



prodware

16 march 2017

ANNUALS RESULTS 2016

SFAF meeting

STEPHANE CONRARD
DG Vice-President and Chief Financial Officer

Philippe BOUAZIZ
Chairman

Publisher-integrator of management software



Publication of sector software packages in 3 keys areas :
Manufacturing, Professional services, Distribution & Retail
Innovatives solutions : CRM, digital transformation, Cloud, Big Data



1st partner  in the EMEA
1st partner  AUTODESK in France
3rd partner  in France



2016 TURNOVER : €175.8 M
OF WHICH PUBLISHING : 34.9% (€61.4 M)



1,226 EMPLOYEES
WITH 10% ASSIGNED TO NEAR SHORE



**19 000 CUSTOMERS (SME, MID-MARKET COMPANIES
AND SUBSIDIARIES OF INTERNATIONAL GROUPS)**

23 SITES IN 14 COUNTRIES 56% OF REVENUE FROM ABROAD

ANNUALS RESULTS 2016

HIGHLIGHTS

Optimisation of the debt structure

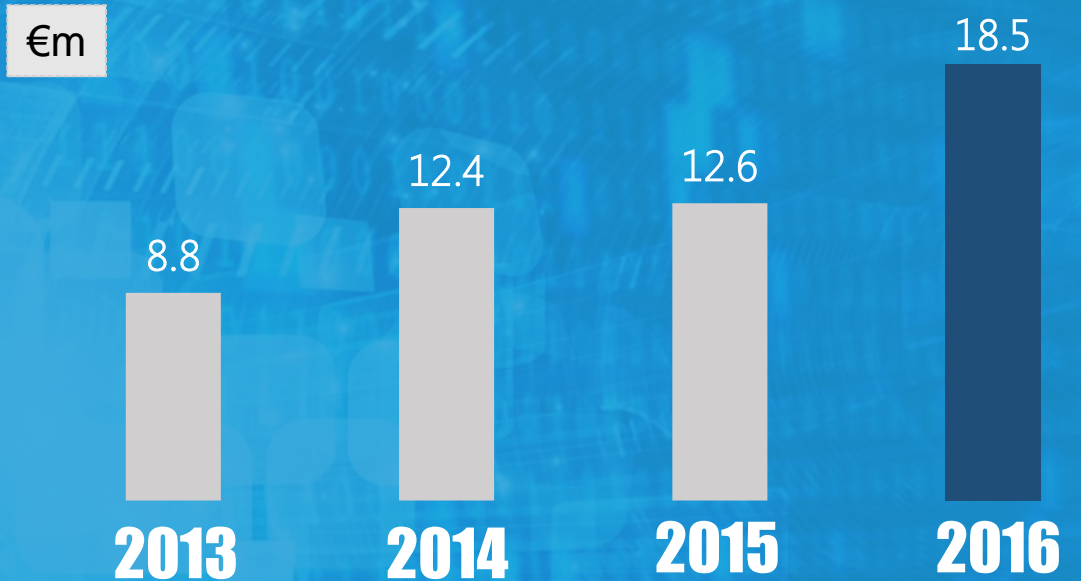
€79m Euro PP loan

- Depreciable bank loans over 5 years : €29m
 - Debt bond from 5 to 7 years : €50m
 - Average overall debt rate : 3.45% Vs. 6.5% before
-

