

## 3<sup>rd</sup> Quarter 2011 Remarkable Organic Growth: +21.8%

**Consolidated turnover** (1st January – 30th September) – non-audited

In million €	2011	2010	Growth
9-month aggregate	<b>193.9</b>	174.3	+11.3%

The 3<sup>rd</sup> quarter of 2011 was propelled by a strong impetus on all business units, pushing turnover up 22.6% (+12.7m.) to €69.1 million. Organic growth remained very strong during the quarter at +21.8%.

On 30<sup>th</sup> September 2011, Tessi's turnover had risen by 11.3% to €193.9m., +10.2% of which was fuelled by organic growth.

- At €117.7m, Tessi Document Services was up 8.7%, with 7.5% in organic growth. The scope of consolidation changed with the Sakarah and Logidoc-Solutions takeovers in late 2010 and early 2011 respectively.
- At €28.8m, Tessi Marketing Services posted organic growth of 5.9%.
- CPoR Devises sustained an extremely high growth rate in Q3 2011 (+58.1%, generating €8m. in additional turnover). Over 9 months, its turnover increased by 22.2% to €47.4m, of which 20.7% was organic growth. In June 2010, CPoR Devises took over Goffin Bank's exchange business in Belgium.

### ***Favourable trends for 2011***

For 2011 as a whole, organic growth and the operating margin are set to remain high.

**Next publication:** 4<sup>th</sup> Quarter Turnover, on 7<sup>th</sup> February 2012 after trading.

**Next briefing:** 10<sup>th</sup> November at 10am at the SFAF, 24 Rue de Penthièvre, 75008, Paris.

#### About Tessi:

- Tessi is the document processing specialist in France
- 3,621 staff at 30 June 2011
- 2010 sales: 235.2 M€
- Listed on Euronext Paris Eurolist B – 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)

## Contacts

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