

Increase of cumulated revenue by 32.8% over the first 9 months of 2013

- **Organic growth : +21.8% over the third quarter**
- **Development of directly operated software vendor activity**
- **Integration of Qurius's subsidiaries according to action plan**

Revenue IFRS Standards (in €m)	9 months 2013	9 months 2012	Variation	Variation on a like-for-like basis
	125.0 ^(*)	94.1	+ 32.8 %	+ 14.4 %

(*) The PTC business, which was sold last July, was deconsolidated for a total of €2.1m

On September 30th, 2013, Prodware's cumulated revenue amounted to €125m, which represents an increase of 32.8% compared to the same period last year. On a like-for-like basis, the company's activity increased by 14.4%.

Prodware's consolidated Q3 2013 revenue amounted to €32.3m, which represents an increase of 22.5% compared to Q3 2012. On a like-for-like basis, the company's activity increased by 21.8%.

Strong growth of the German and British subsidiaries acquired from the Qurius Group

This sales momentum is driven by the performances of the Prodware Adjust vending and integration offer in France and worldwide and by the successful refocusing of the former Qurius subsidiaries on the Group's profitable businesses.

During the quarter, Prodware signed new deals specifically driven by our industry solutions for retailers and by our new very innovating version of the company's warehouse management solution.

Prodware's direct sales as a vendor, which represent a priority line of development along with the company's high value-added services, are steadily increasing. They rose by a cumulated 32.9% over the first 9 months of the year.

In Europe, the Qurius subsidiaries' integration program into the Group's business model is still bearing fruit.

While the Spanish subsidiary, which was acquired two years ago, is still growing in a sustainable and profitable manner (+33%), the German and British subsidiaries, which have been part of the Prodware Group since Q3 2012, are recovering. Their revenues respectively increased by +50% and +142% over the quarter compared to Q3 2012.

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As scheduled, the ongoing refocusing process of the Dutch entity, whose revenue amounted to €21.7m over the first 9 months of the year, should enable the Group to benefit from this subsidiary's first contributions to its results in 2014.

At September 30th, 2013, the part of the Group's activity generated internationally represented 52% of its revenue, vs. 29% at the end of 2012.

Perspectives

Prodware has benefitted from a well-oriented activity since the beginning of the year. The company will continue to implement its offer deployment strategy and to integrate the Qurius subsidiaries to its growth model.

In a continued delicate economic context, the Group will focus on the most profitable segments of its market.

Upcoming press release: annual revenue 2013, on February 14th, 2014

About Prodware - Prodware (www.prodware.fr) is an international group founded in 1989. We create, integrate and host IT applications and solutions for businesses. We are Microsoft's first business partner in the EMEA zone. We have 20 000 customers assisted by nearly 1 700 employees in 14 countries.

The Group benefits from a technologically powerful R&D structure, a unique expertise in industrializing best practices and first class strategic alliances. Our ambition is to sell its *Prodware Adjust* offer worldwide.

As a socially responsible company, we support our customers' sustainable development through our Greenitude services (www.greenitude.fr). We are one of the Gaia Index's leading companies.

Our company has received the OSEO label and is FCPI eligible.

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