



## Visiativ steps up its new business divisions “Innovation & Digital Transformation Consulting” “3D Printing and Rapid Manufacturing”

- The acquisition of ABGI Group (ACIES in France), a global consulting firm specializing in innovation, has been finalized, strengthening the Group’s position in innovative and recurring revenue business models.
- Increased stake in Valla: Visiativ has acquired 100% of the company, which specializes in design, prototyping and manufacturing 3D-printed parts

Lyon, April 3, 2018 – 6.00 pm. Visiativ Group, publisher and integrator of innovative software platforms, is listed on Euronext Growth (ISIN code: FR0004029478 – ticker: ALVIV).

**Visiativ announces the completion of the acquisition of ABGI Group, an international consulting firm specializing in innovation. Through this acquisition, Visiativ is broadening its offering by diversifying into high value-added consulting and support services for SMEs and mid-tier companies in their innovation projects. In 2017, ABGI Group posted revenues of around €15 million, with annual like-for-like growth of close to 15%, as well as double-digit profitability. By strengthening the Business Consulting division, Visiativ is stepping up the implementation of innovating and recurring revenue business models, while expanding its international presence.**

**Visiativ also announces that it has acquired 100% of the capital of Valla, a company specializing in Rapid Manufacturing and 3D printing, after a 20% stake in 2017. This accelerated acquisition clearly reflects the strategic and complementary value of this new business, which supports SMEs and mid-tier companies in their transition to Industry 4.0.**

**ABGI Group (ACIES in France): a growing and profitable company offering a host of opportunities for potential synergies**

Visiativ is pursuing its strategy to become a leader in the digital transformation of SMEs and mid-tier companies through the acquisition of ABGI Group. With a unique skill sets in research, finance, tax and performance optimization solutions, ABGI Group’s 130 employees provide innovation management and financing solutions to around 600 clients.

Thanks to the acquisition, Visiativ is better positioned to spur the development of the innovation processes of its 15,000 clients and offer them a phygital platform dedicated to achieving and managing innovation. This platform combines:

- physical resources, thanks to the expertise and methodology of the ABGI Group consultants, and
- digital tools, namely the Moovapps software solutions, to drive the FTDT (Fast-Track Digital Transformation) of companies.

ABGI Group's recurring revenue business model, which represents more than 70% of its revenues, will reinforce Visiativ’s own model (59% in 2017).



As nearly 20% of ABGI Group's revenues are generated outside France, the acquisition also represents a significant step toward meeting Visiativ's goal of international expansion in countries such as the US, Canada and Brazil, where ABGI Group teams will be able to utilize Moovapps consulting-specific solutions.

Following the transaction, ABGI Group will dispatch consultants to the Visiativ agencies in France and will benefit from closer regional proximity to clients – something unique in the sector. This closer proximity to clients will also be rolled out in the Group's future international locations as part of its Next100 strategic plan.

Led by Visiativ in coordination with ABGI Group CEO, Bruno Demortière, and the company's COOs, the acquisition followed an entrepreneurial model through the holding company Visiativ Conseil. As a result of this transaction, Visiativ owns around 57% of ABGI Group (16% through direct ownership), with around 27% held by the managers and 16% by the founder, Patrick Duvarry.

A fit-for-purpose governance system will gradually be implemented to facilitate the rapid integration of ABGI Group into Visiativ and to speed up synergies. ABGI Group's operational management remains unchanged.

ABGI Group and Visiativ both won Great Place To Work awards this year.

The company will be consolidated within Visiativ's accounts from April 1, 2018.

### **The Group launches on the industrial 3D printing and Rapid Manufacturing markets**

Visiativ's goal is to become one of Europe's leading providers of Rapid Manufacturing across the value chain, from 3D design to small batch manufacturing.

Against this backdrop, in November 2017 the Group announced the acquisition of a 20% minority interest in the growing company Valla, which specializes in rapid prototyping, rapid tooling and high temperature injection molding of parts, from prototypes to small-series production.

Firmly convinced of the great potential of this new strategic business, Visiativ wished to speed up its entry into the additive manufacturing market and now announces the acquisition of the remainder of Valla's capital. With 25 employees, in 2016 Valla generated profitable revenues of €2 million.

With its Moovapps software platform, the first catalog of business applications designed to step up the digital transformation of companies, and its long-standing partnership with Dassault Systèmes, Visiativ is primed to enter this additive manufacturing market. To this end, the Group has designed a phygital platform for Rapid Manufacturing, based on a comprehensive offer combining digital design and physical objects.

At the same time, in late 2017 the Group signed a distribution agreement for HP 3D printers.

Visiativ has major ambitions for this new business: to quickly reach revenues of €10 million and financial stability from 2018.

**Next publication:** Visiativ's first-quarter 2018 revenues will be published on April 26, 2018, at the end of the Euronext Paris trading day.



#### **ABOUT VISIATIV**

Integrator of innovative software solutions, Visiativ steps up the digital transformation of companies via its collaborative and social business platform. Working with mid-caps since its foundation in 1987, the Visiativ Group posted 2017 revenues of €124m and boasts a diverse portfolio of over 15,000 customers. Covering every economic sector in France and with operations in Switzerland and Morocco, Visiativ has nearly 700 employees. The Visiativ share (ISIN code FR0004029478, ALVIV) is listed on Euronext Growth Paris. The share is eligible for the PEA and PEA-PME personal equity plans and FCPI/FIP investments funds, thanks to its status as an “innovative business” recognised by Bpifrance.

**For further information, visit [www.visiativ.com](http://www.visiativ.com)**

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