

## HIPAY GROUP

### Accelerated growth in third quarter

- **Sales growth for the 3rd quarter: +26% vs. Q3 2015**
- **Strong growth in the Fullservice business line**
  - Transaction volumes: +85% vs. Q3 2015
  - Net sales: +55% vs. Q3 2015
- **Successful launch of the Italian subsidiary**
- **Orders trending higher**

**Paris, 3 November 2016, 17:45** - HiPay Group (ISIN FR0012821916 - HIPAY), the Fintech company specialized in online payments, announces its results for the third quarter of 2016.

<i>In millions EUR</i>	Q3 2016	Q3 2015	Var.	9M 2016	9M 2015	Var.
<b>Revenue</b>	<b>7.6</b>	<b>6.0</b>	<b>+26%</b>	<b>21.9</b>	<b>17.9</b>	<b>+22%</b>
Fullservice	4.5	2.9	+55%	13.5	9.6	+40%
Micropayments <sup>1</sup>	3.1	3.1	-	8.4	8.3	+1%

Commenting on the third quarter earnings, Gabriel de Montessus, Chief Executive Officer, "The third quarter continues to show significant traction with more than 85% growth in run rates for our Fullservice platform. Our international expansion is performing as planned particularly in Italy where we have seen increased sales during the last few months. This sets the stage for continued positive results in 2017 with new product launches in the coming months to consolidate our technological lead and strengthen the foundation for sustainable growth."

<sup>1</sup> Pro forma revenues due to the shutdown by telecom operator of a legacy payment method in the third quarter. Third quarter impact 0.2M Euros. Micropayment published revenue in the first nine months of 2016 was € 9.0M vs. 9.1M Euros in 2015.

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## SUSTAINED GROWTH

In the third quarter of 2016, the transaction run rate grew more than 85% on our Fullservice platform.

Revenues for the 3<sup>rd</sup> quarter grew at 26% during the period with 7.6M Euros. The revenue during the last nine months of 2016 comes in at 21.9M Euros, 22% higher than the same period in 2015.

Our Fullservice business line which now represents more than 90 % of our transactions, contributed 4.5M Euros in the 3<sup>rd</sup> quarter, up 55%, and 13.5M Euros in first 9 months of the year, representing 60% of the Group's sales.

The international development of the Fullservice business has been punctuated in recent months with the successful launch of the business in Italy including the signing of two commercial sites in the top 30 of Italian e-commerce. In addition, HiPay recently built out a centralized head office team to better support sales to European merchants.

The micropayment activity remained stable over the period. A legacy payment method from the French telecom operators has been stopped during the third quarter, and refocuses our offer and micropayment technologies around mobile strengths.

## OUTLOOK

The first nine months of the year are in line with the company development plan. Thanks to sustained growth, a steady increase in order bookings and a promising launch of international development activities, HiPay can prepare for 2017 in the best conditions with the launch of new products in the coming months. This context is favorable for the consolidation of our technology advances and provides a foundation for sustainable growth.

**Next communication:** 9 February 2017 – 2016 Revenue

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### About HiPay Group

HiPay Group is an expert in online payments. It offers online publishers and e-retailers next generation payment solutions in order to leverage their businesses. HiPay brings added value to payment processing with specific solutions, suited for each merchant, on data, mobile and international development. HiPay owns two European licenses: e-money issuer and payment institution, in order to support e-merchants in all their payment needs. HiPay has offices in 6 European countries, in Brazil and in the United States, and has over 150 employees. HiPay Group is listed on the Euronext Paris Compartment C (ISIN code: FR0012821916 / Mmemo: HIPAY).

More information: [www.hipay.com](http://www.hipay.com)

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Press Release

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