

## Micropole: dip in first half-year income

Consolidated turnover stands at €59.4 m

<i>In million euros - IFRS norms</i> (audited figures)	<b>June 30th 2013</b>	<b>June 30th 2012</b>
<b>Turnover</b>	<b>59.4</b>	61.3
<b>Current operating income</b>	<b>1.2</b>	2.2
<b>% of turnover</b>	<b>2.0 %</b>	3.6 %
<b>Other revenue and operating expenses</b>	<b>(0.2)</b>	(0.7)
<b>Operating income</b>	<b>(0.2)</b>	(0.2)
<b>Taxes</b>	<b>(0.7)</b>	(0.6)
<b>Net earnings</b>	<b>0.1</b>	0.7

**Micropole, a digital services company specializing in the fields of Business Intelligence, e-business, ERP and CRM, announces a 1st half-year 2013 turnover down 3.2 % in relation to the figure attained over the same period the previous year.**

In an extremely difficult climate for the Digital Services market as a whole, the company recorded a current operating income of 1.2 million euros, accounting for 2% of the turnover, as opposed to 3.6% over the first half-year 2012. The net earnings amount to 0.1 million euros, as against 0.7 million euros in 2012.

2013 performance has been significantly impacted by a calendar effect, unfavorable compared to that of the same period 2012, on the two main operational areas. To give an illustration, the operating income for the first FHY 2013 would have been comparable to that of 2012 had the number of working days been the same.

Although business for all the subsidiaries has been sustained and the group has signed many promising projects over this half-year, the results per country are mixed:

- In France, business was impacted by budget cuts or delays on project launches on the customer side.
- After a difficult FY 2012, performance in Switzerland has improved, thus confirming the gradual recovery of the subsidiary.
- Operating within a complex international environment, business in Benelux, while still growing, nonetheless showed a slowdown during the second quarter, partly due to extended pre-sales and decision-making cycles on ERP projects.



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In a still uncertain macro-economic climate, the group pursues its strategy based on its long-standing fundamentals –added value and innovation- and its international development. The group is also accelerating deployment of all its offers in Switzerland, Benelux and China, and announces the recent signature of new strategic partnerships on these markets. In France, Micropole continues to invest with the vendors of the sector to propose new functional and sectorial offers, ever more innovative and promising for the future, mainly centered Big Data, CRM Analytics, Marketing Performance Management, and cross-cutting business solutions.

« *First half-year 2013 business has recovered slightly in relation to that of the second half-year 2012. The improvement on a certain number of our indicators has been mechanically outweighed by the calendar effect on the period. Given the lack of visibility, the tendencies for the second half-year remain difficult to predict, but we anticipate stabilization in the business. The coming months will be focused on continuing to strengthen our offers, and restoring the group margins, working from here on in towards 2014. Our high value-added, business-centric consulting and integration services, but also our international positioning which today stands for almost 30% of our turnover, are still significant improvement levers for Micropole profitability and growth* », commented Christian Poyau, Micropole CEO.

#### **About Micropole – [www.micropole.com](http://www.micropole.com)**

*Micropole is a consulting and engineering company, with bases in Europe and Asia, specializing in Business Intelligence, e-Business, ERP and CRM. The group partners its customers throughout the entire project life-cycle, from consulting to full implementation of solutions, including skills transfer. A leader in its field in France, Switzerland and Belgium, the group also has bases in China (Shanghai, Beijing and Hong Kong). A partner of the leading software vendors, Micropole has a headcount of over 1,300 and provides solutions to 800 clients (80% of whom are CAC 40 companies). Micropole has received the 'innovating enterprise' label awarded by Oséo Innovation. The group is listed on the Eurolist Paris – Compartment C and registered in the Next Economy Segment. ISIN code: FR0000077570. Code mnémo: MUN).*

**Further information, as well as the latest financial report, available on the corporate web site: [www.micropole.com](http://www.micropole.com)**



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