

## 2013 THIRD QUARTER TURNOVER

Return to double-digit growth: +13%

Cloud success : SaaS Revenues increase +22%



(Euronext, FR0010202606, ALBFR.PA), the European leader of Financial CRM provided as a SaaS, announces its 2013 third quarter Turnover today.

### EXCELLENT THIRD QUARTER BOOSTED BY CLOUD SUCCESS

Sidetrade Group Turnover € 000's	2013	2012	Change
1 <sup>st</sup> Quarter	3,125	3,466	(9.8 %)
2 <sup>nd</sup> Quarter	3,489	3,418	+ 2.1 %
3 <sup>rd</sup> Quarter*	3,365	2,978	+ 13.3 %

\* Consolidated and unaudited.

Following a turning point in the second quarter, Sidetrade Group posted third quarter revenues of €2.6M, advancing 22% year-on-year (2012 Q3: €2.1M). These results are all the more striking given that the third quarter tends to be the weakest of the year.

This return to double-digit growth is a result of a 22% acceleration in SaaS revenues (€2.6M v 2012 Q3: €2.1M), representing growth of 16% over 2013 first half revenues. In contrast, following a reduction of 34% during 2013 first half, Professional Services posted third quarter revenues of €0.80M, a 9% decrease year-on-year (2013 Q3: €0.88M).

With third quarter revenues of €2.6M, the Cloud business represents more than 76% of group turnover, constituting the primary growth driver of the group.

### PURSUIT OF "TARGET25" STRATEGIC PLAN

In line with the Target25 growth plan (see April 13<sup>th</sup> 2013 press release), Sidetrade continued to pursue an aggressive investment program during the third quarter, announcing the opening of a subsidiary in Ireland.

Olivier Novasque, CEO and Chairman of Sidetrade Group, explains:

«This launch in Ireland marks a key stage in our international development. This expansion enables us to serve our customers through the delivery of Professional Services in all European languages, as well as capitalise on new opportunities through a pan-European marketing platform. This step forms an integral part of the execution of our Target25 plan, aiming to establish Sidetrade as a global market leader».

### NEXT ANNOUNCEMENT

2013 Turnover : January 28<sup>th</sup> 2014 (after Stock Market close)

### SIDETRADE CONTACT

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### ABOUT SIDETRADE GROUP ([www.sidetrade.co.uk](http://www.sidetrade.co.uk))

Independent group listed on NYSE Euronext (ALBFR.PA), Sidetrade offers companies the opportunity to digitise the management of their financial relationships with customers. Sidetrade's market-leading solutions, complementary to ERPs, meet the challenges of securing what is often a company's largest asset, its accounts receivable, by reducing late payments and controlling customer risk. With sales in 65 countries, the Group enables 50,500 users from companies of all sizes and all sectors to collaborate via its cloud solution and accelerate cash-flow generation