

Increase in revenue in the first quarter of 2019: + 2.7% to reach €46.3 million

- Recurring sales (SaaS) and international momentum continue to grow

Unaudited revenue under IFRS (in €m)	2019	2018	Change	Change on comparable basis
Q1	46.3	45.1	+ 2.7%	+ 0.8%

Growth of subscription-based sales (SaaS): + 10.5%

In the first quarter of fiscal year 2019, Prodware recorded revenue of €46.3 million, up from €45.1 million in the first quarter of 2018, representing a 2.7% increase. On a comparable basis, restating the integration of Microsoft Dynamics activity acquired from CTAC in the Netherlands in October 2018 and AIGA in France, quarterly activity is showing growth of 0.8%.

The increase in revenue is due in particular to SaaS-based sales, which generate recurring sales and increased margins. They have reached €6.3 million, representing a 10.5% increase. They now represent 14.0% of the Group's activity, versus 13% in the first quarter of 2018.

Direct revenue from Publishing was recorded at €15.5 million for this period, and represents 34% of overall activity, showing no change from the first quarter of 2018.

The 3.2% growth trajectory of Consulting has continued, while Integration services have increased by 2.0% to reach €24.5 million, driven in particular by the successful roll-out of the Microsoft Dynamics 365 platform.

Good momentum in international sales

The drop in activity in the French-speaking zone is slowing substantially following a fourth quarter characterized by a climate that was putting considerable strain on services. Revenue in this zone now sits at €20.0 million, compared with €20.2 million in the first quarter of 2018.

In addition, Prodware is benefiting from strong sales internationally, which have increased by 5.4%, driven in particular by a sharp rebound of sales in Benelux, as well as momentum in Spain. International revenue sits at €26.3 million, accounting for 56.7% of overall sales.

Outlook

Bolstered by its strong sales trajectory, Prodware is continuing its 2016-2021 plan that aims to re-center the Group on its flagship activities, deploy its SaaS strategy, and accelerate growth.

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Prodware is eligible for inclusion in FCPs - Prodware is a responsible company and is a signatory to the UN Global Compact.



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Next publication:

Second quarter 2019 revenue: Tuesday, July 16, 2019, after close of trading

About Prodware

Emboldened by three decades of solid experience and know-how in the field of IT innovation we have always thrived on delivering value and expertise to our customers worldwide. Whether enabling ambitious Cloud strategies, artificial intelligence driven decision-making tools or IoT applications. Prodware keeps paving the way to innovation.

Prodware has embraced technology advances and breakthroughs helping companies step into the future by building the business models of tomorrow across the manufacturing, retail & distribution, professional services and finance verticals.

The Prodware group is a global company with regional offices in 15 countries with more than 1300 employees generating €176 m in annual revenue in 2018. Prodware SA is listed on Euronext Growth and is eligible for the FCPI investment fund and the PEA/PME share savings plan.

More information: www.prodware-group.com

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