

## Substantial growth in 2008

Turnover from continuing operations reaches €204M  
an increase of 19%

### Comparative sales figures (1 January – 31 December) – not audited

In €M	2008	2007	Variation
<b>Sales from continuing operations</b>	<b>204.0</b>	171.7	<b>+ 19%</b>
Sales from discontinued operations	5.9	10.6	-
<b>Total sales</b>	<b>209.9</b>	182.4	<b>+ 15%</b>

As a reminder, on 30 June 2008 tessi sold off its non-strategic activities of funds transport, securities management and automated banking to Loomis France.

### High 4th quarter growth: + 25%

In the fourth quarter, continuing operations showed sustained growth, with sales amounting to €59.1M, an increase of 25%. All Group activities continued to produce excellent results for the quarter.

### Sustained organic growth for the year: + 14.5%

2008 sales amounted to €204M, a boost of 19%. On a comparable basis (excluding activities acquired from Cegedim on 2 July 2007), organic growth amounted to 14.5%, producing an additional €23M in sales.

The distribution of annual sales by activity reveals double-figure growth for each of the Group's business lines, with marked growth for tessi marketing services over the exercise.

- **tessi document processing** continues to make progress and sales grew by 23% to €63.2M, compared to €50.3M in 2007. Organic growth amounted to 17%.
- **tessi payment methods** also saw good orientations in its activity, with 11% organic growth and €98.0M sales compared to €88.3M for the previous year.
- **tessi marketing services** showed significantly improved performance, up 28% to €36.1M, compared to €28.2M in 2007. Organic growth amounted to 22%.
- **Other activities** (portals, Docubase, etc.) produced €6.6M sales compared to €4.9M in 2007.

This strong performance across the board enables **tessi** to confirm that its operating margin will once again be high for 2008.

### Continued trend in 2009

Despite a decidedly unfavourable economic situation, **tessi** should continue its growth trends over the 2009 exercise.

**Next publication: 2008 annual results, 21 April 2009 after trading**

#### About Tessi:

- Tessi is the document processing specialist in France
- 3,100 staff in 2008
- 2008 sales: 204 million Euros
- Listed on Euronext Paris Eurolist C – ISIN Code: FR0004529147 – Symbol: TES
- Registered head office in Grenoble (38)
- Established in 1971 and acquired in 1979 by Marc Rebouah, current CEO
- N°1 in France in data acquisition and processing
- N°1 in France in deferred promotional management
- N°2 in France in check processing

For more information about the group: [www.tessi.fr](http://www.tessi.fr)



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