

## DRONE VOLT

### Record gross margin in 2017 with a turnover that is still growing

Villepinte - France, January 15, 2018

**DRONE VOLT, the French manufacturer of professional industrial drones, announces its unaudited turnover and gross margin for financial year 2017. Driven by the sales from DRONE VOLT FACTORY production, and particularly those abroad, the Group's sales and gross margin reached an all-time high.**

Non-audited data in keuros – IFRS standards	2016	2017	Variation
Turnover	6 820	7 778	+14%
<i>Of which is International</i>	2 728	3 805	+39%
Gross margin	1 500	1 950	+30%
<i>Gross margin rate</i>	22%	25%	+3 points

**Annual turnover reaches 7.8 million Euros, up +14% in one year**, following a +90% increase in the previous year. The Group's sales has been multiplied by more than 4.5 times in just 3 years, while gradually reducing its exposure to low-margin third-party products.

This turnover includes only a marginal contribution from AERIALTRONICS, a Dutch high-tech company whose main assets were acquired in September 2017. AERIALTRONICS has notably developed the ALTURA ZENITH, a professional industrial drone equipped with the PENSAR camera driven by Artificial Intelligence and specially adapted to surveillance issues, public safety and the fight against terrorism.

International markets remain the main driver of development. In 2017, sales outside France increased by 39% and accounted for 49% of total sales, confirming the tremendous potential beyond the domestic market.

**Within the same year gross margin has progressed by 30% reaching 2.0 million euros and 25% of the overall sales (+3 points).** DRONE VOLT takes full advantage of a commercial policy clearly oriented towards professionals (75% of the turnover is B2B) and a focus on strategic construction and security markets, where the products and services developed by the Group bring high added value. This trend will be confirmed over the next few years thanks to the continuous growth of DRONE VOLT FACTORY, DRONE VOLT SERVICES and DRONE VOLT ACADEMY.

During this year, DRONE VOLT thus manufactured and marketed 72 drones from the DRONE VOLT FACTORY, based in France, with an average sales price of around 15,000 euros.

#### CES 2018 Las Vegas: An example of this new policy

The 2018 financial year, which has just begun, must confirm DRONE VOLT's ability to be part of a profitable growth dynamic. The Group's participation at the CES, the world's largest electronic trade show, which has just closed its doors in Las Vegas, is a perfect illustration of the implemented policy.

DRONE VOLT was present at its catalogue's flagship Drones on the booth of its main commercial partners in the United States, including the powerful STAMPEDE group: the AERIALTRONICS ALTURA ZENITH drone, the "intelligent" AERIALTRONICS PENSAR camera, the DRONE VOLT HERCULES 10 in SPRAY version and the DRONE VOLT JANUS 360 VR. These must be important providers for growth with the promise of gross margin supported by a strong level of integrated innovation.

At the same time, the strategic choice to be present on a partner's booth creates great visibility for DRONE VOLT products while significantly reducing exhibition costs (an estimated savings of 100 K€).

By pursuing this double ambition for growth in high value-added products and healthy cost control, DRONE VOLT is moving towards an operational equilibrium by the end of the year.

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## About DRONE VOLT

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Founded in 2011, and with offices in France, Benelux, Canada, Denmark, the United States and Switzerland DRONE VOLT is specialized in the design and commercialization of civilian drones for professional use. As a global partner, it offers its customers turn-key professional solutions, including a variety of services and pilot training.

This young innovative company had a turnover of 7.8 million Euros in 2017 and is the leading audiovisual drone manufacturer. It also provides administration and industrial services for aerial photography. Its customers include FRANCE TELEVISIONS, TF1, Gendarmerie des Transports Aériens (GTA), POINT.P, etc. DRONE VOLT has been qualified as an "Innovative Enterprise" by Bpifrance.

**DRONE VOLT is listed on the Euronext Growth market in Paris:**

Action: Mnemonic: ALDRV.PA - ISIN code: FR0013088606 - Eligible: PEA, PEA-SME

BSA: Mnemonic: DRVBS - ISIN code: FR001286054



For more information go to [www.dronevolt.com](http://www.dronevolt.com)

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