



PRESS RELEASE

## **Eudonet announces 36% growth of its recurring revenue in 2020**

Eudonet, French leader in Cloud CRM (Customer Relationship Management), announces a recurring revenue (in SaaS mode) growing by 36% compared to the year 2019, now representing 65% of a total revenue of 24M€ (growing 28%). The acceleration of the group performance, associated with an efficient investment strategy, allow Eudonet to be amongst the European leaders in CRM.

### *CAPTURE THE GROWTH*

*« We are delighted with this excellent year for Eudonet. The launch of the new version “Eudonet x” a year ago and of the successive upgrades these last months allowed us to continue acquiring new users in a difficult economical context. Our colleagues have managed to continue taking care of our customers working almost all year from home, demonstrating our engagement to help organisations focus on their objectives despite the crisis »* says Antoine HENRY, CEO of Eudonet

In March 2017, Eudonet was entrusted to Antoine HENRY, previously CEO of Sage France, and Fabrice Vernière, previously CFO of Sage Europe, who implemented a new growth strategy. This strategy has allowed to further accelerate growth in 2020 despite today’s economical context.

### *REACH THE INTERNATIONAL EXPANSION POTENTIAL*

International activity represented 30% of Eudonet's turnover in 2020, vs. 17% in 2019 and 10% in 2018.

*« In 2017, Eudonet was mainly present in France. The acquisitions of 3Si in the UK in 2018 and Stb in the Netherlands in 2019 supplemented by our organic growth in Canada, Switzerland and Belgium have allowed to become a European leader in CRM. »* says Antoine HENRY, CEO of Eudonet

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About Eudonet:

The Eudonet Group provides CRM solutions to over 1,400 customers worldwide. For 20 years they've been providing unified, intelligent management software to Membership Associations, NGOs and Chambers of Commerce. Eudonet has established operations in France, UK, Switzerland, Belgium, Canada and Netherlands.

To find out more, go to <https://group.eudonet.com/en/>

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