



## Revenue growth of 17% in 2017: successful roll-out of the Next100 strategic plan

Lyon, 30 January 2018 – 7.30 am. Visiativ Group is listed on Euronext Growth in Paris (ISIN code: FR0004029478 – ticker: ALVIV).

**Visiativ, publisher and integrator of innovative software platforms, reported consolidated revenues of €124.4 million for 2017, up 17% (4% like-for-like), achieving its yearly revenue target of between €120 million and €125 million.**

- In line with the Next100 strategic plan, the Group continued to expand its Software division, which has more than doubled in size in three years. With the Moovapps platform, Visiativ now offers a wide range of business applications to help companies succeed in their digital transformation. The division's yearly revenue growth stood at 54% as reported (12% like-for-like).
- The Integration division delivered a solid performance in 2017, with total growth of 12% (3% like-for-like), and benefited from the consolidation of Swiss company c+e forum at the end of the year.

In addition, the proportion of recurring revenues rose 21%, growing faster than revenues to account for 59% of total revenues (up two points year on year). This important indicator reflects the transformation of innovative business models (subscriptions, SaaS), which accounted for more than €11 million of revenues, representing growth of 115% (12% like-for-like).

Consolidated 12-month revenues – Unaudited data

In € million	2016	2017	Reported growth	Organic growth
<b>Total revenues</b>	<b>105.9</b>	<b>124.4</b>	<b>+17%</b>	<b>+4%</b>
<i>o/w recurring revenues</i>	60.3	72.9	+21%	+7%
<i>% recurring revenues</i>	57%	59%	-	-
<b>Software</b>	<b>14.3</b>	<b>21.7</b>	<b>+52%</b>	<b>+12%</b>
<b>Integration</b>	<b>91.6</b>	<b>102.7</b>	<b>+12%</b>	<b>+3%</b>

In the fourth quarter of 2017, total growth came in at 14%, resulting in quarterly sales of €47.1 million, up 32% for the Software division and 10% for Integration. This growth was driven by the consolidation of new acquisitions<sup>1</sup>, particularly c+e forum in the Integration division. Like-for-like, revenues increased 2% in the fourth quarter.

2017 marks another year focused on expanding Visiativ's client offering. Highlights included:

- three targeted, synergy-generating acquisitions<sup>1</sup>, all completed under excellent economic conditions;
- a financial and operational partnership with Valla on the industrial 3D printing market;
- the acquisition of minority interests in start-up Glowbl and SIlab.

<sup>1</sup> Numvision has been consolidated since 1 July 2017, Spread since 1 July 2017, and c+e forum since 1 December 2017.



## Two new major strategic developments carried out in 2017

Visiativ continued to pursue its active policy of developing and expanding its offering aimed at 15,000 clients through:

- the launch of the Rapid Manufacturing division, made possible via the acquisition of an interest in Valla (specialized in the design and prototyping of parts and individual and small batch manufacturing), a distribution agreement with HP and the ramp-up of the partnership with Dassault Systèmes;
- the start in late 2017 to exclusive negotiations to acquire ABGI Group, a consulting firm specializing in innovation, to create a consulting division dedicated to innovation and Fast-Track Digital Transformation (FTDT).

Lastly, the out-and-out success of the 3<sup>rd</sup> “Entreprise DU FUTUR” conference, which brought together close to 5,000 business executives in Lyon, France on 18 January 2018, reflects the concrete steps Visiativ is taking to roll out its “Phygital\*” model and reinforces its image as a benchmark in the digital transformation of SMEs and mid-tier companies.

## Profitability improvement target achieved in 2017

The end of the year saw Visiativ confirm that it had achieved its target of a steady improvement in profitability, particularly for 2017. To keep meeting this target, the fast-expanding Company will need to ensure that it has the adequate structures in place to pursue the acceleration in new business models with strong repeat business potential (notably SaaS) that offer promising opportunities to create value and cement client loyalty.

In 2018, Visiativ will draw on the new milestones achieved at the end of 2017 to accelerate its development as part of the Next100 plan, following the capital increase of €15.1 million that was successfully carried out in fourth-quarter 2017, and continue its medium-term strategy, backed by the renewed commitment of its founders and executives during its capital increase and the support of its financial partners.

**Next press release:** 2017 yearly results on Tuesday, 13 March 2018, before the markets open.

## 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 2017 revenues of €124m and boasts a diverse portfolio of over 15,000 customers. Covering every economic sector in France and with operations in Switzerland and Morocco, Visiativ has nearly 700 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](http://www.visiativ.com)

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