

## Press Release

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### **Hardis Group announces a turnover of €68.8 million in 2015, up by 10.8%**

**Hardis Group unveils results in line with its three-year plan 2012-2015: its turnover reached €68.8 million in 2015, with an organic growth of 10.8% compared to 2014, and 25.8% over 3 years. Its operating profit increased by 3.5% over a year and tripled since 2012. By 2018, the group is expecting a turnover above €90 million.**

Grenoble, March 22, 2016 – Hardis Group, a digital services company and software publisher, announces its results for 2015. Revenues reached €68.8 million, up by 10.8% on 2014 (€62.1 million). Operating profit was up to 3.5%, reaching 4.2 million, against 4.04 million in 2014. Thus, the group ends its Horizon 2015 three-year plan in line with its objectives. For the financial year 2016, Hardis Group is aiming for growth of around 9% of its turnover. Eventually, the company presents the major steps of its new three-year plan, called "Hardis Group, 2018 : c'est nous !" ».

#### **A growth in all business units**

In 2015, Business Consulting increased by 5.9%, Business Applications by 8.9%, while the cloud continued its steady growth to nearly 12%. Once again, the Supply Chain Solutions activity focused on Reflex WMS and TMS software, is a key growth driver for Hardis Group. This business unit's revenues reached €26.7 million, up by 28.7% on 2014.

*"We generate 18.26% of turnover with our Reflex export activities, explains Nicolas Odet, CEO of Hardis Group. For the next three years, we expect to further accelerate our international expansion, notably by signing new partnerships with some Reflex integrators in the Netherlands, in Central Europe, in Russia and Spain."*

Concerning the workforce, the employee number grew from 680 at the end of 2014 to 720 at the end of 2015, an increase of more than 6%. Alone, Reflex activities represent 220 employees.

#### **Results in keeping with the objectives set three years ago**

Verticalizing its offering on the four target markets (insurance, distribution, industry, logistics providers), supporting stronger synergies between the group's activities (software publishing and facilities management) to create solutions which add values to its customers (in particular in digital transformation), strengthening its international presence: the targets set within the framework of the Horizon 2015 plan were achieved. Objectives were successfully reached with an increased turnover by 25.8% over 3 years, a tripled operating profit and an increased workforce by 20%.

#### **Objectives 2016-2018: a new step towards the company's transformation**

For the financial year 2016, Hardis Group is aiming to generate a turnover of just over €75 million, which represents a growth of slightly over 9% with an operating profit between 6 and 7%.

By 2018, Hardis Group is expecting a growth of more than 35% of its turnover, which would then reach €94 million, for an operating profit between 7 and 8%. The workforce should then reach 985

employees spread among the head office in Grenoble and the four existing branches in Lyon, Paris, Nantes, Lille and some new international facilities.

*"In the course of our new three-year plan, we will focus on three major transformation factors: supporting our employees' well-being at work, continuing our international expansion and opening to our ecosystem and eventually, to open innovation", Nicolat Odet continues.*

For service activities, the company will continue developing its business and technological expertise in its four target sectors. In addition to developing tailored solutions, the objective is to offer now ready-to-use "cloud" software components (cloud apps) and integration services for the markets's global or sector solutions. *"We will also develop public cloud services in addition to the private cloud that we currently provide",* concludes Nicolat Odet. For Reflex activities, Hardis Group is planning to strengthen its international expansion, particularly by increasing the number of its certified partners outside France.

### **About Hardis Group**

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Hardis Group, a digital services company and software publisher, assists its customers in the transformation of their business model, their Supply Chain and their Information system. The company helps them become more competitive and increase their operational performance, creating and integrating business, technological and digital solutions tailored to their needs and issues.

With its dual positioning, Hardis Group has developed expertise in the areas of banking, insurance and e-health, distribution (CPG and luxury goods), industry and energy, logistics and transport services. This expertise now allows it to provide global responses, in an agile approach characterized by co-construction, innovation and continuous improvement.

Since its creation in 1984, the company has built its growth on a pragmatic approach and values of efficiency and firm commitment both to its 2,500 clients and its 730 employees (25% of whom are also shareholders). In 2015, Hardis Group achieved a turnover of €68.8 million. The Group, whose headquarters are in Grenoble, has four other agencies in Lyon, Paris, Lille and Nantes.

[www.hardis-group.com](http://www.hardis-group.com)

### **Press contacts**

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Anjuna  
Elodie Cassar  
elodie.cassar@anjuna.fr  
Tel: +33 9 64 15 31 27  
Cell: +33 6 80 53 82 94

Hardis Group:  
Hélène Leclercq  
helene.leclercq@hardis.fr  
Tel: +33 4 76 70 98 41