



Investor Presentation

February 2021



Communication professionals systems developer

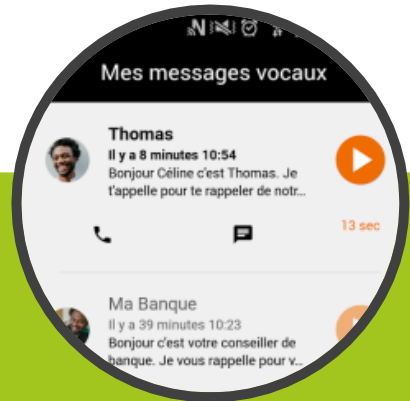


Founded
in 2001

180+
Staff
worldwide

€14m
2020
revenue

€4m+
R&D
annually



IT BUILDING BLOCKS BASED ON NEARLY 20 YEARS R&D



TELECOMS OPERATOR SOLUTIONS

Visual Voicemail
Virtual numbers
Etc.



MOBILE SECURE SHARED COMMUNICATION PLATFORM



≈20
YEARS

Experience in developing systems for telecoms operators

- ▶ Fixed and mobile visual voicemail
- ▶ Prepaid charging based on actual time spent
- ▶ Interactive routing
- ▶ Streamlined catalogue of legacy products

€5.7M

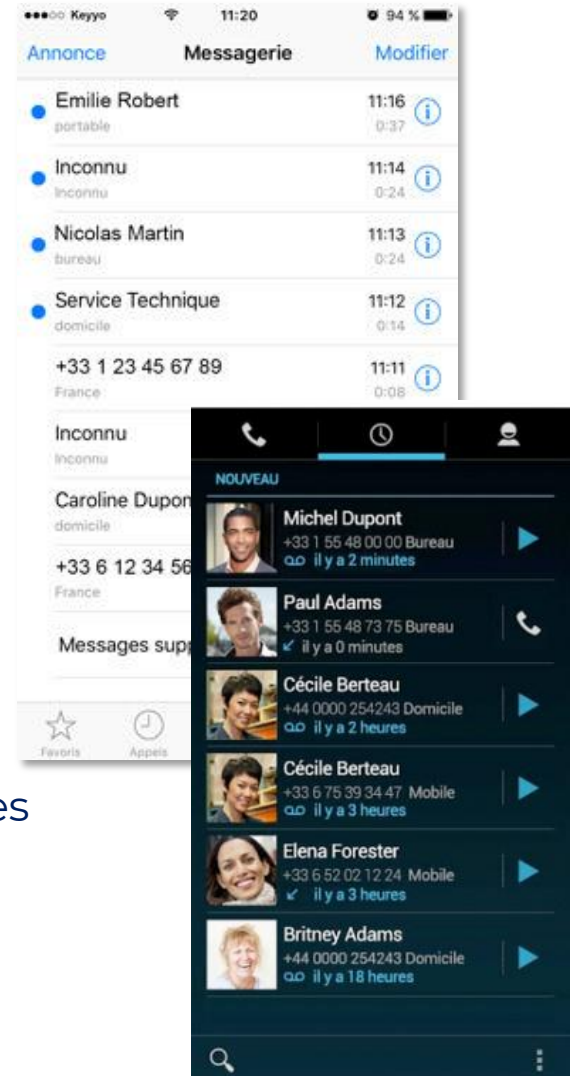
2020 revenues

- ▶ Of which c. €3m recurring Maintenance sales
- ▶ Mature niche market



Sales opportunities when people renew services

- ▶ Currently very few competitors





STREAMWIDE

A SECURE COLLABORATIVE COMMUNICATION PLATFORM AVAILABLE IN 2 OFFERS

Our response to the challenge of digital transformation of professional communications



