Moving forward with the Next100 strategic plan with two new acquisitions

- Plan to acquire a SOLIDWORKS distributor based in a non-French-speaking region to accelerate the Group's international expansion
- Acquisition of a majority stake in start-up TimeLab, a data analysis platform developer, to add the Internet of things (IoT) and Big Data to the Moovapps suite.

Lyon, 28 February 2018 – 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, is moving forward with its strategy to make targeted and value-adding acquisitions in line with the objectives of its Next100 strategic plan. The Group announced that it has signed a letter of intent to purchase an independent distributor of SOLIDWORKS solutions by Dassault Systèmes that is based outside France. Visiativ also wrapped up the acquisition of a 70% equity share in French start-up TimeLab, developer of a platform for analyzing data from sensors and connected objects.

Plan to acquire a SOLIDWORKS integrator based in a non-French-speaking region to extend our leadership internationally

Visiativ plans to acquire a 100% equity share in an independent distributor of SOLIDWORKS solutions by Dassault Systèmes.

Based in non-French-speaking Europe, the company's 2017 revenues totaled €4.3 million (+9%), almost two-thirds of which is recurring, and boasted double-digit profitability.

The company enjoys an excellent reputation with its 1,000 customers, and Visiativ intends to draw on this client portfolio to accelerate the commercial development of its Moovapps platform outside France. The Chairman and co-founder of the company will remain in office and help Visiativ with the integration and, more generally, with Visiativ's future development in the country in question.

The acquisition is expected to be finalized in the second quarter of 2018.

With this latest acquisition outside France, which follows on from the acquisition in November 2017 of c+e forum, a SOLIDWORKS distributor in German-speaking Switzerland, Visiativ is continually accelerating its expansion into new regions, in line with its Next100 strategic plan to generate revenues of €200 million by 2020.

Chairman and Chief Executive Officer, Laurent Fiard, said: *"This strategic acquisition will allow us to deploy Visiativ's offering to a new geographic region. We are pleased to be integrating a team that delivers strong and profitable growth thanks to its strategy focused on customer satisfaction."*

Acquisition of a majority stake in the start-up TimeLab: IoT and Big Data added to the Moovapps suite

Visiativ also announced that it has today finalized the acquisition of a 70% equity share in French start-up TimeLab, developer of an IoT platform capable of analyzing data from sensors and connected objects.

A subsidiary of Homepulse, a company specialized in analyzing and optimizing energy flows, TimeLab has developed a secure platform that can collect, store and analyze large amounts of data from sensors. To harness the platform's technological lead, the directors of Homepulse wanted TimeLab to benefit from Visiativ's backing in extending its offer to a much larger client base.

At a time when numerous industries are installing smart meters and connected sensors to monitor their physical parameters, TimeLab offers a platform that can collect, store and analyze data in real time. For example, the TimeLab platform is used by a water utility which has deployed its smart meters to collect 1.2 million readings per hour, not only to manage customer billing, but also to monitor consumption levels in real time by predictively detecting unusual peaks and troughs (leak at a customer's premises or across the distribution network).

While TimeLab's turnover in 2017 was still modest, the Aix-en-Provence start-up already boasts an impressive order book to deploy its platform en masse for several major clients. TimeLab's offering also caters to mid-tier companies and SMEs in SaaS (software as a service) mode, according to several recurring monthly subscription options.

Homepulse will continue to be a client and technological partner of TimeLab, particularly as it will be using the platform for its own purposes. Visiativ is therefore acquiring its 70% stake in the start-up from Homepulse, which will keep a 7% stake. The balance is held by the four-strong operations team according to an entrepreneurial model that involves staff in joint value creation.

"To accelerate the digital transformation of our SME and mid-tier company clients, we needed to complete our Moovapps offer to cater to their IoT and Big Data strategies. This relationship with TimeLab is an excellent opportunity to give our clients everything they need to very quickly run connected products using the relevant IoT services", said **Laurent Fiard, Chairman and Chief Executive Officer of Visiativ.**

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

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