Refinancing of all medium and long term
at an optimised cost

ENSURES THE FINANCING OF DEVELOPMENTS

Acceleration of the shift in sales model towards SAAS



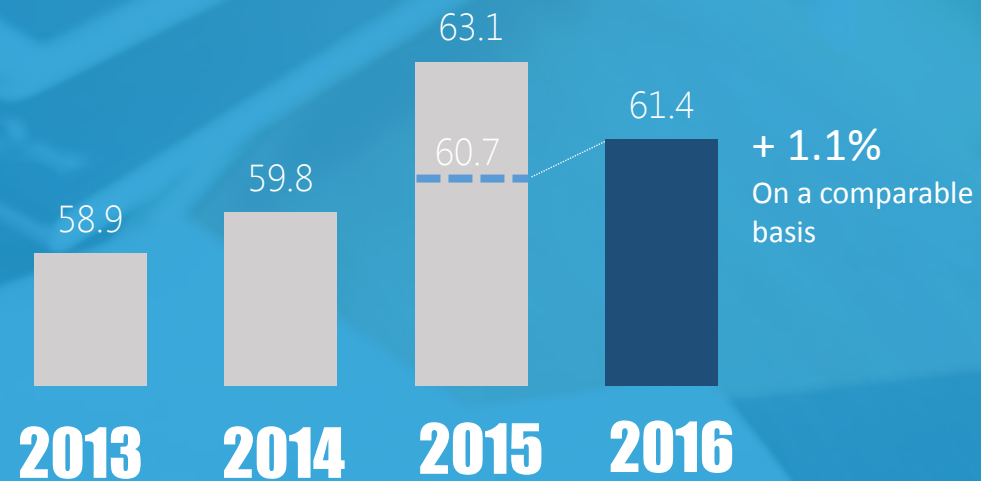
SAAS: Lower revenue over the period offset
by recurring sales over 3 years

Increasing integration of SaaS infrastructure sales

46.6% SAAS GROWTH IN 2016

Development of publishing

€m



Publishing:
High-value-added activity

The most dynamic sectors in 2016 :
Wine and spirit, Professional Services &
Distribution

FURTHER GROWTH IN PUBLISHING IN 2016

Development of Consulting

€m



Strategic activity to be present upstream of projects and best advise customers in a constantly growing and changing IT sector

Strong investment over 2017 and the coming years

A BOOMING HIGH-VALUE-ADDED BUSINESS LINE

Some of our new customer references

**SITA**

Create success. Together

Industry

**Touax**[®]

Services

**TEXA**
GROUPE

Partageons notre expertise.

