

# 2018 FIRST HALF RESULTS

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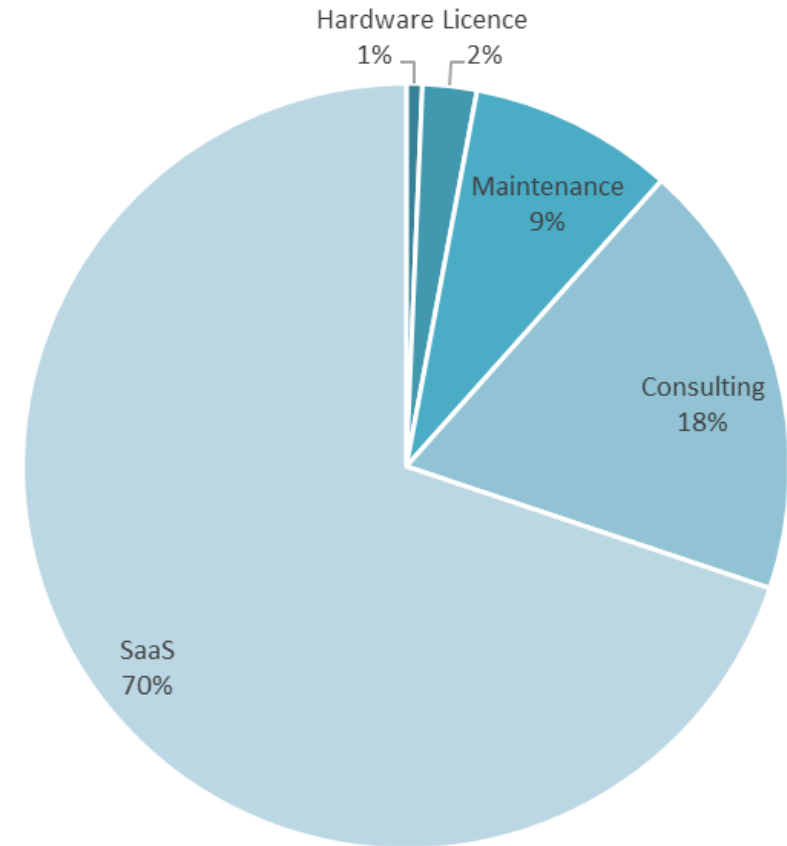
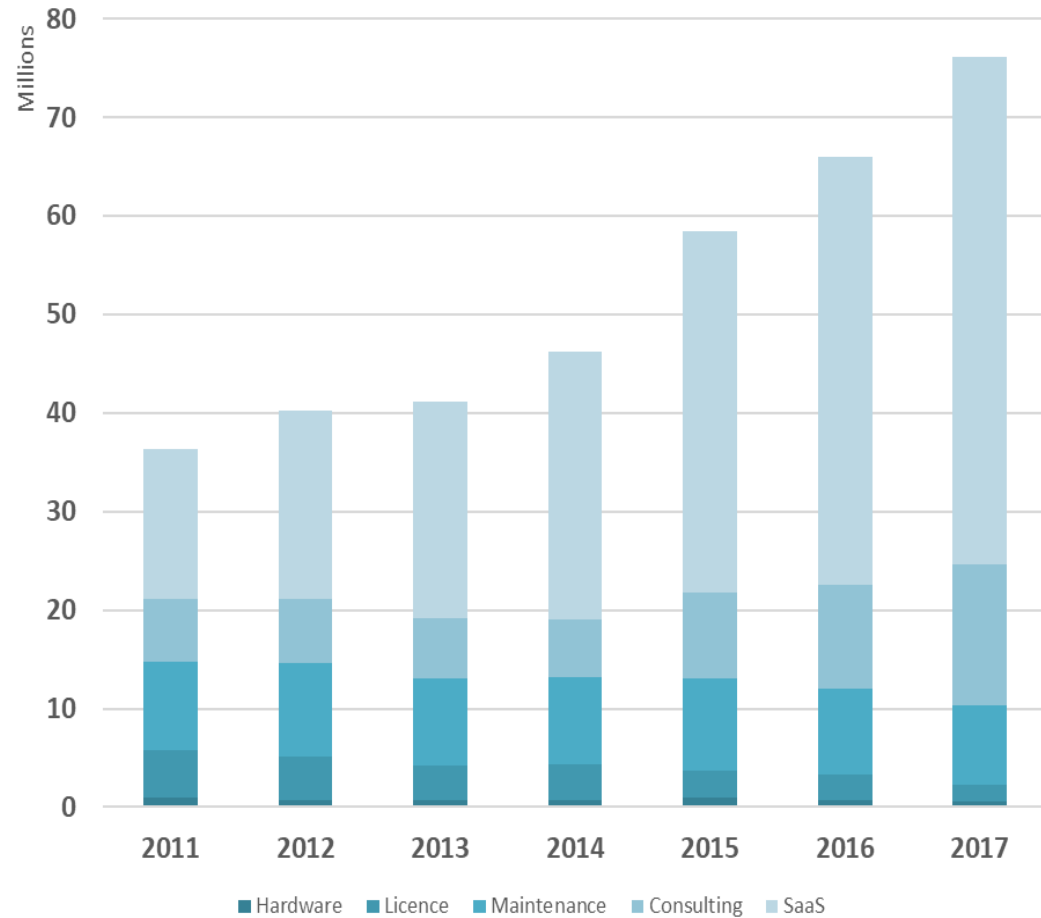
13 September 2018



