

FIRST-HALF 2018 RESULTS

- Telecom business records its fifth consecutive half-year of growth in a very dynamic market
- A fully restructured and growing Enterprise business
- Accelerated commercial expansion in North America, a priority strategic market
- Initial commercial successes of low latency technology innovations
- Results temporarily adversely affected by the necessary investments to support the Group's future growth and plan to fuel the return to a profitable growth model from 2019

Anevia, a leading provider of OTT and IPTV software solutions, announces its H1 2018 results approved by the Board of Directors, and after a limited audit by the statutory auditors.

French GAAP In €m, at June 30 ¹	H1 2018 ^{2 3} 6 months	H1 2017 6 months
Sales	6.7	5.3
Gross margin	5.1	4.3
<i>As a % of sales</i>	76%	82%
Operating costs	(7.4)	(5.4)
Operating profit <i>(including foreign exchange income)</i>	(2.2)	(1.1)
Research Tax Credit and subsidies	0.5	0.4
Net profit for the period	(1.8)	(0.8)

ACTIVITY IN THE FIRST HALF OF 2018

Total revenue grew over the period by 27%, including a €0.8 million contribution from Keepixo, acquired by Anevia in H1. Removing Keepixo figures, Anevia posted same-scope growth of 12% in each of its two businesses (Telecom and Enterprise).

TELECOM: fifth consecutive half-year of growth in a very dynamic market

With total growth of +31%, the Telecom business benefited from the combination of two factors in H1 2018:

- Sound commercial onboarding strategy with the signing of new leading operators not only in Europe but also in Asia and North and South America;
- The rollout of new projects under multi-year contracts with existing customers who wish to remain partners during their transition to OTT.

¹ R&D charges are fully expensed and partially financed by the Research Tax Credit.

² H1 2018 revenue includes Keepixo as from January 1, 2018.

³ Figures include a €77,000 tax withholding. Withholdings were not reported in 2017 sales figures.

With this strong sales momentum, Anevia posted its fifth consecutive half-year of growth in its Telecom business.

ENTERPRISE: a fully restructured and once again growing business

As announced, initiatives undertaken at the end of 2017, combined with the arrival of Ivonne Prugnaud as VP Sales Worldwide Enterprise to boost the business' momentum, have paid off. Enterprise revenue grew by +17% in H1 2018.

The first six months were characterised by the deployment of Anevia's head-end among numerous new leading customer references in the hotel, healthcare and transport sectors. During the period, Anevia also signed a new major partnership with GuestTek, one of the leading global players in IPTV and wifi access solutions for the hotel industry, enabling Anevia to strengthen its presence in the hospitality market and access new regions such as Asia and Australia.

As a result of this new partnership, Anevia is now referenced with 3 of the 5 leading global integrators: Hoist, Exceptional Innovation (Intertouch and Quadriga brands) and GuestTek. These partners resell Anevia solutions to their customers worldwide, mainly in the hotel, healthcare and public/private company sectors.

FIRST-HALF 2018 RESULTS

The Group's strategic investments continue to adversely affect the results

Whereas revenue grew by 27% in H1, the gross margin fell from 82% to 76%. This decline is due primarily to the product mix in the Telecom sector which saw a significant increase in H1 in its appliance sales where the margin is lower than for pure software sales.

The increase in operating costs reflects the Group's strategy announced at the time of its capital increase at the beginning of 2017 to strengthen its teams, in particular its sales and R&D teams, in order to support its development.

Payroll costs rose by 43% in H1 2018 (27% excluding Keepixio's workforce: 14 people) reflecting the increase in salaried staff in 2017 by 15 people, including 7 in sales and marketing, and 6 in R&D.

At June 30, 2018, the company's workforce, at the end of the period and excluding sub-contracting, amounted to 81 employees (including 14 Keepixio employees) versus 52 at end-December 2016.

Similarly, other purchases and external expenses rose by 37% (29% excluding Keepixio) following the recourse to sub-contracting to supplement its R&D resources by 6 people and to strengthen its operations and support teams by 6 people, resources based in Vietnam, Romania and India.

Accordingly, the operating result was a loss of -€2.2m vs. -€1.1m at June 30, 2017.

The research tax credit (CIR) totalled €0.5m, an increase compared with H1 2017, following the recruitment of new R&D engineers in 2017 and the acquisition of Keepixio whose research tax credit amounted to €95,000 over the period.

