



Hubwoo Announces Financial Information for H1 2017

Paris – July 28th, 2017 – Hubwoo (Euronext: HBW.NX), a leading provider of comprehensive spend management and business process collaboration solutions, today announced financial information for H1 2017, in accordance with the “*European Transparency Obligations Directive*” financial disclosure requirements.

Financial data

| in € million | Q1 2016 | Q2 2016 | Q1 2017 | Q2 2017 | H1 2016 | H1 2017 | % Change Q2 2017 / Q2 2016 (*) | % Change H1 2017 / H1 2016 (*) |
|----------------------|---------|---------|---------|---------|---------|---------|--------------------------------|--------------------------------|
| Consolidated Revenue | 5.7 | 5.3 | 4.6 | 4.7 | 11.0 | 9.3 | -12% | -16% |
| SaaS (**) | 5.3 | 4.8 | 4.2 | 4.4 | 10.0 | 8.6 | -8% | -14% |
| Services | 0.5 | 0.5 | 0.4 | 0.3 | 1.0 | 0.7 | -44% | -32% |

(H1 2017 Figures non audited)

(*) Percentages calculated on exact numbers, not the rounded numbers shown

(**) SaaS is a model of delivering technology where a software solution is hosted (cloud computing) as a service for its customers. Clients do not buy the technology but pay a subscription fee to use it.

Revenue for the second quarter of 2017 is stable in comparison to Q1 2017, with a slight improvement on SaaS (**), related to an increased adoption of the solution by the existing customer base. The comparison with 2016 confirms the anticipated decline on the SaaS (**) component as a consequence of the end of customer contracts as part of the technology transition that the company has been experiencing over the last several quarters. The one-off services component reflects the current sizing of the Professional Services organisation.



About Hubwoo (www.hubwoo.com), a Perfect Commerce Company

Hubwoo connects companies by providing comprehensive, cloud-based spend management and collaborative business process automation solutions for both goods and services, through The Business Network. Our solutions integrate with any ERP or procurement system, providing our customers with an easy to use solution which drives adoption, compliance and savings.

Significant customers include BASF, Honeywell, Shell, Evonik, Nationwide, Michelin, Henkel, Statoil, CONSOL Energy, and The Dow Chemical Company.

Hubwoo has major operations in Paris, Houston, Bonn, London, and Manilla. Listed in Compartment C on the Euronext Paris Eurolist.

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