

Revenues for the first half of 2016: €84.4m

- Decline of 5.5% on a comparable basis
- 31% increase in recurring revenues (SaaS)

Unaudited revenue figures under IFRS (in €m)	2016	2015 reported	Change reported	2015 On a comparable basis*	Change on a comparable basis
1 st quarter	42.5	42.2	+0.7%	41.5	+ 2.6%
2 nd quarter	41.9	48.9	-14.3%	47.8	-12.3%
1 st half	84.4	91.1	-7.3%	89.3	-5.5%

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

After a 1st quarter 2016 slightly up by 0.7% (+2.6% on a comparable basis), Prodware posted €41.9m in revenues in the 2nd quarter, down 14.3% compared with a particularly dynamic 2nd quarter 2015, presenting a high basis of comparison. On a comparable basis, the decline in business over the quarter was 12.3%.

Over the period, the Group saw sharp growth in sales in SaaS mode, which reflects the transformation of the Group's sales model. Although SaaS sales are seeing reduced revenues for the time being, they ensure recurring business activity over three to five years, thus offering excellent visibility on the Group's revenues.

Over the 1st half of 2016, Prodware's consolidated revenues totaled €84.4m, down 7.3% in terms of reported figures and 5.5% on a comparable basis. This trend was mainly related to:

- a 31% increase in SaaS sales
- a 33% decrease in infrastructure sales, or €6m. This decrease in business, is directly related to its growing integration into SaaS, which is much more profitable in the medium/long term.
- In 2nd quarter 2016, a difficult envcontext in France (repeated strikes, floods...) which impacted the effectiveness of the operations teams and delay projects and/or the signing of new significant contracts (around 5% of revenues for the 1st half of 2016).

The Publishing business, which provides strong added value, generated €29.1m in revenues (34.5% of Group revenues) compared with €30.2m in the 1st half of 2015.

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Revenues generated abroad in the 1st half of 2016 thus represented 47.5% of total revenues compared with 50.2% in the 1st half of last year.

Spain, Israel, and Great Britain continued their momentum supported in particular by the experts of entities in Germany and Benelux, two regions that saw a decrease in their revenues also because of the acceleration of their SaaS sales.

Outlook

The order book remained strong over the second half of the year, in a rather uncertain global environment.

For 2016 overall, Prodware should continue the acceleration of its recurring sales on margin-producing business activities in order to ensure improved profitability at long term.

Next publication: Half year results of 2016 : 26 October 2016, after close of trading

About Prodware

Prodware (www.prodware.fr) was founded in 1989. It is an international group specialising in publishing-integration and hosting management solutions for businesses.

Prodware was the first Microsoft partner in the EMEA area and has nearly 1,250 employees helping 20,000 customers in 15 countries.

The group has a powerful R&D structure, unique expertise in industrialising best practices and has leading strategic alliances. It aims to deploy its Prodware Adjust scheme worldwide.

Prodware is a corporate citizen and assists its customers in their approach to sustainable development with its range of GreenITude services (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 SME PEA 150 index.

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