# 2018 FIRST HALF SUMMARY

- **Solid two digits growth with two record quarters:**
  - +17% organic growth (constant currency)
    - Q1: €20.4M +16%
    - Q2: €22.0M +18%
- **Strong increase of the Cloud Business**
  - +20% organic growth
  - +52% increase in contract value signed on the period
- **Operating Income Increase : +12.4%**
  - 15.7% of revenue
  - Translation effect: -€0.6M
  - Constant currency operating income increase: 21%
- **Net income increase : +17%**
  - 11.6% of revenue
- **Strong level of investment**
  - +61 additional positions compare to H1 2017 (+13%)

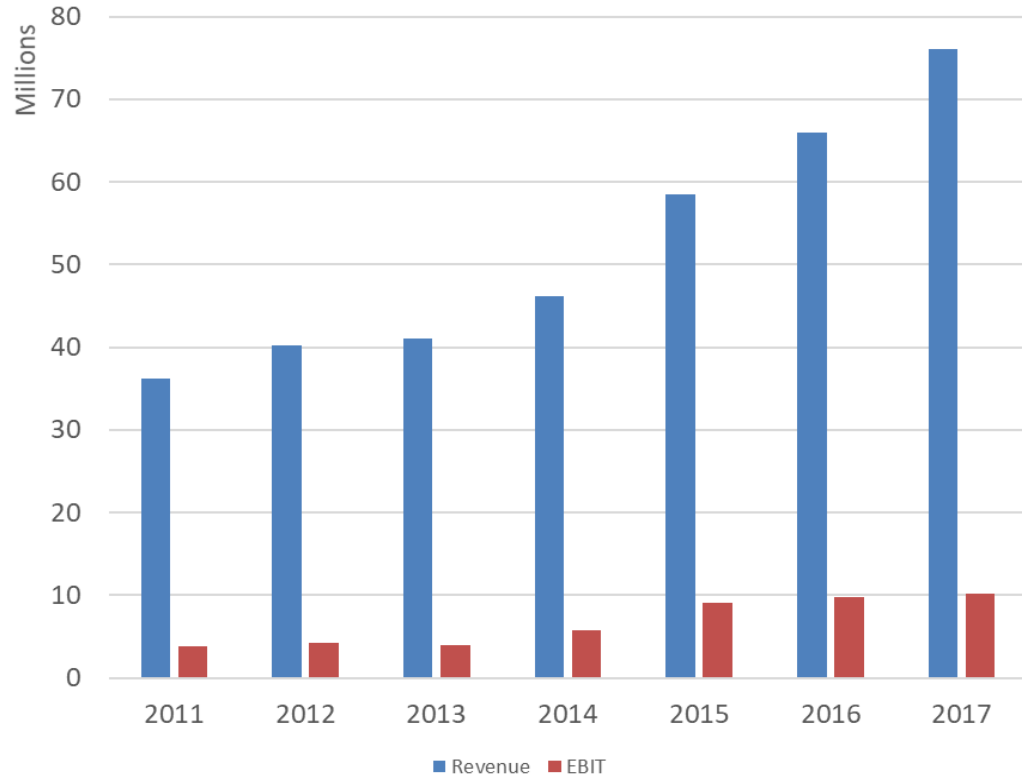
# STRONG RECURRING BUSINESS MODEL



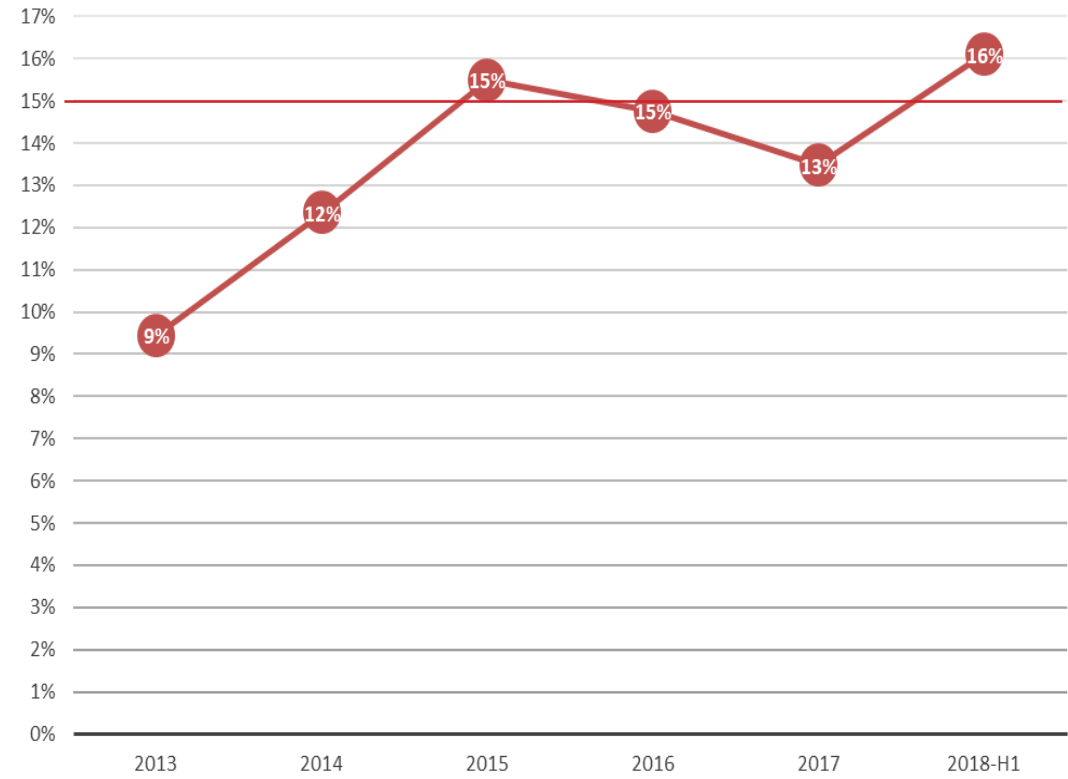
In 2017 SaaS Increased 15% and represented 65% of the total revenue

