

3rd quarter 2016 revenue : €32.3m

- 9 month 2016 revenue: €116.8m (-5.1% on a comparable basis)
- 43.3% increase in recurring revenues (SaaS) over nine months in 2016

Unaudited revenue figures under IFRS (in €m)	2016	2015 reported	Reported change	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%
3 rd quarter	32.3	35.0	-7.8%	33.8	-4.4%
9 months	116.8	126.0	-7.3%	123.1	-5.1%

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

In the 3rd quarter of 2016, the Prodware group generated €32.3m in revenue compared with €35.0m in 2015. On a comparable basis, revenue fell 4.4% over the quarter. SaaS (subscription) sales for the quarter totalled €4.0m, up 87.3% year on year.

At 30 September 2016, revenue totalled €116.8m versus €126.0m over the first nine months of 2015, a 7.3% decrease. On a comparable basis, the decrease was limited to 5.1%.

Since the beginning of the year, this change stemmed partly from the shift in sales towards SaaS mode. Which generates less revenue during the year but provides recurring sales over 3 to 5 years.

For the first nine months overall, SaaS (subscription) sales totalled €13.9m, up 43.3% from 2015. They now represent 11.9% of the Group's revenue compared with 7.7% at 30 September 2015.

At 30 September 2016, direct sales of Edition totalled €40.3m (34.5% of revenue).

In a particularly unfavourable environment in France, on a comparable basis, the French-speaking region saw an 7.6% decline in its sales to €59.6m versus €64.5m.

International revenue (49.0% of consolidated revenue) was down 2.4% at €57.2m, on a comparable basis.

Outlook

Prodware is continuing its transformation plan initiated during this period, with a focus on shifting its offering towards digital, recurrence and the market's most profitable segments.

Next communication : 2016 annual revenue : Wednesday, 22nd February 2017, after the close of trading.

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About Prodware

Founded in 1989, Prodware (www.prodware.fr) is an international group specializing in publishing/integration and hosting management solutions for businesses.

Prodware is Microsoft's premier partner in the EMEA region and has nearly 1,250 employees supporting 20,000 customers in 14 countries.

Armed with a powerful R&D structure, unique expertise in industrializing best practices and top-notch strategic alliances, the group aims to deploy its Prodware Adjust solution worldwide.

Prodware is a corporate citizen and supports its customers in their sustainable development approach 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 PEA-PME 150 index.

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