

9 month sales: €60.8 million

France: substantial upturn in the growth momentum since September

Solid activity abroad

Aix-en-Provence, 16 November 2009:

Easydentic (FR001000016 - ALEGR), a leading European provider of innovative corporate security technologies, today announces its consolidated sales¹ for the 9 months to 30 September 2009.

9-month sales²

<i>In € millions</i>	9 months		
	2009	2008	Δ
International	44.9	33.0	+36.3%
France	15.8	53.1	-70.2%
Total sales	60.8	86.1	-29.4%

Sales for the third quarter of 2009 hit a low point in the Company's activity in terms of 2008/2009 change, totalling €16.8 million, a fall of 36% compared to the third quarter of 2008.

The new CNIL regulations that came into force on 21 June and that freely permit the use of biometric readers using Biovein technology allowed the Easydentic group to launch, in July and August, an update of its sale supports as well as a vast recruitment campaign aimed at providing the best possible backup for a successful autumn. Although profitability remained negative over the quarter, the improvement in activity from September and October does however allow Easydentic to anticipate that it will breakeven by the end of the year.

The leaser's contract acceptance rate remained at the levels recorded at the end of the first half of the year, i.e. an average rate for all of the Easydentic Group's companies of around 70 or 75%. In order to limit this temporary fall and to see a return to acceptance rate levels closer to those recorded in previous years (i.e. a rate of around 90% for the Group's companies as a whole in 2008), Easydentic

¹ Unaudited

² The Group has adopted a new presentation of some flows on the income statement that negatively affect Sales, Other External Costs and Financial Costs but have no impact on cash flow or the balance sheet structure. See paragraph 9.1.1.2 of the prospectus given visa AMF n°09-216 on 7 July 20 09.



has rapidly sought to adapt its structures in order to improve the quality and number of cases put forward, notably via the implementation of pre-scoring grids and the diversification of prospects.

Upturn in the growth momentum in France since September

<i>In € millions</i>	October ³	September
Sales in France	3.5	2.7
Change / average monthly sales for the first 8 months	+119%	+69%

Following the August pause (period during which activity is traditionally weak), biometric activity in France has seen an upturn in line with the Group's expectations⁴. Thanks to its unique biometrics offer with Biovein, to the CNIL's global approval for finger vein technology and to a reorganised and revitalised sales network, Easydentic has gradually been seeing a renewed growth momentum in France since September. Thus, whilst average monthly sales were just €1.6m over the first 8 months of the year, it totalled €2.7m in September (+69%). This positive trend was reaffirmed in October, with sales totalling €3.5m, more than double the average monthly figure earlier in the year.

Easydentic has also begun to reap the benefits of its nationwide advertising campaign, launched in October, that aims to promote finger vein recognition technology with the slogan "*La clé est en vous*" (the key is in you) thanks to which the Company has been recording an increasing number of incoming calls and requests for information. This campaign is also increasing awareness of Easydentic, and is thus facilitating sales reps' work on the ground.

The vast "*La clé est en nous*" (the key is in us) action plan adopted to revitalise French biometrics activity and reduce sales costs is thus underway, and is starting to bear fruit. The fine biometrics performances recorded by French teams in September and October have continued since start of November.

Further lasting buoyant growth abroad

Abroad, Easydentic continued to record solid sales performances. Revenue totalled €44.9 million for the first 9 months of the year, an increase of +36.3% on the same period of 2008.

(€m)	Spain	Portugal	Ireland	UK	Switzerland	Benelux	Germany	TOTAL
9 months sales 2008	5.9	2.3	2.5	2.3	0.6	11.6	7.6	33.0
9 months sales 2009	10.9	5.1	4.4	4.1	2.6	10.8	6.9	44.9
Δ (€m)	+5.0	+2.8	+1.9	+1.8	+2.0	-0.8	-0.7	+11.9
Δ (%)	+85%	+128%	+77%	+84%	+325%	-7%	-10%	+36%

This very positive momentum has been reaffirmed in the Group's flagship countries, independently of the economic context, that are Spain, Portugal, Ireland, the United Kingdom and Switzerland. All of those countries continued to post growth rates for the first 9 months of between 75% and 325%. In Germany, the change from a direct distribution method to an indirect distribution method (Easydentic remaining the proprietor of contracts), with the setting up of dealer programmes this

³ Unaudited

⁴ See paragraph 12.1 of the prospectus given visa AMF n°09-216 on 7 July 2009



summer, has begun to bear fruit since September, in terms of both an upturn in growth and good cost control, and thus an increase in profitability.

Thanks to the European expansion strategy implemented since Easydentic's creation, international markets now represent a solid pillar of development for the Group and are providing a significant contribution to the strengthening of its European leadership position on the corporate security market.

Patrick Fornas, Chairman and CEO, concludes: *"We feel globally satisfied with our third-quarter achievements, which are a natural result of the ongoing dynamic performances of our international markets, but also of the initial positive signs we have been seeing in France since the implementation of sales recovery measures. With these progressing well and with the enthusiasm of our sales teams backed by our nationwide promotion campaign, we are fully confident in our ability to record renewed dynamic growth on our core market from early 2010."*

Next press release: 2009 FY sales on 2 March 2010

About Easydentic (www.easydentic.com):

Easydentic is a major European player in innovative corporate security technologies. The Group operates in 12 European countries (France, Belgium, Germany, Spain, Netherlands, UK, Czech Republic, Portugal, Ireland, Italy, Switzerland and Luxembourg), and has 6 brands (EASYVEIN, EASYDENTIC and OYTECH for biometric access control, INNOVATYS and UNIWAYS for IP-based video surveillance and EDEN for R&D of software used in access management and access control system applications).



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