

HIPAY GROUP – 2016 off to a good start

- **Q1 turnover growth: + 15% vs. Q1 2015**
- **Continued growth for the HiPay Fullservice business**
 - Transaction volume: + 70% vs. Q1 2015
 - Net turnover: + 30% vs. Q1 2015
- **Confirmation of micropayment activity levelling off**
- **2016 outlook**
 - 2.5 billion euros in run-rate flows by the end of the year
 - EBITDA margin close to 17% and positive net result

Paris, April 28th, 2016, 5:45 p.m. – HiPay Group (ISIN code FR0012821916 – HIPAY), the Fintech company specialized in online payments, announces its turnover for the first quarter of 2016.

<i>In million euros</i>	Q1 2016	Q1 2015	Change
Net turnover¹	7.1	6.2	+ 15%
HiPay Fullservice (payment)	4.1	3.2	+ 30%
HiPay Mobile (micropayment)	3.0	3.0	+ 1%

Commenting on the turnover for the first quarter of 2016, Gabriel de Montessus, HiPay Group CEO, said: *“The beginning of 2016 is in line with the company’s operating plan. The micropayment activity is picking up whereas the Fullservice business is maintaining its strong growth and is increasing its market penetration. HiPay continues its operating investment efforts with its international and technological developments through new product launches, while staying consistent with the growth and profitability objectives set for the next three years.”*

¹ In the context of a recent European legislative change, from January 1st, 2015, HiPay Group has modified the recognition of its turnover from so-called “micropayment” activities using telecom resources, thus going from recognition of gross sales to a net recognition as for its other sources of income from payment activities. The net turnover corresponds to the previous gross profit.

SUSTAINED BUSINESS GROWTH & INTERNATIONAL EXPANSION

During the first quarter of 2016, the transaction volume has increased by almost 55%, with a growth close to 70% for the Fullservice business.

The turnover of the first quarter has increased by 15%, in line with previous quarters.

The micropayment business, as in the second semester of 2015, confirms that it is picking up with a stable activity during Q1 2016 compared to the same period last year. The Fullservice business keeps on growing with a turnover increase of 30% in comparison with the same period in 2015.

As indicated in a previous statement and considering the strong driving force of the Group's solutions, HiPay has created a legal entity in the United States and launched its Fullservice business in Italy at the beginning of 2016. This product has sparked the interest of the Italian e-commerce industry and the Group has already signed some key merchants, such as Dainese Caldaie Murali, Quimamme (RCS Group), Kirivo (TrovaPrezzi) and Kolme.

These initiatives mark the beginning of HiPay's internationalization strategy and represent many new sources of growth in the coming months and years.

2016 OUTLOOK

Building on current trends, HiPay Group should maintain a strong growth in 2016. Therefore, the company foresees a growth once again close to 100% throughout 2016, to reach 2.5 billion euros in run-rate flows by the end of the year.

The forecasted strong activity growth and continued R&D investments should not be at the expense of the Group's operating profitability, with an EBITDA² margin close to 17% and a positive net result for the 2016 financial year.

Next financial communication: July 28th, 2016 before market opening – 2016 first half-year results.

The general meeting of shareholders will take place on May 2nd, 2016.

About HiPay Group

² Earnings Before Interest, Taxes, Depreciation and Amortization



digital payments experts

Press release

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 / Mnemo: HIPAY).

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