

RECORD SALES LEVELS IN THE 4TH QUARTER OF 2006 AND OVER THE FULL YEAR

- Fourth quarter sales up 14.9% excluding currency effects
- Full year sales up 11.9% excluding currency effects

OUTLOOK: CONTINUED PROFITABLE GROWTH

- 2006: Current operating margin expected to be close to 26%
- 2007: Sales growth expected over 4% excluding currency effects

Paris, 6 March 2007

Neopost, the European leader and number two worldwide supplier of mailroom solutions, today announced consolidated sales of €246.2m for the 4th quarter of 2006 (three months ended 31 January 2007), an increase of 11.0% on the same period in 2005. Excluding currency effects, sales rose 14.9%. Over the full 2006 financial year, Neopost generated sales of €918.5 million, up 11.9% at constant exchange rates.

Jean-Paul Villot, Neopost's Chairman and CEO, noted, "*We enjoyed record sales levels in 2006. The strong growth we generated in all our markets is a further demonstration of the relevance of our business model for profitable growth. This performance confirms our ability, year after year, to capitalise on the developments in the postal industry and the market opportunities that it creates.*"

Sales

(€m)	Q4 2006	Q4 2005	Change	Change excl. currency impacts	Total 2006	Total 2005	Change	Change excl. currency impacts
North America	100.1	97.9	+2.2%	+11.6%	377.1	333.9	+13.0%	+15.3%
France	75.0	60.7	+23.6%	+23.6%	252.1	240.9	+4.7%	+4.7%
UK	32.3	30.0	+7.8%	+5.9%	148.9	118.7	+25.4%	+24.9%
Germany	15.8	14.3	+10.6%	+10.6%	56.0	53.5	+4.7%	+4.7%
Rest of the world	23.0	19.0	+20.9%	+21.5%	84.4	80.3	+5.1%	+5.4%
Total	246.2	221.9	+11.0%	+14.9%	918.5	827.3	+11.0%	+11.9%

WE VALUE YOUR MAIL

North America

Sales grew 11.6% excluding currency effects in the 4th quarter of 2006, despite the fact that the 4th quarter of 2005 had benefited from a postal rate change in the US.

Over the full year, sales were 15.3% higher excluding currency effects, reflecting Neopost's competitiveness and dynamic marketing approach to the decertification programmes that came to an end in December 2006 in the USA and Canada.

France

As expected, fourth quarter sales grew very strongly and were 23.6% higher than in the fourth quarter of 2005.

The effects of the basis of comparison from one quarter to another evened out over the year. Sales for the full year 2006 showed a solid growth of 4.7%

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Excluding currency effects, sales rose 5.9% in the 4th quarter of 2006 compared to the same period in 2005.

For the full year, sales were 24.9% higher, reflecting the excellent performance over the first nine months of the year, driven by Neopost's ability to adapt its offering to the new postal rating system in the UK (based on both weight and dimension of a piece of mail). Sales also benefited from an 'echo' effect of the 2001-2002 decertification.

Germany

In Germany the group continued to generate very strong growth, with fourth quarter sales 10.6% higher than in the fourth quarter of 2005.

Over 12 months, sales were up 4.7% from the high level achieved in 2005 which had benefited from significant additional sales generated by the German post office's programme of financial incentives for the installation of new franking machines.

Rest of the world

Excluding currency effects, sales in the 4th quarter of 2006 grew strongly, rising 21.5% on the 4th quarter of 2005.

For the full year, sales were 5.4% higher. This was due to the fact that the first three quarters of 2005 saw particularly strong sales, due in particular to decertification programmes in the Netherlands and Switzerland.

Prospects

These record sales figures have enabled the group to refine its guidance on current operating margin, which is now expected to be close to 26% of sales for 2006 as a whole.

In 2006, Neopost took advantage of very significant market opportunities in the USA, Canada and the UK, three countries accounting for 57% of its total sales. These opportunities will not be repeated in 2007. Sales could however benefit from a change in the method of postal rating system currently under discussion in the USA, which would translate into a pricing structure based on both the size and weight of a piece of mail.

Setting aside this possible change in the USA, Neopost estimates that its sales are likely to grow by more than 4% before currency effects in 2007, thanks to the growing contribution from services (maintenance, supplies and financial services) and the group's own strong dynamics.

If the proposed changes to the postal rating system structure in the USA do come into force, Neopost estimates that this could boost growth by one or two percentage points in 2007 (before currency effects).

In conclusion, Jean-Paul Villot said, "*Beyond decertification programmes, which boost sales growth at Neopost, there are a growing number of technological and regulatory changes taking place in our market, which will create new opportunities and support our confidence in our future. Within this context, 2007 is shaping up to be another good year, which will be all the more remarkable given the records we have set in 2006.*"

Forthcoming events

Full year earnings figures will be published after the market closes on 27 March 2007.

Sales figures for the 1st quarter of 2007 will be published after the market closes on 5 June 2007.

NEOPOST

NEOPOST IS THE EUROPEAN LEADER and number two worldwide supplier of mailing solutions. It has a direct presence in 14 countries, with more than 4,900 employees, and annual sales of €918.5m in 2006. Its products and services are sold in more than 90 countries, and the group has become a key player in the markets for mailroom equipment and logistics solutions.

Neopost supplies the most technologically advanced solutions for franking systems, folders, inserters and addressing as well as logistics management and traceability. Neopost also offers a full range of services, including consultancy, maintenance and financing solutions.

Neopost is listed in the **A compartment** of Eurolist by Euronext Paris. Its market capitalisation is €3.1bn.

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