



Q1 2018 SALES
31 May 2018

LIMITATION OF LIABILITY

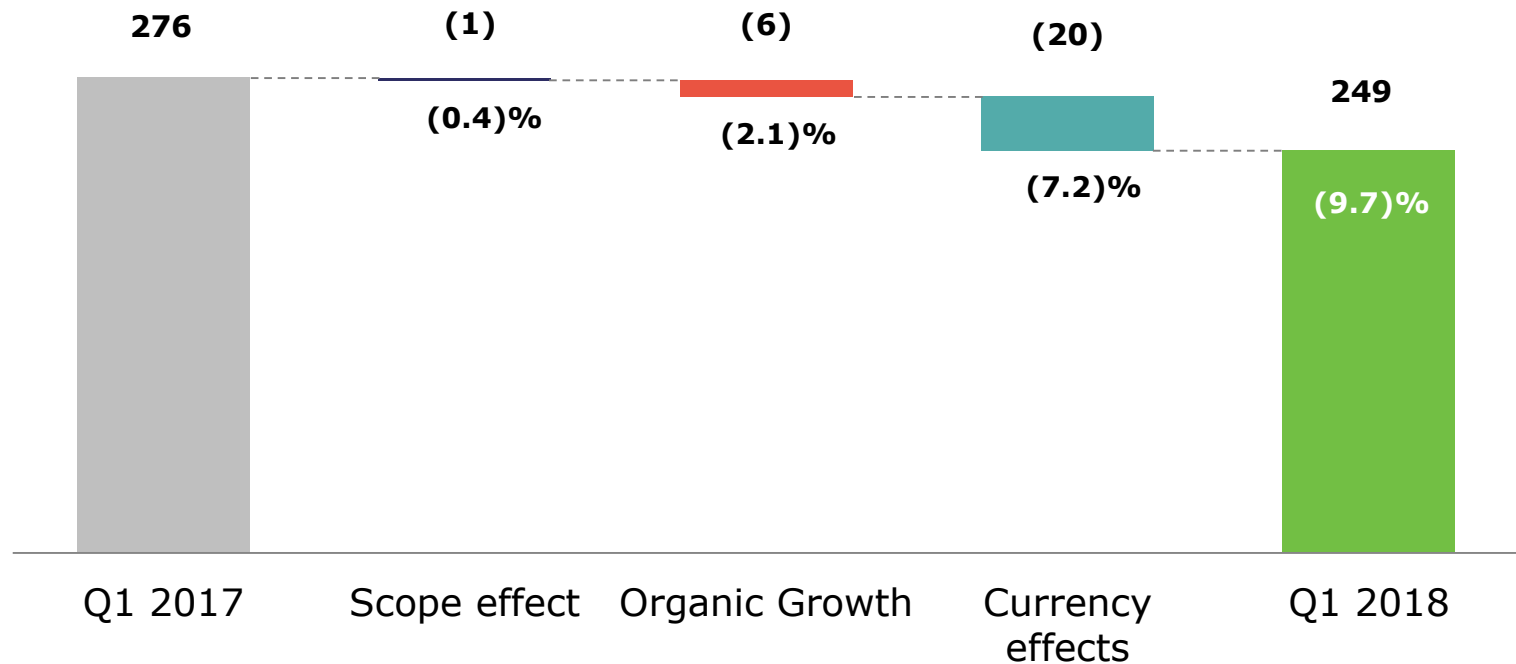
Forward-looking statement (Safe Harbour)

This presentation contains forward-looking statements (made pursuant to the safe harbour provisions of the Private Securities Litigation Reform Act of 1995), which, by their nature, involve a degree of risk and uncertainty. Forward-looking statements represent the company's judgement regarding future events, and are based on currently available information. Consequently the company cannot guarantee their accuracy and their completeness. Actual results may differ materially from those the company anticipated due to a number of uncertainties, many of which the company is not aware of. For additional factors that may cause the company's actual results to differ materially from expectations and underlying assumptions, please refer to the reports filed by the company with the Autorité des Marchés Financiers (French financial markets authority - AMF).

Q1 2018 SALES

Change in sales

(in € million)



Strong negative currency impact
Top line performance in line with 2018 indications

ENTERPRISE DIGITAL SOLUTIONS IN Q1 2018



▷ **Back to growth in CCM:**

- Growth in recurring revenues: maintenance and professional services
- New license sales at the same level as last year

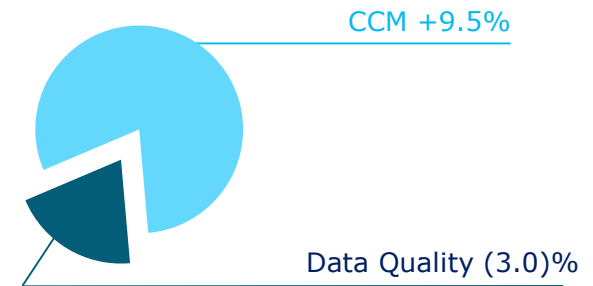
▷ **Decline in Data Quality:**

- Re-engineering of the offer at Human Inference
- Satori performance is related to mail volume to a certain extent