VOICE



VIDÉO



PTT*



DATA

➤ **Instant communications**

➤ **Location and dispatching of teams**

➤ **Process and mission management**

➤ **Simple and intuitive interface**

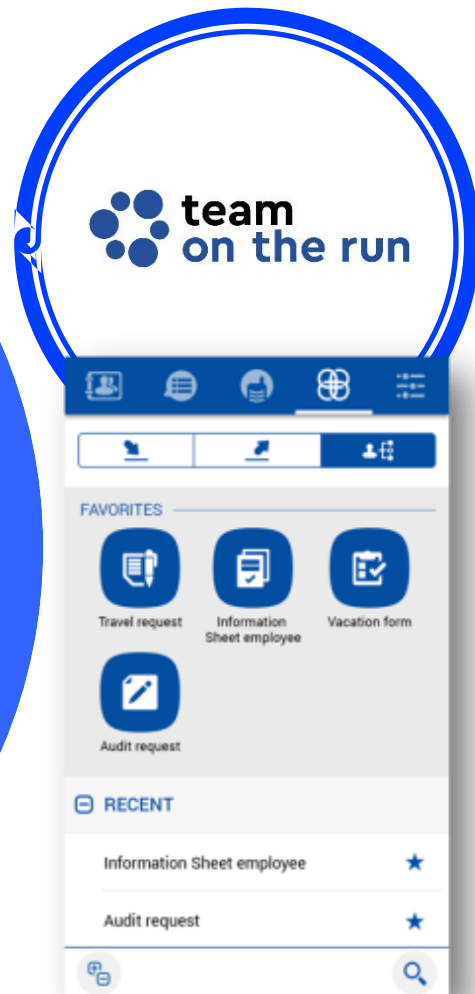
➤ **Interoperability any device / any OS / any operator**

➤ **Data security & sovereignty**

**team
on mission**



**team
on the run**



* Push-To-Talk



Mobile communication
shared platform



Critical communication
shared platform



HIGHLIGHTING VALUE-ENHANCING FEATURES FOR EVERY SEGMENT



BUSINESS PROCESS MANAGEMENT



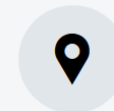
ANNUAIRE D'ENTREPRISE



APPELS VOIX, APPELS VIDEO,
STREAMING VIDEO



CONVERSATIONS PRIVEES ET DE
GROUPE



GEOLOCALISATION



PUSH-TO-TALK EN TEMPS REEL



ADVANCED TELEPHONY



SHARED
COMMUNICATION

**NEW
2020**



CANAUX MCPTT SECURISES



GEOLOCALISATION ET ALERTES
D'URGENCE



ANNUAIRE D'ENTREPRISE
SECURISE



ADVANCED TELEPHONY

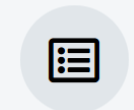


PLATE-FORME DE GESTION DE
CRISE



APPELS VOIX, APPELS VIDÉO,
VIDÉO STREAMING



CONVERSATIONS PRIVEES ET DE
GROUPE



SHARED
COMMUNICATION

* Mission Critical Push-To-Talk



Task:

Meet mission-critical operational challenges

Targets: security organisations like police, military and private sector, and vital national infrastructure like nuclear power plants, electricity providers etc.

Mission Critical Push to Talk (MCPTT* / MCx)

+

New value-enhancing services

Geolocation

Mission management (MY Mission)

Tactical bubble/Data sovereignty

Military standard encryption
(French military certified)

Open platform compatible with
external devices like drones, cameras etc.

Goal:

Become no. 1
critical communications
platform

Supersede obsolete
analogue systems
like TETRA or TETRAPOL

Certification under way
ANSSI / 3GPP

Tender:

Enable security personnel to communicate
via 4G-LTE tactical bubbles
and use latest tech in
critical environments

2018-2022 framework contract

Won lot 4 “Apps and Security”

