



## BALYO announces its sales revenue for Q3 2017: €3.74 million

- €7.78 million in new orders placed in Q3 2017
- €20 million in total orders placed as at September 30, 2017: an increase of 25% vs. June 30, 2017
- Confirmation of the 2017 sales target of €15 million

Moissy-Cramayel, France, Woburn, MA, United States, October 31, 2017, 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 for Q3 2017 today.

**Fabien Bardinnet, Chairman and Chief Executive Officer**, stated: *"New orders grew significantly this quarter thanks to sustained active marketing and sales of our robotic solutions and the bolstering of our teams, allowing us to absorb new demand. We will take advantage of this momentum to progressively reduce the lead time from the date an order is placed to the deployment of the solution at our end customers to less than nine months. Thanks to the solid level of revenue generated in the first three quarters of 2017, we are optimistic about our year-end results and the achievement of the first objective established at the time of the IPO."*

In millions of euros	Q3 2016	Q3 2017
▪ Sales revenue*	€0.92 million	€3.74 million

\* Unaudited data

### Business activity in Q3 2017

The continued solid growth of BALYO's business resulted in sales revenue of €3.74 million in Q3, a clear increase compared to the €0.92 million in sales revenue of Q3 2016. Nine month 2017 sales totaled €9.97 million compared to €2.99 million over the first nine-months of 2016.

To meet its customers' demand, BALYO hired 19 employees during the period, bringing the total workforce to 130 as at September 30, 2017, compared to 111 on June 30, 2017. The Company has also added to its executive team by hiring Karim Mokaddem as Chief Technology Officer (CTO) and appointing Pascal Riailand to the position of Chief Operating Officer.



## €20 million in orders placed

Thanks to new orders in the amount of €7.8 million placed in Q3 2017, overall orders as at September 30, 2017 total €20 million, compared to €16.1 million as at June 30, 2017 and €14.5 million as at March 31, 2017.

The progressive increase in our deployment capabilities - a strategic priority successfully achieved since the beginning of the year - has allowed the Company to sustain the sales momentum, resulting during the period in new orders in the amount of €7.8 million, compared to €5.6 million and €5.4 million respectively in Q2 and Q1 2017.

More specifically, new solutions will be deployed at leading global industrials that already use BALYO's robotic solutions.

## Strategy and outlook

Following the appointment of Karim Mokaddem - the former Director of PSA Peugeot Citroën's Research and Engineering Department - as CTO, BALYO has stepped up its R&D, in particular in the field of 3D vision systems and traffic management.

### Next event



## 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 reached €5.2 million in 2016. Its target for 2017 is to generate more than €15 million in sales. For more information, please visit our website at [www.balyo.com](http://www.balyo.com).



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