

DRONE VOLT

Sales and gross profit from high value-added activities multiplied by 5x in Q1 2019

Full year objectives confirmed

- Consolidated sales up +5%
- Consolidated gross profit up +59%
- The Group is aiming to record over 25% sales growth and approach operating breakeven by yearend 2019

Villepinte, April 15, 2019

DRONE VOLT, an expert in onboard artificial intelligence and French aeronautical manufacturer specializing in professional civilian drones, has announced its commercial results for Q1 2019.

Olivier GUALDONI, chairman / CEO of DRONE VOLT, said that “we recorded our second consecutive quarter of growth in consolidated sales, thereby confirming our successful shift from distributor to manufacturer of intelligence solutions offering high added value. Additionally, the depth of our product offer and our winning decision to position ourselves on profitable market segments such as security and public services have contributed to lifting our gross profit margins to over 50% for the last three quarters. In this context, DRONE VOLT is enabling major groups to meet the new CSR environmental and sustainable development standards and reduce employee exposure to workplace hazards.

These preliminary results are all the more encouraging given that we are only at the beginning, boosted by a market that is estimated to reach USD43 billion in 2024¹. This lends support to our ambitions for FY 2019.”

Unaudited figures in €K – IFRS standards	Q1 2018	Q1 2019	Variation
Consolidated sales	1,670	1,760	+5%
o/w DRONE VOLT FACTORY, SERVICES & ACADEMY	187	896	+379%
o/w Distribution	1,483	864	-42%
Gross profit	413	658	+59%
o/w DRONE VOLT FACTORY, SERVICES & ACADEMY	87	449	+417%
o/w Distribution	326	209	-36%
Gross profit margin	25%	37%	+12 points
o/w DRONE VOLT FACTORY, SERVICES & ACADEMY	46%	50%	+4 points
o/w Distribution	22%	24%	+2 points

¹ Source : DRONEII.com

High valued-added activities multiplied by 5x

DRONE VOLT's strategic businesses (DRONE VOLT FACTORY, SERVICES & ACADEMY) showed remarkable growth of +379% in Q1 2019 and for the first time contributed more revenues than the distribution activities. The Group notably assembled and delivered 18 drones and 13 PENSAR cameras over the first three months of the year (vs. only six drones and four PENSAR cameras in Q1 2018). DRONE VOLT is contributing to the respect of the environment by replacing helicopters by zero carbon emission drones for certain inspection missions.

Q1 2019 sales, including the historical distribution business, equaled €1,760k, up +5%.

New increase of +59% in consolidated gross profit

The strategic manufacturing (drones and intelligent cameras) and services (R&D department, maintenance and training) businesses generated gross profit of €449 in Q1 2019, up +417% year-on-year.

DRONE VOLT's total gross profit rose +59% compared to Q1 2018. The Group's gross profit margin reached 37% of sales in Q1 2019 vs. 25% in Q1 2018. This margin was boosted by the FACTORY, SERVICES & ACADEMY segment, which recorded a margin of 50%.

Favorable outlook

Looking beyond the Q1 2019 billings, DRONE VOLT won several major contracts that should contribute to sales over the coming quarters.

The Group has not yet benefited at this point from the promising partnership agreements announced since the beginning of the year, notably in anti-drone solutions for a global sensitive site protection offer or with NEXTER (through its Nexter Robotics subsidiary) for the combination of an aerial drone and a land-based drone to create a unique civil and military surveillance solution.

In this favorable context, DRONE VOLT is confirming its goal for over 25% growth in consolidated sales in FY 2019 and an improvement in its gross margin in order to approach operating breakeven at yearend 2019.

Next press release: H1 2019 sales, July 24, 2019

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About DRONE VOLT

Founded in 2011, DRONE VOLT, is an expert in onboard artificial intelligence and manufacturer of professional civilian drones with operations in France, Belgium, the Netherlands, Canada, Denmark, the United States, Switzerland and Indonesia. A global partner, DRONE VOLT offers its clients turnkey business solutions including different services and the training of drone pilots.

The DRONE VOLT Group, a member of GICAT (French land and air-land defense and security industry group), recorded sales of 7.42 million euros in 2018 (non-audited figures).

DRONE VOLT's customers notably include government administrations and industrial groups such as the French army, the French Ministry of Defense, Engie, Total, Bouygues ES, ADP, the Air Transport Gendarmerie (GTA) and international government agencies.

DRONE VOLT has been designated 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 and www.abid.co/EPA.ALDRV

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