79% recurring revenue (SaaS & Maintenance) – 2018 H1

# PROFITABLE BUSINESS MODEL



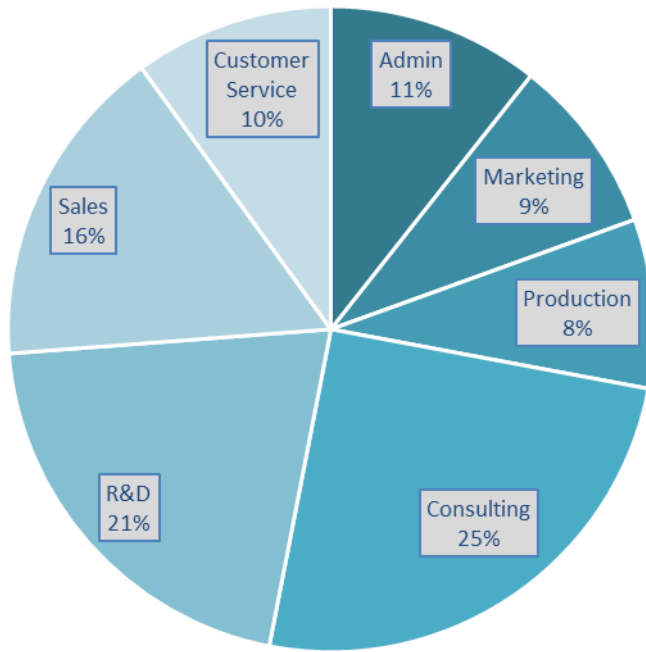
2018 – H1 Operating Income: 16%



We aim at 15% EBIT to combine growing profits and investments for future growth

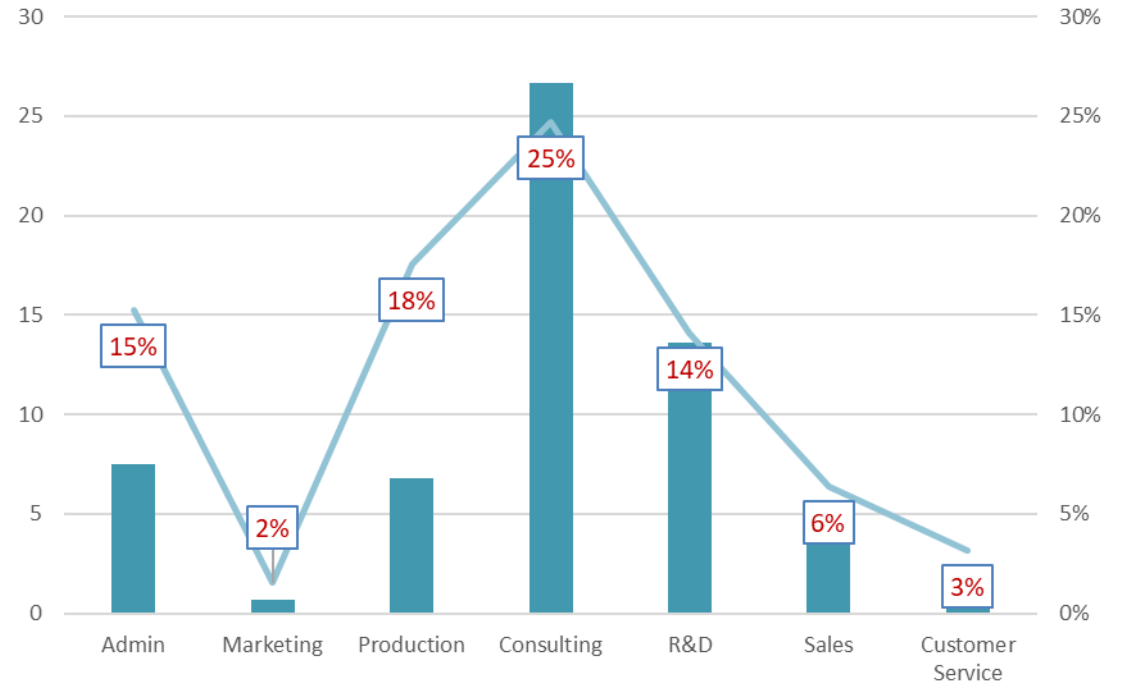
