



Hubwoo Announces Financial Information for Q4 2016

Paris – January 30th, 2017 – Hubwoo (Euronext: HBW.NX), a leading provider of comprehensive spend management and business process collaboration solutions, today announced financial information for Q4 2016, in accordance with the “*European Transparency Obligations Directive*” financial disclosure requirements.

Financial data

in € million	Q1	Q1	Q2	Q2	Q3	Q3	Q4	Q4	% Change 2016 / 2015 (*)	2015	2016	% Change 2016 / 2015 (*)
	2015	2016	2015	2016	2015	2016	2015	2016				
Consolidated Revenue	6.7	5.7	6.2	5.3	5.7	4.8	5.8	4.8	-18%	24.5	20.6	-16%
SaaS (**)	5.3	5.3	5.2	4.8	5.0	4.3	5.2	4.4	-16%	20.7	18.7	-10%
Services	1.5	0.5	1.0	0.5	0.7	0.4	0.7	0.4	-35%	3.8	1.8	-51%

(Non-Audited Figures)

(*) 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 fourth quarter of 2016 is stable in comparison to Q3 2016, in both components SaaS (**) and Services.

On the FY trend, the comparison with 2015 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.



A Perfect Commerce Company

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, Campbell's, 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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