

PRESS  
RELEASE

Turnover for the 3rd quarter 2016:  
M€ 18.8

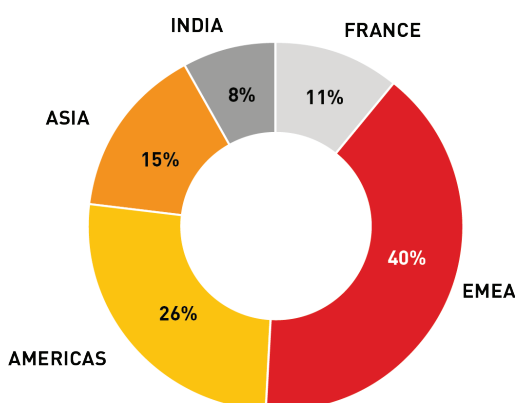
Turnover at the 9-month mark: M€ 56.2

Angers, October 11, 2016

Evolis, world leader in plastic card personalisation solutions, achieved a turnover for the third quarter of the financial year of M€ 18.8, bringing the total turnover for the first nine months of 2016 to M€ 56.2, down 3.6 % vs. the first nine months of 2015. Not including the Tanzanian contract, which marked FY 2015 very positively, turnover at the nine-month mark is up 5%.

Consolidated turnover, in M€	2015	2016	Variation
Q1	17.85	17.9	+0.3%
Q2	20.7	19.5	-6%
Q3	19.6	18.8	-4.8%
<b>Total 9 months</b>	58.3	56.2	-3.6%

90%  
international sales



EMEA: Europe, Middle-East, Africa

CHANNELS GROW, PROJECTS GET POSTPONED

Over the first nine months of the financial year, turnover in the **Channels business** line settled at M€ 40.6, i.e. 11.4% growth compared to the same period of 2015. This business line continues to benefit from the strong market performance shown by entry-level products (IT Office, Badgy), which were up 17.3% last quarter (+27% over the nine-month period).

As stated in September last, the **Projects business** was affected by postponed decision making, especially where calls for tenders in India and China are concerned, plus less growth in EMV migration in the US banking sector (only 26.4 % of cards are EMV-compatible so far).

From a more general standpoint, the India (+14.8%) and Asia-Pacific (+9.9%) zones showed significant growth over the first nine months of the financial year. Turnover in the Americas zone remained stable compared to the first three months of 2015.

## END OF YEAR OUTLOOK

The investments made at the start of the financial year to launch new products, win new markets and bolster the IT Office axis are beginning to bear fruit. Evolis intends to continue developing its diversification strategy by launching the first Evolis Business Solution at year's end. The knock-on effect of all these launches on sales will be felt fully as of 2017.

Very recently, Evolis signed two contracts for government projects in China, and is working with Chinese partners for a delivery at the end of the year, which may be partially shifted into the 1st quarter of 2017. Backed by a projects business that is set to skyrocket by the end of 2016, the Group points out that the annual bottom line in terms of turnover is expected to approximate M€ 77.

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### ABOUT EVOLIS (Alternext : ALTV0)

A world leader in its segment, Evolis designs, manufactures and markets a comprehensive range of plastic card personalization solutions. Evolis printers feature all the options required for the graphic and electronical customisation (magnetic stripes, smart cards, with or without contact – RFID technology) of all card types (identity cards, bank cards, employee badges, student cards, etc.). Evolis also markets a wide range of personal and property identification products: software applications for customising cards via its subsidiary cardPresso, a full range of card accessories via its subsidiary Sogedex Accessories, plus signature and service tablets.

Based in Angers with subsidiaries in Miami (United States), Singapore, Bombay (India) and Shanghai (China), Evolis is listed on the Paris stock exchange (Alternext) and achieved a turnover of 76.7 million euros in 2015. The group employs over 300 people and markets its solutions in 140 countries across the globe.

Upcoming releases:

Turnover for FY 2016 – 12 January 2017  
after trading hours