# DYNAMIC INVESTMENTS

2018 Staff breakdown by Department



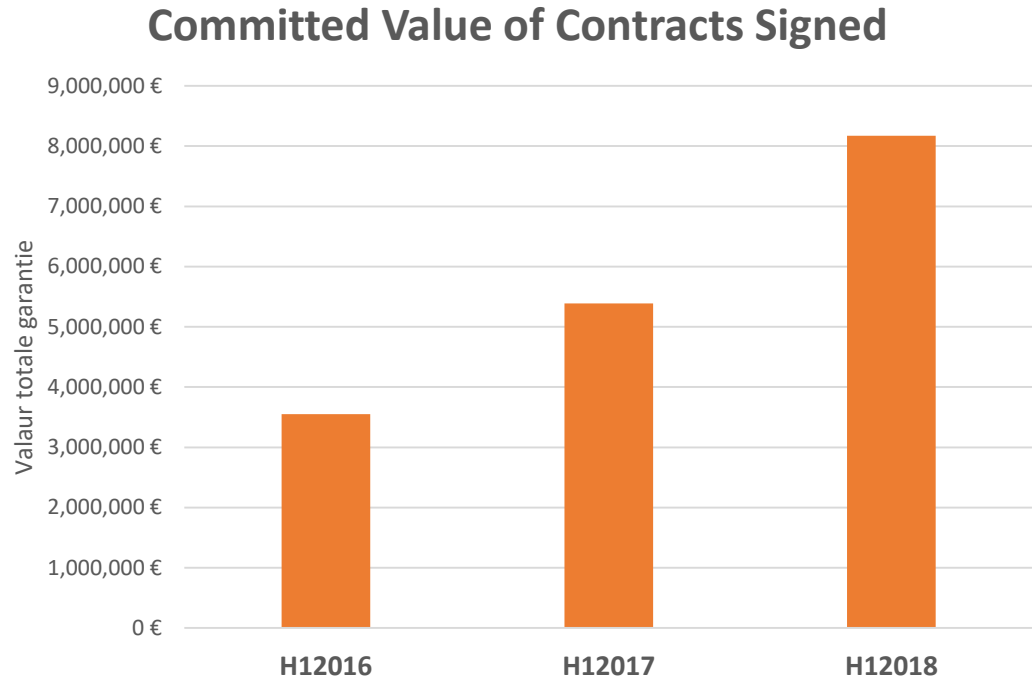
Staff @ 6/30/18: 540

Headcount increase by Department



H1 2018 - Staff increase: 61 FTE (+13%)

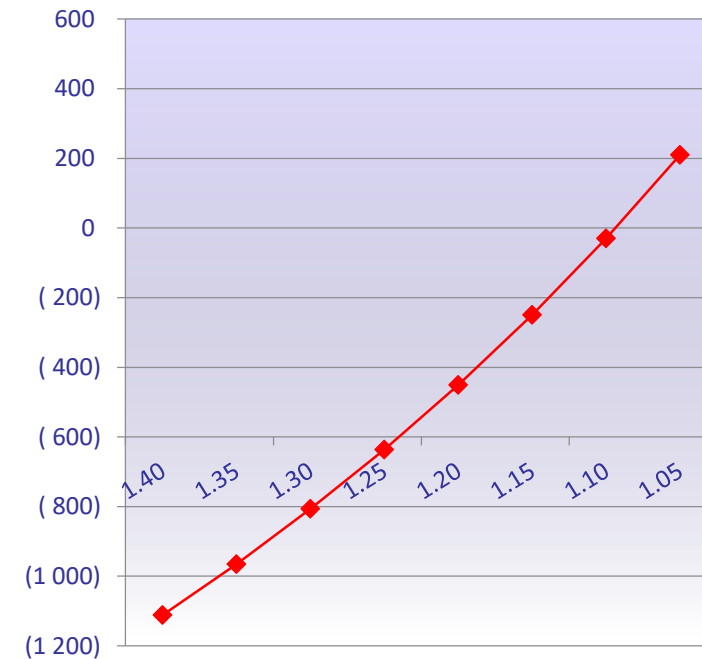
# STRONG SALES PERFORMANCE (BOOKINGS)



