



## Q3 2017 REVENUES UP 10%

SergeFerrari Group (FR0011950682) designs, manufactures and distributes innovative flexible composite materials and is listed on Euronext Paris - Compartment C.

Saint Jean de Soudain, October 18, 2017

### Revenue breakdown by region (unaudited)

(€000)	Q3 2017	Q3 2016	Ch.	9 months 2017	9 months 2016	Ch.
Southern Europe (SEUR)	10,901	11,395	-4.3%	41,423	42,948	-3.6%
Wide Europe (WEUR)	13,131	13,278	-1.1%	41,350	42,292	-2.2%
Rest of World (ROW)	10,073	9,104	+10.6%	29,837	29,968	-0.4%
<b>Serge Ferrari composite materials</b>	<b>34,105</b>	<b>33,777</b>	<b>+1.0%</b>	<b>112,610</b>	<b>115,208</b>	<b>-2.3%</b>
Other operations (*)	4,982	1,770	ns	15,445	5,353	ns
<b>Total revenues</b>	<b>39,087</b>	<b>35,547</b>	<b>+10.0%</b>	<b>128,055</b>	<b>120,561</b>	<b>+6.2%</b>

(\*) including operations acquired during the past 12 months

### Key analysis factors

As announced, the Group returned to organic growth in the third quarter. Q3 2017 sales of composite materials were up 3% in terms of volume. Exchange rate fluctuations curbed revenues by 0.7%. The operations acquired over the past 12 months contributed 8.5% to third quarter revenue growth.

For the first 9 months, these new operations posted organic growth of 10.9%, thus confirming the strategic merits of their acquisition.

### Outlook

The release of the conditions precedent for the acquisition of Plastitex is progressing satisfactorily and closing is confirmed for December 2017.

Q4 sales growth is expected to be particularly strong in the Rest of World (ROW) region, especially in India and China where distribution subsidiaries began operating in 2017.

### Serge Ferrari included in 2017 GAIA INDEX\*

Serge Ferrari was officially integrated into the Gaia Index at the ratings ceremony held on October 16, 2017 at the Palais Brongniart in Paris.

The Gaia Index ranks French mid-cap companies in terms of their commitment to non-financial issues (environment, social and governance).

Romain Ferrari said, "We are happy and proud that the Serge Ferrari Group's social and environmental initiatives have earned us a place in the Gaia Index, a major source of encouragement for us to continue our efforts."



## Next release

Q4 2017 revenues, January 25, 2018 after market close

\* Gaia Rating, a division of EthiFinance, specializes in analyzing and rating small to medium-sized companies in terms of ESG (environment, social and governance) criteria. Since 2009, Gaia Rating has conducted an ESG information-gathering campaign covering most French listed small to mid-cap companies. Based on this information, the companies are rated in terms of their transparency and performance. Rankings have been drawn up per revenue category in order to reward the best companies out of a selection of 230 small and mid-caps, listed on the Paris stock exchange, which meet four criteria related to size and liquidity. Top-tier asset management firms use the Gaia Rating ESG classification to support their management processes and investment decisions. Read more at: <http://www.gaia-rating.com/>.

Find all Company details at [www.sergeferrari.com](http://www.sergeferrari.com).

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### ABOUT SERGE FERRARI

SergeFerrari Group designs, makes and distributes high-tech eco-responsible flexible composite materials in a global market with an estimated medium-term value of €6 billion. The unique characteristics of these products make them ideal for technical applications in three fields: architecture, specialties for industry professionals, and composite membranes for the consumer market. The Group's principal competitive advantage lies in its differentiating technology – Précontraint® - and its associated proprietary industrial know-how. The Group has three production sites: one in France and two in Switzerland. Serge Ferrari is present in 80 countries through eight subsidiaries (in the US, Japan, Hong Kong, Brazil, India, China, Turkey and Germany), 2 representative offices (in Spain and Dubai) and a network of more than 100 distributors. At the end of 2016, Serge Ferrari posted consolidated revenue of €158,5 million of which 75% was achieved outside France. The company SergeFerrari Group is listed on Euronext Paris – Compartment C (ISIN code: FR0011950682). The SergeFerrari Group share is eligible for PEA-SME and FCPI Investment.

[www.sergeferrari.com](http://www.sergeferrari.com)

