
HIPAY GROUP :

LATEST DEVELOPMENTS & OUTLOOK FOR 2016

- **HiPay lands in the top 20 French technology companies with “strong potential”**
- **Continued international expansion**
- **Sustainable growth and increased profitability forecasted**
 - **End of 2016 : € 2.5 billion transaction volumes, 17 % of EBITDA¹ , positive net profit**
 - **End of 2018 : € 5 billion transaction volumes, 25 % of EBITDA¹**

Paris, April 12th 2016, 8.00 a.m. HiPay Group (ISIN code FR0012821916 – HIPAY), the Fintech company specialized in online payments looks back on Q1 2016 current developments and outlook.

HiPay lands in the top 20 of the 500 French tech companies with the strongest potential

Frenchweb, a leading magazine covering French innovations, released its ranking of the 500 most promising French tech companies in terms of high-growth potential. This year, HiPay lands in the Top 20, recognizing the innovation and commercial success of its fullservice platform that launched in 2013.

Promising start for HiPay’s international activities

The Group pursues its growth by increasing the number of new key clients and order backlog. HiPay should double the volume of activity in 2016

HiPay has created a legal entity in the United States and launched its fullservice business in Italy in the beginning of 2016. The Group garnered a strong interest in its product in the Italian e-commerce sector and has already signed key merchants such as Dainese Caldaie Murali, Quimamme (RCS Group), Kirivo (TrovaPrezzi) or Kolme.

¹ Current Operating Income before depreciation and amortization



These initiatives indicate the start of the HiPay's international activities and provide growth drivers for the months and years ahead.

Sustainable growth and increase in operating profitability

HiPay, which launched its Fullservice offering at the end of 2013, finished 2015 with a €1.3 billion in run-rate transaction volumes. The company expects 100% growth for 2016 with €2.5 billion in run-rate transaction volumes.

In line with this strong momentum in an evolving market, the increasing demand for HiPay's technological innovations and ongoing R&D projects, the Group forecasts € 5 billion in run-rate transaction volumes by 2018.

The strong performance and the continuing investments in R&D should not be at the expense of profitability with an EBITDA² margin of 17% and a positive net profit over the year 2016.

The Fullservice activity should be at break even by the end of 2016 with an EBITDA² margin of around 25% in 2018, which demonstrates the effective implementation of HiPay's positioning and strategy in recent years.

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 and in Brazil, and has over 150 employees.

HiPay Group is listed on the Euronext Paris Compartment C (ISIN Code: FR0012821916 / Mnemo: HIPAY).

More information: www.hipay.com
Follow us on Twitter: @hipay
LinkedIn: www.linkedin.com/company/hipay
Google+: plus.google.com/+hipay/

Next financial communication: April 28th 2016 after market closing – 2016 Q1 sales figures.

Press Contact: Citigate Dewe Rogerson

Daiana Hirte (Press)
+33 (0)1 53 32 78 90
daiana.hirte@citigate.fr

² Current Operating Income before depreciation and amortization