

























































Ranking of the Top 100 European software vendors

NOVEMBER 2014

www.truffle100.com

Truffle 100

Rank	Company	Country of HQ location	Public	Software +Services 2013 (m€)	Total revenue 2013 (m€)	R&D employees 2013
1	SAP	DE		16 512.3	16 815.0	17804
2	DASSAULT SYSTEMES	FR		1 887.5	2 072.8	5000
3	SAGE	UK		1 522.6	1 602.8	1178
4	HEXAGON	SE		1 309.6	2 429.7	3204
5	WINCOR NIXDORF	DE		1 257.3	2 463.8	726
6	ASSECO GROUP	PL		1 063.0	1 400.6	3417
7	SOFTWARE AG	DE		856.5	972.7	998
8	DATEV	DE		752.8	803.0	1320
9	WOLTERS KLUWER	NL		720.9	3 565.0	2292
10	SWIFT	BE		580.2	618.0	485
11	UNIT4	NL		490.5	490.5	1383
12	VISMA	NO		484.6	826.7	637
13	CEGEDIM	FR		448.8	902.3	959
14	MISYS	UK		442.6	442.6	1100
15	SWISSLOG	CH		383.7	514.1	110
16	NIS (Northgate Information Solutions)	UK		383.3	804.9	608
17	ACISION	UK		359.8	359.8	250
18	GAD	DE		359.6	441.2	220
19	MUREX	FR		359.0	359.0	350
20	SOPRA GROUP	FR		355.7	1 349.0	800
21	QLIK	SE		354.3	354.3	275
22	TEMENOS	CH		352.3	352.3	503
23	COMPUGROUP HOLDING	DE		338.7	396.6	1301
24	FIDESSA	UK		328.7	328.7	334
25	GEMALTO	NL		323.6	2 388.6	1192
26	MICRO FOCUS	UK		322.5	322.5	320
27	IFS	SE		316.8	316.8	450
28	AVG TECHNOLOGIES	CZ		306.6	306.6	482
29	INVENSYS (now Schneider Electric)	FR		302.1	1 702.0	565
30	AVALOQ	CH		301.5	301.5	250
31	ESET	SK		301.4	301.4	350
32	SOPHOS	UK		294.2	294.2	550
33	CENTRIC	NL		284.6	511.3	148
34	AVEVA GROUP	UK		274.5	274.5	481
35	ZUCCHETTI	IT		273.0	315.0	1000
36	REPLY	IT		265.0	560.2	390
37	AXWAY	FR		237.5	237.5	540
38	CEGID	FR		233.6	259.9	551
39	SIMCORP	DK		225.1	225.1	448
40	CIVICA	UK		218.8	251.1	208
41	EXACT	NL		213.2	213.2	483
42	KOFAX	UK		209.2	209.2	226
43	NEMETSCHEK	DE		185.8	185.9	575
44	ACS (Advanced Computer Software)	UK		177.1	223.2	550
45	COMARCH	PL		166.1	223.0	488
46	LINEDATA SERVICES	FR		160.3	160.3	373
47	F-SECURE CORP.	FI		155.1	155.1	147
48	PSI	DE		154.1	176.3	165
49	IRIS SOFTWARE	UK		149.6	149.6	180
50	RM	UK		142.6	300.7	105

