



Intersec Announces Impressive Financial Results as Revenue Doubles Year-on-Year

New plans announced for offices in Middle East, Africa and Asia Pacific Regions

April, 23rd 2013 – Paris, France – Intersec, the leading provider of innovative services platforms for telecom operators, announced today impressive growth figures based on a continuing strong market demand for its IGLOO Big Data Monetisation and Location-Based Services, Loyalty Management Solution (LMS), Messaging and Alerting platforms. The company announced a year-on-year doubling of revenues to €8.5M turnover, with 95 per cent of revenue coming from outside of its home country France.

The company, which was founded in 2004 has then undergone seven years of profitability and has experienced growth both in the advanced European telecom markets and some of the most competitive emerging markets in the world, notably in Africa, where it now has deployments in 25 countries.

Headquartered in Paris, Intersec has opened regional offices in Russia for the CIS region, in Germany for DACH, in Brazil for Latin America and in Canada for North America. Its telecom clients are Tier-One operators in the top Telecom groups in the world including Orange, Telefonica, MTS and Maroc Telecom and hundreds of million subscribers around the globe today benefit from Intersec's technology. Intersec also partners with majors players such as Alcatel-Lucent, Ericsson and Nokia Siemens Networks through OEM and channel agreements.

The company now employs over 80 professionals with more than 40 of these focused on the ongoing development of its high-performance proprietary service platforms, which are custom-designed to secure operators' traditional revenue, optimize resources and unlock new revenue streams. The company has been endorsed by leading industry analyst firms, including Gartner and Berg Insight, as one of the key players in Location Based Advertising and Location Based Marketing in its industry reports and it has been recognized in the prestigious Red Herring Top 100 and Deloitte Fast 500 EMEA companies.

Commenting on the future, CEO Yann Chevalier said, "We are looking forward to another storming year ahead with plans to open an office in Dubai, Singapore and Western Africa in the coming year. The continued success of the company relies on our unique technology. It addresses and surpasses the needs of our large telecom customers who want to use their large amounts of data in real time to increase their own revenue."

Jérôme Faul, Director with VC firm Innovacom, added, "Intersec's growth has surpassed our expectations. In a few years it has established an excellent reputation amongst many of the world's leading operators and delivered continued profitability with all the signs for a promising future ahead."

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