Services

DEVELOPMENT AMONG BME

ANNUALS RESULTS

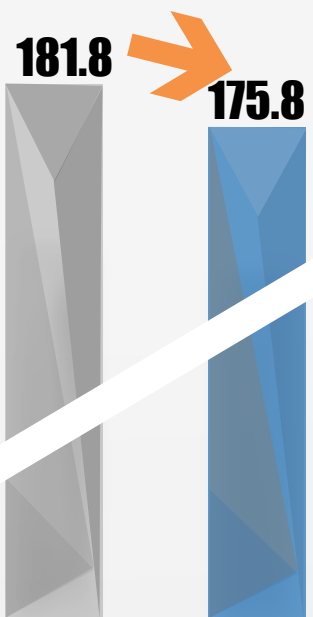
2016

Keys indicators

In €m
or %

- 3.3%*

REVENUE

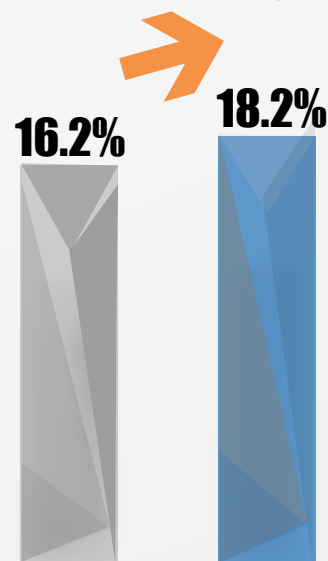


2015

2016

**+2.0
points**

EBITDA MARGIN

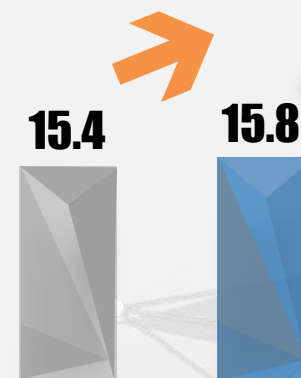


2015

2016

+ 2.6%

**CURRENT OPERATING
INCOME**



2015

2016

+ 66.3%

**NET INCOME
GROUP SHARE**



2015

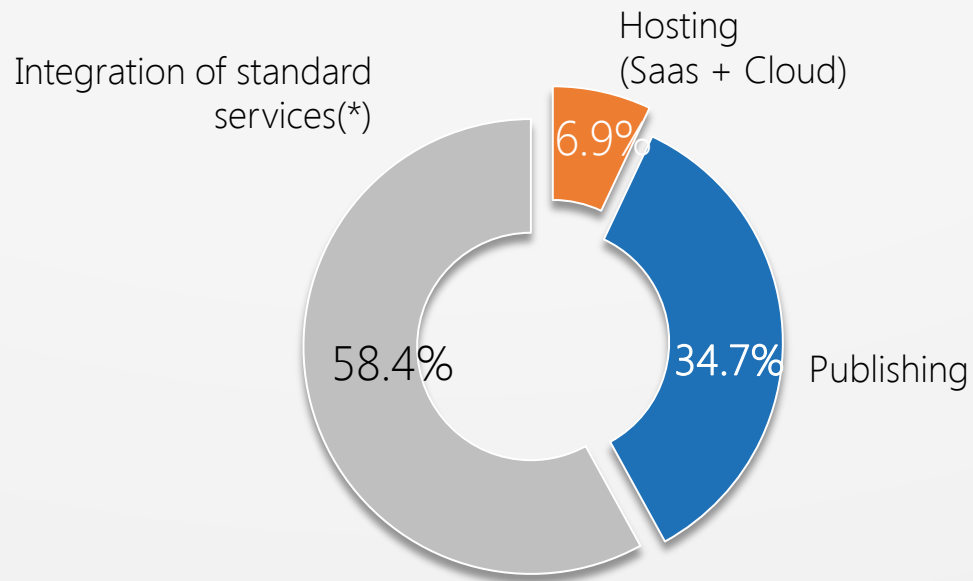
2016

* On a comparable basis, the change is - 0.8%

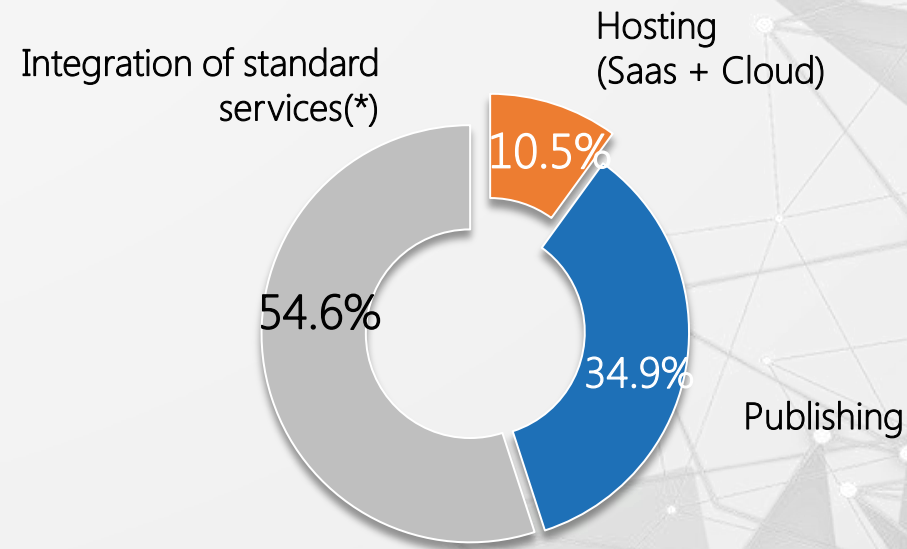
Revenue by activity sectors

In % of
turnover

2015



2016



Evolution Hosting
(SaaS + Cloud)