Rank	Company	Country of HQ location	Public	Software +Services 2013 (m€)	Total revenue 2013 (m€)	R&D employees 2013
51	PRODWARE	FR		142.0	176.5	268
52	SDL INTERNATIONAL	UK		137.9	313.5	209
53	PANDA SECURITY	SP		135.2	135.2	200
54	MSG LIFE (COR&FJA)	DE		127.1	131.3	96
55	HAUFE GROUP	DE		134.5	251.0	260
56	AFFECTO	FI		123.6	132.9	25
57	BASWARE	FI		112.8	123.3	370
58	ESI GROUP	FR		109.3	109.3	291
59	AVANQUEST SOFTWARE	FR		100.2	100.2	100
60	ADITRO	SE		100.0	158.0	240
61	DIGIA	FI		99.7	99.7	150
62	ANITE	UK		98.6	133.2	175
63	VIZRT	NO		92.2	92.2	102
64	PERSONAL & INFORMATIK	DE		92.0	93.3	135
65	BERGER-LEVRAULT	FR		91.2	107.9	233
66	ISAGRI	FR		91.0	138.0	275
67	GRUPPO ENGINEERING	IT		87.8	800.1	287
68	SEEBURGER	DE		86.0	86.0	120
69	READSOFT	SE		85.2	88.0	116
70	LUMESSE	FI		82.7	82.7	233
71	COMPTEL	FI		82.7	82.7	233
72	GFI INFORMATIQUE	FR		82.0	742.7	193
73	TALEND	FR		82.0	82.0	150
74	THUNDERHEAD	UK		81.3	81.3	50
75	IBS	SE		79.8	79.8	200
76	BUHL DATA SERVICE	DE		78.0	78.0	115
77	SITCORE	DK		77.8	77.8	190
78	SMARTFOCUS	UK		76.6	76.6	90
79	KEWILL SYSTEMS	UK		75.4	75.4	135
80	ELCA	CH		72.1	78.9	69
81	AFAS ERP SOFTWARE	NL		71.0	71.0	86
82	AVAST SOFTWARE	CZ		69.3	69.3	185
83	ISIS PAPYRUS	AT		66.1	66.1	72
84	ERI BANCAIRE	CH		65.0	65.0	95
85	EFront	FR		64.0	64.0	68
86	GENERIX GROUP	FR		63.4	63.4	67
87	OPERA SOFTWARE	NO		62.4	127.9	58
88	SSP HOLDING	UK		58.5	83.6	70
89	PROALPHA	DE		58.2	58.2	90
90	INFOVISTA	FR		57.9	57.9	91
91	AUTOMIC	AT		54.2	54.2	70
92	META4	SP		54.0	54.0	98
93	TALENTIA	FR		53.7	53.7	90
94	CASSIOPAE	FR		53.7	53.7	195
95	LECTRA	FR		53.6	203.0	250
96	IC (Intershop Communications)	DE		53.6	53.6	161
97	SMARTSTREAM	UK		53.0	66.3	70
98	HOGIA GROUP	SE		50.9	50.9	120
99	ORC SOFTWARE	SE		48.3	48.3	106
100	ENEA	SE		47.2	47.2	138

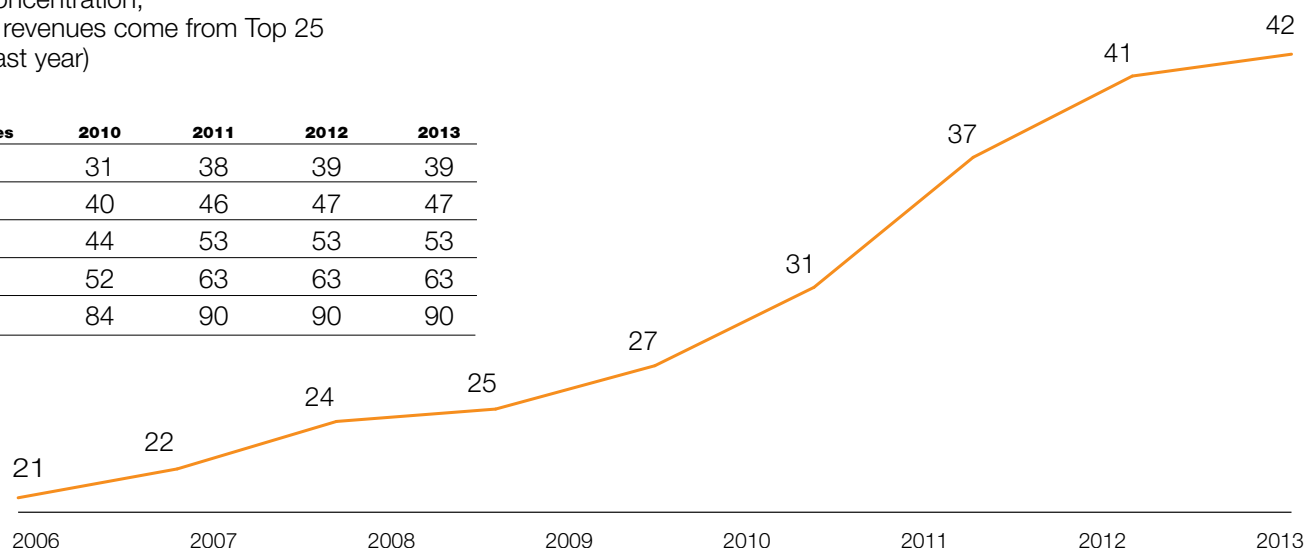
Total revenues
for the Truffle 100 are **57.4** €B

