



International expansion of Visiativ's Consulting division

Lyon, November 20, 2018 – 6.00 pm. Visiativ Group (FR0004029478, ALVIV), a software vendor and integrator of innovative software platforms, is listed on Euronext Growth Paris.

ABGI, an international innovation management and finance consultancy firm that became a Visiativ subsidiary in March 2018 when the Group acquired a majority interest, has signed a letter of intent with a view to acquiring a 93% equity stake in an innovation finance consultancy firm based in Europe.

Currently operating in France, Canada, USA and Brazil, **ABGI is expanding into a new country** and will increase its workforce by 44 to a total of around 200 employees.

The combination with this new company, which posts **revenues of around €5 million and double-digit profit margins**, will give ABGI unrivalled expertise in providing support to SMEs, which account for 90% of the target's **700 customers**. This in turn will allow it step up the development of the other companies in the division across a smaller target comprising most of Visiativ's long-standing customers, particularly in the SOLIDWORKS segment, thereby capitalising on further cross-selling opportunities.

This is a **major step towards fulfilling the #Next100 strategic plan aimed at generating revenues of €200 million by 2020**: it is the first time the Group has rolled out its innovation management consultancy business in a country where it was already operating as a vendor of SOLIDWORKS software.

The deal is scheduled for Q1 2019 and will be carried out by Visiativ Conseil, the company set up with ABGI's managers in March 2018 for the purposes of the ABGI Group acquisition. Visiativ holds a majority interest in Visiativ Conseil. The acquisition will be carried out in accordance with an entrepreneurial business model whereby the current CEO will continue to be a shareholder and other managers will be able to acquire shareholdings in 2019.

Visiativ chairman and CEO Laurent Fiard said: "We are very excited about this *business combination with a proactive operator in its geographical sector*. It will allow us to develop a second business line which has proved its relevance to the Visiativ offering, as *the ABGI Group has generated close to 30% organic growth since the start of 2018.*"

Next financial release: FY 2018 revenues, 31 January 2019, after close of trading.



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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 16,000 customers. Covering every economic sector in France and with operations in international (Brazil, Canada, Morocco, Switzerland, UK and USA), Visiativ has nearly 900 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

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