

# 2016 revenue rises to €30.7M growing 19%

**+90% Payment transactions: sound and sustainable growth**

**Paris, February 16th, 2017, 5:45 pm:** HiPay Group (ISIN code FR0012821916 – HIPAY), a Fintech company specialized in online payments, looks back at a year of sustained growth. With €30.7 million in revenue – a 19 % growth in 2016, combined with a positive business outlook, the Group reinforces its market position and continues to pursue its expansion based on its solutions in omni-channel payment, data and analytics and global payment coverage.

Consolidated sales (in M€) unaudited figures	2016	2015	Var. %
<b>Fourth quarter</b>			
Payment	5.7	3.6	+60%
Micropayment	2.5	3.5	-28%
<b>TOTAL</b>	<b>8.2</b>	<b>7.1</b>	<b>+16%</b>
<b>Annual</b>			
Payment	19.2	13.2	+46%
Micropayment	11.5	12.6	-9%
<b>TOTAL</b>	<b>30.7</b>	<b>25.8</b>	<b>+19%</b>

Revenue increased by 16% over the fourth quarter, reaching €8.2 million. The runrate, transactions processed with HiPay during the last month of the year, extrapolated over twelve months, reached 2.4 billion euros.

### Sustained growth for the Payment division

The fourth quarter confirmed the high level of growth observed throughout the year. Transactions processed climbed to €507 million over the last three months, representing more than twice the number of transactions processed during the same period in 2015 (+103%).



In 2016, the payment activity's sales totaled €19.2 million, a 46% growth compared to 2015. Transactions processed increased by 90% over the year, reaching €1.5 billion, with a monthly record in December of €190 million.

This dynamic growth demonstrates the significance of the HiPay platform. The payment division now represents 90% of the transactions processed by the Group. HiPay Enterprise, our solution for large e-tailers, added more than a hundred new clients during the year, in France and internationally, including Claudie Pierlot, ePRICE, ID Kids, Intermarché, Maje, Natalys, Netatmo, Sandro, Verbaudet, and Videdressing. Regarding HiPay Professional, the payment solution dedicated to smaller e-tailers, the number of active clients reached 2,500 merchants.

### **Decrease in Micropayment activity**

The micropayment division sales decreased by 9% during the exercise, of which -28% in the last quarter. This decline is related to, in part, the decision by carriers to discontinue a historical payment method, and also to the termination of non-strategic activities by refocusing on more promising verticals.

In line with this strategy, HiPay Mobile will continue to strengthen its teams to sustain its position in the gaming market and to increase its business performance with new products, such as donations via SMS. Beginning with the 2013 AFM Telethon (French Muscular Dystrophy Association), the new offering is now launched with other associations, including SOS Villages d'Enfants and Fondation Hôpitaux de Paris – Hôpitaux de France.

**Next financial communication:** March 23<sup>rd</sup>, 2017 – 2016 Full-Year results.

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### **About HiPay Group**

We're a global payment provider processing more than 2bn € annually across 150 countries and 220 payment types. By harnessing data analytics we help deliver valuable customer insights that enable our client's businesses to succeed.

More information on [hipay.com](http://hipay.com)  
Find us on [Twitter](#), [LinkedIn](#) and [Google+](#)

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

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