



PRESS RELEASE

Visiativ begins exclusive negotiations to acquire ABGI Group, the international consulting firm dedicated to innovation

A broader offering for Visiativ, diversifying into consulting and support services for SMEs and mid-tier companies in their innovation projects, from drawing board to market

- A stronger Business Consulting division, with the expansion of the phygital platform for accelerating Innovation, Performance and the Digital Transformation of companies
- Faster implementation of innovative and recurring revenue business models
- Drive for international expansion

Lyon, 19 December 2017 – 7:30 am. Visiativ Group, publisher and integrator of innovative software platforms, is listed on Euronext Growth (ISIN code: FR0004029478 – ticker: ALVIV).

Creation of a consulting branch for innovation and FTDT

Visiativ is pursuing its strategy to become a leader in the digital transformation of SMEs and mid-tier companies through the acquisition of ABGI Group, a consulting firm dedicated to innovation.

This new strategic transaction will allow the Group to develop a new offering based on a platform driven by innovation and on proximity to industrial clients, with 130 ABGI Group employees providing high added value advice.

ABGI Group already provides innovation management and financing solutions to its 600 clients, drawing on the unique skill set of its expert consultants (from scientists to financial and tax specialists).

Thanks to the acquisition, Visiativ will be better positioned to spur the development of the innovation processes of its 14,000 clients and thus offer them a phygital platform dedicated to achieving and managing innovation. Its platform will combine physical resources – the expertise and methodology of the ABGI Group consultants – with digital tools, namely, the Moovapps software solutions, to drive the FTDT (Fast-Track Digital Transformation) of companies.

ABGI Group's consulting solutions and offers will rapidly be integrated into the Moovapps platform (Moovapps Process, Moovapps Strategy, Collaborative Platforms, Rapid Manufacturing, etc.), giving Visiativ the tools to act as a catalyst for innovation for companies, from drawing board to market.

ABGI Group: a profitable company offering a host of opportunities for potential synergies

ABGI Group brings in revenues of around €15m (2017 data) with an annual growth rate in the region of 10% and robust profitability. Its recurring revenue business model, which represents more than 70% of its revenues, will reinforce Visiativ's own model (close to 60%).

As nearly 20% of ABGI Group's revenues are generated outside France, the acquisition represents a significant step toward meeting Visiativ's goal of international expansion. ABGI Group has consultants in the US, Canada and in Brazil, who will be able to utilize Moovapps consulting-specific solutions.

Following the transaction, ABGI Group will dispatch consultants to all 20 Visiativ agencies in France and subsequently to any future locations set up by Visiativ as part of its Next100 strategic plan. This process will



enable ABGI Group to maintain its leading position on its existing market and also to enter new markets by developing a unique phygital consulting service for SMEs and mid-tier companies.

Entrepreneurial model and fit-for-purpose governance

Led by Visiativ in coordination with ABGI Group CEO Bruno Demortière and the company's six COOs, the acquisition will follow an entrepreneurial model, which has been tried and tested during previous transactions carried out by Visiativ and is particularly effective in terms of maintaining manager motivation and creating value.

A NewCo will be established by Visiativ and the managers. Visiativ will own 51% of ABGI Group (15% through direct ownership) with 34% for the managers and 15% for the founder.

A fit-for-purpose governance system will be implemented to facilitate the integration of ABGI Group into Visiativ and speed up synergies between the entities, via the creation of a Strategic Committee.

On track for Next100

Following this transaction and the acquisition of SOLIDWORKS distributor c+e forum in Switzerland, which was recently finalized, Visiativ will emerge as a stronger, more diverse and more international group. It will bring in proforma revenues in the region of €150m – tripling its results from 2015 – with growing profitability and minimal debt.

Bruno Demortière, ABGI Group CEO, said:

“At ABGI Group, we are all very motivated and impatient to start working on the strategy developed with Visiativ. Joining a recognized software and digital solutions provider like Visiativ will allow us to innovate and transform our business, increasing the value of our offering to clients.”

Laurent Fiard, Chairman and CEO of Visiativ, said:

“This alliance with ABGI Group will bring together two fast-growing operators in complementary business sectors. We will henceforth be able to bring even more added value to our clients, allowing them to grow through innovation and competitiveness. This is an opportunity for our group to expand its client portfolio and value proposition with a view to driving forward the implementation of our Next100 strategic plan.”

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

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