

NEOPOST ACQUIRES DMTI SPATIAL, THE CANADIAN LEADER IN LOCATION-BASED DATA QUALITY SOLUTIONS

- Annual revenue¹ of approx. CAD10m
- Further expansion of Neopost's offering in Data Quality

Paris, 17 October 2013

Neopost, the European leader and the world's number-two supplier of Mail Solutions as well as an increasingly significant player in the fields of Customer and Shipping Solutions, today announced that it has finalised the acquisition of DMTI Spatial, the leading Canadian provider of location-based data quality solutions.

DMTI Spatial develops location-based data quality and master data management solutions to support enterprises in their business and decision-making processes. Pooling all the information related to a location into a single view drives significant improvements in sales and marketing, operational efficiency and risk management, and enabling organizations to interact with their customers in a more relevant and personal way.

DMTI Spatial services more than 300 clients from various sectors such as banking, insurance, telecommunication as well as government departments, location data providers and personal navigation companies in Canada. Their tier one clients include Apple, Bell Canada, Genworth Financial, Manulife Financial, Rogers Communications, TomTom and the Canadian Federal Government.

Founded in 1994 in Toronto, DMTI Spatial is a Canadian company, currently employing around 50 people. DMTI Spatial posted revenues of around 10 million of Canadian dollars over the past 12-months period (ended 30 September 2013). Its location-based software and services offering is growing at a double-digit rate.

The SaaS (software-as-a-service) solutions developed by DMTI Spatial are readily adaptable to other countries and cultures. They effectively complement Neopost's portfolio of customer and address focused data quality solutions which now encompasses:

- . Address Quality solutions developed by Satori Software;
- . Customer Data Quality and Master Data Management solutions developed by Human Inference;
- . Location-based Data Quality solutions developed by DMTI Spatial.

Denis Thiery, Chairman and Chief Executive Officer of Neopost, commented: ***"We are delighted to welcome the DMTI team to Neopost. The acquisition of DMTI is another step in the implementation of our strategy consisting in further expanding our portfolio of fast-growing activities in Communication & Shipping Solutions. The solutions provided by DMTI will enrich our existing customer and address focused data quality solutions developed by our units Human Inference and Satori Software. We also intend to seize the opportunity to build on attractive commercial synergies with GMC Software Technology, our unit specializing in customer communications management, and to leverage Neopost client base."***

¹ Period from 1 October 2012 to 30 September 2013

John Fisher, Chief Executive Officer of DMTI Spatial, stated: ***"We are very pleased to join Neopost. As we continue to invest in building rich location based solutions for our customers and partners, the support of a large multinational organization offers us access to new clients and geographies. In addition, DMTI extends Neopost's coverage of the customer communications value chain through the enablement of real-time location-based decisions to drive economic value."***

Calendar

Third-quarter sales will be published on 2 December 2013 after market close.

ABOUT NEOPOST

NEOPOST IS THE EUROPEAN LEADER and the number two world-wide supplier of Mail Solutions as well as an increasingly significant player in the fields of Customer and Shipping Solutions. As a provider of mailroom equipment, Neopost supplies the most technologically advanced solutions for franking, folding/inserting and addressing, providing a full range of services, including consultancy, maintenance and financing solutions. Neopost is also progressively building a portfolio of new activities to enhance its offering and support its clients' needs in the fields of Customer Communications Management, Data Quality and Shipping Solutions. Neopost has a direct presence in 30 countries, with 6,000 employees and annual sales of €1.07 billion in 2012. Its products and services are sold in more than 90 countries.

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

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