



BALYO strengthens its management team to support its high-growth strategy

- **Karim Mokaddem newly hired as Chief Technology Officer (CTO)**
- **Pascal Rialland appointed Chief Operating Officer (COO)**

Moissy-Cramayel, France; Woburn, MA, United States, October 3, 2017, 6:00 pm CEST – **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 today the hiring of Karim Mokaddem as CTO and the appointment of Pascal Rialland as COO.

Fabien Bardinet, Chairman and Chief Executive Officer, stated: *"By strengthening our management team, we have consolidated the bases for continued high growth. We are particularly delighted to have Karim join us. His experience in leading major technological projects in the automotive industry will boost our capacity for technological innovation. Pascal's expertise in sales development and the management of international operations, along with his extensive knowledge of the world of robotics and logistics, will benefit the Company's global development. Based on this new organization, BALYO will actively pursue its development and the sales of its robotics solution for material handling trucks, a key driver of digital factories."*

Karim Mokaddem (49 years old) joined BALYO on September 18, 2017 as Chief Technology Officer. He will be responsible for R&D, innovation and new business incubation in BALYO's different markets. Karim Mokaddem started his career in 1996 as an engineer, then project leader at the *Institut Français du Pétrole* (IFP) in the field of automotive research. He then moved to PSA Peugeot Citroën in 1999, where he held different positions in Research and Engineering: Department Director, Advanced Diesel Powertrain Projects Manager and Scientific Program Manager. In 2011, Karim Mokaddem was appointed Executive Manager of the Hybrid Air Project and its business development at PSA Peugeot Citroën, and also President of TECHNOBOOST, an innovative joint venture put in place by PSA Peugeot Citroën and the French Government dedicated to the development of clean technologies. In 2015, he joined AAQIUS, a Swiss company specialized in clean technologies, as the General Manager to create and head AALPS CAPITAL, a technology investment fund involved in global hydrogen-based mobility. Karim Mokaddem graduated as an engineer from the *Ecole Centrale de Nantes*, and has a PhD in Physics from the *Ecole Centrale de Paris* and an EMBA from London Business School.

Pascal Rialland (41 years old) is the former EMEA Director at BALYO. He started his career in 1998 at SODIAAL in the US before joining Capgemini as a consultant. As of 1999, he held a number of positions at Altran, in particular as a Manager, then as a Regional Director in Ireland, Germany and China. From 2009 to 2015, Pascal Rialland worked as a freelance consultant, and from 2011 to 2012, based in London, he managed operations and the reengineering of a solar services business. In 2013, he worked at EK Automation to develop their business in France, Spain and Benelux. In 2015, Pascal Rialland was appointed BALYO's Marketing Director, then EMEA Director in 2016. Pascal Rialland has a Master's in Industrial and Food Engineering from ENSAT, Toulouse (1998), and an MBA from INSEAD and Tsinghua University in Beijing (2009).



Next financial release: sales revenue for the third quarter on October 31, 2017, after the market closes.

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.



CONTACTS

BALYO

Stanislas Piot
Financial Director
investors@balyo.com

NewCap

Financial Communication and Investor Relations
Pierre Laurent/Louis-Victor Delouvrier
Tel: +33 1 44 71 98 53
balyo@newcap.eu