Software revenues

42 €B

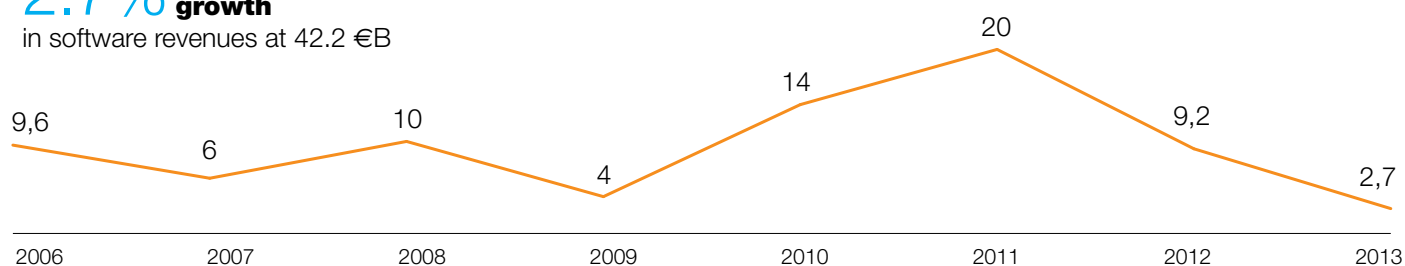
More concentration,
75% of revenues come from Top 25
(76 % last year)

% Revenues	2010	2011	2012	2013
SAP	31	38	39	39
TOP 3	40	46	47	47
TOP 5	44	53	53	53
TOP 10	52	63	63	63
TOP 50	84	90	90	90



2.7% growth

in software revenues at 42.2 €B



All Truffle 100 have revenues **> 47.2** €M

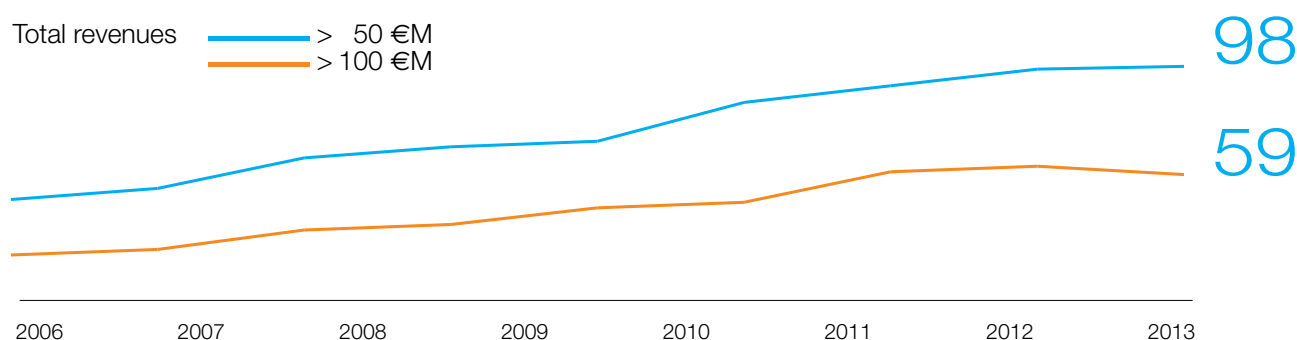
98 vendors
have revenues >50 €M
They account for 99,8 %
of Truffle 100 revenues

67 vendors
have revenues >100 €M
They account for 96 %
of Truffle 100 revenues

50 vendors
have revenues >200 €M
They account for 92 %
of Truffle 100 revenues

Number of vendors

Total revenues
— > 50 €M
— > 100 €M





Bernard-Louis Roques

General Partner
& co-Founder,
Truffle Capital

The year of the Scissors Effect

It has finally happened: the 9th edition of the Truffle 100 has a graph where the lines representing profits (6.3bn€) and research & development (6.9bn€) have crossed!

The software industry is currently going through a phase where investments are higher than revenues. Can this

situation last? Companies are not governments. How long can they live with deficits, at a time when growth rates are decreasing drastically (+2% last year), and the industry is going through dramatic changes and paradigm shifts?