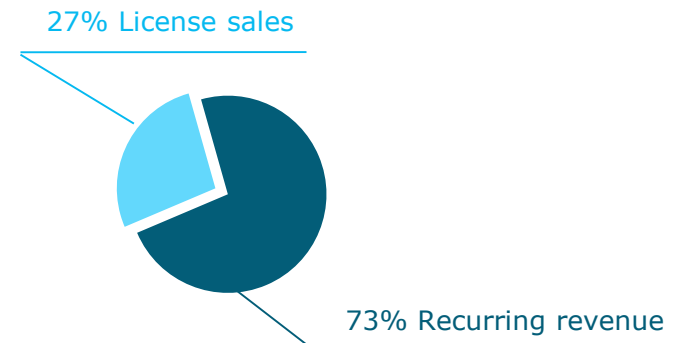
Projected low-single digit organic growth in 2018

Total sales: €31m
Organic change versus Q1 2017: +6.7%

Sales by product line



Sales by type of revenue



NEOPOST SHIPPING IN Q1 2018



▷ Packcity's revenues accelerated

- Thanks to the strong deployment of parcel lockers in Japan in 2017

▷ CVP-500

- No machine sold in Q1 2018, same as Q1 2017

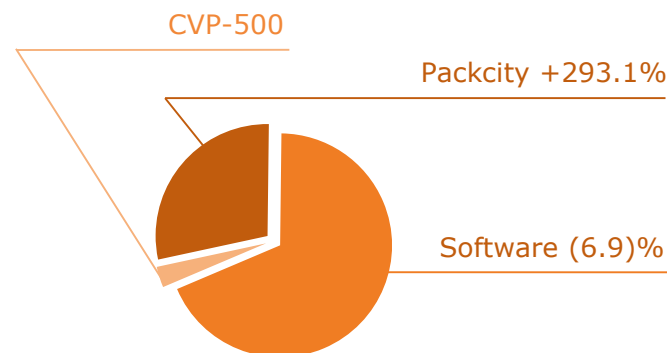
▷ Shipping Software

- Gradual withdrawal of some applications
- Temando: launch of Magento shipping module in April 2018

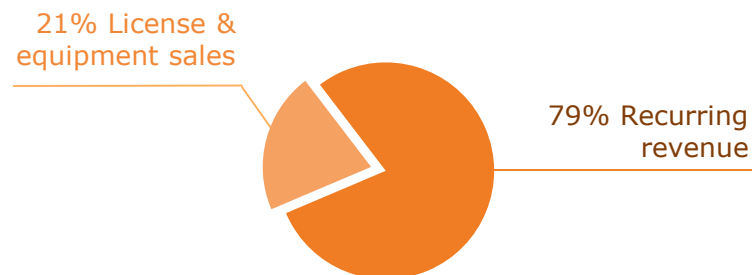
Expected double digit organic growth in 2018 but significantly below Q1 2018

Total sales: €13m
Organic change versus Q1 2017: +21.1%

Sales by product line



Sales by type of revenue



SME SOLUTIONS IN Q1 2018



▷ **Further decline in line with historical trends in Mail Solutions:**

- Limited decline in North America
- Stronger decline in Europe (UK and Nordics)

▷ **Decline in Graphics:**

- Partly related to the loss of a large maintenance contract in Australia

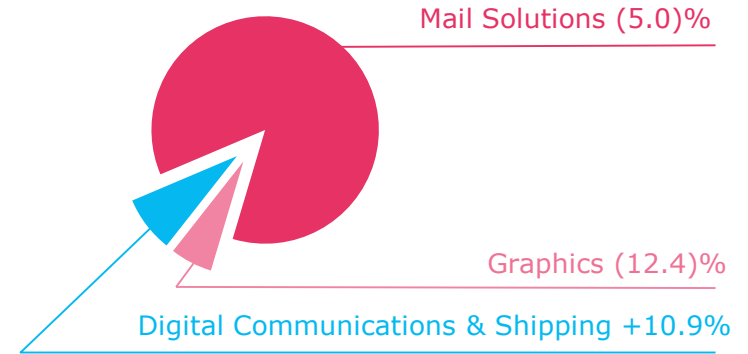
▷ **Digital communications and shipping solutions:**

- Double digit growth
- Strong performance of digital communication software (OMS and Neotouch)

