



Strong growth of revenue continuing for the third quarter 2017-2018 (+25% to €33.3 million)

PlanetArt: growth confirmed in the third quarter: +37%¹ to €23.4 million

myDevices: impact of initial earnings from the Sprint deal

Paris, France – 15 May 2018. The Claranova group has continued its growth initiated a number of quarters ago, announcing consolidated revenue of **€33.3 million** for the third quarter 2017-2018 (1 January to 31 March 2018); an increase of **25%** at constant exchange rates.

<i>(in millions of euros)</i>	January-March 2018	January-March 2017	Δ	Δ at constant exchange rates
PlanetArt	23.4	18.7	25%	37%
myDevices	1.2	0.7	77%	97%
Avanquest Software	8.6	9.4	-8%	-4%
Revenue	33.3	28.8	16%	25%

This third quarter of the 2017-2018 financial year saw the first **monetisation of Cayenne** for myDevices (Internet of Things - IoT), with the first income generated from the agreement with US telecoms operator Sprint for the sale of "**IoT in a Box**" solutions. The myDevices revenue amounted to €1.2 million for this quarter. **The agreement signed with Sprint early 2018 contributed US\$1 million over the quarter.** The platform designed by myDevices for Sprint was launched on 4 May, just four months after the agreement was announced, allowing myDevices to take over the full management of the Sprint IoT Factory platform for the United States.

PlanetArt has continued to drive the Group's business with excellent performance. The division's income grew by **37%¹** compared to the third quarter of the previous financial year, and now stands at €23.4 million. Revenue for the nine months totalled **€92.6 million**, representing growth of 46%¹. This growth has benefited from the success of the mobile apps **FreePrints** and **Photobooks** in particular. The extensive and robust customer base for these apps provides the Group with growing recurring revenue, allowing it to ease up on the marketing spend and dedicate investment to the acquisition of new customers. The Group is channelling a portion of its resources into preparation work for the launch of Freeprints in India before the end of the year.

Acquisitions announced end of March have yet to have an impact on third quarter revenue for the **Avanquest** division, which unsurprisingly posted a slight downturn at €8.6 million. **The shift of this business towards the monetisation of traffic** will continue to kick in with the integration of the three Canadian companies where the Teams are currently working on the implementation of the synergies expected as part of this merger. The first effects are awaited in 2018-19, and notably include a significant improvement in profitability for the Avanquest division, in perfect keeping with Group strategy.

¹ At constant exchange rates

Pierre Cesarini, CEO of the Claranova Group, declared: "*Beyond the strong growth for the Group's business, once again driven by the success of our mobile printing solutions, this third quarter really has been marked by the monetisation of our Internet of Things business. We are very happy with our relations with Sprint and the cooperation between teams, which resulted in the launch of the first business solutions by our partner beginning of May.*"

Next events:

Annual revenue 2017-2018: 8 August 2018

About Claranova:

A global Internet and mobile player, Claranova is one of the few French companies in this sector to post sales of over €130 million, more than half of which is generated in the United States. Claranova focuses its strategy on three areas of business – digital printing through the Group's PlanetArt division, management of the Internet of Things (IoT) via the myDevices division and e-commerce through the Avanquest division:

- *PlanetArt: A world leader in mobile printing, specifically via the FreePrints offer – the cheapest and simplest way to print photos from a smartphone – FreePrints is already a must-have for several million customers, a figure that has grown every year since its launch;*
- *myDevices: solutions for Internet of Things (IoT). Creator of Cayenne, myDevices' mission is to simplify the connected world by deploying vertical IoT solutions and by assisting companies with the design, prototype, and commercialisation of their own IoT solutions;*
- *Avanquest: the Group's legacy activity covering the distribution of third-party software, a business that is shifting towards the monetisation of Internet traffic.*