In the software business, there is no other choice than to invest in the future, particularly now at the eve of the ineluctable transition towards SaaS and mobile. Software vendors are by nature resolute optimists always committed to building the product of the future, determined to bring productivity and efficiency to the economy, and open new possibilities and experiences to consumers.

It is the first time since 2006, when the Truffle 100 was first published, that European Software vendors are in such a high-risk situation: while they need more resources than they generate through their activity, their access to capital markets has significantly reduced. European stock markets have indeed shown a lack of appetite for technology companies in comparison with their US counterparts, and are not fueling the industry as they used to (only 55 quoted companies today compared to 85 in 2007).

More than ever, with rising global competition, radical paradigm shifts in business models & technology (SaaS & mobile), and price pressures, the European Software Industry deserves attention. Their call for the implementation of measures such as the Small Business Act (which has a positive budget impact and costs nothing to the governments), R&D tax breaks, or incentives for Venture Capital should not remain unheard..

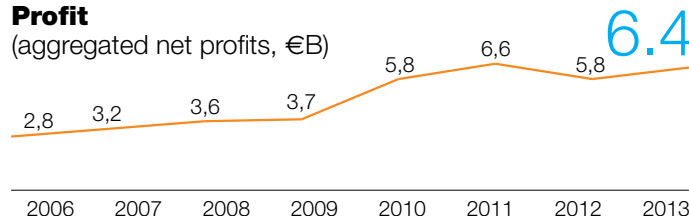
Capital markets loose attractiveness

	#	Software Revenues €M	% of T100	R&D Spend €M	% of T100€M	Profits	% of T100
Publicly traded	56	34 008.1	80.6	5 271.7	76.3	6 055.9	95.0
Private	44	8 164.5	19.4	1 635.2	23.7	320.8	5.0
Total	100	42 172.6	100	6 906.9	100	6 376.7	100

Profitability under pressure

Profit

(aggregated net profits, €B)

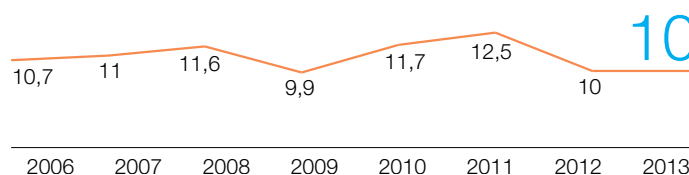


	Profits						Revenues
	2008	2009	2010	2011	2012	2013	T 100
SAP	51%	46%	31%	52%	48%	52%	39%
TOP 3	62%	58%	40%	60%	58%	59%	47%
TOP 5	67%	66%	44%	66%	65%	67%	53%
TOP 10	67%	66%	52%	79%	79%	79%	63%
TOP 50	92%	91%	84%	96%	95%	97%	90%

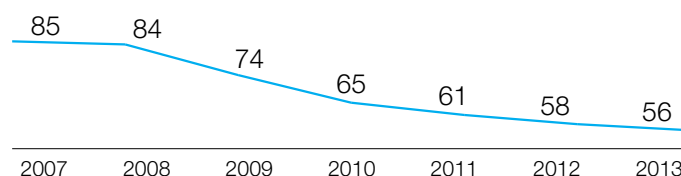
The bigger, the more profitable

Profitability	2010	% of revenues 2011	2012	2013	Profits €M 2013
Top 3	15.2%	22.9%	17.0%	18.5%	3 788
Top 25			12.0%	12.9%	5 550
Top 50	12.2%	13.5%	10.8%	12.1%	6 216
Bottom 50	10.6%	5.2%	4.6%	2.6%	161
Bottom 25	13.4%	6.9%	6.8%	7.9%	142

Profit rate (%)



Publicly traded





Laurent Calot
CEO,
CXP Group

Software development is going digital

Companies of the future will be able to develop their strategies based in an entirely digital domain. With this in mind, our customers have initiated their transformation process. Their information systems will be re-focused on data: an organisation's value, positioning within worldwide economy and business orientation will thus be solely built on its informational assets. To this end, information systems must be supported by software solutions that integrate new digital technologies. These technologies come in the form of Software as a Service (SaaS), mobile applications, digitisation, analytics and Big Data, social affairs and collective intelligence and the Internet of Things for instance, not forgetting the entire system's cornerstone: the Cloud.

