

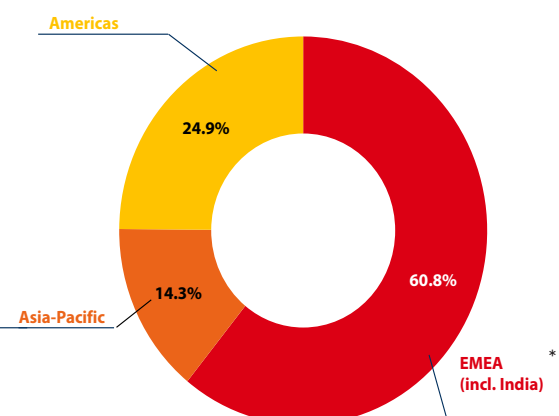
PRESS  
RELEASE

## INCOME STATEMENT FOR H1 2017

Solid performance  
Structuring continues group-wide  
Operating margin at 16.8%

Angers, 27 September 2017 - Evolis, world leader in plastic card customizing solutions, achieved sales totalling €40.6m, an increase of 8.4%. The dynamic Projects business excelled this half across all sectors and all geographical areas.

89%  
international sales in  
the first half 2017



\*Europe, Middle East, Africa

In €m	H1 2016	H1 2017	Change
Sales	37.5	40.6	8.4%
Operating income	6.8	6.8	-
Operating margin in % of sales	18.2%	16.8 %	-1.4 pt
Financial income	0	-0,6	-
Income tax	-2.4	-2.0	-16.7%
Net profit	4.4	4.2	-4.5%
Net margin in % of sales	11.7 %	10.4 %	-1.4 pt

Financial statements for the 1st half of 2017 approved by the Group Board of Directors on 15/09/2017

### BUSINESS DYNAMICS DRIVEN BY THE PROJECTS BUSINESS

The Projects business increased by +37.9% in the 1st half 2017. This excellent performance was achieved because of sound performance in banking projects in the Middle East and the development of government projects in Asia. The group's projects business continued to grow, as it won a significant number of medium scale projects.

Channels sales remained almost stable in the first half (+ 0.4%), despite the significant increase in sales of the entry-level BADGY range.

The supplementary Accessories & Software businesses panned out at €2.2m.

All three geographical areas continued on their growth curve. The EMEA area is driven by the Middle East, while the ASIA PACIFIC area is driven by China and its Projects business. The AMERICAS area, which achieved 8.6% growth, was supported by South America, mainly in the Channels business.

## PROFITABILITY STILL SOUND

The gross margin rate in the first half grew 1 point (62.1 vs. 61.1 in H1 2016) as it benefitted from a better product mix compared to the first half 2016. Operating income remained stable at €6.8m after incorporating a slight increase in personnel costs and IT investments linked to the Group's ongoing structuring process. The operating margin stands at 16.8%. Financial income (€-0.6m) was impacted by change effects and the implementation of an employee shareholding scheme. Net income stood at €4.2m at end June 2017 vs. €4.4m at end June 2016.

## END OF YEAR OUTLOOK

In view of the postponement of decisions regarding major projects, specifically in China and South America, plus the stability of the Channels business, Evolis confirms its objective of a 5% turnover growth for 2017.

In 2017, Evolis continues its structuring effort across almost all geographical locations with a stepped-up, new organisation in all the Americas and India areas. The group is announcing new products and will continue its development and roll-out efforts in the short and middle terms.

Emmanuel Picot, CEO of Evolis, comments: "After a first half 2017 driven by the Projects business, Evolis confirms its objective of a 5% turnover growth in 2017. 2017 is a pivotal year for Evolis. The group continues to hone its structure and is giving itself the means to pursue its development. Stepping up its human resources, reorganising in the Americas and India areas, developing business in Asia are all necessary undertakings to redesign our structure for the challenge of reaching €100m turnover by the year 2020. I am confident in the group's growth potential, supported by the involvement of its people and the quality of its products."

### **Upcoming releases:**

**Turnover for the 3rd quarter 2017 - 10 October 2017  
after stock market closure**

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## ABOUT EVOLIS (Euronext Growth: ALTV0)

Evolis develops, manufactures and markets a complete range of card printers that provide all the options needed for graphic, magnetic and electric personalization (contact or contactless chip cards – RFID technology) of all types of cards (national ID cards, payment cards, employee badges, student cards, etc.). Evolis also markets a broad range of products and services for identifying people and goods: software for customizing cards (through the cardPresso subsidiary), a complete line of card accessories (through the Sogedex Accessories subsidiary) as well as signature pads and support services. Based in Angers (France) with subsidiaries in Miami and Boston (United States), Mumbai (India), Singapore and Shanghai (China), Evolis is listed in Paris Stock Exchange (Euronext Growth) and earned sales of €76.9 million in 2016. The Company has more than 370 employees and is represented in 140 countries throughout the world.