

## 3<sup>rd</sup> quarter 2016 revenue : €32.3m

- 9 month 2016 revenue: €116.8m (-5.1% on a comparable basis)
- 43.3% increase in recurring revenues (SaaS) over nine months in 2016

Unaudited revenue figures under IFRS (in €m)	2016	2015 reported	Reported change	2015 On a comparable basis*	Change on a comparable basis
1 <sup>st</sup> quarter	42.5	42.2	+0.7%	41.5	+2.6%
2 <sup>nd</sup> quarter	41.9	48.9	-14.3%	47.8	-12.3%
3 <sup>rd</sup> quarter	32.3	35.0	-7.8%	33.8	-4.4%
<b>9 months</b>	<b>116.8</b>	<b>126.0</b>	<b>-7.3%</b>	<b>123.1</b>	<b>-5.1%</b>

(\*) On a comparable basis: adjusted for divestment of non-core businesses during the previous year

In the 3<sup>rd</sup> quarter of 2016, the Prodware group generated €32.3m in revenue compared with €35.0m in 2015. On a comparable basis, revenue fell 4.4% over the quarter. SaaS (subscription) sales for the quarter totalled €4.0m, up 87.3% year on year.

At 30 September 2016, revenue totalled €116.8m versus €126.0m over the first nine months of 2015, a 7.3% decrease. On a comparable basis, the decrease was limited to 5.1%.

Since the beginning of the year, this change stemmed partly from the shift in sales towards SaaS mode. Which generates less revenue during the year but provides recurring sales over 3 to 5 years.

For the first nine months overall, SaaS (subscription) sales totalled €13.9m, up 43.3% from 2015. They now represent 11.9% of the Group's revenue compared with 7.7% at 30 September 2015.

At 30 September 2016, direct sales of Edition totalled €40.3m (34.5% of revenue).

In a particularly unfavourable environment in France, on a comparable basis, the French-speaking region saw an 7,6% decline in its sales to €59.6m versus €64.5m.

International revenue (49.0% of consolidated revenue) was down 2.4% at €57.2m, on a comparable basis.

### Outlook

Prodware is continuing its transformation plan initiated during this period, with a focus on shifting its offering towards digital, recurrence and the market's most profitable segments.

**Next communication** : 2016 annual revenue : Wednesday, 22<sup>nd</sup> February 2017, after the close of trading.

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Prodware is FCPI eligible - A responsible company, Prodware is a member of the Global Compact.



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## About Prodware

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Founded in 1989, Prodware ([www.prodware.fr](http://www.prodware.fr)) is an international group specializing in publishing/integration and hosting management solutions for businesses.

Prodware is Microsoft's premier partner in the EMEA region and has nearly 1,250 employees supporting 20,000 customers in 14 countries.

Armed with a powerful R&D structure, unique expertise in industrializing best practices and top-notch strategic alliances, the group aims to deploy its Prodware Adjust solution worldwide.

Prodware is a corporate citizen and supports its customers in their sustainable development approach with its range of GreenITude services ([www.greenitude.fr](http://www.greenitude.fr)). Prodware is one of the top companies in the Gaia Index.

Prodware is a company eligible for FCPI (innovation funds), SRI funds and SME PEA (equity savings plan) and is part of the EnterNext PEA-PME 150 index.

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