

SALES FOR THE FIRST NINE MONTHS OF 2011: €32.2m

Angers, 11 October 2011 – Evolis, the leader in the European market for personalised ID card printers, today published sales for the third quarter of 2011, closed on 30 September.

9-months 2011: consolidated sales of €32.2m

After posting excellent sales in 2010 (up 32% in the first 9 months), Evolis recorded sales of €32.2m in the first nine months of 2011, stable in a wait-and-see environment.

Consolidated sales (€m)	09	10	11	Change 11/10
Q1	6.8	8.8	10.0	+12%
Q2	8.8	11.7	10.9	-6%
Q3	8.6	11.6	11.3	-2%
9 months	24.2	32.1	32.2	-

Q3 continued in line with the first half. In the first nine months of the year, Europe, the Middle East & Africa (up 7%) and the Americas (down 4%, up 4% at a constant €/ \$ exchange rate) turned in relatively satisfactory performances despite a lacklustre market, with recurrent Network sales and strong growth of the Project business.

Sales volumes in Asia slumped by about 17% despite stable Network sales (at constant €/ \$ exchange rate). The Project business was significantly affected by strong pricing pressure, a weak economic and monetary environment and still difficult market conditions in Japan and Australia.

Outlook

Against this background, the group banks on innovation to outperform the market with an ambitious plan to launch new products, services and solutions. This plan kicked off with the introduction of the new Zenius range in September and will be gradually deployed out to the end of 2012 to allow the group to continue breaking into new markets and to gain market share in existing markets.

This momentum should allow Evolis to end the 2011 financial year with growth. The concomitant cost optimisation drive should allow the group to preserve profit margins and to post a 2011 margins close to those in the first half.

Next key date:
FY2011 sales: 17 January 2011, after trading hours

About Evolis: Evolis (Alternex: ALTVO) develops, manufactures and markets a complete range of on-demand card printers. These printers provide all options needed for graphic, magnetic and electric personalisation (chip card with or without contact – RFID technology) of all types of cards (employee badges, student cards, bank cards, etc.). Based in Angers (France) with subsidiaries in Miami (United States) and Singapore and representation office in Shanghai (China), Evolis posted sales of €42.5 million in 2010. The company has 160 employees and is represented in 125 countries in the world.

Press contact:
 Sandrine Derouet
 Evolis Card Printer
 T: +33(0)2 41 36 79 24
sderouet@evolis.com

Stéphanie Stahr
 CM-CIC Emetteur
 T: + 33 (0)1 45 96 77 83
stahrst@cmcics.com