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A frontrunner in the  
autonomous vehicles market

Press release

## NAVYA announces 2018 half-year sales of 36 Shuttles and revenues of €9 m with a strong growth in Q2

- Q2 2018 revenues of €5.6 m, +69% vs. €3.3 m in Q1 2018
- 22 shuttles sold in Q2 2018 after 14 in Q1 2018
- First AUTONOM<sup>®</sup> SHUTTLE sold in the United Kingdom
- Confirmation of its target of €30 m of revenues in 2018

**Villeurbanne, France, July 27, 2018** - 8:00 am CEST – NAVYA (FR0013018041- NAVYA), a leading company in the autonomous vehicle market and in smart and shared mobility solutions, announces that it has reached €9 m revenues in H1 2018, with €5.6 m revenues for the second quarter, a strong increase, +69%, vs. the €3.3 m recorded in the first quarter.

In line with its plan, NAVYA sold 22 AUTONOM<sup>®</sup> SHUTTLES during the second quarter of 2018, compared to 14 AUTONOM<sup>®</sup> SHUTTLES in the first quarter, an increase of 57%, leading to the total sales of 36 AUTONOM<sup>®</sup> SHUTTLES in H1 2018.

Consistent with NAVYA's strategy, the share of Services revenues, excluding the rental services sales, increased to 9% of the total revenues of the second quarter 2018, compared to 7% in the first quarter of 2018 and 7% for the full year of 2017.

During the second quarter of 2018, as part of the Horizon 2020 Project, NAVYA has been selected by AVENUE, a European consortium, to supply 10 shuttles in 4 different European cities. In addition, NAVYA has sold its first AUTONOM<sup>®</sup> SHUTTLE in the United Kingdom, to the Salford University in Manchester.

After the recent success of its IPO on July 24, 2018, NAVYA confirms its strategy to strengthen its R&D, Sales and Marketing teams and its target of €30 m of revenues for the full year 2018.

	Q2 2018	Q1 2018	Var (%)	H1 2018
AUTONOM shuttles sold	22	14	+57%	36
Vehicles sales (€ m)	5 065	3 025	+67%	8 090
Services sales <sup>(1)</sup> (€ m)	573	318	+80%	891
<b>Total Sales (€ m)</b>	<b>5 638</b>	<b>3 343</b>	<b>+69%</b>	<b>8 981</b>

<sup>(1)</sup> o/w €88 k of rental services sales in Q2 2018 and €100 k in Q1 2018.

In the absence of accounting closing as of June 30, 2017, the interim period of the year 2018 do not include comparative information.



## About NAVYA

NAVYA is a leading French name in the autonomous vehicle market and in smart shared mobility solutions.

With more than 200 employees in France (Paris and Lyon) and in the United States (Michigan), NAVYA develops, manufactures and commercializes autonomous, driverless, and electric vehicles that combine robotic, digital and driving technologies at the highest level.

Since 2015, NAVYA has been the first to market and put into service autonomous mobility solutions, shuttles and cabs. NAVYA has a range of two autonomous vehicles: the AUTONOM<sup>®</sup> SHUTTLE, launched in September 2015, of which more than 100 have already been produced as of today and 89 sold in 17 countries as of June 30, 2018, notably in the United States, France, Germany, Switzerland, Japan and Australia, and the AUTONOM<sup>®</sup> CAB, unveiled in November 2017 and whose first road tests will start shortly.

Created in 2014 by Christophe Sapet and Robolution Capital 1 (managed by 360 Capital Partners), his reference shareholder, NAVYA's shareholders also include the Gravitation fund and Paris Region Venture Fund (Région Île-de-France) managed by Cap Decisif Management as well as Valeo and Keolis groups.

NAVYA is listed on the Euronext regulated market in Paris (ISIN code: FR0013018041- NAVYA).

For more information visit: [www.navya.tech/en](http://www.navya.tech/en)



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### **Forward-Looking Statements**

*This press release may include certain forward-looking statements, beliefs or opinions, including statements with respect to the business, financial conditions, business strategies, expansion and growth of operations, results of operations and plans, trends and objectives and expectations of the Company and its subsidiaries. Forward-looking statements are sometimes identified by the use of words such as "believes", "expects", "may", "will", "could", "should", "shall", "risks", "intends", "estimates", "aims", "plans", "predicts", "continues", "assumes", "positions" or "anticipates" or the negative thereof, other variations thereon or comparable language. Forward-looking statements included in the information reflect the Company's beliefs and expectations and involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future. These risks and uncertainties include those discussed or identified in Chapter 4, "Risk Factors" of the registration document (document de base) registered with the Autorité des marchés financiers on June 5, 2018 under no. I. 18-048 and forming part of the prospectus approved by the AMF with visa number 18-309 on July 11, 2018. Although the Company has attempted to identify important factors that could cause actual performances to differ materially, a number of other factors might cause actual performances and developments to differ materially from those expressed or implied by these statements and forecasts and there can be no assurance that statements containing forward-looking information will prove to be accurate as actual performances or developments. The past performance of the Company and its subsidiaries cannot be relied on as a guide to future performance. Accordingly, no representation is made that any of these statements or forecasts will come to pass or that any objective will be achieved. Any forward-looking statements included in this press release speak only as of the date hereof and the Company expressly disclaims any obligation or undertaking to release any update or revisions thereto to reflect any change in expectations or any change in the events, conditions or circumstances on which such forward-looking statements are based.*