



## 3RD QUARTER 2015 SALES

**Revenue growth: +43%**  
**Revenue growth for the payment activity: +98%**  
**Run rate growth: +77%**

Brussels, 5th November 2015, 7.35am

### Regulated Information

Dalenys (ISIN BE0946620946 -- Mnemo NYS) publishes its results for the third quarter of 2015 which amounts to €14,045 million at current perimeter, **showing a growth of +43%** in comparison with the 3rd quarter of 2014.

### Publication of third quarter 2015 results by activity

In thousands of euros	Q3 2015	Q3 2014	Change
<b>Dalenys at current perimeter</b>	<b>14,045</b>	<b>9,832</b>	<b>43%</b>
Payment	3,047	1,536	98%
Marketing	1,584	1,726	-8%
Telecom	9,414	6,570	43%

In thousands of euros	End Sept. 2015	End Sept. 2014	Change
<b>Dalenys consolidated</b>	<b>52,589</b>	<b>52,089</b>	<b>1%</b>
<b>Dalenys at current perimeter</b>	<b>36,530</b>	<b>24,913</b>	<b>47%</b>
Payment	7,762	3,587	116%
Marketing	4,325	5,568	-22%
Telecom	24,443	15,758	55%

*As a reminder, on the 28<sup>th</sup> of October 2015, Rentabiliweb became Dalenys, a company specialized in « Payment marketing », offering a payment solution that increases the merchants' sales through the aggregation of marketing data and the use of telecom tools. Dalenys is organized around three activities: payment, marketing and telecom.*

*The B to C unit was integrated into the accounts until the 30th of June 2015 and it generated a turnover of €16,059 million for the first semester of 2015, which is integrated into Dalenys' consolidated turnover of €52,589 million at the end of September.*



### **Excellent performance of the payment activity: turnover up +98%**

In the third quarter of 2015, the payment activity (Be2bill) recorded a turnover of €3,047 million, up 98% by comparison with the same period in 2014.

The run rate\* collected on 30th of September 2015 was €1.122 billion, showing an increase of 77% by comparison with the run rate of the same period in 2014 (€635M€).

The bank card collections in France during this quarter make 85% of this volume. Thanks to the complete integration of all the main European payment methods including some using an "acquiring" mode (iDeal, Sofort, Giropay, Klarna, Paysafecard, etc), Be2bill achieved 15% of this volume within the SEPA zone. Indeed the "Acquiring" mode allows Be2bill to be connected directly to these payment methods, offering merchants the possibility to collect their payments all over Europe via a single integration and to have a centralized management of their financial flows and transactions that are thus consolidated.

These results are also the fruit of Be2bill's commercial success linked to the integration of new functionalities enabling merchants to increase their revenue, such as the implementation of flash sales via the planned expiration of a payment page.

The quarter was marked by the winning of a large tender of an online marketplace as well as the signature of large brands in France and abroad, especially in the Retail and Travel sector.

The run rate perspectives remain unchanged for 31st December 2015, between 1.5 and 1.7 billion euros.

For 2015, Dalenys is targeting a turnover between 11 and 12 million euros for the payment activity.

*(\*Run rate = volume of payments collected in September projected over an entire year).*

### **Slight decline in turnover for the marketing activity**

The third quarter 2015 turnover for the marketing activity has declined by 8% in comparison with the third quarter 2014, linked to the temporary drop in activity of an important customer of the cashback activity portfolio.

Targeting and retargeting email activities are growing with an increase of 60% in active campaigns in comparison with the third quarter 2014.

Eperflex and Mailorama solutions won the signature of great accounts for the implementation of emailing and cashback campaigns, such as Kilotou, Audi, ING and Monoprix.

The company is striving for a return to growth in this activity area over the coming months.

### **Strong dynamic for the telecom activity**

Dalenys' telecom activity (carrier billing, voice, email, SMS) saw a growth in turnover of 43% in the third quarter 2015 in comparison with the third quarter 2014.



This strong dynamic is explained by the growth of media interactivity services, allowing the monetisation, development and sale of digital content.

**Next financial communication:** March 2016

**Download the press release on Dalenys website:**

<https://www.dalenys.com/en/news/2015-11-05-turnover-for-the-3rd-quarter-of-2015.html>

#### **About Dalenys**

Founded in 2002, Dalenys (formerly Rentabiliweb) offers merchants an online and point-of-sale payment solution by credit card, integrating marketing and telecom tools to increase their income. With over 200 employees in France and abroad, publicly traded on Euronext Brussels and Paris (C compartment), Dalenys rigorously applies the ten principles laid out by the UN Global Compact and is eligible to the FCPI investment funds.

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