



SMART SOLUTIONS FOR A SMART WORLD

2018-19 FIRST-HALF REVENUES UP 22% STRONG COMMERCIAL DEVELOPMENT IN BUOYANT MARKETS

GECI International, a digital services and technology consulting specialist, is maintaining its strong growth, with revenues of €15.2m for the first half of 2018-19, up 22% year-on-year. This performance highlights the relevance of its positioning around the digital transition, cybersecurity and new mobility solutions sectors. In this positive environment, the Group is able to confirm its full-year financial targets for 2018-19.

HALF-YEAR HIGHLIGHTS

During the first half of 2018-19, the Group's Engineering division achieved a strong level of commercial development, recording 43.5% growth, with particularly sustained performance levels in the electric and autonomous vehicle sector, in which the Group now has renowned expertise. Alongside this, the Group is further strengthening its positioning on digital transition consulting and expanding its range of cybersecurity solutions and services.

The Group is continuing to grow its business internationally: for instance, revenues climbed 32.1% in Brazil following the successful opening up of new markets in this country.

CHANGE IN REVENUES FOR EACH BUSINESS

Business division	1st half (Apr-Sep 2018)		1st half (Apr-Sep 2017)		Change
	€m	% of rev	€m	% of rev	
Engineering	4.98	32.7%	3.47	27.8%	+43.5%
Finance	1.82	12.0%	2.27	18.2%	-19.8%
IT and Telecoms	8.35	55.0%	6.61	52.9%	+26.3%
Holding	0.05	0.3%	0.14	1.1%	na
Half-year revenues	15.20	100%	12.49	100%	+21.7%

- **IT & Telecoms: €8.35m, representing 55% of half-year revenues**

In France, the robust sales growth is being driven by the areas linked to Big Data, primarily high-performance computing (HPC), as well as telecommunications and infrastructure IT outsourcing.

The new industrial cybersecurity offers, structured during the first half of this year, particularly through the strategic collaboration with the Israeli innovative solutions firm CyberX, are expected to be gradually ramped up by the end of the year.

Internationally, sales in Brazil are confirming their solid growth, against a backdrop of positive market trends.

- **Engineering: €4.98m, representing 32.7% of half-year revenues**

In France, the division is accelerating its development in the sector for autonomous vehicles and new mobility solutions. This development is highlighted by the expansion of the subsidiary ETUD Integral, which has been selected to design prototypes for several innovative vehicles, including the Milla shuttle, an autonomous smart vehicle whose prototype will be presented at the Las Vegas Consumer Electronics Show in January next year.

In South Africa, the Group is consolidating its positions covering specialist training programs for highly regulated industries.

- **Finance: €1.82m, representing 12% of half-year revenues**

This division's revenues are developing in line with expectations, taking into account the reorganization of activities linked to digital services and the continued withdrawal from low-margin technical services.

CHANGE IN REVENUES FOR EACH REGION

At September 30, 2018, the breakdown of the Group's consolidated revenues was as follows: 79.4% in France, 14.3% in Brazil, 5.3% in South Africa and 1% in Israel.

Region	1st half (Apr-Sep 2018)		1st half (Apr-Sep 2017)		Change
	€m	% of rev	€m	% of rev	
France	12.07	79.4%	9.97	79.8%	+21.0%
Brazil	2.18	14.3%	1.65	13.2%	+32.1%
South Africa	0.80	5.3%	0.87	7.0%	-8.0%
Israel	0.15	1.0%	na	na	na
Half-year revenues	15.20	100%	12.49	100%	+21.7%

POSITIVE OUTLOOK FOR 2018-19

The growth achieved over the first half of 2018-19 by the GECI International Group confirms the relevance of its strategy focused on the digital transition, cybersecurity and new mobility solutions.

The GECI International Group is able to confirm its target for revenues of over €32m for 2018-19 and a current operating margin of over 6% of revenues for FY 2018-19.

NEXT DATE

2018-19 half-year earnings on December 18, 2018 (after close of trading).

GECI INTERNATIONAL - SMART SOLUTIONS FOR A SMART WORLD

GECI International is addressing the key technological challenges facing our society by offering its clients an integration platform, from R&D through to project implementation, against a backdrop of industrial and information system security. For 35 years, GECI International has successfully demonstrated its ability to lead major complex projects, bringing together a global network of technological and strategic partners and innovative high-growth companies.

GECI International is listed on the regulated market Euronext Paris - Compartment C - and is part of the CAC Small and CAC Technology indices. GECI International is eligible for the SRD long-only deferred settlement service.

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