



## Hubwoo Announces Financial Information for Q1 2016

### SaaS (\*\*) revenue stable as compared to Q1 2015 (-1%)

**Paris – April 28th, 2016** – Hubwoo (Euronext: HBW.NX), a leading provider of comprehensive spend management and business process collaboration solutions, today announced financial information for Q1 2016, in accordance with the “*European Transparency Obligations Directive*” financial disclosure requirements.

### Revenues

in € million	Q1 2015	Q1 2016	% Q1 Change 2016 / 2015 *
<b>Consolidated Revenue</b>	6.7	5.7	-15%
<b>SaaS **</b>	5.3	5.2	-1%
<b>Services</b>	1.5	0.5	-68%

(Q1 2016 Figures Unaudited)

(\*) 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 first quarter of 2016 shows a decline of 15% due to the one-off services component, in comparison to same quarter of 2015. Q1 2015 was particularly strong as consequence of a major new client implementation. The recurring revenue is stable in comparison to Q1 2015 (-1%) and Q4 2015 (+2%).

### **About Hubwoo ([www.hubwoo.com](http://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, Burton's Foods, and The Dow Chemical Company.

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

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