



## BALYO announces its sales revenue as at September 30, 2018: +47% to €14.7 million

- Record number of orders received in a quarter: €8.4 million
- Order book reach an all-time high of €23.0 million as at September 30, 2018

**BALYO will host a conference call today at 6:30 PM.**

**To participate, please dial +33 (0) 1 70 71 01 59 followed by the PIN code 63154939#.**

Ivry-sur-Seine, France, October 30, 2018, 6:00 PM CET – BALYO (FR0013258399, Ticker: BALYO, eligible for the PEA-PME plan), a technological leader in the design and development of innovative robotic solutions for material handling trucks, announces its sales revenue today as at September 30, 2018 as well as for Q3 2018.

**Fabien Bardinet, Chairman and Chief Executive Officer**, stated: *“Once again, our growth was solid over the quarter and continues at the steady rate we have seen since the beginning of the year, reflecting the success of the deployment of BALYO’s innovative robotic solutions in the warehouses and plants of global industry leaders. With the arrival of our new Chief Manufacturing Officer and our stronger hiring strategy, we are now in a position to progressively step up our delivery rate. Order book has also reached an all-time high, demonstrating the keen interest of a rising number of major industry and logistics operators in BALYO’s technology. Based on this growing interest, along with our solid deployment capabilities, we are confident about our short and medium-term business prospects.”*

<i>In millions of euros</i>	<b>2018</b>	<b>2017</b>	<b>Change (%)</b>
Q1 sales revenue	4.5	2.1	+116%
Q2 sales revenue	5.2	4.1	+25%
Q3 sales revenue	<b>5.0</b>	<b>3.7</b>	<b>+33%</b>
<b>Sales revenue as at September 30</b>	<b>14.7</b>	<b>10.0</b>	<b>+47%</b>

\* Unaudited data

### **Business activity in Q3 2018**

BALYO’s dynamic performance continued in the third quarter, achieving sales revenue of €5.0 million, a 33% increase compared to Q3 2017. As at September 30, 2018, BALYO recorded sales revenue of €14.7 million, a 47% increase compared to the same period of 2017.

### **Order book reach an all-time high of €23.0 million**

BALYO achieved a record level of business activity as a result of the numerous orders received in Q3 2018. As was the case in the previous quarter, BALYO did not receive any grouped purchase orders over the three summer months, once again demonstrating that an increasing number of businesses are adopting its technological solution.



Taking into account Q3's record orders totaling €8.4 million, order book as at September 30, 2018 amount to €23.0 million, a 31% increase compared to the same period of 2017.

This momentum augurs well for future orders. As the robotization of warehouses is of strategic importance and BALYO is a leader in this area, opportunities for the Group to interact with key decision-makers in major industrial groups are increasing steadily. Furthermore, the advantages the technological flexibility of BALYO's solution presents are particularly sought-after as its integration into existing logistics flows and our customers' software infrastructure is simple and rapid. Finally, with more than 150 projects currently in the delivery phase on the three continents, the Group's growth prospects are exceptional.

### Strategy and outlook

BALYO intends to make up for part of the delays recorded in first half of 2018 in Q4 thanks to structural investments, including the strategic appointment of a Chief Manufacturing Officer and a stronger HR policy. Based on these positive dynamics and upward order trend, the Company once again confirms its roadmap to 2022 and the €200 million sales revenue objective for the same period.

**Next financial release: annual sales revenue for 2018.** Publication scheduled for January 31, 2019.

### ABOUT BALYO

BALYO transforms standard forklift trucks into standalone intelligent robots thanks to its breakthrough proprietary Driven by Balyo™ technology. The geoguidance navigation system developed by BALYO allows vehicles equipped with the system to locate their position and navigate autonomously inside buildings. Within the automated handling vehicle market, BALYO has entered into two strategic agreements with Kion Group AG (Linde Material Handling's parent company) and Hyster-Yale Group, two major operators in the material handling sector. BALYO is present in three major geographic regions (Americas, Europe and Asia-Pacific). Its sales revenue reached €16.4 million in 2017. For more information, please visit our website at [www.balyo.com](http://www.balyo.com).



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