

H1 2020 REVENUE: +28% SUSTAINED GROWTH AND FULL-YEAR OUTLOOK CONFIRMED DESPITE THE HEALTH CRISIS

STREAMWIDE (FR0010528059 – ALSTW – eligible for the French PEA-PME), the expert in critical communications software solutions, posted revenue of €6.6 million for the first half of 2020, up sharply by 28%.

As announced on 23 March 2020 to coincide with the 2019 earnings release and confirmed on 1 July 2020, 2020 revenue is well on track with a €1.4 million increase in first half revenue achieved against the backdrop of a global health crisis. After successfully repositioning on strategic, fast-growing new markets, the Group has yet again demonstrated its resilience and the pertinence of its offering, backed by the same qualities shared by its customers and employees.

Revenue at June 30 breaks down as follows:

in k€	H1 2020	% rev.	H1 2019	% rev.	Ch.	Ch. (%)
TOTAL REVENUE	6 560		5 137		1 423	28%
Licences	2 391	36%	2 058	40%	333	16%
Maintenance	1 487	23%	1 638	32%	-151	-9%
Services	2 682	41%	1 398	27%	1 284	92%
Third-party sales	-	-	43	1%	-43	-100%
"Platforms" business	4 002	61%	2 643	51%	1 359	51%
"Legacy" business	2 558	39%	2 494	49%	64	3%

REVENUE GROWTH CONFIRMED

The Group posted sustained revenue growth (+28%) in the first half with revenues up €1.4 million, primarily driven by the new critical communications platform **team on mission** and **team on the run** secure mobile collaborative communication platforms, thus confirming the growth trend started and established in 2019 when revenues rose 51%.

Platform revenue was multiplied by 4.7 in 2019 and increased by a further 51% or €1.4 million in first half 2020, accounting for over 60% of total first half revenue.

The increase in **team on mission** and **team on the run** platform revenue is mainly due to the ongoing impact of the partnership with the division Secure Land Communications (SLC), a subsidiary of Airbus Defence and Space, continued roll-out of the PCSTORM project and, in particular, new French ministry contracts (Interministerial Secure Mobility) won and launched during H1 2020.

Platform revenue includes revenue from licences (€1.9 million) and services (€2 million), up €0.5 million and €0.9 million respectively. Although maintenance revenue remains non-material, it is expected to increase over the coming months as soon as the platforms enter the production support phase.

The "legacy" (telecom operator solutions) business posted flat growth for the first half of 2020 (up €0.1 million) but still accounted for 39% of first half revenue (€2.6 million). Licence sales, which are by definition non-recurring, dipped €0.2 million to €0.5 million in H1 2020 as new contracts fell short of the volumes recorded in H1 2019. Revenue from "legacy" services rose €0.4 million to €0.7 million due to a new contract with a French operator and longstanding Group customer. The new contract will generate lower maintenance revenue than the previous contracts but for a longer period, which explains the €0.2 million reduction in total maintenance revenue for this business line, which amounted to €1.4 million in H1 2020.

FULL-YEAR GROWTH OUTLOOK MAINTAINED

In the second half, the Group expects to post growth at least equivalent to that of the first half. As such, the Group expects to confirm sustained strong revenue and results growth in 2020.

The Group has won a number of new projects due to be recognised during the second half. These private sector projects (French OIV – Operators of Vital Importance) supplement the ongoing deployment of the **team on mission** solution among a number of French government agencies.

A number of other major structural projects spanning all Group business lines, including the "legacy" activity and **team on the run** and **team on mission** platform solutions, are currently in progress. While these projects could already have an impact in 2020, they will above all allow the Group to assess and structure growth for the following year.

In late June 2020 the Group applied for and obtained a €2.5 million PGE state-guaranteed loan, thereby shoring up its financial resources in the short and medium term and optimising its cash position. The loan will allow the Group to continue investing in the new **team on mission** and **team on the run** critical communications platforms over the coming months in order to drive growth.

Besides ongoing development work on new operational features, the Group will continue to roll out its three strategic offerings (API, SDK and virality). The late April 2020 launch of the API and SDK offering, together with future developments, should enable the Group to consolidate its leading position in the critical communications market.

Next financial release: H1 2020 earnings, Monday 21 September 2020

About STREAMWIDE (Euronext Growth: ALSTW)

A major player in the critical communications market for 20 years, STREAMWIDE has successfully developed its **team on mission** (mission-critical) and **team on the run** (business-critical) software solutions for government agencies and businesses.

These solutions designed for smartphones and PCs and available in SaaS mode or under licence offer a wide range of features, including multimedia group discussion, VoIP, push-to-talk (MCPTT and MCx new generation 4G/5G LTE), geolocation tracking and business process digitisation and automation. These innovative solutions meet the growing needs for digital transformation and real-time coordination of operations. They allow field teams to transform individual contributions into collective successes and to act as one in the most demanding professional environments.

STREAMWIDE also operates on the value-added services software market for telecom operators (visual voice messaging, real-time call billing and taxation, interactive voice servers, applications and announcements), which serves over 130 million end users worldwide.

Based in France with operations in Europe, USA, Asia and Africa, STREAMWIDE is listed on Euronext Growth (Paris) – FR0010528059.

Read more at <http://www.streamwide.com> and check out our pages on LinkedIn [@streamwide](#) and Twitter [@streamwide](#).

STREAMWIDE has been awarded the Bpifrance “innovation company” label and its shares are eligible for inclusion in French FCPI innovation funds and PEA-PME personal equity plans.

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