



2015 TURNOVER: +49% (*)

Growth in Payment turnover: +109%
Bank Run Rate as at 01/31/2016: €1.6 billion

Brussels, on 15 February at 07:35

Regulatory information

DALENYS (ISIN BE0946620946 -- Mnemo NYS) publishes today its turnover for the financial year 2015.

Turnover per line of business

<i>In thousands of euro</i>	2014	2015	Variation
Dalenys consolidated	71,879	70,330	-2%
Dalenys current scope (*)	36,436	54,269	49%
Payment	5,676	11,862	109%
Marketing	7,604	6,123	-19%
Telecoms	23,156	36,284	57%

(*): excluding the BtoC business sold in 2015 to the effective date of July 1.

Jean-Baptiste Descroix-Vernier, Founding Chairman of Dalenys states: *"Dalenys, specializing in Payment Marketing, combines the best of marketing data exploitation and the use of telecom tools to optimize merchant conversion rate. The strong growth of the payment unit shows an exponential increase of market share. Our services are very qualitative."*

Activity in 2015: continued activities growth and excellent performance of Payment unit

Within the current scope (excluding turnover from the BtoC division sold in September 2015), in 2015 Dalenys achieved a turnover of €54.3m, up 49% and €17.8m compared to 2014, boosted by Payment and Telecoms where turnover has grown by 109% and 57% respectively in 2015.

The consolidated turnover for 2015 (including turnover for the BtoC division of €16m from 1st January to 30 June 2015) dropped 2% compared to 2014.



Payment division: commercial and financial success

In 2015, turnover for the Payment division (Be2bill) grew 109% compared to 2014 reaching €11.9m.

This commercial success is illustrated by a Run Rate* of €1.6 billion as at 31 January 2016, up 73% compared to 2014, and 152% compared to 28 February 2015, the lowest point reached in the year 2015.

This Run Rate was achieved exclusively by processing bank cards (excluding micropayment activities covered by the Telecoms branch).

In 2015, the Be2bill offer was expanded to include international payment options and now supports retailers across the entire SEPA area. The business also continues to enter agreements with France's largest e-commerce companies and is consolidating the appeal of its solution among major groups.

Be2bill relies particularly on the assets of its proprietary platform, structured to incorporate Payments Services Provider (PSP) and purchaser expertise to offer different payment options. This "smart routing" solution helps to increase acceptance and conversion rates and increases retailer sales by maximising online transaction acceptance, while reducing interchange costs as a result of optimised payment routing.

**Run Rate = volume of sales received in a given month extrapolated over the entire year*

Marketing division: activity on decline in a difficult economic environment

In 2015 the marketing division achieved a turnover of €6.1m, down 19% compared to 2014. This drop can be explained by a strategic re-focussing on products and lines of business offering greater value-added, and whose growth was sustained in 2015 (the eperflex® retargeting solution in particular).

Telecoms division: strong turnover growth

In 2015, turnover for the Telecoms division grew strongly to reach €36.3m, up 57% compared to 2014.

Dalenys telecoms activities include invoice payment services for specific vertical, complementary to Be2bill: medias, interactive voice services, machine-to-machine, etc. These high-volume activities reached high thresholds in 2015, as demonstrated by the increase in the number of tenders for French and international groups.

Upcoming financial communication:

Publication of 2015 annual results, presentation of the strategic plan for the next 3 years and SFAF meeting: 30 March 2016.

Read the press release on the Dalenys website: <https://www.dalenys.com/en/news/2016-02-15-turnover-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), the Group rigorously applies the ten principles laid out by the UN Global Compact and is eligible to the FCPI investment funds.

Investor Relations

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