

REVENUE FOR THE FIRST 9 MONTHS OF 2019 +22% TO €32.4 MILLION

Sales momentum confirmed

Noisy-le-Grand, France, October 15, 2019, 6:00 pm CEST – EasyVista (FR0010246322 – ALEZV – PEA-PME eligible), a leading IT Management player in Europe and the United States, today announces its revenue for the third quarter of 2019.

Revenue (€ millions)	9 months 2018	9 months 2019	Δ
Renewable licenses	6.88	13.34	94%
Managed Services	0.61	1.42	133%
SaaS	9.17	6.88	-25%
Maintenance	3.86	4.03	4%
Total recurring revenue	20.52	25.67	25%
Perpetual licenses	2.79	2.00	-28%
Services	3.21	4.73	47%
Consolidated revenue	26.52	32.40	22%

Sylvain Gauthier, co-founder and CEO of EasyVista, says: “As anticipated, our client portfolio is continuing to expand among a growing number of global players attracted, in particular, by our self-handling solution Self-Help thanks to our AI technologies associated with knowledge bases. By allowing the autonomous and automated management of IT issues for internal users and BtoB requests for external users, EasyVista is directly supporting organizations’ operational performances. Stakeholders in businesses’ digitalization, our solutions – which have a growing number of users – are enabling us to increase market share while addressing new segments beyond the ITSM scope. Confident that this sales momentum will continue over coming quarters, we are reaffirming our 2019 target of 20% revenue growth and an improvement in EBITDA”.

Over the first nine months of 2019, revenue totaled €32.4 million, giving growth of 22%. Recurring revenue increased by 25% to €25.7 million. During the third quarter, EasyVista signed a number of emblematic new contracts abroad on the strategic upper-mid market segment. In Europe, the Group stood out on the energy and construction sectors with Ansaldo Energia in Italy and CAF in Spain in railway equipment. In France, EasyVista strengthened its positioning on the agro-industry, engineering and finance verticals with Savencia, Expleo (ex-Assystem Technologies) and Wendel. Lastly, in the United States the Group now has the Spark pharmaceutical laboratories and Vitamin Shoppe, a retailer with 780 stores generating over a billion in revenue, among its prominent listed corporate clients. EasyVista has also extended its public sector presence via the signing of a contract with Snohomish County in the State of Washington.

H2 2019 prospects: EV CONNECT 19

EasyVista could count on the success of its user conference, a key event in the group's marketing agenda, organized this year on the theme of transforming user services for the future of work in companies.

The first session of EV CONNECT 19, held in Austin, Texas, in early October, recorded a significantly increased audience, with the participation of nearly 60 major North American clients who demonstrated the benefits of the solution through use cases and were trained in the latest innovations through workshops.

The 2019 tour, which will pass through the cities of Madrid, Lisbon, Milan and Paris, will be an opportunity for customers to discover or rediscover the challenges of transforming the User Service using EasyVista's technological tools. This year, the group unveils the latest version of its Self-Help solution, Cobalt, which offers the possibility of quickly deploying virtual agents to assist users in solving their IT problems in natural language.

Next financial press release:

2019 annual revenue, on February 11, 2020

About EasyVista

EasyVista is a global software provider of intelligent service automation solutions for enterprise service management and Self-Help. Leveraging the power of ITSM, Self-Help, AI, and Micro Apps to create customer-focused service experiences, EasyVista has helped companies improve employee productivity, reduce operating costs, and increase customer satisfaction.

Today, EasyVista helps over 1,500+ enterprises around the world to accelerate change, empowering leaders to better serve their employees and customers across financial services, healthcare, education, manufacturing and other industries.



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