+ 46.6%

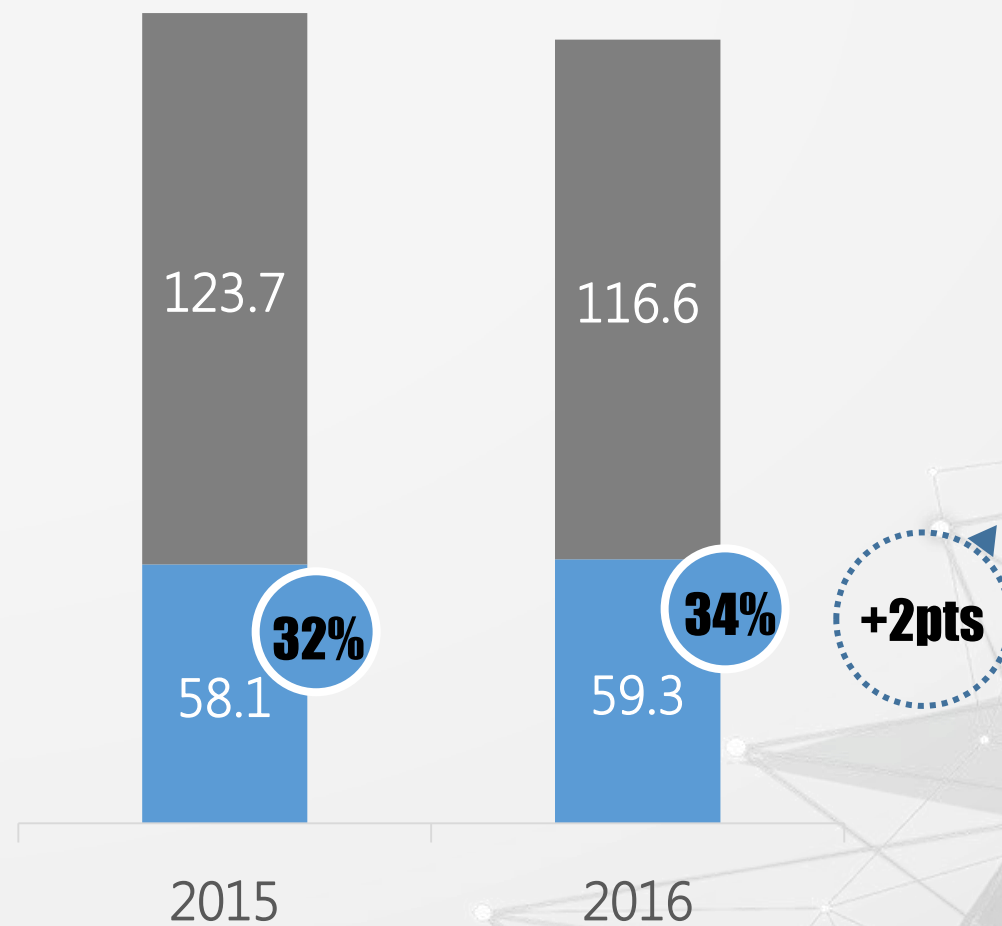
(*) Microsoft, Sage, Autodesk offers

Activity recurrence growth

In €m
In% of
turnover

Services/Licences /
equipment

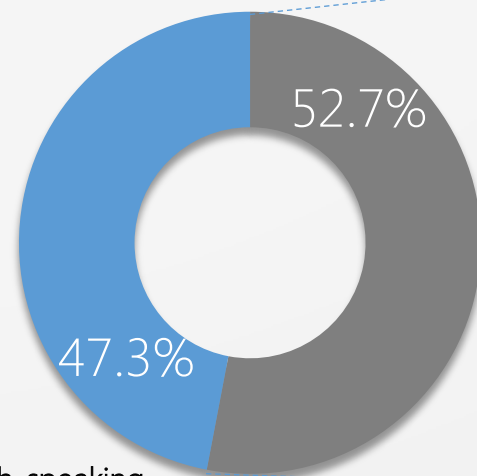
Maintenance/
hosting/SaaS



Change in turnover by geographical areas



2015

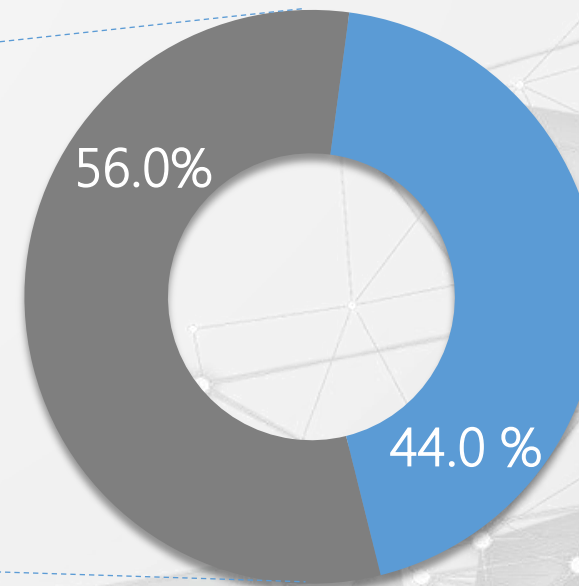


French-speaking
areas

International

+ 3.3 pts

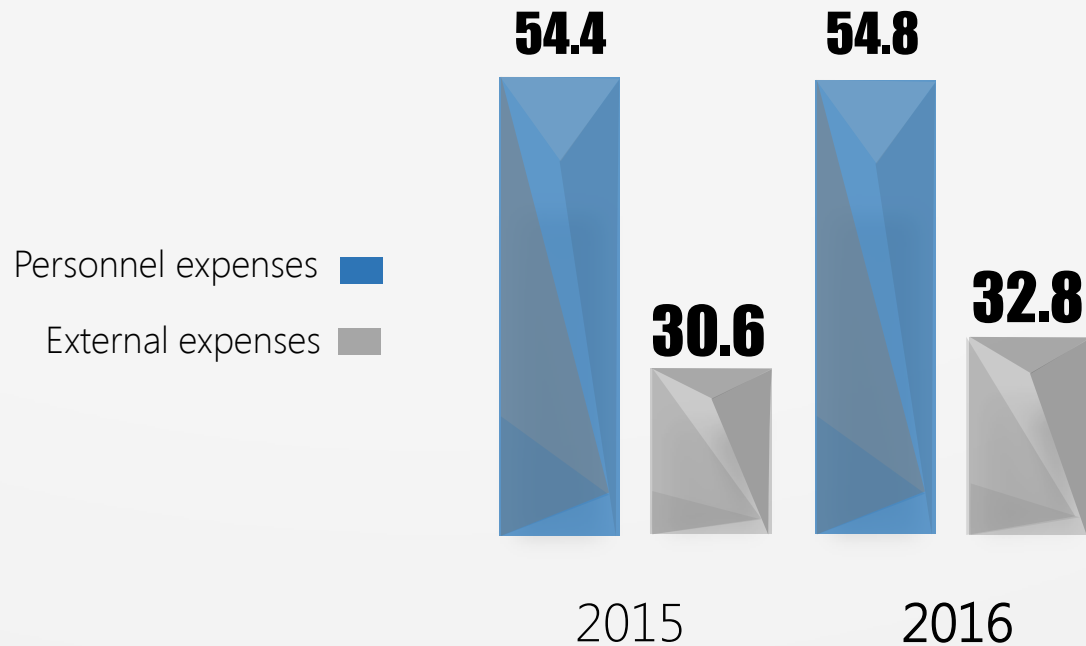
2016



French-speaking
areas

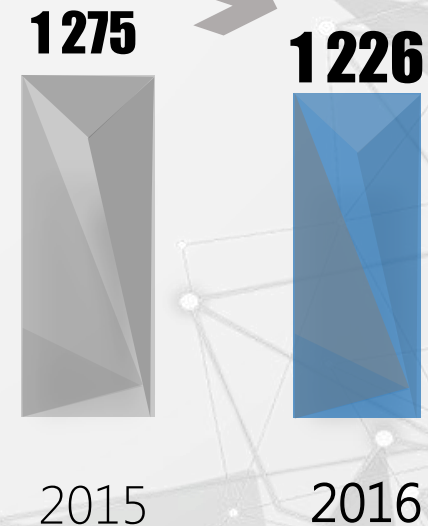
Staff

In €m



Number of people

- 3.8%



- DECREASE OF NUMBER OF PEOPLE AND IMPROVEMENT OF PROFITABILITY RATES BY EMPLOYEE
- INCREASE OF EXTERNAL EXPENSES DUE TO OUTSOURCING

Ebitda

IFRS Audited in €m	2016	2015	Var.
Turnover	175.8	181.8	- 3.3%
