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GROWTH RAMPED UP IN THE THIRD QUARTER, IN LINE WITH FULL-YEAR TARGETS

- Nine-month revenues up 13% to €65.5m
- Strong acceleration of growth in Q3 to +33%, with revenues of €23.2m
- Expected growth for Q4 in line with the full-year targets

The LUMIBIRD Group, the European leader for laser technologies, is reporting €65.5m in consolidated revenues at September 30, 2018, up 13% compared with proforma revenues for the first nine months of 2017. Growth accelerated in the third quarter, driven by the dynamic development of the Lidar and Defense divisions and the first impacts of the Medical products launched. The Group expects growth in the fourth quarter to consolidate its target for full-year revenues of €100m.

BUSINESS FOR THE FIRST NINE MONTHS

Consolidated revenues (unaudited)

Revenues (€m)	2017 ⁽¹⁾ pro forma	2018	Change
First quarter	18.8	17.9	-4.9%
Second quarter	21.6	24.4	+13%
Third quarter	17.4	23.2	+33%
9 months	57.9	65.5	+13%
<i>Of which:</i>			
<i>Industrial and Scientific</i>	21.4	20.6	-3.8%
<i>Lidar Sensors</i>	6.7	10.5	+56%
<i>Defense</i>	7.5	11.1	+47%
<i>Medical</i>	22.3	23.3	+4.8%

(1) Pro forma information based on the assumption that the QUANTEL/KEOPSY business combination took place on January 1, 2017

Industrial and Scientific

After making up for the sourcing delays that affected sales during the first quarter 2018, the Industrial and Scientific division's business level is close to last year, with a slight contraction of 2.8% in Q3 (€6m of revenues), resulting in €20.6m revenues for the first nine months, compared with €21.4m in 2017 (-3.8%). For the last quarter, sales are expected to be stable compared with Q4 2017.

Lidar Sensors

The Lidar sensors division is continuing to make strong progress, benefiting from the increase in production capacity and very sustained levels of demand. The division is reporting €4.5m of revenues for Q3 (+80%), with revenues for the first nine months up 56% to €10.5m. The business is expected to continue growing on a sequential basis over the last quarter.

Defense

The Defense division achieved 47% growth over the first nine months 2018, with revenues of €11.1m. Revenues for Q3 came to €5.1m, representing nearly half of the nine-month figure. This strong revenue growth is expected to continue in Q4, in line with the completion and delivery schedules for the MegaJoule and military contracts.

Medical

The Medical division recorded €23.3m (+4.8%) of revenues for the first nine months 2018, with €7.6m in Q3 (+15%). This growth notably reflects the success of the major new products launched this year, including the Compact Touch 2, LacryDiag or Supra 810, and this progress is expected to continue in the last quarter.

Outlook

The Group is subject to strong seasonality on most of its markets, with business historically peaking in the last quarter. Based on the sales outlook for the four divisions, the Group is forecasting a revenue growth for the fourth quarter of this year which confirms its full-year revenue target of €100m.

Next date: 2018 revenues on February 14, 2018 (before start of trading)

LUMIBIRD is one of the world's leading specialists in lasers. With 50 years of experience and a mastering of solid state laser, laser diodes and fiber laser technologies, the Group designs, manufactures and markets high performance lasers for scientific (laboratories and universities), industrial (manufacturing, defense, Lidar sensors) and medical (ophthalmology) markets.

Born from the combination of Keopsys Group with Quantel in October 2017, LUMIBIRD has more than 400 employees and over €85 million of revenues (pro forma 2017) and is present in Europe, America and Asia.

LUMIBIRD shares are listed on the Euronext Paris C Compartment. FR0000038242 – LBIRD www.lumibird.com

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