With a view to facing this extraordinary challenge, the software industry is learning to adapt. The European Truffle listing is proof of this: barriers are gradually being broken down between developers, integrators and IT service providers. Traditional major software industry stakeholders are having to face new-born competition, positioned within the cloud's many possible by-products and connected offering and mobile services that enhance an increasingly "hybrid" information system, thus unveiling promising perspectives.

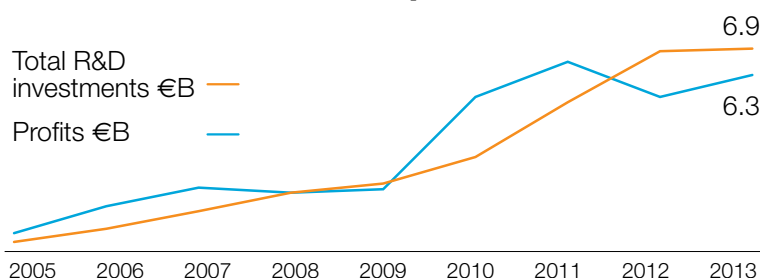
The world of software and digital technologies is, now, more than ever before, upending companies' usual points of reference, ways of working, producing and marketing, and their relations with employees, customers and the market as a whole. It is now safe to say we have entered the digital age.

Exceptional commitment to innovation

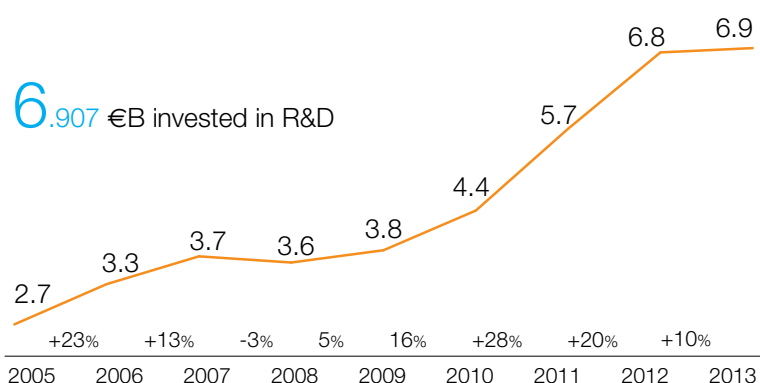
Top 5 countries represent **84%** of total R&D jobs

Countries	Number R&D employees	% of total	R&D investment (€M)	% of total
Germany	24 085	37.7%	2 889.0	41.80%
France	11 409	17.8%	1 088.8	15.8%
UK	6 887	10.8%	859.3	12.4%
Netherlands	5 584	8.7%	702	10.2%
Sweden	4 849	7.6%	457.5	6.6%
Switzerland	1 027	1.6%	148.5	2.2%
Poland	3 905	6.1%	122.9	1.8%
Norway	797	1.2%	111.5	1.6%
Finland	1 157	1.8%	107.3	1.6%
Italy	1 677	2.6%	96.8	1.4%
Czech Republic	667	1.0%	92.9	1.3%
Denmark	638	1.0%	74.7	1.1%
Belgium	485	0.8%	67.9	1.0%
Spain	298	0.5%	34.8	0.5%
Slovakia	350	0.5%	33.2	0.5%
Austria	142	0.2%	19.6	0.3%
Total	63 957	100	6 906.9	100

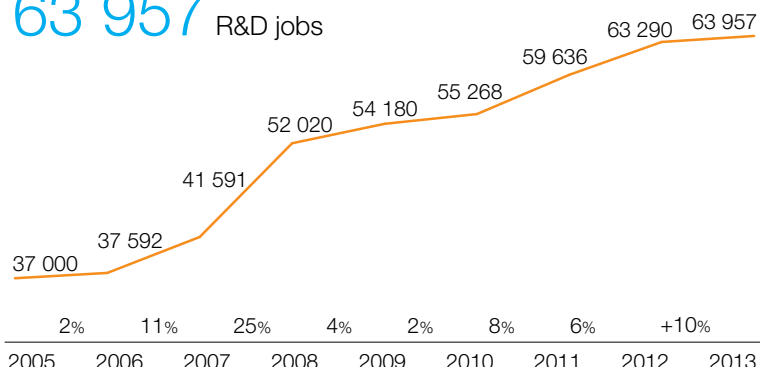
More R&D investments than profits



6.907 €B invested in R&D



63 957 R&D jobs



**Bo Lykkegaard**

Research Director, European Enterprise Applications, IDC

The European software industry is currently undergoing a massive transition. Consumer driven trends, such as smart phones and tablets, social networks, predictive analytics, and cloud computing, are affecting every corner of packaged software. The consumer trends have significantly raised the expectations of business software users. These business users are consumers in their private life, searching on Google, connecting on Facebook, and purchasing on Amazon.