€4.5m initial budget

Commissioned during 2020

Revenues spread over several years





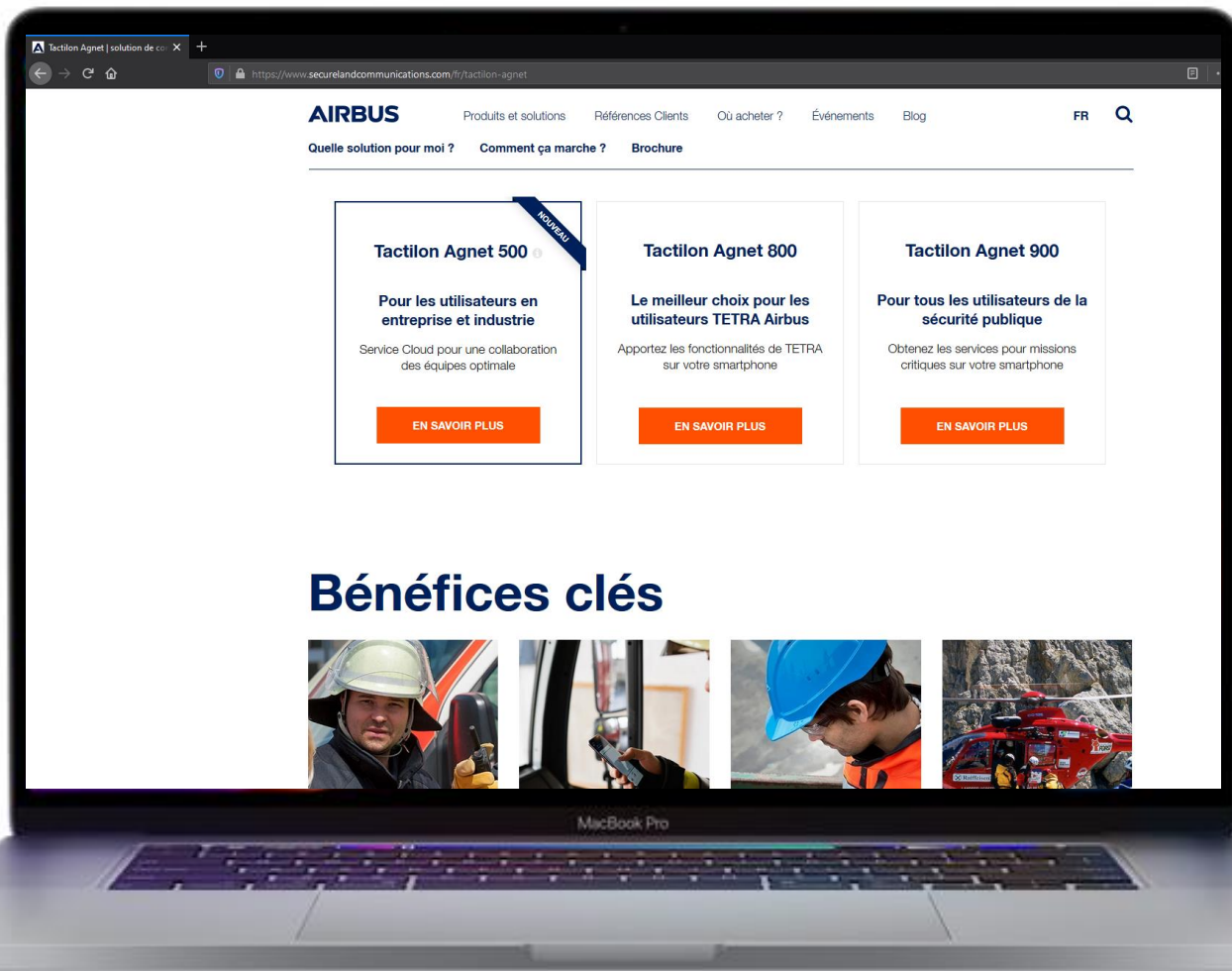
Late 2018 multi-year white label integrated tech contract signed

- ▶ Alliance concluded following PCStorm tender
 - ▶ SLC Airbus Defence & Space had bid for the contract
- ▶ Our platform built into the heart of the Airbus Secure Land Communications *Tactilon Agnet* range
 - ▶ White label
 - ▶ No exclusivity
- ▶ Contract includes sales of licences, maintenance and services
 - ▶ Multi-year commitment to spend on licences and development
 - ▶ Potential contract add-ons including “My Mission” and new developments
- ▶ Airbus SLC and Streamwide are not related companies





