

NEOPOST ID INSTALLS ITS FIRST SECURE PARCEL LOCKERS FOR AUSTRALIA POST

- Contract to install 250 lockers by the end of 2013
- Illustration of how Neopost is strengthening its business in the Asia-Pacific region

Paris, 19 November 2012

Neopost ID, the logistics and traceability solutions subsidiary of the Neopost group, the European leader and the world's number-two supplier of mailroom solutions, announces the installation of its first automated secure parcel lockers for Australia Post. The contract involves the installation of 250 lockers before the end of 2013, of which 48 are to be installed before the end of 2012.

With e-commerce expanding rapidly, these electronic parcel lockers provide a simple, effective and secure solution for consumers seeking more convenience when collecting their packages. The lockers make it possible for consumers to have packages delivered to a parcel locker at a location of their choice and then to pick them up, at any hour of the day or night, any day of the week. This new locker service reflects Australia Post's plan to offer collection solutions after hours within ten minutes drive for 80% of the metropolitan population by 2014. The service also represents time and efficiency savings for Australia Post, which no longer depends on recipients being at home in order to make deliveries.



First secure locker installed in Melbourne.

The chosen technology offers a completely secure and easy to use solution. The recipient of a parcel simply registers online to use the service. He is sent a personal code by e-mail or SMS. The code then simply needs to be entered on the touch screen of the automatic locker to open the locker in which the package has been stored by Australia Post. The recipient is free to pick up the package at a time that suits him.

Neopost ID won this contract in partnership with InPost, world leader in the design and manufacture of secure electronic parcel lockers. Neopost acted as prime contractor for the whole project. Neopost will use its local presence to ensure receipt, installation and maintenance of the network of lockers.

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For Neopost, the contract represents sales of about 11 million Australian dollars or about 9 million euros over a number of years, including supply of equipment and related services.

Alain Féraud, Chairman and Chief Executive Officer of Neopost ID, stated: *"This contract extends our collaboration with Australia Post which has started in 2009 with the implementation and management of their 'Click and Send' web portal for sending and monitoring parcels nationally and internationally. For Neopost ID, it is also the first promising contract in the secure parcel locker services business, a business which is set to grow strongly as e-commerce grows."*

Denis Thiery, Chairman and Chief Executive Officer of Neopost, added: *"Our local presence as a result of the acquisition of GBC Australia was a key asset in winning this contract. The contract strengthens our Asia-Pacific business in an exciting way and gives us an opportunity to expand in the logistics and traceability businesses."*

Neopost continues to grow in Asia-Pacific

Since 2011, Neopost has had a regional office in Singapore to coordinate the Group's direct presence in the region, plus a network of distributors. Neopost has distribution subsidiaries in Australia, India, Indonesia, Japan, Malaysia, Singapore and Thailand.

Neopost ID operates in the region, supplying on-line shipping solutions to Australia Post since 2009 and to Singapore Post since 2012. Neopost ID is now rolling out secure parcel locker solutions on behalf of Australia Post.

Neopost's sales in Asia-Pacific are expected to exceed 50 million euros in 2012, up from 12 million euros in 2010. Neopost is aiming to double its sales in the Asia-Pacific region by 2015-2017.

Calendar

Third quarter sales will be published on 3 December 2012 after market close.

ABOUT NEOPOST

NEOPOST IS THE EUROPEAN LEADER and the number two world-wide supplier of mailing solutions. It has a direct presence in 26 countries, with 5,900 employees and annual sales of €1,003 million in 2011. Its products and services are sold in more than 90 countries. The Group is a key player in the markets for mailroom equipment and logistics solutions.

Neopost supplies the most technologically advanced solutions for franking, folding/inserting and addressing as well as logistics management and traceability. Neopost also offers a full range of services, including consultancy, maintenance and financing solutions.

Neopost is listed in the A compartment of Euronext Paris and belongs notably to the SBF 120 index.

For further information, please contact:

Gaële LE MEN, Investor Relations Officer

Tel: 33 1 45 36 31 39

E-mail: g.le-men@neopost.com

Fabrice BARON, DDB Financial

Tel: 33 1 53 32 61 27

E-mail: fabrice.baron@ddbfinancial.fr

Or visit our website: www.neopost.com