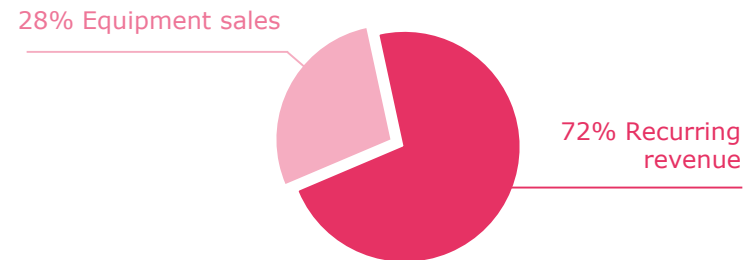
Further organic decline expected in 2018

Total sales: €210m
Organic change versus Q1 2017: (4.3)%

Sales by product line

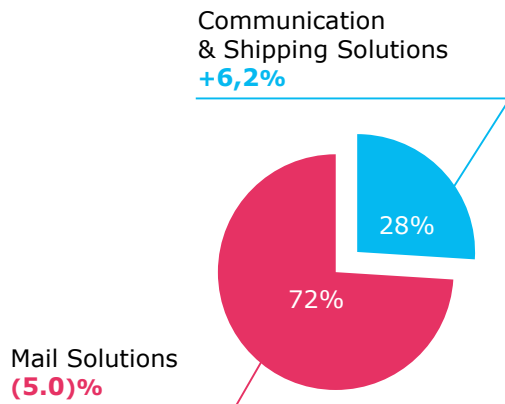


Sales by type of revenue

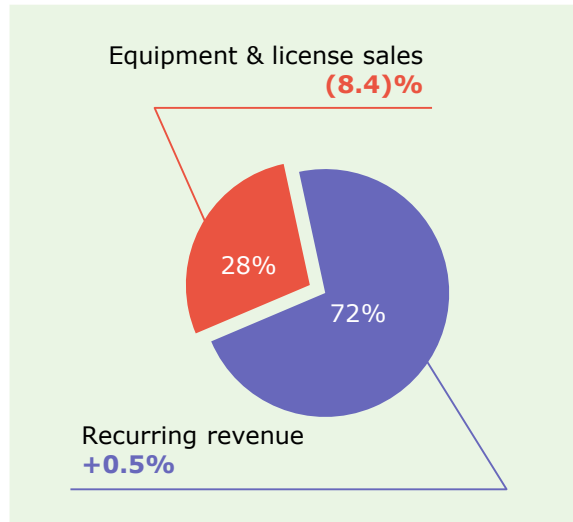


Q1 2018 SALES BREAKDOWN

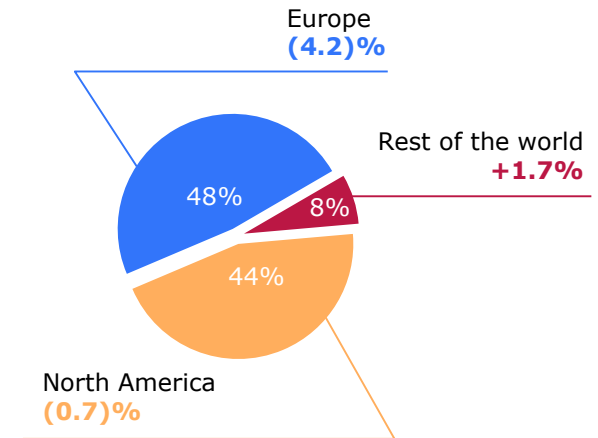
SALES PER ACTIVITY
ORGANIC CHANGE



SALES PER REVENUE TYPE
ORGANIC CHANGE



SALES PER REGION
ORGANIC CHANGE



North America virtually stable and slight growth in recurring revenues

CONFIRMATION OF INDICATIONS FOR 2018

▷ **Organic top line decrease**

- Enterprise Digital Solutions: low-single digit growth
- Neopost Shipping: double-digit growth but significantly below Q1 2018 performance
- SME Solutions:
 - Mail Solutions: -4% to -6%
 - Graphic activities: further decline
 - Digital communication & Shipping solutions (excluding graphic activities): double-digit growth









▷ **EBIT**

- Around 18% on the basis of maintained level of investments

▷ **High level of operating cash flow**

APPENDIX

Q1 2018 SALES BY DIVISION

| | Q1 2018 sales | | | | | Q1 2018 organic growth | | | | |
|------------------------------------|---|---|---|------------|--|---|---|---|--------------|---|
| | EDS | Shipping | SME Solutions | Elim. | Total | EDS | Shipping | SME Solutions | Elim. | Total |
| <i>In € million</i> |  |  |  | |  |  |  |  | |  |
| Mail Solutions | | | 180 | | 180 | | | (5.0)% | | (5.0)% |
| Communication & Shipping Solutions | 31 | 13 | 30 | (5) | 69 | +6.7% | +21.1% | (0.1)% | +3.6% | +6.2% |
| Total | 31 | 13 | 210 | (5) | 249 | +6.7% | +21.1% | (4.3)% | +3.6% | (2.1)% |

Return to growth

Double-digit growth driven by Packcity

Organic growth excluding Graphics: +10.9%