STREAMWIDE STREAMWIDE IS BUILT INTO AIRBUS SLC D&S OFFERINGS





team
on the run

: BUSINESS COMMUNICATIONS GO DIGITAL EN ENTREPRISE



Task:
Make communication
and team management fluid and easy

Targets: all businesses , of all scales and in all sectors,
that have staff who move around

Control and increase staff productivity

Automate tasks in real time

Use specific processes

Optimise operations via reporting

On Premise or SaaS business model

Ongoing invoicing based
on number of users and
services consumed

Maintenance
(20% of licence price)

Goal:
Become no. 1 platform for
automating and real-time
monitoring of daily field
tasks

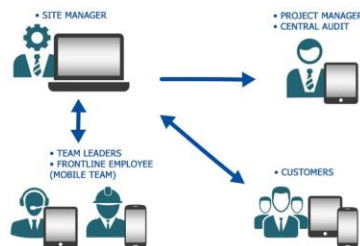


Enedis and EDF

- ▶ Crisis management, replacing email alert system
- ▶ Closed user groups and crisis/urgent targeted emailing
- ▶ Solution comprising our “My business” module automating tasks and processes
- ▶ **On Premise** (EDF) and **SaaS** (Enedis) models

US limousine firm

- ▶ Managing job deadlines sent to each driver
- ▶ **Increased use of walkie-talkie and geolocation devices** to better manage multiple instant communication
- ▶ **Independence** compared to proprietary system like Uber
- ▶ **SaaS model**





"Grâce à team on mission, cette plateforme sécurisée, intuitive et totalement interopérable, les forces de sécurité et de secours disposent désormais d'un outil digital commun de communication critique et de gestion de crise. Cela leur permet de garder le contrôle en toutes circonstances et ainsi communiquer, s'informer en temps réel, suivre des process automatisés, le tout dans un environnement sécurisé."

MINISTÈRE DE L'INTÉRIEUR



"team on mission nous a permis une amélioration de la coordination de nos actions ainsi qu'un partage des informations instantanées pour tous."

CROIX-ROUGE FRANÇAISE



"Nous avons déployé la solution "team on mission" de STREAMWIDE dans des environnements critiques. Nous avons été séduit par la qualité de la solution mais aussi par le professionnalisme, la réactivité et l'expertise des équipes STREAMWIDE".









THALES GROUP



"team on the run nous a permis de gagner en efficacité et d'offrir à nos clients un meilleur service autour de notre activité facility management. Nous pouvons suivre en temps réel, l'état d'avancement des activités de nos équipes terrain, agir rapidement, et aussi éditer des rapports détaillés en quelques clics."

NADIA MERCIER

Responsable d'exploitation - SAMSIC

	Messaging	Push to talk	Video	Tracking / Geolocation	Business process management	Option to add third-party apps*	Critical environment	Sovereignty
 	✓	✓	✓	✓	✓	✓	✓	
	✓	✓	✓				✓	
 Microsoft Teams	✓	Announced 2020	✓		✓			
 WhatsApp	✓		✓					

Unrivalled platform on the market

*via APIs (Application Programming Interface) and SDKs (Software Development Kit)

COMMON OR COMPLEMENTARY
DISTRIBUTORS AND INTEGRATORS ...