They are not willing to accept old-fashioned, transactional, menu-driven, PC-based applications, which do not work on mobile devices or via the web. Those ISVs that are slow to adapt to the new consumer trends are experiencing declining revenues and falling profit margins, while innovators are reaping gains in market share and scale. In short, the European software vendors are under considerable pressure. .

The technology-driven transition has many opportunities as well. The new developments will expand the overall software market size rather than collapse it and new market opportunities are emerging. The opportunities include new markets such as digital marketing applications, enterprise social networks, and file-sharing software. Other opportunities emerge from adoption of cloud software by segments that traditional software vendors found it hard to sell to, such as micro enterprises. We have seen European cloud natives enjoy very high growth rates. Traditional vendors that have launched new, cloud-based solutions have been able to create new pockets of high growth.

For the European region, the technology transition requires the formation of new IT skills related to cloud and consumer-related technologies. It also requires better mobile and fixed-line broadband infrastructure to fuel the adoption of the new mobile and cloud-based software models. Such investments will be key contributors for European ISVs to exploit new wave of innovation in enterprise software on the back of the consumer IT revolution. ■



Top 5 countries
in Europe represent
of software revenues

63%

Country	2011	2012	SW revenues (€M) 2013	% of total	# SW companies
Germany	18 145.7	20 328.6	21 046.4	49.9%	15
UK	5 497.3	5 994.6	5 406.8	12.8%	20
France	4 040.9	4 348.9	5 028.5	11.9%	21
Sweden	2 163.5	2 326.5	2 392.0	5.7%	9
Netherlands	2 187.9	2 236.2	2 103.7	5.0%	6
Poland	1 005.5	1 152.4	1 229.1	2.9%	2
Switzerland	1 110.8	1 208.2	1 174.6	2.8%	5
Finland	618.1	625.0	656.6	1.6%	6
Norway	486.2	544.8	639.2	1.5%	3
Italy	516.5	557.3	625.8	1.5%	3
Belgium	530.1	594.9	580.2	1.4%	1
Czech Republic	248.5	361.9	375.9	0.9%	2
Denmark	194.4	287.0	303.0	0.7%	2
Slovakia	149.1	256.4	301.4	0.7%	1
Spain	176.7	198.4	189.2	0.4%	2
Austria	116.4	126.3	120.3	0.3%	2
Total	37 187.7	41 147.7	42 172.6	100%	100

World-class national champions

Vendor	Country	Revenues (€M)	% of T100
SAP	DE	16 512	39.2%
Dassault Systemes	FR	1 888	4.5%
Sage	UK	1 523	3.6%
Hexagon	SE	1 310	3.1%
ASSECO GROUP	PL	1 063	2.5%
SWIFT	BE	580	1.4%
VISMA	NO	485	1.2%

Reasonable optimism

M&A activity

2013

- Adobe acquired Neolane
- Advanced Computer Software Group acquired Computer Software Holdings
- Constellation Software acquired Total Specific Solutions
- IRIS Software acquired Kashflow
- Kewill acquired Four Soft
- Lefebvre Software acquired Cezanne Software
- Lefebvre Software changed name to Talentia
- OMERS Private Equity acquired Civica
- Opentext acquired Cordys
- R12 Kapital acquired Aditro from Nordic Capital Fund
- Sage divested Act! And SalesLogix
- SAP acquired Hybris
- SAP acquired KXEN
- Sopra acquired HR Access
- Symphony acquired Aldata Solution and merged it with EYC

