

**Note to the reader:** This English language version is a free translation from the original financial release which is in French and is available on the company's corporate website (www.logic-instrument.com). In the event of inconsistencies between the original French language version and this English translation, the French version will take precedence.

Paris, Monday, April 29<sup>th</sup>, 2019

## EARNINGS – YEAR 2018

**Stable revenues**  
**Increase of the gross margin**  
**Net income up +0.18 M€**

## TURNOVER – FIRST QUARTER 2019

**A turnover of 2.8 M€,**  
**up +17% over the same period in 2018**

## Earnings – Year 2019

Consolidated income statement in K€	2018	2017	Variation	Variation in %
Turnover	11 243	11 323	-80	-0.7%
Cost of goods sold <sup>1</sup>	7 785	7 951	-166	-2.1%
<b>Gross margin</b>	<b>3 458</b>	<b>3 371</b>	<b>86</b>	<b>2.6%</b>
<i>Gross margin rate</i>	<i>30.8%</i>	<i>29.8%</i>	<i>1.0%</i>	<i>3.3%</i>
<i>Others<sup>2</sup></i>	<i>154</i>	<i>94</i>	<i>60</i>	<i>NA</i>
Operating expenses	3 101	3 055	46	1.5%
<b>Operating profit</b>	<b>510</b>	<b>410</b>	<b>100</b>	<b>24%</b>
Financial income	7	45	-38	NA
Operating income before non-recurring items and tax	517	455	62	NA
Non-recurring income and taxes	4	-110	114	NA
<b>Consolidated net income</b>	<b>521</b>	<b>345</b>	<b>176</b>	<b>NA</b>

*The consolidated financial statements were approved by the Board of Directors on April 26<sup>th</sup>, 2019*

The consolidated turnover of LOGIC INSTRUMENT for its 2018 financial year is stable compared to 2017.

The commercial activity was particularly marked by:

- the deliveries of tablets dedicated to seniors to Arkéa, Groupama and La Poste,
- the deployment of smartphones within Carglass® repair centers, a specialized network for the repair and replacement of vehicle glazing with a dedicated monitoring by the German subsidiary, LOGIC INSTRUMENT GmbH,

<sup>1</sup> Excluding accruals

<sup>2</sup> Including accruals and transfers of charges

# LOGIC INSTRUMENT

an ARCHOS company

- ready-to-use solutions in the industry and for ADEME for the study of the consumption of households,
- the availability of LOGIC INSTRUMENT solutions in the United Kingdom (following the partnership agreement with CI in February 2018).

The gross margin of LOGIC INSTRUMENT increased by +0.1 M€ with an annual margin rate which increased to 31%, despite some sales at a lower margin level on a few specific projects during the second half of the year.

Operating expenses remained generally stable in 2018.

For its 2018 financial year, LOGIC INSTRUMENT recorded operating income of +0.5 M€ against +0.4M€ in 2017. Consolidated net profit thus stands at +0.52 M€ against +0.34 M€ in 2017.

Consolidated EBITDA<sup>3</sup> was positive at +0.87 M€, up +0.24 M€, demonstrating the real improvement in the performance of LOGIC INSTRUMENT.

Consolidated EBITDA in K€	2018	2017
Consolidated operating result	510	410
Depreciation and amortization	-359	-222
<b>Consolidated EBITDA</b>	<b>870</b>	<b>632</b>

## Balance sheet

Active balance sheet in K€	31/12/2018	31/12/2017	Variation
Immobilized asset	425	422	3
Stock	2 070	2 762	-692
Receivables	2 604	1 638	966
Other receivables and regulatory accounts	1158	1 041	116
Availabilities	3 125	1 922	1 203
<b>Total</b>	<b>9 382</b>	<b>7 785</b>	<b>1 596</b>

Passive balance sheet in K€	31/12/2018	31/12/2017	Variation
Equity excluding profit	4 991	4 647	345
Consolidated net income	521	345	176
Provision risks and charges	186	123	63
Loans and overdrafts	471	527	-56
Payables	727	802	-75
Other debts and regularization accounts	2 485	1 341	1 144
<b>Total</b>	<b>9 382</b>	<b>7 785</b>	<b>1 596</b>

<sup>3</sup> EBITDA: Current operating income before depreciation and amortization - is an indicator used by management to measure operating and financial performance and make investment decisions and allocation of resources. The subtotal EBITDA is not necessarily comparable to similar indicators reported by other companies. It is not a substitute for operating income, because the effects of depreciation and impairment losses that are excluded might significantly impact the operating result.

The main changes in the balance sheet relate to the stock, which decreased by -0.8 M€, while the accounts receivable increased by +1 M€ driven by significant invoicing over the last 2 months of the financial year. Finally, other receivables and other liabilities increased because of balances related to factoring accounts.

Net cash amounted<sup>4</sup> to +3.1 M€ as of 12/31/2018, an increase of +1.2 M€, mainly due to the impact of the cash flow (+0.5 M€) and the working capital decrease (+0.7 M€).

## Revenues – First quarter 2019

Consolidated turnover in M€ (unaudited)	Q1 2019	Q1 2018	Variation	Variation in %
LOGIC INSTRUMENT	2.8	2.4	+0.4	+17%

Revenues of LOGIC INSTRUMENT grew by 17% compared to the first quarter of 2018.

## Outlook 2019

LOGIC INSTRUMENT is confident in its ability to develop in a favorable way its activity during the year 2019 thanks to:

- **Mobile Solutions**  
The tablets and smartphones developed in 2017 - 2018 are well received and enhanced a range that covers all features and price segments (running Google Android and Microsoft Windows operating systems).
- **Customized solutions**  
Given their success in 2018, LOGIC INSTRUMENT plans to intensify the marketing of these solutions for the service sector (health, seniors, remote assistance) and in the manufacturing, logistics, mechanical and transportation segments. LOGIC INSTRUMENT also intends to continue its design office activity and operation integrator, including fleet management with different levels of product configuration. The offer is also enriched with the availability of the Gate Pro, the first control panel, voice activated, serving the IoT in B2B environments.
- **Geographic expansion**  
The activities undertaken at the end of the second quarter of 2018 in the United Kingdom are promising. An agent contract was also signed with an Italian company commissioned to develop sales in this country.

The second half of the year is already promising with many projects, especially in the defense sector.

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<sup>4</sup> Cash on-hand less Bank overdraft

## About LOGIC INSTRUMENT

Founded in 1987, LOGIC INSTRUMENT develops and markets tablets, smartphones and connected objects for businesses in hostile environments. LOGIC INSTRUMENT operates on all continents via its various subsidiaries. LOGIC INSTRUMENT is listed on Alternext Paris (ALLOG).

Website: [www.logic-instrument.com](http://www.logic-instrument.com).

## Investors' relations

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