



NEWS RELEASE

Cornerstone Experiences Growth Surge in Europe

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LONDON – 18 December 2018 - **Cornerstone OnDemand** (NASDAQ: CSOD), a global leader in cloud-based learning and **human capital management software**, today announced that the EMEA region gained a near record-breaking number of new clients during the third quarter of 2018 (July, August, September).

The **Cornerstone Recruiting Suite**, in particular, experienced an increased adoption over the past 12 months through 30 September 2018, with 30 percent growth in the number of EMEA recruiting clients year-on-year. There was also continued uptake of Cornerstone HR (CHR), with Cornerstone more than doubling the number of CHR clients through 30 September relative to the prior year.

Driven by this continued adoption of Cornerstone solutions, EMEA clients have an extensive Cornerstone footprint with nearly 80 percent using 2 or more products, and more than half using 3 or more products.

Organisations realising business impact, include:

- Oriflame, founded in 1967, is a beauty company selling direct in more than 60 countries. Its wide portfolio of Swedish, nature-inspired, innovative beauty products is marketed through approximately 3 million independent Oriflame Consultants, generating annual sales of around €1.4 billion. Respect for people and nature underlies Oriflame's operating principles and is reflected in its social and environmental policies. Oriflame supports numerous charities worldwide and is a Co-founder of the World Childhood Foundation. Oriflame is a Swiss company group listed on the Nasdaq Stockholm Exchange.

"For a long time, we have been searching for an HCM solution matching our culture and our values, that can help us to support our people's desire to grow ", said Elena Aylott, senior director global employee experience at Oriflame. "With Cornerstone we believe we've found this solution. We're looking forward to working with its modern and employee centric approach, giving us ways to better organise our administrative flow and get a way better overview of the global opportunities within the company. Ultimately all this will free our time to focus on what truly matters – to fulfil our professional dreams".

- Survitec is a global leader in survival and safety solutions for the marine, defence, aviation and offshore markets. Survitec has over 3,000 employees worldwide covering 8 manufacturing facilities, 15 offshore support centres and over 70 owned service stations. It is further supported by a network of over 500 third-party service stations and distributors.

"Survitec has achieved significant growth over the last 7 years due to our acquisition strategy, seeing our employee base triple." said

Claire McNamara, European HR director, Survitec. "To support the integration of all our businesses and to create a platform for further growth, we needed one integrated, flexible and state-of-the-art HR system. After going live rapidly on Cornerstone HR, we're already seeing the benefits. It is the only system that reports globally for us. Having begun the process of consolidating and standardising our processes, we have begun to see a reduction in the amount of HR admin which will allow the team to focus on core business goals".

- MCS is the leader in the acquisition and management of bank loans in France. Headquartered in Paris and with many regional offices, their 400 employees manage bank performing and non-performing loans of all kinds and of any size (from a few hundred to several million euros). With the recent tie-up operation between MCS and DSOgroup, the new group is the French leader in management & debt repurchase, providing services for major companies and financial institutions and employing over 1,300 staff in 12 sites located in 5 countries.

"MCS recently acquired DSOgroup. We have ambitious plans for growth – with an increase of our headcount up to 1,800 employees by 2020 - and to support this we needed to simplify and standardise our HR management processes", said Anne Denuelle, group HR director, MCS/DSO. "We selected Cornerstone HCM as the best solution on the market to help us digitally transform our business. The flexibility of the solution was particularly adapted to our medium size group with an external growth strategy. We are realising efficiencies and more transparency of our workforce".

Comments on the News

"Business in Europe has been thriving this year and the momentum has been palpable as evidenced by our results in the third quarter. It is clear that EMEA organisations are hungry for success and have seen the value of investing in solutions that maximise the potential of their workforce," said Vincent Belliveau, executive vice president and general manager EMEA for Cornerstone OnDemand. "As every industry is disrupted by innovation, organisations must innovate internally to keep pace. Leaders who adapt and equip their employees with the right tools to develop, grow and thrive are the ones who will come out on top."

About Cornerstone OnDemand

Cornerstone was founded with a passion for empowering people through learning and a conviction that people should be your organisation's greatest competitive advantage. Cornerstone is a global human capital management leader with a core belief that companies thrive when they help their employees to realise their potential. Putting this belief into practice, Cornerstone offers solutions to help companies strategically manage and continuously develop their talent throughout the entire employee lifecycle. Featuring comprehensive recruiting, personalised learning, development-driven performance management, and holistic HR planning, Cornerstone's human capital management platform is successfully used by more than 3,400 global clients of all sizes, spanning over 38 million users across 192 countries and 43 languages. Learn more at www.cornerstoneondemand.co.uk.

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