



Hubwoo Announces Financial Information for Q3 2016

Paris – October 27th, 2016 – Hubwoo (Euronext: HBW.NX), a leading provider of comprehensive spend management and business process collaboration solutions, today announced financial information for Q3 2016, in accordance with the “*European Transparency Obligations Directive*” financial disclosure requirements.

Financial data

in € million	Q1 2015	Q1 2016	Q2 2015	Q2 2016	Q3 2015	Q3 2016	% Change Q3 2016 / Q3 2015 (*)	YTD Q1-Q3 2015	YTD Q1-Q3 2016	% Change 2016 / 2015 (*)
Consolidated Revenue	6.7	5.7	6.2	5.3	5.7	4.8	-17%	18.7	15.8	-15%
SaaS (**)	5.3	5.3	5.2	4.8	5.0	4.3	-14%	15.6	14.4	-8%
Services	1.5	0.5	1.0	0.5	0.7	0.4	-37%	3.1	1.4	-54%

(Non-Audited Figures)

(*) Percentages calculated on exact numbers, not the rounded numbers shown

(**) SaaS is a model of delivering technology where a software solution is hosted (cloud computing) as a service for its customers.

Clients do not buy the technology but pay a subscription fee to use it.

Revenue for the third quarter of 2016 shows a decline of 17% on the same quarter of 2015. The decline on the SaaS component is a consequence of the end of customer contracts as part of the technology transition that the company has been experiencing over the last several quarters. The one-off services component remains stable in comparison to the previous quarter of 2016, and reflects the current sizing of the Professional Services organisation.



A Perfect Commerce Company

About Hubwoo (www.hubwoo.com), a Perfect Commerce Company

Hubwoo connects companies by providing comprehensive, cloud-based spend management and collaborative business process automation solutions for both goods and services, through The Business Network. Our solutions integrate with any ERP or procurement system, providing our customers with an easy to use solution which drives adoption, compliance and savings.

Significant customers include BASF, Honeywell, Shell, Evonik, Nationwide, Michelin, Henkel, Statoil, CONSOL Energy, Campbell's, and The Dow Chemical Company.

Hubwoo has major operations in Paris, Houston, Bonn, London, and Manilla. Listed in Compartment C on the Euronext Paris Eurolist.

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