

A ROBUST START TO FY 2022: GROWTH OF 27% IN FIRST-QUARTER 2022

Lyon, 20 April 2022 – 6:00 p.m. Visiativ, a digital transformation and innovation expert for small and medium-sized businesses, is listed on Euronext Growth in Paris (FR0004029478, ALVIV).

Visiativ has made a fine start to the 2022 financial year generating revenue of €55.6m, representing a sustained increase of 27% versus Q1 2021. At constant consolidation scope, organic growth stood at 21%.

As of Q1 2022, Visiativ is to present its revenue under two business lines. The **SOFTWARE** business, which includes all software sales, reported revenue of €34.5m, up 35% (+30% at constant scope). The **CONSULTING** business, which includes all services, posted total revenue of €21.1m, up 16% (+8% at constant scope).

The share of recurring activities increased 26% during Q1 2022, accounting for 65% of revenue.

First-quarter growth momentum was even stronger outside France, with a 47% surge in international business over the period (+35% at constant scope), representing 31% of Visiativ's revenue for the quarter.

Following a good start to the 2022 financial year, Visiativ confirms it is on track to deliver its EBITDA target of €30m for 2023.

€m – Unaudited data as of 31/03	Q1 2021 (3 months)	Q1 2022 (3 months)	Change	Organic change ¹
SOFTWARE	25.5	34.5	+35%	+30%
<i>o/w SaaS</i>	2.5	3.2	+28%	+18%
CONSULTING	18.2	21.1	+16%	+8%
TOTAL REVENUE	43.8	55.6	+27%	+21%
<i>o/w International revenue</i>	11.7	17.2	+47%	+35%
<i>As a %</i>	27%	31%		
<i>o/w Recurring revenue</i>	28.6	35.9	+26%	+23%
<i>As a %</i>	65%	65%		

The **SOFTWARE** business reported growth of 35% in Q1 2022 (+30% in organic terms). Sales to industry were particularly buoyant. SaaS revenues grew by 28% in the quarter, representing 9% of SOFTWARE revenue. As a result, Annual Recurring Revenue (ARR) topped the €13m mark.

The **CONSULTING** business posted Q1 2022 growth of 16% (+8% organic), reflecting the commitment of the Group's teams to supporting customers in implementing their projects.

Recurring revenue (multi-year contracts, software maintenance, SaaS contracts, and subscriptions) totaled €35.9m in Q1 2022, an increase of 26% (+23% organic), accounting for 65% of Visiativ's total billing.

Lastly, international sales performance was particularly robust during the quarter with growth of 47% (+35% at constant scope and exchange rates). International business now represents more than 30% of Visiativ's sales.

¹ Growth at constant consolidation scope, restated for the consolidation of AJ Solutions (on 01/04/21), Ma Sauvegarde and IFTC (on 01/07/21), the Brazilian subsidiary of ABGI (since 01/01/22) and at constant exchange rates.



OUTLOOK

After a 2021 performance showing a return to double-digit organic growth, Visiativ has got off to a perfect start in FY 2022. The performance demonstrates the relevance of Visiativ's new value proposition with the aim of providing solutions to companies seeking to accelerate their digital transformation and their ability to innovate

Strengthened by this dynamic first-quarter performance, Visiativ confirms the targets of its CATALYST strategic plan, in particular to deliver EBITDA of €30m by 2023.

2022 FINANCIAL AGENDA

EVENTS	DATES
Annual General Meeting	Wednesday 25 May, 2022
Q2 2022 revenue	Wednesday 27 July, 2022
H1 2022 results	Tuesday 20 September, 2022
Q3 2022 revenue	Wednesday 19 October, 2022
Full-year 2022 revenue	Wednesday 25 January, 2023
Full-year 2022 results	Tuesday 21 March, 2023

These dates are an indication and may be changed if necessary. All publications will be issued after close of trading on Euronext Paris.

ABOUT VISIATIV

Visiativ's mission is to make digital transformation a performance lever for companies. We do this by co-building alongside our customers, over the long term. We call this our promise: "Sharing, is growing".

We support our customers by providing solutions and services to plan, implement, manage and monitor transformations with a unique and innovative approach through three pillars: Consult (consulting & support), Engage (solutions & deployment) and Connect (communities for exchange and sharing). With over 35 years of proven experience working with more than 21,000 Small & Mid-Market customers, Visiativ has achieved revenues of €214 million in 2021. Visiativ is present in 11 countries (Belgium, Brazil, Canada, France, Germany, Luxembourg, Morocco, the Netherlands, the United Kingdom, USA and Switzerland) and has more than 1,100 employees.

Visiativ (ISIN code FR0004029478, ALVIV) is listed on Euronext Growth in Paris. The share is eligible for PEA and PEA-PME.

For further information visit www.visiativ.com

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