

Bilendi

Revenues for the 3rd quarter of 2022: +41.9%

Paris, November 9, 2022 - **Bilendi**, one of Europe's leading research technology and data companies, announces the publication of its revenues for the third quarter of 2022 and for the first nine months of 2022.

In M€ Unaudited	Q3					9M YTD				
	2021	2021 pro forma ¹	2022	VAR 22/21	VAR 22/21 pro forma ¹	2021	2021 pro forma ¹	2022	VAR 22/21	VAR 22/21 pro forma ¹
France	2.2	3.0	2.6	+18.4%	-15.5%	6.9	9.7	9.3	+34.9%	-4.2%
International	7.7	10.5	11.4	+48.5%	+8.7%	22.1	29.7	34.0	+53.8%	+14.6%
Total	9.9	13.6	14.0	+41.9%	+3.3%	29.0	39.4	43.3	+49.3%	+9.9%

In the third quarter of 2022, Bilendi recorded consolidated revenues of €14.0 million, an increase of +41.9%. At constant exchange rates and on a pro forma basis, as if the acquisition of respondi had taken place on 1 January 2021, growth amounted to +3.3%.

International revenues grew by 48.5% during the period, to €11.4m, representing 81% of total sales for the quarter, despite the inflationary and macro-economic environment currently affecting Europe. The countries with the strongest growth were Spain, Belgium and the DACH region (Germany, Switzerland and Austria).

In France, revenue of €2.6m (19% of total turnover for the quarter), was up 18.4% (-15.5% on a pro forma basis). This trend is explained by a particularly calm summer, with a gradual return to growth expected in Q4 2022.

Over the first nine months of the year, Bilendi recorded revenues of €43.3 million, up +49.3% (+9.9% on a pro forma basis) compared to the same period last year. This result is even more remarkable as it represents almost 98.2% of revenue for the whole of 2021, confirming the relevance of Bilendi's operating model and growth strategy, even in a more challenging environment.

Confidence in Q4 2022, and reaffirmation of 2026 targets

In a more demanding general environment, the Group is confident that its business will continue to grow in the fourth quarter of 2022.

In this context, Bilendi reaffirms its ambition to reach a turnover of € 100 million by 2026, and an EBITDA of 20 to 25% of the turnover, i.e. € 20 to 25 million, combining organic development and targeted acquisitions.

Next publication: 2022 revenues, 22nd February, 2023 (after market close)

¹ As if the acquisition of respondi AG had taken place on 1 January 2021, Bilendi having acquired Respondi AG on 22 November 2021 - At constant exchange rates.

About Bilendi

At a time when the amount, variety and speed of data being issued and communicated are increasing exponentially, **Bilendi** provides an innovative technological response to the collection, processing and enhancement of this data.

That is why **Bilendi** is positioned at the epicenter of data collection for two market segments. These are: Technologies and Services for Market Research and Technologies and Services for Customer Engagement and Loyalty.

We have locations in France, United Kingdom, Germany, Switzerland, Spain, Italy, Denmark, Finland, Sweden, Belgium, Netherlands, Morocco. The group also has business activity in Austria and Norway. In 2021, **Bilendi** achieved a turnover of € 44.1 million, € 57.9 million on a pro-forma basis. The group is listed on Euronext Growth Paris.

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