



## Consolidated financial statements H1 2020

### Half-year results press release

### Sept 10, 2020

#### 1. Consolidated income statement

Half year closed on June 30, 2020

Reminder: Further to July 18, 2019 General Meeting decision, Group fiscal year closing date has been shifted from January 31 to December 31. Consequently, half-year financial statements refer to period from January 1 to June 30 (previously February 1 to July 31).

Due to important seasonality of Licensing activity in January, results comparison between first half of 2019 and 2020 is not relevant, thus proforma information have been computed (January – June 2020 compared to January - June 2019).

<i>(In € thousands)</i>	H1 2020 Jan to June	H1 2019 Feb to July	Dec 31, 2019 Feb to Dec
Licenses and maintenance	69,214	40,854	75,320
Consulting	11,341	13,585	25,718
Other	256	369	1,159
<b>REVENUE</b>	<b>80,811</b>	<b>54,809</b>	<b>102,197</b>
Cost of sales	(18,378)	(17,886)	(33,873)
Research and development costs	(15,485)	(16,078)	(29,832)
Selling and marketing expenses	(21,613)	(19,539)	(38,841)
General and administrative costs	(12,643)	(9,650)	(21,476)
<b>CURRENT OPERATING RESULT</b>	<b>12,692</b>	<b>(8,345)</b>	<b>(21,825)</b>
Other operating income and expenses	6	28	1
<b>OPERATING RESULT</b>	<b>12,698</b>	<b>(8,317)</b>	<b>(21,824)</b>
<b>FINANCIAL RESULT</b>	<b>(822)</b>	<b>(961)</b>	<b>(2,563)</b>
Share of profit of associates	(189)	(264)	26
<b>INCOME BEFORE INCOME TAX EXPENSE AND MINORITY INTERESTS</b>	<b>11,687</b>	<b>(9,542)</b>	<b>(24,360)</b>
Provision for income tax	(2,813)	2,501	3,446
<b>NET INCOME BEFORE MINORITY INTERESTS</b>	<b>8,874</b>	<b>(7,041)</b>	<b>(20,914)</b>
Minority interests	(5)	103	32
<b>NET INCOME (GROUP SHARE)</b>	<b>8,880</b>	<b>(7,144)</b>	<b>(20,946)</b>
Earnings per share (in euros)	1.57	(1.27)	(4.06)
Diluted earnings per share (in euros)	1.55	(1.26)	(4.01)

(In € thousands)

	H1 2020 Jan to June	H1 2019 Feb to July	Dec 31, 2019 Feb to Dec
<b>NET INCOME BEFORE MINORITY INTERESTS</b>	<b>8,874</b>	<b>(7,041)</b>	<b>(20,914)</b>
<b>OTHER COMPREHENSIVE INCOME RECYCLED TO INCOME</b>			
Change in the fair value of hedging instruments	9	(16)	(12)
Translation differences	(559)	737	866
<b>OTHER COMPREHENSIVE INCOME (LOSS) NOT RECYCLED TO INCOME</b>			
Actuarial gains and losses	(15)	4	(688)
<b>Income and expenses recorded directly in equity</b>	<b>(565)</b>	<b>725</b>	<b>166</b>
<b>COMPREHENSIVE INCOME</b>	<b>8,309</b>	<b>(6,316)</b>	<b>(20,748)</b>
Attributable to Group equity holders	8,318	(6,439)	(20,792)
Attributable to minority interests	(9)	123	44

## 2. Balance sheet

(In € thousands)