... FOR GLOBAL INFLUENCE



THALES



AIRBUS

NOKIA

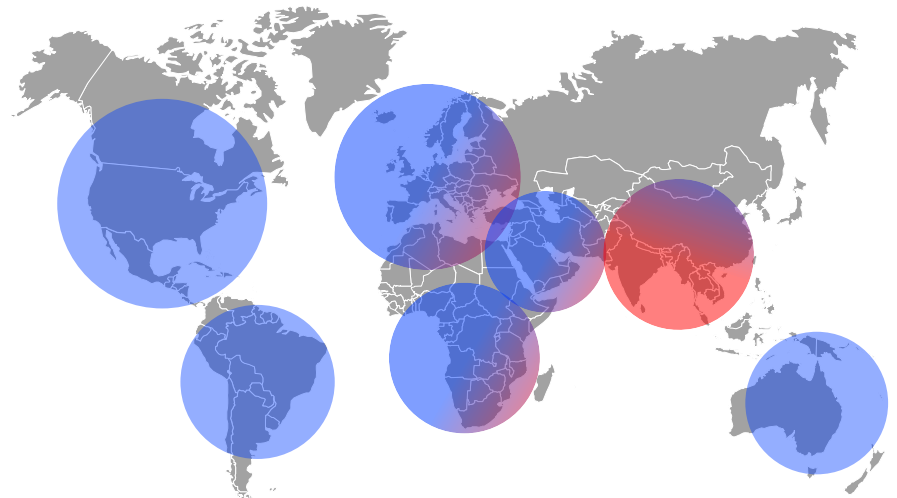
SmaTone

T-Mobile

DATAKOM



TranzCom

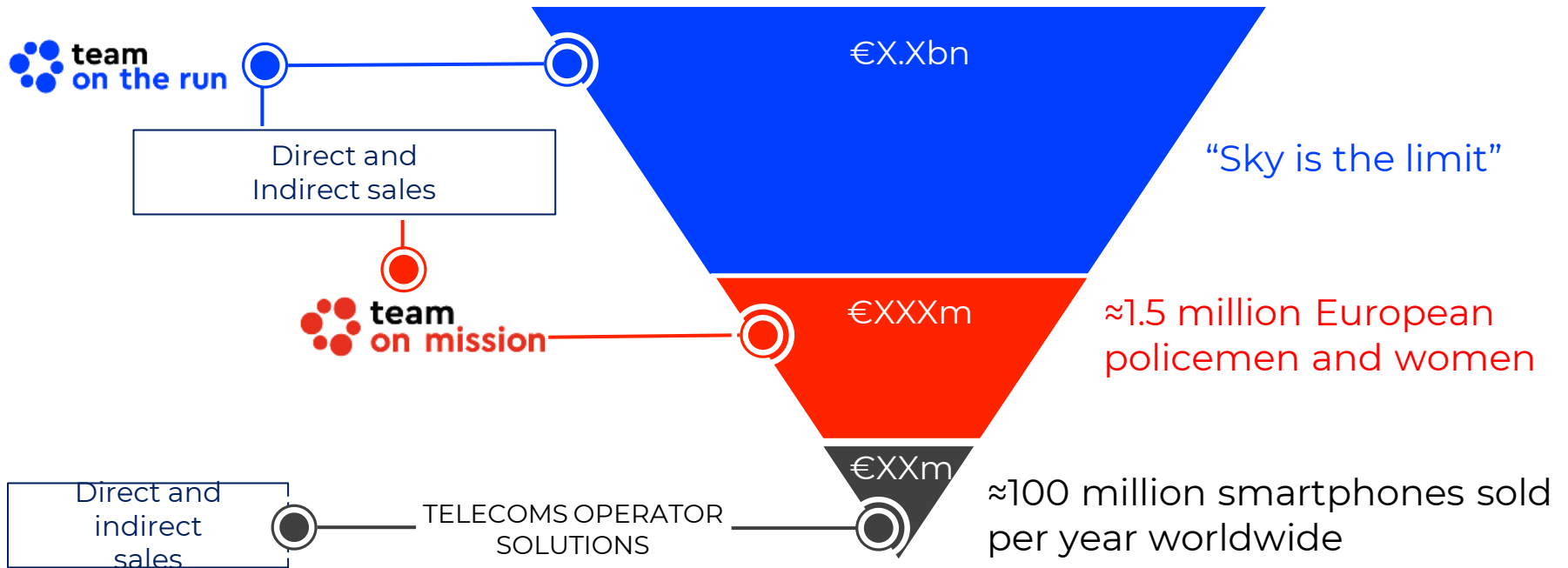


ZONES PRIORITAIRES POUR TOM (ROUGE)
ET TOTR (BLEU)

**Integration of third-party systems, key to international
development**

HYBRID MODEL OF DIRECT AND INDIRECT SALES...

