



**First quarter results in line with 2017 roadmap:  
Sales rise by 18%  
Strong upturn in Software activity with growth of 82%**

Lyon, 27 April 2017 – 6.00 pm. Visiativ Group is listed on Alternext Paris (ISIN code: FR0004029478 – ticker: ALVIV).

Visiativ, a software maker and Value Added Reseller of innovative platforms, recorded a strong sales performance in the first quarter of 2017 with revenues of €27.5 million, up 18% on a reported basis and 6% on an organic basis despite a highly demanding comparison base (21% year-on-year growth in the first quarter of 2016). The Group continued to implement its strategic acquisition policy and announced that it had entered into exclusive negotiations to acquire two software companies (Numvision and Interactiv' Technologies).

Both of the Group's business lines, Integration and Software, enjoyed growth in the first quarter of 2017. The key events of the first quarter are outlined below:

- **The Value Added Reseller business line continued to deliver a solid performance**, with 2% organic growth against strong prior-year comparables (20% growth over the first three months of 2016). This segment also benefited from the consolidation of NC2<sup>1</sup> (infrastructure activity), which brought the business line's overall growth to 9%.
- **The Software Maker business line saw the success of its collaborative digital transformation solutions confirmed** through substantial organic growth of 37%, driven in particular by the signing of a major deal worth around €1 million with a client in the Insurance sector. This success demonstrates the relevance of Visiativ's solutions, which enable the Group to successfully "upsell" to its existing customers. The Software segment recorded overall growth of 82% over the quarter, achieved through the contribution of iPorta<sup>1</sup> and Solo Solution<sup>1</sup>, which further enhanced the Moovapps platform by providing additional software solutions.

Consolidated revenues – Q1 2017 – Unaudited data

In €m	Q1 2016	Q1 2017	Change	Organic growth
<b>Revenues</b>	<b>23.2</b>	<b>27.5</b>	<b>+18%</b>	<b>+6%</b>
<i>% recurring</i>	62%	55%		
<b>Value Added Reseller</b>	<b>20.1</b>	<b>21.8</b>	<b>+9%</b>	<b>+2%</b>
<b>Software maker</b>	<b>3.1</b>	<b>5.6</b>	<b>+82%</b>	<b>+37%</b>

The proportion of recurring revenues (maintenance, SaaS, subscriptions) remained high (55%) albeit slightly lower than 2016 (58%) thanks to robust license sales over the first quarter.

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



On the back of this strong start to the year, in line with its commercial roadmap, **Visiativ confirms its goal of achieving overall revenues for 2017 in excess of €120 million, including Software revenues of €20 million.** The Group expects to experience the usual seasonal fluctuations throughout 2017, with a sharp increase in revenues in the fourth quarter.

**NB:** Visiativ confirms that its shares are eligible for the PEA-PME share savings plans and that Bpifrance has renewed the Group's status as an "innovative business" for a further three years, enabling Visiativ's shares to be included in FCPI/FIP collective investment plans.

**Next press release:** H1 2017 revenues: 26 July 2017, after close of trading  
**Shareholders' Meeting:** 1 June 2017

*In case of discrepancy between the French and English versions of this press release, the French version shall prevail.*

#### **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 over 600 employees. The Visiativ share (ISIN code FR0004029478, ALVIV) is listed on Alternext 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](http://www.visiativ.com)

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