	H1 2020 June 30, 2020	Dec 31, 2019	H1 2019 June 30, 2019
<b>ASSETS</b>			
<b>NON-CURRENT ASSETS</b>	<b>146,120</b>	<b>152,176</b>	<b>152,224</b>
Goodwill	41,438	41,448	41,550
Intangible assets	61,843	62,139	61,708
Property, plant and equipment	5,181	5,633	5,889
Rights-of-use assets	18,320	20,680	22,077
Shares in affiliated companies	807	1,099	823
Deferred tax assets	15,254	17,204	14,603
Other non-current assets	3,271	3,264	5,570
Cash-flow hedging instruments	7	6	3
<b>CURRENT ASSETS</b>	<b>79,710</b>	<b>82,183</b>	<b>72,818</b>
Trade receivables	32,845	44,733	38,729
Other current receivables	19,078	13,720	14,663
Prepaid expenses	3,094	3,489	3,939
Cash and cash equivalents	24,692	20,241	15,487
<b>TOTAL ASSETS</b>	<b>225,830</b>	<b>233,655</b>	<b>225,042</b>
<b>LIABILITIES</b>			
<b>EQUITY</b>	<b>95,673</b>	<b>85,983</b>	<b>99,555</b>
<b>Equity (Group share)</b>	<b>95,611</b>	<b>85,912</b>	<b>98,661</b>
Capital	18,055	18,055	18,053
Additional paid in capital	25,833	25,833	25,818
Reserves and retained earnings	42,392	61,982	61,422
Net income (loss)	8,880	(20,946)	(7,144)
Translation differences	450	987	512
<b>Minority interests</b>	<b>62</b>	<b>71</b>	<b>894</b>
<b>NON-CURRENT LIABILITIES</b>	<b>55,675</b>	<b>65,941</b>	<b>69,883</b>
Long-term share of financial debt	25,957	30,457	33,157
Non-current finance lease obligation	13,504	20,002	21,821
Provision for employee benefits	11,328	11,016	10,315
Deferred tax liabilities	3,761	3,761	3,763
Cash-flow hedging instruments	16	28	55
Other long-term debt	1,109	677	772
<b>CURRENT LIABILITIES</b>	<b>74,463</b>	<b>81,731</b>	<b>55,605</b>
Short-term share of financial debt	13,601	19,143	7,670
Current finance lease obligation	4,350	631	324
Trade payables	8,011	8,632	6,740
Accrued compensation; taxes and others short-term liabilities	27,295	24,230	17,771
Provisions for contingencies, risks and disputes	507	675	701
Deferred income	20,716	28,421	22,400
<b>TOTAL LIABILITIES</b>	<b>225,830</b>	<b>233,655</b>	<b>225,042</b>

### 3. Consolidated statement of changes in equity

<i>(In € thousands except number of shares)</i>	Number of shares	Share capital	Additional paid in capital	Net income, reserves and retained earnings	Translation differences	Equity attributable to parent company owners	Minority interests	Total Equity
<b>AT JANUARY 31, 2019</b>	<b>6,017,892</b>	<b>18,053</b>	<b>25,818</b>	<b>61,197</b>	<b>(205)</b>	<b>104,861</b>	<b>771</b>	<b>105,633</b>
Change in fair value of hedging instruments				(12)		(12)		(12)
Translation differences					848	848	18	866
Actuarial gains and losses				(682)		(682)	(6)	(688)
<b>Income and expenses recognized directly in equity</b>				<b>(694)</b>	<b>848</b>	<b>154</b>	<b>12</b>	<b>166</b>
Net income				(20,946)		(20,946)	32	(20,912)
<b>COMPREHENSIVE INCOME</b>				<b>(21,640)</b>	<b>848</b>	<b>(20,792)</b>	<b>44</b>	<b>(20,748)</b>
Proceeds from issue of shares	600	2	15			17		17
Treasury shares				22		22		22
Share-based payments				690		690		690
Transactions with non-controlling interests				927		927	(750)	177
Other movements				187		187	6	193
<b>AT DECEMBER 31, 2019</b>	<b>6,018,492</b>	<b>18,055</b>	<b>25,833</b>	<b>41,383</b>	<b>643</b>	<b>85,912</b>	<b>71</b>	<b>85,983</b>
Change in fair value of hedging instruments				9		9		9
Translation differences					(555)	(555)	(4)	(559)
Actuarial gains and losses				(15)		(15)		(15)
<b>Income and expenses recognized directly in equity</b>				<b>(6)</b>	<b>(555)</b>	<b>(561)</b>	<b>(4)</b>	<b>(565)</b>
Net income				8,880		8,880	(5)	8,874
<b>COMPREHENSIVE INCOME</b>				<b>8,874</b>	<b>(555)</b>	<b>8,309</b>	<b>(9)</b>	<b>8,310</b>
Proceeds from issue of shares								
Treasury shares				(12)		(12)		(12)
Share-based payments				424		424		424
Transactions with non-controlling interests				(39)		(39)		(39)
Other movements				1,006		1,006		1,006
<b>AT JUNE 30, 2020</b>	<b>6,018,492</b>	<b>18,055</b>	<b>25,833</b>	<b>51,636</b>	<b>88</b>	<b>95,611</b>	<b>62</b>	<b>95,673</b>

