

## Annual results 2016

- 46.6% recurring revenue (Saas) increase
- EBITDA margin at 18.2% (+2.0 points), increased to €31.9m
- Increase of 66.3% of Net income of the Group share, with €9.4m

Under IFRS Audited - in €m	2016	2015	Variation
Consolidated revenue	175.8	181.8	- 3.3%*
EBITDA	31.9	29.5	+ 8.3%
As % of revenue	18.2%	16.2%	+ 2.0 pts
Current operating income	15.8	15.4	+2.6%
As % of revenue	9.0%	8.7%	+ 0.3 pts
Operating income	14.8	9.8	+ 50.6%
As % of revenue	8.4%	5.4%	+ 3.0 pts
Net Income, Group share	9.4	5.7	+ 66.3%
As % of revenue	5.4%	3.1%	+ 2.3 pts

\* on a comparable basis, the change is - 0,8%

### On a comparable basis, revenue nearly stable

In 2016, the revenue of Prodware amounts to €175.8m against €181.8m in 2015, decrease of 3.3%. On a comparable basis, the activity is nearly stable (- 0.8%).

This evolution is related to the change of sales model towards Saas which generates a reduced immediate revenue but brings recurring revenue in the future.

In 2016, the sales in Saas mode increase by 46.6% and represents from now on a little more than 10% of the total revenue against 7% in 2015, currently €18.5m in 2016 against €12.6m in 2015.

The revenue on the French-speaking zone is amounted to €77.4m, a decrease of 3.2%. The International activities reached a revenue of €98.5m, increase of 2.9% compared to 2015. It now accounts for 56.0% of the activity of the Group compared to 52.7% in 2015.

### Progression of profitability

In 2016, Prodware improved its profitability after the year 2015 was marked by non-recurring costs of the integration of the European subsidiaries.

The EBITDA rose by 8.3% to €31.9m, or 18.2% of the revenue.

After a rise of €2.3m of depreciation of assets following the progression of the investments in the change of the Group's offering, the current operating income amounts to €15.8m against €15.4m in 2015.

The rate of current operating income arises thus to 9.0% of the revenue, a rise of 0.3 point compared to 2015.

#### PRODWARE

Stéphane Conrard  
Chief Financial Officer  
Tel: +33 (0)9 79 99 90 00  
investisseurs@prodware.fr

#### PRESS

Gilles Broquelet  
CAP VALUE  
Tel: +33 (0)1 80 81 50 01  
gbroquelet@capvalue.fr

#### ALTERNEXT

ISIN FR0010313486 - ALPRO - FTSE 972 IT services  
Prodware is FCPI eligible - A responsible company, Prodware is a member of the Global Compact.



oséo EXCELLENCE 2011

Thanks to the high reduction of the expenses of European subsidiaries integration, the operating income shows a growth from 50.6% to €14.8m against €9.8m in 2015.

The establishment of a €79m Euro PP loan in January 2016 intended to finance the change of the Group's offering and to refinance its debt MLT, causes a rise of €2.1m of the financial expenses on the financial year, including €1.7m nonrecurring (financial expenses related to this fund raising).

After taking into account a financial result of €(5.6)m, the Group's share of net income totalled €9.4m, or a rise of 66.3%.

### **Solid balance sheet**

At December 31st, 2016, Prodware's balance sheet showed €118.9m in equity, up 8.0% from the end of 2015.

Following the establishment of the €79m Euro PP loan, the Group's net debt ratio remained under control at 57.6% versus 42.1% at 31 December 2015.

### **Dividend**

With confidence towards the future, Prodware will propose to the general meeting of June 19th, 2017, the distribution of a dividend of 0.04 € per share, compared to 0.03 € last year.

### **Post close event : acquisition of NEREA**

In order to reinforce its positions and to make a complete offer around Dynamics 365 in the Benelux countries, Prodware carried out the acquisition of NEREA.

NEREA is a leader in Belgium and in Luxembourg on the Microsoft Dynamics CRM solutions and specialized in the consulting and the implementation of these. This company presented a revenue of €3.5m in 2016. With the acquisition of NEREA the Prodware subsidiaries in the Benelux now consist of more than 230 people.

### **Outlook**

Prodware intends to continue its plan of transformation leading the evolution of its strong value-added offer towards Technologies Consulting and the Implementation of Information system, carried by the digital one.

The Group continues its efforts to address in priority the most profitable market sectors in an economic model based more and more on the strong value-added recurring services and the software publishing, particularly around the digital one.

**Next publication:** Revenue of the 1<sup>st</sup> quarter 2017: 10 may 2017 after close of trading.

### **About Prodware**

---

Founded in 1989, Prodware ([www.prodware.fr](http://www.prodware.fr)) is an international group, software publishing/integration of management software. Prodware is considered like the Microsoft's premier partner in the EMEA region and has nearly 1,230 employees supporting 19,000 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.

#### **PRODWARE**

Stéphane Conrard  
Chief Financial Officer  
Tel: +33 (0)9 79 99 90 00  
[investisseurs@prodware.fr](mailto:investisseurs@prodware.fr)

#### **PRESS**

Gilles Broquelet  
CAP VALUE  
Tel: +33 (0)1 80 81 50 01  
[gbroquelet@capvalue.fr](mailto:gbroquelet@capvalue.fr)

#### **ALTERNEXT**

ISIN FR0010313486 - ALPRO - FTSE 972 IT services  
Prodware is FCPI eligible - A responsible company, Prodware is a member of the Global Compact.



oséo EXCELLENCE 2011