... TO TAP FULL POTENTIAL OVER TIME



LICENCES



MAINTENANCE



SERVICES



Licence sales to **use our systems** or **shared platform**

Permanent On premise licences or SaaS subscription

Installed systems come with **update and technical support services**

Licence sales - repeat business

Systems **Installation**, customer staff **training** and **specific development services**

One-off sales



SELECTED BY GRAND PARIS EXPRESS AS PART OF THE
ENGIE SOLUTIONS AND NOKIA CONSORTIUM



PICKED FOR PHASE 2 OF THE EU BROADWAY PROJECT AS
PART
OF THE AIRBUSDS SLC-LED CONSORTIUM



FRENCH CROSS-MINISTRY AND KIGALI (RWANDA)
SUSTAINABLE TOWN PROJECT CONTRACT WINS



ROLL-OUT OF API & SDK PACKAGES TO BOOST TAKE-UP
AND INTEROPERABILITY WITH OPERATING PLATFORMS





COVID-19

LITTLE IMPACT ON OPERATIONS: BUSINESS CONTINUITY PLAN DURING LOCKDOWNS

LITTLE FINANCIAL IMPACT ON THE COMPANY COMPANY DREW ON FRENCH GOVERNMENT BUSINESS SUPPORT SCHEMES



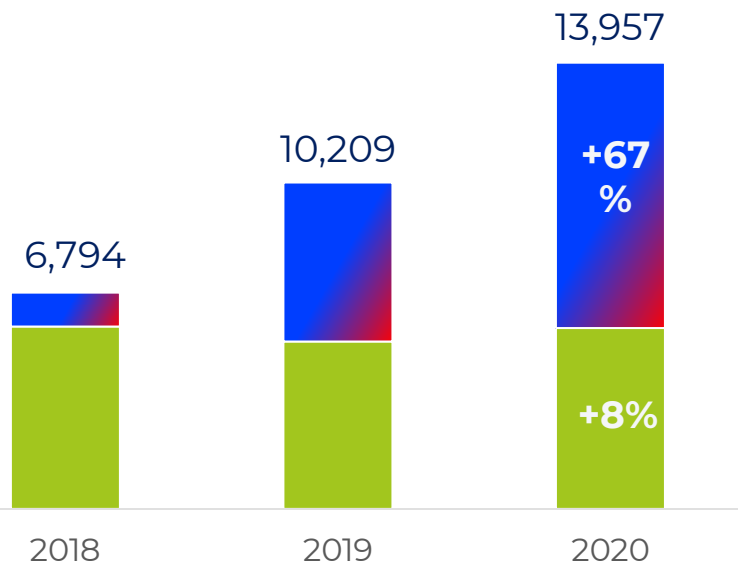
STRONGER

NET CASH OF €4M AT 30 JUNE 2020 (BEFORE GOV-GUARANTEED LOAN)