CHANGES IN FIRST-HALF 2019

<i>(In € thousands except number of shares)</i>	Number of shares	Share capital	Additional paid in capital	Net income, reserves and retained earnings	Translation differences	Equity attributable to parent company owners	Minority interests	Total Equity
<b>AT JANUARY 31, 2019</b>	<b>6,017,892</b>	<b>18,053</b>	<b>25,818</b>	<b>61,197</b>	<b>(205)</b>	<b>104,861</b>	<b>771</b>	<b>105,633</b>
Change in fair value of hedging instruments				(16)		(16)		(16)
Translation differences					717	717	20	737
Actuarial gains and losses				4		4		4
<b>Income and expenses recognized directly in equity</b>				<b>(12)</b>	<b>717</b>	<b>705</b>	<b>20</b>	<b>725</b>
Net income				(7,144)		(7,144)	103	(7,041)
<b>COMPREHENSIVE INCOME</b>				<b>(7,156)</b>	<b>717</b>	<b>(6,439)</b>	<b>123</b>	<b>(6,316)</b>
Proceeds from issue of shares								
Treasury shares				(114)		(114)		(114)
Share-based payments				359		359		359
Transactions with non-controlling interests				(41)		(41)		(41)
Other movements				35		35		35
<b>AT JULY 31, 2019</b>	<b>6,017,892</b>	<b>18,053</b>	<b>25,818</b>	<b>54,280</b>	<b>512</b>	<b>98,661</b>	<b>894</b>	<b>99,556</b>

#### 4. Consolidated statement of cash flows

<i>(In € thousands)</i>	<b>H1 2020 Jan to June</b>	H1 2019 Feb to July	Dec 31, 2019 Feb to Dec
<b>Net income before minority interests</b>	<b>8,874</b>	<b>(7,041)</b>	<b>(20,946)</b>
Share of profit of associates	(189)	(264)	(32)
Amortization and provisions <sup>(1)</sup>	6,042	5,096	8,882
Net impact of capitalization of development costs	11	(82)	(1,300)
Income taxes (current and deferred)	2,813	(2,501)	(3,446)
Income taxes paid	(401)	(415)	(1,980)
Unrealized financial gains and losses	359	(368)	120
Share-based payment transactions	424	358	690
Gains and losses on assets disposals and other components	4	16	114
<b>Operating cash flow</b>	<b>18,316</b>	<b>(4,722)</b>	<b>(17,879)</b>
Trade receivables	10,873	26,703	19,446
Trade payables	(549)	(2,058)	(293)
Other receivables and other liabilities	(9,979)	(18,534)	(865)
<b>Changes in working capital requirements</b>	<b>345</b>	<b>6,101</b>	<b>18,288</b>
<b>NET CASH FROM OPERATING ACTIVITIES</b>	<b>18,661</b>	<b>1,379</b>	<b>409</b>
Purchase of intangible assets	(577)	(566)	(591)
Purchase of property, plant and equipment	(754)	(713)	(1,390)
Acquisition of subsidiaries, net of cash acquired	-	33	(795)
Other investment operations	190	(785)	(7)
<b>NET CASH USED FOR INVESTING ACTIVITIES</b>	<b>(1,141)</b>	<b>(2,032)</b>	<b>(2,784)</b>
Proceeds from loans	-	8,034	14,422
Repayment of borrowings <sup>(1)</sup>	(12,763)	(10,030)	(10,148)
Proceeds from issue of shares	-	0	17
Purchase and proceeds from disposal of treasury shares	(12)	(114)	22
<b>NET CASH USED FOR FINANCING ACTIVITIES</b>	<b>(12,775)</b>	<b>(2,110)</b>	<b>4,312</b>
Effect of exchange rate changes on cash and cash equivalents	(294)	164	216
<b>INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>4,452</b>	<b>(2,599)</b>	<b>2,153</b>
Opening cash position	20,241	18,086	18,087
Closing cash position	24,692	15,487	20,241
<b>NET CHANGE IN CASH AND CASH EQUIVALENTS</b>	<b>4,452</b>	<b>(2,599)</b>	<b>2,154</b>

<sup>(1)</sup> The impact of IFRS 16 for 2020 first half is an increase of +€2.7 million in the amortization and provision retreatment and thus an improvement in operating cash-flow, against the repayment of finance lease obligation in the financing part of the Cash Flow Statement for -€2.7 million.