Consumed purchases	(57.1)	(59.7)	
External costs	(32.8)	(30.6)	
Personnel expenses	(54.8)	(54.4)	
Others products and current operating costs	0.8	(7.6)	
EBITDA	31.9	29.5	+ 8.3%
<i>In % of turnover</i>	<i>18.2%</i>	<i>16.2%</i>	<i>+ 2.0pts</i>

OTHERS COSTS DECREASE OF €6.8M, WHICH ,IN 2015, COMES FROM CLEANING OF CLIENT'S ACCOUNTS.

Margin EBITDA by segment of activity

In €m	2016	2015	Var.
Publishing & Integration of managing solutions	26.9	26.1	+ 3.3%
<i>In % of turnover</i>	<i>15.3%</i>	<i>14.4%</i>	<i>+ 1.0pt</i>
Infrastructures & Saas	5.0	3.4	+ 46.7%
<i>In % of turnover</i>	<i>2.8%</i>	<i>1.9%</i>	<i>+ 1.1pt</i>
Total	31.9	29.5	+ 8.3%
<i>In % of turnover</i>	<i>18.2%</i>	<i>16.2%</i>	<i>+ 2.0pts</i>

Income statement

IFRS Audited data in €m	2016	2015	change
Revenue	175.8	181.8	- 3.3%
EBITDA <i>In % of revenue</i>	<i>31.9</i> <i>18.2%</i>	<i>29.5</i> <i>16.2%</i>	+ 8.3% + 2.0pts
Taxes and duties	-1.7	-2.0	
Net charges for amort., depr. & prov.	-14.4	-12.1	
Current operating income <i>In % of revenue</i>	15.8 9.0%	15.4 8.7%	+2.6% + 0.3 pt
Other operating income & expenses	- 1.0	- 5.6	
Operating income <i>In % of revenue</i>	14.8 <i>8.4%</i>	9,8 <i>5.4%</i>	+ 50.6% <i>+ 3.0pts</i>
Financial result*	(5.6)	(3.5)	
Taxes on profits	(0.1)	(0.4)	
Share in associates	0.1	0.0	
Consolidated net income <i>In % of revenue</i>	9.5 <i>5.4%</i>	5.6 <i>3.1%</i>	+ 69.3% <i>+ 2.3pts</i>
Net income, Group share <i>In % of revenue</i>	9.4 <i>5.4%</i>	5.7 <i>3.1%</i>	+ 66.3% <i>+ 2.3pts</i>