LATE JUNE 2020 RECEIVED A €2.5M GOV-GUARANTEED LOAN

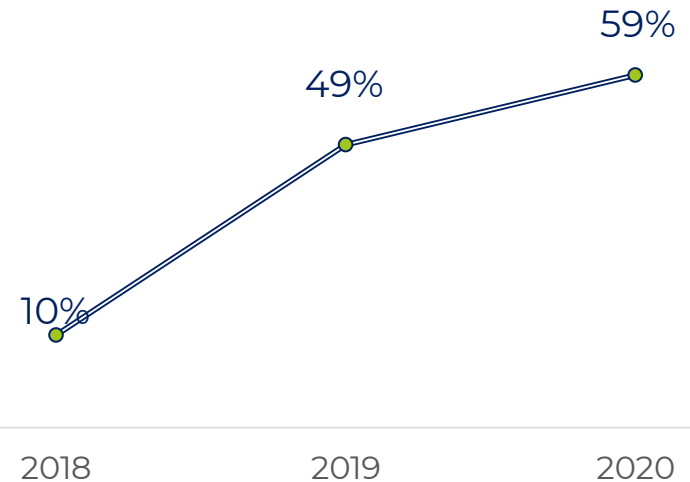
2020 consolidated revenue

€ 000



- Shared communication platform
- Telecom operator systems

Contribution of shared communication platform



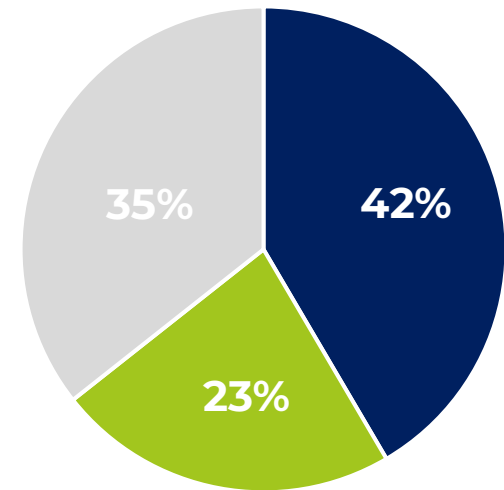
- Shared communication platform

Ongoing rise of the secure shared communication platform range

REVENUE BREAKDOWN

€ 000	2019	2020	Change
Licences	3,883	5,799	+49%
Maintenance	3,269	3,184	-3%
Services	3,009	4,974	+65%
Other	48	0	-
Total	10,209	13,957	+37%

2020 revenue breakdown



■ Licences ■ Maintenance ■ Services

Substantial rise in licence sales
Platform maintenance sales surge three-fold

2020

POSITIVE LEVERAGE EFFECT ON MARGINS: 2020 EARNINGS SURGED

ANOTHER PROFITABLE YEAR



GROWTH CONTINUES

ONGOING ROLLOUT OF 3 KEY STRATEGIC PILLARS - API SDK AND VIRALITY

COMPREHENSIVE SUITE OF SHARED, NIMBLE AND FLEXIBLE SYSTEMS

2021



**TELECOMS
OPERATOR
SOLUTIONS**

**TECH EXPERTISE
EXPERIENCED**

**REPEAT
BUSINESS**



**POWERFUL
ALLIANCES**



HUGE WORLD MARKET

**STREAM
WIDE**

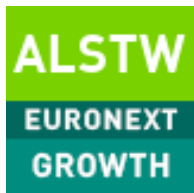


**BUOYANT
GROWTH
OUTLOOK**

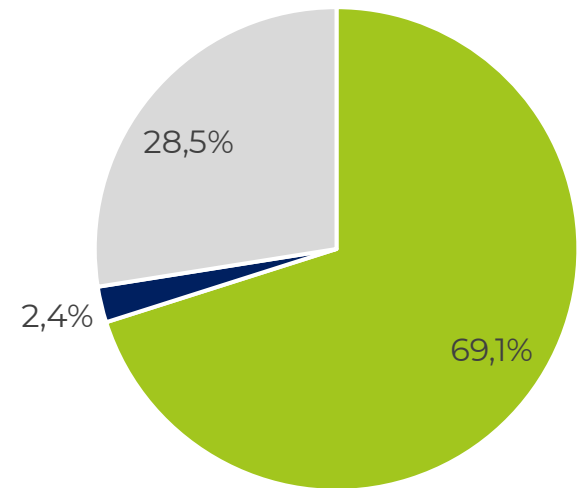


**STRONG
BALANCE SHEET
ROBUST**

- ▶ Market: Euronext Growth – Listed since 15 June 2020
- ▶ Tickers: FR0010528059 – ALSTW
- ▶ Market indices: Euronext Growth All Share & Euronext Growth Bpifrance Innovation
- ▶ Share price at 8 February 2021: €31.2
- ▶ Shares outstanding: 2,971,499
- ▶ Market capitalisation: €91 m
- ▶ **Next release: 2020 earnings, 22 March 2021**



Shareholders at 31 December 2020



■ Dirigeants ■ Salariés ■ Public

- ▶ 149,500 potential new shares from stock-option exercise



STREAMWIDE

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