2014

- Autodesk acquired Delcam
- Advent International acquired Unit4
- COR&FJA changed name to msg life AG
- Dassault Systemes acquired Accelrys
- Dassault Systemes acquired Quintiq
- Dassault Systemes acquired SimPack
- Hexagon acquired Devex
- Hexagon acquired iLab Sistemas
- Hexagon acquired Mintec
- Hexagon acquired North West Geomatics
- Hexagon acquired Vero Software
- Misys acquired Custom Credit Systems
- Misys acquired IND Group
- Lexmark acquired ReadSoft
- Sage acquired PayChoice
- SAP acquired Concur
- SAP acquired Fieldglass
- SAP acquired SeeWhy
- Schneider Electric acquired Invensys
- Software AG acquired JackBe
- Software AG sells off IDS Scheer Consulting to The Scheer Group
- Sopra Group acquired the COR&FJA Banking Solutions
- Wincor Nixdorf acquired Datec Retail Systems

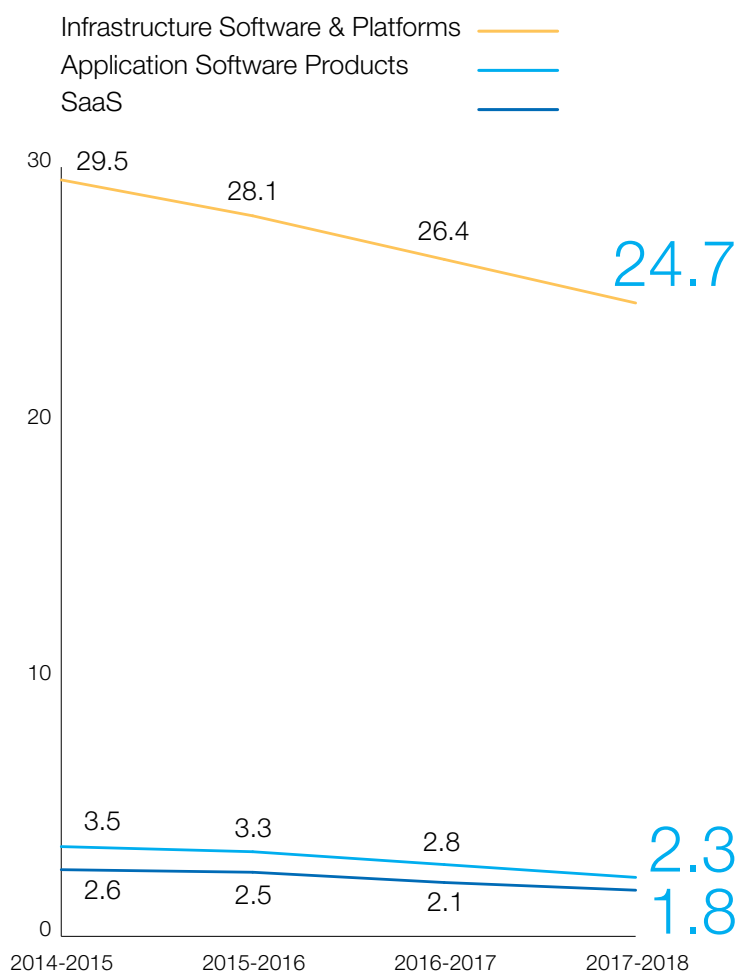
Top Trends 2015

Source PAC

- 1 Cloud Computing/Inhouse Private Cloud & Hosted Private Cloud (implementation & transformation)
- 2 Offshore/ Global Sourcing
- 3 Digital Transformation Customer Experience
- 4 Big Data/ Analytics
- 5 Industrie 4.0
- 6 Cloud Computing SaaS
- 7 Security
- 8 Mobility
- 9 Information Sytems standardisation & consolidation
- 10 Rising decision power of Business Units

Expected growth rate (%)

Source PAC



The Truffle 100 is compiled from survey & research conducted by IDC & CXP Group.

Europe is defined as: EU 25 countries + Switzerland + Norway.

The companies taking part have certified that they operate Under European law and that their headquarters and R&D are based in Europe (as defined above). The ranking was made exclusively on the basis of the data declared and submitted by each company taking part and, at the exception of Italy, validated in some cases by external sources.

We have aligned all data gathering to include all software related professional services and training services. The double digit growth in software revenues in 2011 compared to 2010 is partly attributable to this alignment of methodology. Furthermore, we have included acquisitions from the date of acquisition as opposed to a full-year proforma addition.

Information of a confidential nature (e.g. net income), are only presented on an aggregated basis. The authors are not responsible for any content or error, omission or inaccuracy related to content communicated by third parties.

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