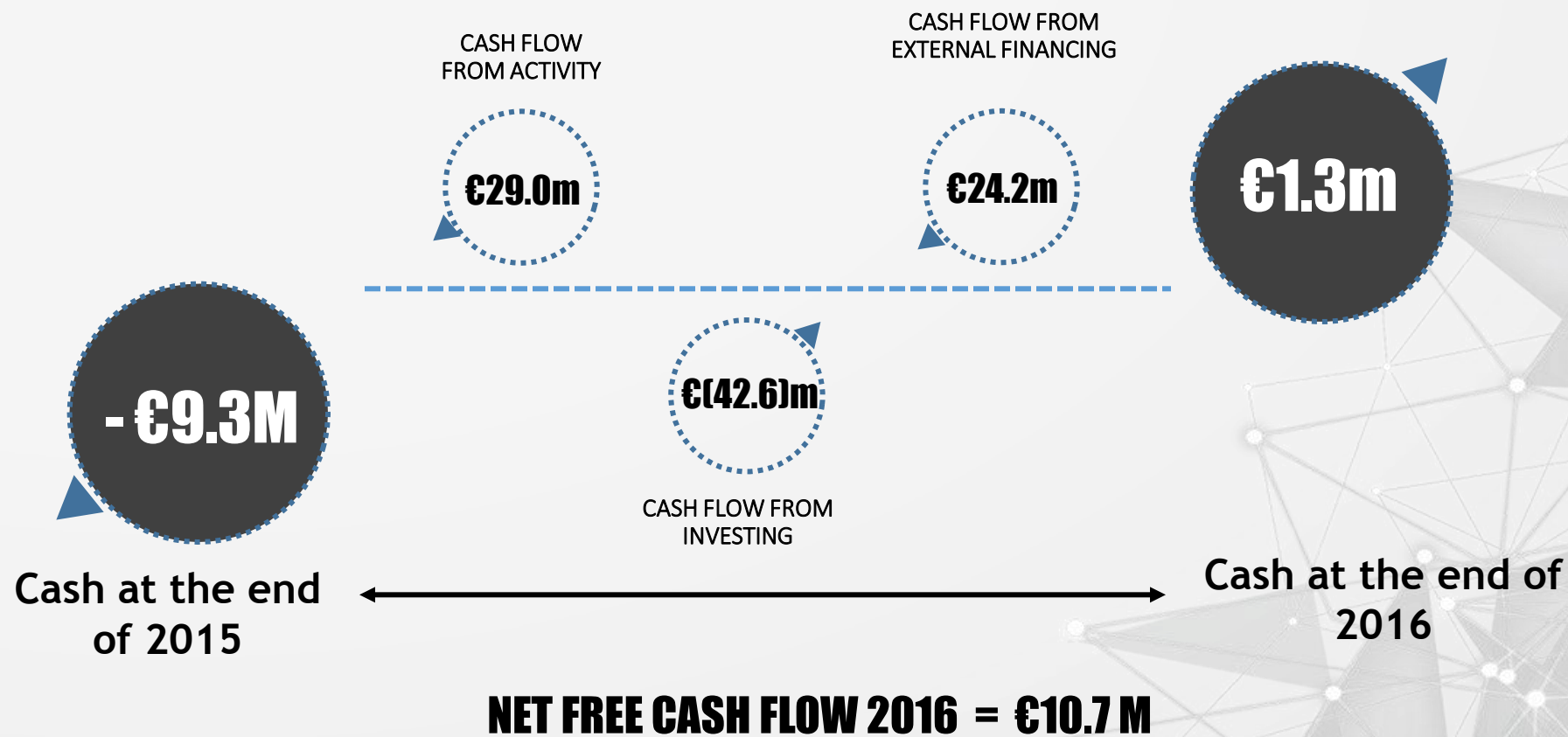
* Included €1,7m of total amort. nonrecurring costs of last loan

Cash Flow statement

In €m	31 December 2016	31 December 2015
Cash flow before cost of debt and taxes	29.6	27.4
Change in WCR	- 0.6	7.5
Net cash flow from operations	29.0	34.9
Acquisition of fixed assets*	- 44.5	- 37.6
Sales of fixed assets & reduction of long-term investments	0.2	-
Loss of other financial assets	-	-
Sold and abandoned non recurring assets cash flow	1.8	-
Net cash flow from investing	- 42.6	- 37.5
Net change in borrowed funds	29.0	4.4
Parent company dividends received/paid	- 0.2	- 0.2
Capital increases/reductions	0.3	0.2
Net sales (acquisition) of treasury shares	- 4.8	-
Net cash flow from financing	24.2	4.3
Change in cash	10.7	1.8

