

2013 3rd quarter sales

In line with the trends that the Group expects for the financial year

> Consolidated sales (1 January – 30 September)

(€ millions)	30/09/2013	30/09/2012
Q3 sales	57.2	58.6
Total 9-month sales	178.2	185.8

> Like-for-like Q3 sales unchanged

Tessi generated sales of €57.2 million in the 3rd quarter of 2013, down 2.4% from Q3 2012. Like-for-like sales, i.e. restated for the Tessi marketing services B-to-B logistics business sold in 2012, were up 0.1%.

CPoR Devises' third quarter sales fell by 8.8% to €12.6 million. Tessi documents services' sales rose by 2.2% to €38.9 million, due not only to a favourable base effect but also to the start-up of new contracts, as announced. Tessi marketing services fully confirmed its recovery, reporting like-for-like sales up 8.6% to €5.7 million.

Tessi's like-for-like sales for the first nine months amounted to €178.2 million, down 1.3% from €180.4 million in the equivalent period last year.

- CPoR Devises' sales fell by 3.1% to €39.5 million compared with €40.8 million for the same period in 2012.
- Although the competitive environment remained tough, Tessi document services regained lost ground, and generated sales of €118.7 million compared with €120.8 million for the first 9 months of 2012.
- Lastly, Tessi marketing services regained positive momentum, with like-for-like sales up 5.7% to €20.0 million compared with €18.9 million last year.

> Encouraging trends expected for 2013

Tessi is confident in its ability to safeguard its margins, and is aiming for stable like-for-like sales. Moreover, with the financial resources required to take advantage of any acquisition opportunities that may arise, Tessi remains on the lookout for such opportunities.

Tessi SA

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Next release

2013 sales
on 6 February 2014 after Stock Market close

Next meeting

An information meeting will be held at 10.00 am
on 7 November at the SFAF, 24 rue de
Penthièvre, 75008 Paris

About Tessi:

- Tessi is No. 1 document processing specialist in France
- Listed on Euronext Paris Eurolist B - ISIN code – FR0004529147 – Ticker: TES
- Head Office in Grenoble, France (38)
- Founded in 1971 and taken over in 1979 by Marc Rebouah, current PDG
- French No. 1 in check receipt and processing
- French No. 1 in foreign exchange and gold trading
- French No. 1 in managing deferred promotional operations

For further information visit: www.tessi.fr

Contacts

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