

# HALF-YEAR 2019 REVENUE: € 5.1M (+ 93%) GROWTH INCREASED BY THE NEW SOLUTIONS BASIC FAVORABLE EFFECTS FOR THE SERVICES

Paris, July 22, 2019 - StreamWIDE (FR0010528059-ALSTW - Eligible PEA PME), the specialist in telephony solutions and new-generation value-added communication network, announces a turnover of € 5.1 million in the first half of 2019, a sharp increase of 93%. It is detailed as follows:

| in K€                        | 30/06/2019 | %CA | 30/06/2018 | %CA  | Variation<br>(K€) | Variation % |
|------------------------------|------------|-----|------------|------|-------------------|-------------|
|                              |            |     |            |      | • •               |             |
| TOTAL CA                     | 5,137      |     | 2,657      |      | 2,480             | 93%         |
|                              |            |     |            |      |                   |             |
| CA Licences                  | 2,058      | 40% | 1,000      | 38%  | 1,058             | 106%        |
| <b>CA Maintenance</b>        | 1,638      | 32% | 1,560      | 59%  | 78                | 5%          |
| <b>CA Services Provision</b> | 1,398      | 27% | 97         | 4%   | 1,301             | 1,341%      |
| CA Third-party sales         | 43         | 0%  | -          | 100% | 43                | 100%        |
|                              |            |     |            |      |                   |             |
| CA France                    | 3,076      | 60% | 1,019      | 38%  | 2,057             | 202%        |
| CA Export                    | 2,061      | 40% | 1,638      | 62%  | 423               | 26%         |
|                              |            |     |            |      |                   |             |

#### STRONG SEMI-ANNUAL INCOME GROWTH 2019

The first half of fiscal year 2019 was marked by strong revenue growth and more specifically from the new solutions Team On Mission and Team On The Run. For the first time, they represent nearly 50% of the Group's total half-year revenues.

This growth is mainly due to the successive deliveries and the continuous deployment of the PCSTORM project with the French Ministry of the Interior and by the work carried out with the European technology partner, following the agreement signed in late 2018.

Thus, under the effects indicated above, the sales of licenses increased by  $\in$  1.1 million over the period and amounted to  $\in$  2.1 million at June 30, 2019. Those from the historical business, however, remained stable at around  $\in$  0.6m in the first half. Services provided increased by  $\in$  1.3m to  $\in$  1.4m at June 30, 2019 and benefited from a very favourable base effect following the insignificant revenues recorded in the first half of 2018. Finally, maintenance flows, still largely composed of the 98% of historical activity, amounted to  $\in$  1.6 million in the first half of the year and remain almost stable compared to previous semesters.

As previously announced, the Group's activity in the first half of 2019 is satisfactory and thus enables it to record revenues which have increased significantly compared to the first half of 2018. The Group's historical activity remains stable but decreases in relative value. as growth is now mainly driven by new activities and solutions to developed and marketed by the Group.

## **OUTLOOK: VALID AND VALIDATED STRATEGY**

For a reminder, revenue for the second half of 2018 was over € 4 million. The forecast growth in the second half of 2019 will therefore be less significant than that observed in the first half, but the 2019 financial year is already well oriented. Annual revenues should thus be significantly higher than those of 2018.

# Presse Release



After a 2017 transition year and a pivotal 2018 year, the year 2019 should validate and confirm the strategy adopted and undertaken by the Group in recent years: new markets, new products, new players and strong growth drivers. The Group has successfully repositioned itself in new and promising strategic markets by developing and offering one of the most innovative, comprehensive and efficient solutions on the current market.

The new markets addressed (in particular, communications in critical environments) are fully structured, and there are many opportunities for the Group. The "MCPTT" solution developed by the Group (Team On Mission) is positioning itself as one of the market references, particularly in France. The deployment of the PCSTORM project opens many perspectives and future extensions around these new platforms might be multiple. Other projects with recognized French players are also underway or under study and are likely to materialize in the coming months. These markets are therefore buoyant and offer real growth drivers. The strong references acquired in France by the Group could also allow it, in the long term, to position the solution in the foreign ecosystem, directly or indirectly, in Europe and Southeast Asia in particular.

Crisis management in a private environment is also a strong issue in this moment. The Group's relevance in this sector is all the stronger as the proposed solutions embody a simple, intuitive and fully scalable process management ("My Mission" / "My Business" module). The proposed platforms are thus real tools of digital transformation and respond effectively to the various current challenges mixing real-time, communication and operational management.

The technological break linked notably to the current communication networks (4G LTE), accompanying that related to the proposed services, profoundly changes the needs and the means to answer them. The "new" revenues of the Group are therefore solid because they are sustainable. The markets and the current players are most often governmental or of vital importance (OIV) and the technological investments made are in a medium-long term perspective. The Group thus remains confident in the future of its Team On Mission and Team On The Run solutions, and will continue to acquire the necessary human and financial resources to ensure its efficient development and support growth.

Next financial release: 2019th Anniversary Results, Monday, September 23, 2019

### About StreamWIDE (Euronext Growth: ALSTW)

A major player in the communications software market, StreamWIDE has been providing new-generation value-added services to fixed and mobile telecom operators worldwide for over 15 years: voicemail, billing and real-time call charges, virtual numbers, conference services or call centres.

Team On The Run and Team On Mission, the latest software products developed by StreamWIDE, are all-in-one solutions for secure communication and process management, benefiting from many features such as geolocation, NFC, walkie-talkie, VoIP and the WebRTC, and thus allowing companies and administrations to simplify their communication while enumerating their activity in a secure way.

Based in France and present in Europe, USA, Asia and Africa, StreamWIDE is listed on Euronext Growth (Paris) - FR0010528059.



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For more information, <a href="http://www.teamontherun.com">http://www.teamontherun.com</a>, <a href="http://www.teamontherun.com">http://www.teamontherun.com</a>, and visit our LinkedIn or Twitter profiles.











Labelled "innovative company" by Bpifrance, StreamWIDE is eligible for FCPI and PEA-PME







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