* included €22,2m for stake held

Free cash flow change



Balance sheet

ASSETS (in €m)	31/12/ 2016	31/12/ 2015
Goodwill	32.8	32.8
Others assets	132.9	101.9
Tax assets	10.5	10.5
Total non-current assets	176.2	145.2
Accounts receivable and others receivables	50.3	52.5
Other current assets	20.6	20.3
Cash and cash equivalents	24.5	9.1
Total current assets	95.4	81.8
TOTAL ASSETS	271.6	227.1

LIABILITIES (in €m)	31/12/ 2016	31/12/ 2015
Total equity	118.9	110.5
Current financial liabilities	69.2	37.3
Other non-current liabilities	4.3	4.1
Total non-current liabilities	73.5	41.4
Current provisions	3.3	4.0
Current financial liabilities	23.7	18.3
Trade payables	21.4	22.7
Other current liabilities	30.9	30.2
Total current liabilities	79.2	75.2
TOTAL LIABILITIES	271.6	227.1

8% INCREASE IN EQUITY

INCREASE IN DEBT RATIO TO 57.6% VS 42.1% IN 2015 FOR THE INVESTMENTS IN THE CHANGE OF THE GROUP'S OFFERING

Financial figures

Operating income
per share

2015 : €1.87
2016 : €1.92

Net income
per share

2015 : €0.72
2016 : €1.26

Dividend

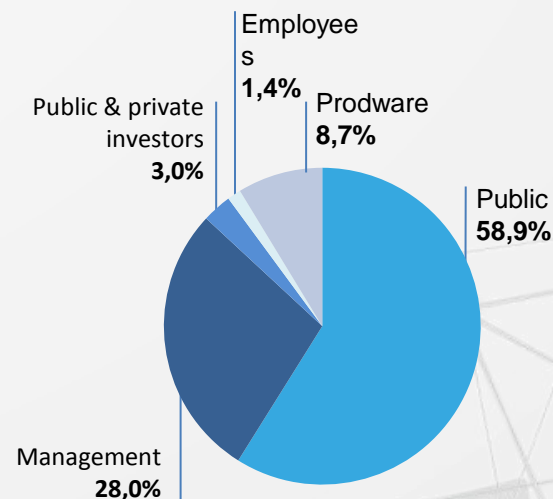
2015 : €0.03
2016 : €0.04

Market

Market share in 1 year



Capital distribution 31/12/2016



En% du nombre de titres



COTÉ EN BOURSE
SUR NYSE/EURONEXT
(ALTERNEXT PARIS)

Mnemo
ALPRO

Number of
shares
8 200 560

Share capital
at 15/03/2017 :
€59m

Average
volume over 1
year
16 000 shares



POST CLOSE EVENT GUIDELINES

Post-close event



Acquisition of Nerea

Leader in Belgium and
Luxembourg of Microsoft
Dynamics CRM solutions

→ Consulting and implementation

70 employees

2016 Turnover : €3.5m

**CREATION OF THE LEADER AXAPTA/CRM
ON THE BELGIUM & LUXEMBOURG REGION**

Development strategy



Focus on the most profitable sectors :
Consulting & 3 Publishing applications



On the other hand : Refocus on the
Group's core business lines...



... combined with a reduction of R&D
costs...

Refocusing to optimise profitability

2017 Outlook

Well-positioned booking despite a fragile environment

Acceleration of recurring SaaS sales on the most profitable solutions

CONTINUED IMPROVEMENT OF PROFITABILITY

Turnover
of 1st quarter

Tuesday 10 may 2017
After close of trading

CONTACTS

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