

2017: A year of transformation, growth close to target

Full-year 2017 sales: €80m (+4.0%)

Fourth-quarter 2017 sales: €20.4m (-1.4%)

Angers, 30 January 2018. Evolis, world leader in plastic card customisation solutions, posted €80m in consolidated sales for full-year 2017, up 4% year-on-year.

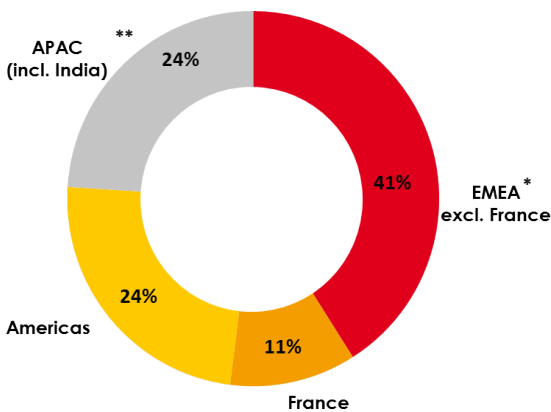
FAR-REACHING CHANGES TO STIMULATE GROWTH

The reorganisation of a number of our subsidiaries and a change in our governance were key events during the year. Christian Lefort was appointed group Managing Director. He is based in our head office in Angers, France. A wholly owned subsidiary of the Evolis group as of November 2017, Evolis India's sales and marketing function was reorganised with the appointment of a new Managing Director. Our Indian subsidiary has nonetheless maintained its sales practically steady at -0.7%. Sales in the Americas region dipped a slight -2.2%, in a year which saw us put together a new team in Boston.

89%
of sales generated
in the international
market
in 2017

SALES BY BUSINESS LINE

Consolidated sales (in €m) at 31 December 2017	2016	2017	Change
Channels	54.2	53.8	-0.7%
o/w Q4	13.6	13.1	-3.9%
Projects	18.4	21.7	17.7%
o/w Q4	6.0	6.1	0.4%
Others**	4.3	4.5	4.7%
o/w Q4	1.1	1.2	14.7%
Total	76.9	80.0	4.0%
o/w Q4	20.7	20.4	-1.4%



*Europe, Middle East, Africa

**Asia-Pacific, China, India

* Primarily accessories (Sogedex) and software (CardPresso).

DYNAMIC GROWTH IN PROJECTS CHANNELS STABLE IN 2017

The Channels business line declined -3.9% in fourth-quarter 2017. The decline was due primarily to a downturn in India, but growth was strong in the EMEA region. Business remained stable for the year as a whole (-0.7%) with €53.8m in total sales. The main impact on the Channels business line was the restructuring of our operations in India, which was offset by resilience in all other regions.

The Projects business line posted a 17.7% increase in sales to €21.7m for full-year 2017 and a stable fourth quarter. The business line's performance is especially impressive given that business had been impacted by decisions to defer projects in South America and in China. The EMEA region achieved a standout performance with robust growth, largely owing to bank projects in the Middle East and Africa and new Edikio solutions rolled out in large retailers across Europe.

SALES BY GEOGRAPHICAL REGION

Consolidated sales (in €m) at 31 December 2017	2016	2017	Change
EMEA	37.6	41.6	10.6%
o/w Q4	9.5	11.3	18.9%
Asia-Oceania (incl. India)	19.7	19.2	-2.5%
o/w Q4	6.4	4.8	-25.0%
Americas	19.6	19.2	-2.2%
o/w Q4	4.8	4.3	-10.4%
Total	76.9	80	4.0%
o/w Q4	20.7	20.4	-1.4%

*India was previously included in EMEA but is now part of the Asia-Oceania region, post-reorganisation

In geographical terms, sales slipped -1.4% to €20.4m in the fourth quarter, with a mixed picture by region.

2017 saw particularly robust growth in the EMEA region, with growth driven primarily by the Projects business line. In addition, initial results from the year-long reorganisation in the Americas are promising: growth in Latin America was +12.5%. Sales for full-year 2017 broke down as 89% in the international market and 11% in France.

The average €/€ parity was stable in 2017, whereas the impact of the €/INR exchange rate was negative in the amount of €203k.

OUTLOOK TO 2020

Emmanuel Picot, Chairman and CEO of Evolis said: "2017 sales are slightly under target. However, we are satisfied with this performance, in view of the restructuring projects implemented during the year affecting all regions in which we have a presence. These strategic undertakings have had a temporary impact on the group's performance. Evolis has the resources it needs to continue to grow: the right organisation, a clear growth strategy, as well as motivated and committed teams. Based on these 2017 results and our reorganisation drive, we confirm our guidance for €100m in annual sales by 2020."

In its next press release on annual results, Evolis will detail the impact of 2017 sales momentum and company restructuring projects on the group's profitability.

Next key date:

2017 Annual Results 19 March 2018 after market close

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ABOUT EVOLIS (Euronext Growth: ALTVO)

Evolis, a world leader, designs, manufactures, and markets a comprehensive range of plastic card personalization solutions. Evolis card printers come with 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), Singapore, Mumbai (India), Shanghai (China) and Tokyo (Japan), Evolis is listed on the Paris Stock Exchange (Euronext Growth) and reported sales of €80 million in 2017. The Company employs more than 375 people and markets its solutions in 140 countries around the world.