The net result was a loss of -€1.8m.

Cash position at June 30, 2018

At June 30, 2018, the Group's balance sheet showed shareholders' equity of -€0.8m, financial debt of €3.1m (vs. €2.8m at June 30, 2017) and cash of €1.5m (vs. €2.3m at June 30, 2017).

As a reminder, on the occasion of its General Meeting of June 28, Anevia modified the period and terms of exercise of the Company's share subscription warrants issued on July 17, 2017 for the benefit of all its shareholders, namely:

- The exercise period of the warrants has been extended from 24 July 2018 to 31 December 2018 at midnight inclusive. Warrants not exercised at that date will lose all value and will lapse

- Six (6) warrants will entitle the holder to subscribe to one (1) new share of the Company with a par value of € 0.05 at a price equal to € 3 (initially € 4.7).

The exercise of all or part of the warrants by the end of the year, would allow the company to strengthen its shareholder's equity and participate in the financing of its future growth.

RECENT DEVELOPMENTS

Strengthening of the sales structure in North America

With Europe and South America, North America is one of Anevia's priority markets where many Telecom business customers and prospects are located (currently more than fifteen Telecom operator customers, notably ATNI and The Weather Channel).

In order to consolidate this market and seize all the opportunities, Anevia has strengthened its sales structure in North America with the appointment of two experienced VP Sales.

Partnership with Minerva Networks in the launch of an OTT offering in the United States

Minerva Networks, one of the leading global providers of solutions for the pay TV market, has launched a new OTT offering in the United States in partnership with Anevia.

This white label turnkey service, aimed at telecom operator customers of Minerva Networks, will be installed on a shared infrastructure, providing an OPEX model for operators and including all the OTT functionalities (Catch-up TV, Restart TV, Pause of Live TV and Network DVR - including Cloud DVR US) which could be offered to these operators' customers.

Initial successes of low latency technologies

Introduced by the OTT broadcasting chain, the reduction in latency has become a major requirement for users to view live events as close to real-time as possible, strengthened in particular by the use of social networks for commenting on televised content.

During the Football World Cup in Russia, Anevia deployed a virtualised encoding solution for **Red Bee Media**, an international broadcast and media services provider, enabling the retransmission of live matches in all the McDonald's restaurants in Sweden. The simplicity of deploying this technology helped reduce the implementation timeframes for the customer from several months to only a few days.

Anevia has also joined forces with **Viaccess-Orca** (Orange group), one of the leading global providers of OTT and IPTV platforms, to provide its customers with a very low latency live streaming solution. The solution, motivated by users' frustration at viewing live broadcasts, such as sports events, with a slight delay, will enable TV viewers to view everything live with less than a second's delay whereas the standard broadcasting delay was currently eight seconds and between 30 to 60 seconds with other traditional OTT systems.

OUTLOOK

Return to a profitable growth model as of 2019

In H2, Anevia will remain focused on its roadmap in order to return to a profitable growth model as of 2019. To achieve this, Anevia will leverage the technological and sales investments of recent months, which should result in:

- The increased sales momentum of the encoding offering;
- The virtualisation of the Group's software offering enabling it to provide its customers with simplicity of deployment, configuration and operation without compromising performance;
- An improvement in the product mix incorporating more software sales;

- The rationalisation of spending.

Next publication: 30 January 2018, revenues for the 2018 financial year

About ANEVIA

Anevia is a leading OTT and IPTV software provider of innovative multiscreen solutions for the delivery of live TV, streaming video, time-shifted TV and video on demand services. The company offers a comprehensive portfolio of video compression, multiscreen IPTV head-ends, Cloud DVR and CDN solutions to enable viewers to enjoy a next-generation TV experience – anywhere, anytime and on any screen - including 4K UHD content. The solutions have been widely adopted by globally-renowned telecom and pay-TV operators, TV broadcasters and video service providers in hospitality, healthcare and corporate businesses.

Founded in 2003, Anevia has a track record of being first to market with advanced video technologies. The company is a member and active contributor to several TV, media and hospitality industry associations. Headquartered in France, with regional offices in the USA, Dubai and Singapore, Anevia is listed on the Paris Euronext Growth market.

For more information please visit www.anevia.com.

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