



LiveChat Software's revenues increased by 21.6% and net profit by over 16% in the second quarter of the financial year

In the second quarter of the financial year 2019/20, the consolidated revenues of the LiveChat Software group amounted to PLN 32.3 million and net profit to PLN 16.4million. These results are higher by 21.6% and 16.1% respectively than those recorded a year ago. The Company maintains very high profitability, in the second quarter the net margin returned to the level of 50%+ and efficiently generates cash.

"We've had a very hard-working, but also very good half a year. Despite the increase in employment, our business is very effective. However, our ambitions are even greater. We are working to grow even faster in the future. At this stage, the number of customers is no longer key for us, we focus on revenues and profits" - said the president Mariusz Cieplý.

For a long time, LiveChat Software's revenue growth rate has been significantly different from the dynamics of customer growth. Therefore, from the beginning of next year, the Company will no longer report the number of customers monthly - instead, it will provide estimated data on the value of sales.

In the entire first half of the financial year 2019/20 (April - September), the LiveChat Software Capital Group generated revenues of PLN 62.5 million and PLN 31.1 million of consolidated net profit. This means an increase of approx. 20% and 9.7% per year, respectively.

Within 6 months, the gross sales margin was 85.7%, the operating margin 61.7% and the net margin 49.7%. The cash flow generated from operating activities is PLN 31.7 million. In the second quarter alone, the net margin was 50.6%

The Company generates cash very efficiently. The value of net cash flows from operating activities in the first half of the financial year amounted to as much as PLN 31.7 million. During this period, the Company paid dividends to shareholders (a second advance and the amount to be paid after taking into account advance dividends) and at the end of September it had cash in the amount of PLN 22.7 million.

"We want to continue sharing our profit with our shareholders and allocating the maximum amount allowed by the regulations to dividends. We also intend to pay advance dividends" - said Mariusz Cieplý.

LiveChat Software

LiveChat Software operates on the customer service market and is one of the leaders in the global market for live chat solutions. Its product LiveChat supports companies in customer service, online sales and lead generation. Using it, LiveChat partners can stay in touch with their customers anywhere, anytime. Other products of the Company are ChatBot, HelpDesk and KnowledgeBase.

LiveChat Software employs 160 specialists at its headquarters in Wrocław. For over five years it has also been a Company listed on the main market of the Warsaw Stock Exchange.

The LiveChat solution is used by over 28,000 companies from 150 countries around the world.