

NEOPOST RANKS AMONG THE TOP FRENCH SOFTWARE PUBLISHERS AND DEVELOPERS

- Neopost sits in 4th position in “horizontal” publishers’ category
- Neopost sits in 12th position in overall publisher rankings

Paris, 17 October 2014

Neopost, a global supplier of Mail Solutions and a major player in the fields of Communication and Shipping Solutions, today announced coming in 4th position in the French “horizontal” publishers’ rankings, i.e. offering solutions to all business sectors. The Group also ranked 12th amongst the Top 250 French software publishers and developers. The 2014 edition of Top 250 Panorama, carried out by Syntec Numérique (French trade association for software companies) and EY, ranked the French software publishers and developers according to their 2013 sales in software publishing.

Neopost’s activity in the software sector, which represented sales of over 120 million Euros in 2013, is growing fast. The Group’s portfolio of solutions includes three fields:

- Data Quality, particularly address quality and Master Data Management;
- Customer Communication Management, production and delivery of relevant communication across any channel;
- Management of information related to logistics flows, particularly providing parcel shipment and tracking solutions.

Neopost software solutions are included within the Communication and Shipping Solutions (CSS) activities, which today represent 20% of total sales *versus* 8% in 2011. Since 2012, the Group has been engaged in a transformation process aiming to achieve 30-35% of its total sales from CSS activities by 2016-2018. Its strategy relies on targeted acquisitions and pursuing its own developments, like Packcity, a system of automated parcel lockers for the e-commerce industry. The strong growth in CSS activities also comes from the development of commercial synergies between the dedicated units of the Group, which market software solutions to their large customers, and the Neopost distribution network which has started offering these solutions to its SME customer base.

Denis Thiery said: ***“Since 2012 we have been investing in the field of software solutions and enhancing our offers to meet our customers’ needs, in particular challenges they are facing in managing data quality, multiplication of communication channels and greatly increasing parcel volumes. Our strategy is paying off and we are already occupying leading positions in the market segments we have selected. We are very proud to sit in 12th position in the French software publishers’ rankings as well as 4th position in the “horizontal” publishers’ category.”***

Calendar

Q3 sales will be published on 1 December 2014 after market close.

ABOUT NEOPOST SOFTWARE SUPPLIES

Neopost provides software solutions developed by its specialised subsidiaries across three business lines:

- Data Quality: address quality (Satori Software), location-based data quality (DMTI Spatial), Master Data Management (Human Inference)
- Customer Communication Management: the Inspire software suite, developed by GMC Software Technology, ranked number 2 in the Gartner's Magic Quadrant for Customer Communication Management, and number 1 according to Forrester Research in the field of Document Output for Customer Communication Management
- Management of information related to logistics flows: shipping solutions and tracking systems relating to logistics flows (Neopost ID), multi-carrier parcel shipping solutions (ProShip)

ABOUT NEOPOST

NEOPOST is a global supplier of Mail Solutions, as well as a major player in the fields of Communication and Shipping Solutions. As a specialist provider of mailroom equipment, Neopost supplies the most technologically advanced solutions for metering, folding/inserting and addressing, providing a full range of services, including consultancy, maintenance and financing solutions. Neopost is also progressively building a portfolio of new activities to enhance its offering and support its clients' needs in the fields of Customer Communications Management, Data Quality and Logistics Solutions. With a direct presence in 31 countries and 6,200 employees, Neopost posted annual sales of €1.1 billion in 2013. Its products and services are sold in more than 90 countries.

Neopost is listed in Compartment A of Euronext Paris and belongs notably to the SBF 120 index.

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