	458.81	+13.2%	+13.7%
of which: France	227.24	247.82	+9.1%	+9.1%
of which: International	177.92	210.99	+18.6%	+19.6%

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

Over the first nine months of its fiscal year, the SII Group’s revenue increased by 13.2 percent to €458.8m. Growth was sustained in France (9.1 percent) and strong in international operations (18.6 percent).

Business in the third quarter was up 11.8 percent from the third quarter of the previous year, with revenue totaling €163.2m. The improvement in the period reflects the Group’s strategy of securing



and holding on to its clients, together with the value added by our teams, who incorporate new technologies as part of the services we provide.

Sustained business in France and elsewhere

Following a successful first half, revenue by the SII Group's operations in France for the first nine months was up 9.1 percent to €247.8m. Quarterly sales totaled €89.8m (9 percent more than in Q3 of fiscal 2017-2018). All sectors contributed to this result (aerospace & defense, banking & insurance, energy, transportation, automotive and retail & distribution).

The SII Group's international operations continued to expand at a rapid pace during the first nine months of fiscal 2018-2019, as revenue rose by 18.6 percent (including organic growth of 19.6 percent) to €211.0m. Third-quarter revenue, at €73.3m, was up 15.7 percent from the same period in fiscal 2017-2018. The operations contributing most to organic growth of 16.6 percent were those in Poland (32 percent), Canada (60 percent), Chile (35 percent) and Colombia (48 percent). Even though sales declined in Germany during the quarter, total business increased over the first nine months. Third-quarter growth was moderate in Spain, at 3 percent.

Outlook for fiscal 2018-2019

Considering the business generated over the first nine months of fiscal 2018-2019, the SII Group confirms its revenue guidance of between 625 and 640 million euros for fiscal 2018-2019 as a whole, with an improvement of its operating margin.

Next financial announcement:

Fiscal 2018-2019 revenue, Tuesday, May 14, 2019 after the close of trading

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Contacts:

SII - Éric Matteucci - 01.42.84.82.22

Media relations: CM-CIC Market Solutions - Stéphanie Stahr - 01.53.48.80.57

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LEI: 96950044FWV7YEJCKR65



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)

The SII Group 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 percent 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 2018-2019	Q2 2018-2019	Q3 2018-2019	Nine months 2018-2019
France	79.96	78.02	89.84	247.82
<i>Change of which organic growth*</i>	+8.7% +8.7%	+9.5% +9.5%	+9.0% +9.0%	+9.1% +9.1%
International operations	67.65	70.02	73.32	210.99
<i>Change of which organic growth*</i>	+20.8% +21.7%	+19.9% +20.7%	+15.7% +16.6%	+18.6% +19.6%
SII Group total	147.61	148.04	163.16	458.81
<i>Change of which organic growth*</i>	+13.9% +14.3%	+14.2% +14.6%	+11.8% +12.3%	+13.2% +13.7%

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