

## Sales in line with guidance

Nine-month 2017 sales: €59.6m (+6.0%)

Third-quarter 2017 sales: €19.0m (+1.1%)

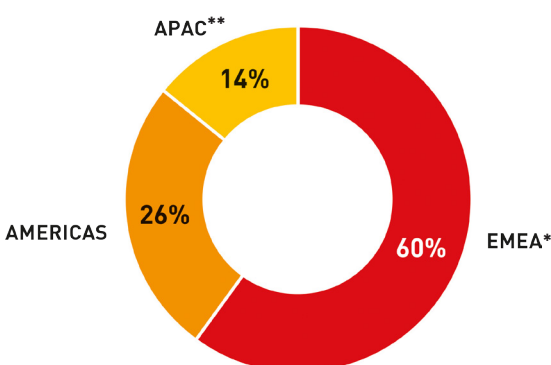
**Angers, October 10, 2017** - Evolis, world leader in plastic card customization solutions, posted sales of €19.0m in third-quarter 2017, up 1.1% year on year. Sales in the first nine months of 2017 totaled €59.6m, for an increase of 6.0%.

### SALES BY BUSINESS LINE

Consolidated sales in €m by 30/09/2017	2016	2017	Change
<b>Channels</b>	40.6	40.7	0.2%
o/w Q3	13.8	13.8	0.0%
<b>Projects</b>	12.4	15.6	25.8%
o/w Q3	4.0	4.1	2.5%
<b>Others*</b>	3.2	3.3	3.1%
o/w Q3	1.0	1.1	10.0%
<b>Total</b>	<b>56.2</b>	<b>59.6</b>	<b>6.0%</b>
o/w Q3	18.8	19.0	1.1%

\* Mainly accessories (Sogedex) and software (cardPresso).

88%  
international sales in  
Q3 2017



\*Europe, Middle-East, Africa  
\*\*Asia-Pacific

### SALES BY GEOGRAPHICAL REGION

Consolidated sales in €m by 30/09/2017	2016	2017	Change
<b>EMEA (incl. India)</b>	32.8	36.0	9.8%
o/w Q3	10.1	11.3	11.9%
<b>Asia-Oceania</b>	8.6	8.7	1.2%
o/w Q3	3.2	2.9	-9.4%
<b>Americas</b>	14.8	14.9	0.7%
o/w Q3	5.5	4.8	-12.7%
<b>Total</b>	<b>56.2</b>	<b>59.6</b>	<b>6.0%</b>

Business activity in the third quarter was consistent with the financial release of end-September.

**The Channels business line** remained stable in the third quarter, raising sales to €40.7m for the first nine months of the year, an increase of 0.2%.

**The Projects business line** grew 2.5% in third-quarter 2017 to €4.1m. As previously announced, Evolis is observing a time lag in decision making on major projects, specifically in China and South America.

Driven by the momentum of the first half of the year, the Projects business line achieved strong growth of 25.8% in the first nine months of the year.

**In geographical terms**, business activity in the third quarter trended differently according to region. The EMEA region (including India) posted growth of 11.9%, an achievement made all the more impressive by the fact that India's activity was impacted by the introduction of fiscal reform (GST), affecting the entire Indian economy. The Americas region generated sales of €4.8m in the third quarter. The downturn in the Projects business line in North America was offset in part by growth in the South America region. The Asia-Oceania region posted sales of €2.9m, with business activity impacted by project postponement.

## CONFIRMATION OF ANNUAL SALES GUIDANCE

Based on third-quarter performance, and consistent with the previously announced objectives, Evolis is maintaining its guidance of a 5% increase in sales in Fiscal Year 2017.

The Group is continuing to reinforce its structure abroad, notably by strengthening teams, reorganizing in the Americas region as well as in India and developing business in Asia. Evolis is confirming its guidance for €100m in annual sales by 2020.

Upcoming publication

Annual sales 2017:

30 January 2018 after market close

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### ABOUT D'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.