



Strong business dynamic continues: 20% growth over the first nine months of 2017

Yearly targets confirmed

Lyon, 24 October 2017 – 6.00 pm. Visiativ Group is listed on Euronext Growth in Paris (ISIN code: FR0004029478 – ticker: ALVIV).

Visiativ, publisher and integrator of innovative software platforms, delivered a solid performance for the first nine months of 2017, with consolidated revenues up 20% to €77.3 million (6% like-for-like). The company has confirmed its 2017 full-year guidance.

Consolidated revenues at 9 months – Unaudited data

In € million	9 months 2016	9 months 2017	Change	Like-for-like growth
Total revenues	64.6	77.3	+20%	+6%
o/w recurring revenues	35.8	43.1	+20%	+6%
<i>% recurring</i>	55%	56%		
Integration	55.4	62.4	+13%	+3%
Software	9.2	14.9	+63%	+21%

Both of the Group's business divisions, Integration and Software, contributed to Visiativ's strong growth dynamic over the first nine months of 2017:

- **Integration enjoyed sustained growth**, with revenues up 13% on the first nine months of 2016 and up 3% like-for-like (i.e. excluding the consolidation of infrastructure business, NC2¹). Visiativ was able to capitalize on the success of Dassault Systèmes solutions in Europe and its ability to generate revenues from its installed client base.
- **Software was able to maintain its very robust growth dynamic**, with sales up 63% and 21% like-for-like (i.e. excluding iPorta¹ for the month of July 2016 alone and Solo Solution¹ for the whole of the quarter). This strong increase is clear proof of Visiativ's ability to generate sales synergies by developing cross-selling and up-selling, particularly with its most recent acquisitions. This know-how is reinforced by the successful launch at the end of the first half of Moovapps Store, a platform designed to help companies meet the challenges of digital transformation with a wide range of applications.

Revenues from the Group's recurring businesses (maintenance, SaaS, subscriptions) stood at €43.1 million for the nine months, up 20% on the €35.8 million reported the year before. Recurring revenues accounted for 56% of the total for the period.

Activity during the third quarter of 2017, which is traditionally the least representative of the year, grew in keeping with the first half, with quarterly revenues increasing 22% (6% like-for-like) to stand at €22.2 million.

¹ iPorta has been consolidated since 1 August 2016, NC2 since 1 October 2016, and Solo Solution since 1 January 2017.



Outlook

Visiativ's performance in the third quarter indicates that it is on track with respect to its 2017 yearly targets, namely:

- **Yearly revenues of between €120 million and €125 million, at least €22 million of which will be generated by its Software business;**
- **Increase in profitability over the year.**

Beyond 2017, Visiativ remains perfectly in line with its Next100 plan and its ambition to achieve €200 million in revenues in 2020 thanks to a high level of average like-for-like growth each year and an active policy to seek out new acquisitions that will generate significant value, much like the current project to acquire Swiss company, c+e forum, which will position the Group as the leader in SOLIDWORKS in Switzerland.

Next press release: 2017 yearly revenues on 30 January 2018, after the close of trading on Euronext.

ABOUT VISIATIV

Integrator of innovative software solutions, Visiativ steps up the digital transformation of companies via its collaborative and social business platform. Working with mid-caps since its foundation in 1987, the Visiativ Group posted 2016 revenues of €106m and boasts a diverse portfolio of over 14,000 customers. Covering every economic sector in France and with operations in Switzerland and Morocco, Visiativ has nearly 600 employees. The Visiativ share (ISIN code FR0004029478, ALVIV) is listed on Euronext Growth Paris. The share is eligible for the PEA and PEA-PME personal equity plans and FCPI/FIP investments funds, thanks to its status as an “innovative business” recognised by Bpifrance.

For further information, visit www.visiativ.com

VISIATIV CONTACT

Lydia JOUVAL
Communications Manager
Tel.: +33 (0)4 78 87 29 29
ljouval@visiativ.com

INVESTOR / MEDIA RELATIONS (ACTUS)

Théo MARTIN / Serena BONI
Actus
Tel.: +33 (0)1 53 67 36 75 / +33 (0)4 72 18 04 94
tmartin@actus.fr / sboni@actus.fr