

H1 2016 TURNOVER: €95.6 MILLION

ANOTHER HALF-YEAR OF GROWTH AND STRONGER MARGINS

SQLI has confirmed a robust start to 2016 in terms of both organic growth and profitability, placing it in very good stead to launch its Move Up 2020 strategic plan to cement the Group's leadership in Europe.

€ MILLION – IFRS – PRE-AUDIT DATA	2015	2016	ORGANIC GROWTH
FIRST HALF	89.3	95.6	+7.1%

SQLI reported turnover of €95.6 million at the end of June 2016, up 7.1% on the first half of 2015. Growth was almost exclusively organic, with the acquisition of InventCommerce's activities in April 2016 only having a marginal impact on the second quarter. The Group benefited from a positive effect on business days during the period (+3 days) which offset a particularly demanding base effect (+14 % growth in H1 2015).

Today, the Group's commercial performance is driven by a sales strategy that focuses primarily on major accounts in high-potential strategic sectors including Banking/Insurance, Consumer goods, the Luxury industry and Smart Utilities. As such, more than 30% of Group growth was generated with its top 10 clients over the first half of 2016.

The Group's most recent achievements include the new digital platform dedicated to recruitment for Crédit Agricole Group, the overhaul of the e-commerce platform for Paris concept store, Citadium (Printemps Group) or the information system for Linky smart meters for Enedis (ex-ERDF). Although this last major programme saw SQLI particularly distinguish itself with its UX and design skills for LinkyBoards - the monitoring screens available in reception at the main sites - the Group brings its unique ability to combine technological know-how and user experience to each and every one of its projects.

The SQLI Lab has also developed cutting-edge expertise linked to chatbots or conversational agents designed to redynamise the relationship between a brand and its clients, prompting SQLI to be selected by Société Générale Group to advise it on technical choices tied to conversational banking.

Strong invoicing over the first half of the year and an acceleration in new orders which stood at €108.3 million at the end of June 2016 (113% of turnover for the period) means SQLI has stolen a march on its strategic roadmap. The Group expects organic growth to continue at a healthy pace and to be complemented by new strategic acquisitions.

INCREASE IN CURRENT OPERATING INCOME EXPECTED AT END JUNE

Buttressed by this sales performance and the careful management of its operating performance indicators, SQLI has confirmed its current operating margin target of at least 8% between now and the end of the year.

It is also looking forward to a substantial improvement on the 5% margin achieved at the end of June 2015 as of the first half of 2016.

MOVE UP 2020: TOWARDS EUROPEAN LEADERSHIP

The first half of 2016 was also marked by the presentation of SQLI's new strategic plan. Launched under the name of Move Up 2020, the long-term plan aims to establish SQLI as the European leader in connected experience by becoming the benchmark partner to tier-one brands that use digital to drive customer experience.

With this in mind, the first half of 2016 saw SQLI add to its global footprint by strengthening its presence in German-speaking Switzerland (Zürich), and with a new sales office in the United Kingdom and new Innovative Service Center in South Africa following the acquisition of InventCommerce.

Today, the Group is able to draw on:

- **5 entities in Europe** working closely with major brand decision-making centers in France, Belgium, Luxembourg, the United Kingdom and Switzerland,
- **3 Innovative Service Centers** in France, South Africa and Morocco.

It is also considering the opening of a new sales office in Northern Europe and center of excellence in India.

SQLI will publish its results for the 1st half of 2016 on 22 September after the close of trading.

Receive SQLI financial information by e-mail by registering at: www.actusnews.com

About SQLI: Founded in 1990, SQLI is an integrated group specializing in connected experience consulting and services. As technology and customer experience become one, the Group partners global brands in the design, international deployment & management of their omni-channel platforms.

Its 2,000 talented profiles work closely with customer decision-making centers in France, Belgium, Luxembourg, the United Kingdom and Switzerland, and in its Innovative Service Centers in France, South Africa and Morocco. SQLI posted turnover of €179 million in 2015 and has been listed on Euronext Paris (SQLI) since 21 July 2000.

SQLI

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