- Typical contract: 3 years
- Includes :
  - › Fixed part: subscription fee
  - › Variable part: per document fee
- Committed value signed
  - › €8.2M in S1 2018
  - › +52% vs S1 2017
- Will hit the revenue line over the next 3 years
- Acquisition cost (sales & marketing mainly) charged to income statement immediately
- Committed value of contract is approx. 50% of total value at contract renewal

# CURRENCY EFFECT (USD)

Rate USD/EURO	Effect on Revenue	%	Effect on Operating Income	%
1.207	0	0.0%	0	0.0%
1.000	3 098 K€	7.3%	1 053 K€	15.8%
1.093	1 562 K€	3.7%	531 K€	8.0%
1.137	922 K€	2.2%	313 K€	4.7%
1.200	90 K€	0.2%	30 K€	0.5%
1.250	-513 K€	-1.2%	-174 K€	-2.6%



Global translation Effect compared to H1 17:

- Sales: -€2.1M
- Operating Income: -€0.6M

# P&L – JUNE 30<sup>TH</sup> 2018

(€ thousands)	30/06/2018	% Net Sales	30/06/2017	% Net Sales	Var 18/17	Var %
<b>Sales</b>	<b>42 415</b>	<b>100,0%</b>	<b>37 775</b>	<b>100,0%</b>	<b>4 640</b>	<b>12,3%</b>
Development costs	2 968	7,0%	2 573	6,8%	395	15,4%
Other operating income	527	1,2%	381	1,0%	146	38,3%
Purchases consumed	-720	-1,7%	-785	-2,1%	65	-8,3%
Change in inventory	-27	-0,1%	36	0,1%	-63	-175,0%
Other operating expenses	-11 088	-26,1%	-9 708	-25,7%	-1 380	14,2%
Personnel and related taxes	-23 481	-55,4%	-20 840	-55,2%	-2 641	12,7%
Local and misc. Taxes	-600	-1,4%	-530	-1,4%	-70	13,2%
Net allowances for amortization and depreciation	-3 182	-7,5%	-2 882	-7,6%	-300	10,4%
Reserves	-172	-0,4%	-114	-0,3%	-58	50,9%
<b>OPERATING PROFIT</b>	<b>6 640</b>	<b>15,7%</b>	<b>5 906</b>	<b>15,6%</b>	<b>734</b>	<b>12,4%</b>
Net financial income	2	0,0%	-53	-0,1%	55	-103,8%
<b>Pretax income before exceptional items</b>	<b>6 642</b>	<b>15,7%</b>	<b>5 853</b>	<b>15,5%</b>	<b>789</b>	<b>13,5%</b>
Exceptional income	14		-21			
Income tax	-1 895	-4,5%	-1 687	-4,5%		
<b>NET INCOME OF INTEGRATED COMPANIES</b>	<b>4 761</b>	<b>11,2%</b>	<b>4 145</b>	<b>11,0%</b>	<b>616</b>	<b>14,9%</b>
Share of income from equity-accounted associates	151	0,4%	67	0,2%		
Amortization of Goodwill		0,0%		0,0%		
<b>NET INCOME</b>	<b>4 912</b>	<b>11,6%</b>	<b>4 212</b>	<b>11,2%</b>	<b>700</b>	<b>16,6%</b>

- Number of employees on June 30th: 540 (+13% average FTE vs H1 17)
- Stable R&D capitalisation in % of cost (see table below)
- CIR (tax credit on R&D): €354K vs 310 for H1 17

thousands of euros	H1 18	H2 17	H1 17	H2 16
Dev costs capitalized	2 968	2631	2573	2474
Amortization	-1969	-1920	-1714	-1561
<b>NET</b>	<b>999</b>	<b>711</b>	<b>859</b>	<b>913</b>
% capitalized	83%	83%	82%	85%

- Increase in personnel cost (in line with headcount increase)
- Stable income tax effective rate: 29%



