

## Double Revenue Growth in 2023: 380.6 M€

- Organic Growth of over 5%
- Recent acquisitions anticipated to have a significant impact in the medium-term

Unaudited Revenue IFRS standards (in M€)	2023	2022	Change in reported data	Change at constant scope
<b>S1 2023</b>	<b>108.3</b>	87.3	<b>+24.2%</b>	+5.0%
<b>S2 2023</b>	<b>272.2</b>	101.0	<b>+169.5%</b>	+5.1%
<b>TOTAL 2023</b>	<b>380.6</b>	188.3	<b>+102.1%</b>	+5.1%

### Strong growth in 2023 driven by recent acquisitions

In 2023, PRODWARE earned €380.6 million in revenue, up 102.1% from €188.3 million in 2022. Excluding the impact of the acquisitions of WESTPOLE, PROTINUS & NUT CONSULTING, the growth at constant scope was 5.1%, showing PRODWARE's strong performance despite economic challenges in Europe.

PRODWARE has bolstered its foothold in SMB and SMC markets and gained traction with major clients in both the private and public sectors through strategic acquisitions. The group has also broadened its portfolio to include Managed Sourcing and IT Infrastructure Optimization, meeting the increasing demand for agility and expertise among clients.

The Integration/Services business amounted to €72.0 million, representing a growth of 2.1% and accounting for 18.9% of the total revenue.

Revenue generated from SaaS, excluding associated services, reached €55.9 million, showing a stronger increase of 7.8%. PRODWARE continues its efforts to promote revenue recurrence, aiming to enhance its margins and better anticipate its investment needs.

Geographically, there has been a significant uptick in export activities, largely driven by the integration of new entities. International revenue in 2023 reached €299.8 million, representing 78.8% of the total revenue, marking a substantial increase from 53.1% in 2022.

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ISIN FR0010313486 - ALPRO - FTSE 972 Services informatiques  
Prodware est éligible FCPI - Entreprise responsable, Prodware est adhérent du Global Compact.

## Outlook

The group will pursue its strategic plan for 2024-2026 by focusing on the "one brand, one market" approach and developing key digital transformation areas of expertise as a sought-after expert partner in the market. This within a group capable of supporting the digital transformation journey of its customers from end-to-end, through a One Stop Shop approach. The group will prioritize cost control by enhancing the absorption of fixed expenses, leveraging its new scale approaching €700 million based on pro forma 2023 revenue\*.

*\*Including the 3 acquisitions from 2023, as if they had been integrated into the group's scope from January 1, 2023 onwards.*

## About Prodware

*With 30 years of experience and know-how in IT innovation, we strive to provide value and expertise to our customers around the world. Whether we're implementing the most ambitious cloud strategies, developing AI-powered decision-making tools, or creating IoT applications, Prodware is always at the cutting edge of innovation.*

*Since its inception, Prodware has leveraged technological progress to help businesses prepare for the future by creating new economic models for the manufacturing, sales, distribution, finance, and business service industries.*

*The Prodware group includes more than 1 900 employees across 15 countries. It generated revenues of €380.6 million in 2023. Prodware SA is listed on Euronext Growth and is eligible for FCPI (innovation funds) and SME PEA (equity savings plan).*

*For more information: [www.prodware-group.com](http://www.prodware-group.com)*

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