# CONSOLIDATED BALANCE SHEET

Assets (€ thousands)	30/06/2018	31/12/2017
Goodwill	5 993	5 858
Intangible assets	21 626	20 815
Property, plant and equipment	7 003	7 115
Financial assets	3 851	3 699
Investments in equity affiliates	578	425
<b>Total non-current assets</b>	<b>39 051</b>	<b>37 912</b>
Inventories	144	176
Trade receivables	17 835	17 633
Deferred tax assets	703	762
Other receivables and accruals	4 520	3 620
Cash and marketable securities	19 682	20 632
<b>Total current assets</b>	<b>42 884</b>	<b>42 823</b>
<b>TOTAL ASSETS</b>	<b>81 935</b>	<b>80 735</b>

Shareholders' equity and liabilities (€ thousands)	30/06/2018	31/12/2017
Share capital	11 053	10 961
Additional paid-in capital	19 498	19 277
Consolidated income	4 912	6 766
Reserves and retained earnings	7 993	2 616
<b>Total shareholders' equity</b>	<b>43 456</b>	<b>39 620</b>
<i>Attributable to the parent</i>	<i>43 456</i>	<i>39 620</i>
<i>Attributable to non-controlling interests</i>	<i>0</i>	<i>0</i>
<b>Provisions for contingencies and expenses</b>	<b>1 197</b>	<b>1 193</b>
Borrowings and financial liabilities	11 520	13 716
Trade payables	6 181	4 824
Tax and employee-related payables	11 725	12 451
Deferred tax liabilities	216	210
Other payables and accruals	7 640	8 721
<b>Total payables</b>	<b>37 282</b>	<b>39 922</b>
<b>TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES</b>	<b>81 935</b>	<b>80 735</b>

## Solid financial structure :

- Cash & cash equivalents: €19.7M
- Total Equity: €43.5M
- Long term investments: €3.0M

## Borrowings:

- Capital lease agreements €1,4M
- BPI Loans €4.4M
- Bank Loans: €5.7M

# CONSOLIDATED CASH FLOW STATEMENT

<i>(thousands of euros)</i>	06/30/18	06/30/17
<b>Consolidated net profit (loss)</b>	<b>4 912</b>	<b>4 212</b>
Depreciation and amortization	3 169	3 033
Capital gains and capital losses	-3	1
<b>Cash Flow after net financial expense</b>	<b>8 078</b>	<b>7 246</b>
Interest paid and received	35	-16
Income tax, including deferred taxes, due and paid	560	402
<b>Change in Working Capital</b>	<b>-1 643</b>	<b>-3 858</b>
<b>NET CASH FLOW GENERATED BY OPERATING ACTIVITIES</b>	<b>7 030</b>	<b>3 774</b>
Investments intangible and tangible assets	-3 828	-4 281
Change in other financial assets	-274	-1 642
Investments in associate company	-288	-3 981
<b>NET CASH FLOW FROM INVESTING ACTIVITIES</b>	<b>-4 390</b>	<b>-9 904</b>
Dividend paid	-1 756	-1 633
Amount received from the exercise of stocks options	313	358
Change in borrowings	0	10 000
Other changes	-2 231	-1 191
<b>NET CASH FLOW FROM FINANCING ACTIVITIES</b>	<b>-3 674</b>	<b>7 535</b>
<b>NET CASH FLOW</b>	<b>-1 034</b>	<b>1 405</b>
<i>Effect of exchange rate changes on cash</i>	84	-479
<b>Cash at the beginning of the period</b>	<b>20 632</b>	<b>21 338</b>
<b>Cash at the end of the period</b>	<b>19 682</b>	<b>22 264</b>

- Positive cash flow generated by operations: + €7M (+€3.3M)
- Covers
  - ✓ operating capital expense needs
  - ✓ Dividend paid
  - ✓ And helps finance repayment of loans
- Overall cash change: -€1M

# TARGET 2018 AND BEYOND

- Aiming at 20% recurring organic growth
- Keeping profitability around 15%
- Strong investments in Consulting, R&D and Sales resources in H2 and 2019



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