

FY 2018 revenue: €14.1m

- The Telecoms business makes strategic business gains and signs up more than 20 new clients
- The Enterprise business gets back on the growth path
- Successful integration of Keepixo and ramp-up in sales of the encoding solution resulting from the acquisition

Anevia, a leading provider of OTT and IPTV software solutions, has reported its full-year revenue for 2018.

<i>French GAAP, €m</i>	2017	2018 ^{1 2 3}	Chg.
Telecom	9.5	10.5	+11%
Enterprise	3.1	3.6	+18%
TOTAL	12.6	14.1	+12%

Anevia chalked up €14.1m in revenue for 2018, up +12% compared to 2017, including a €1.5m contribution from Keepixo, which was acquired by Anevia in H1. Excluding Keepixo, organic growth came to +1%.

Anevia has seen an organic annual average growth (CAGR) in revenue of +19% since 2015.

TELECOM: STRATEGIC COMMERCIAL GAINS

The Telecoms business recorded overall revenue growth of +11% in 2018. Excluding Keepixo, divisional organic growth came to -2%.

Despite lower than anticipated business volumes in 2018, Anevia made encouraging business gains, signing up more than 20 new operators and broadcasters and in some cases replacing a rival offering.

First concrete roll-outs of OTT solution launched in the US

The partnership with Minerva Networks and ComNet, in connection with the new OTT service launched in the US, notably led to the roll-out of Anevia's NEA-CDN solution for two major US operators in H2. Anevia also took this opportunity to enhance the shared platform ensuing from this partnership by adding its Genova video compression solutions, giving both operators' subscribers access to their 50 local channels. These contracts were delivered and invoiced at year-end.

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

2 Unaudited data

3 Figures include withholdings of €195,000. Tax withholdings were not reported in 2017 sales figures.

Adoption of Cloud DVR technology continues apace

Last year, Anevia also pushed ahead with the roll-out of its Cloud DVR solution across its base of operator customers, enabling subscribers to record programmes in the Cloud. As part of this drive, the extensions provided involved increasing the number of channels, the number of subscribers and the volume of content recorded. As for storage extensions, a large majority of Anevia's customers opted to install its EDS technology, thus ensuring the solution's performance while optimising their costs by using standard equipment. The technical and economic benefits obtained thanks to this technology convinced four new operators to select it in 2018, while existing operator customers ramped up their EDS storage capacity by 30%.

Customer base shows renewed trust

Anevia continued to roll out new projects under multi-year contracts with existing customers that wish to remain partners during their transition to OTT. These customers notably include Telecom, the new group created from the merger between Telecom Argentina and its longstanding customer Cablevision, which helped underpin roll-outs of Anevia solutions. Also worth noting are Netplus (Switzerland) and Post (Luxembourg) as well as the Canal+ group, notably as part of its international roll-out.

ENTERPRISE: A YEAR OF GROWTH

The Enterprise business chalked up overall revenue growth of +18% in 2018. Excluding Keepixo, divisional organic growth came to +9%.

The top-line momentum generated in the first six months of the year was maintained through H2, as Anevia notably capitalised on its preferred provider positioning with three of the world's top five system integrators. These accounted for more than one third of the division's revenue last year.

Meanwhile, the Enterprise business gained from the partnership with Canal+, which resulted in the roll-out of Anevia's head-end solution Flamingo for over 10 healthcare institutions, including the Paris hospitals trust APHP.

SUCCESSFUL INTEGRATION OF KEEPIXO AND RAMP-UP IN SALES OF THE ENCODING SOLUTION RESULTING FROM THE ACQUISITION

In April 2018, Anevia acquired video encoding software expert Keepixo. This enabled Anevia to extend its product range to encoding software solutions, provide a more comprehensive offering, and thus better meet clients' needs by strengthening its position at the center of the OTT video value chain.

The combination of the two groups' expertise in technology and the pooling of their resources enhanced Anevia's range of encoding solutions in H2, with the development of the fifth generation of its Genova Live software encoding solution for live OTT and IPTV video streaming. This updated version of the group's OTT encoding solution combines the latest advances in 4K, low-latency, Ultra HD (UHD) and virtualisation technologies

These new functionalities seduced Anevia's biggest existing customers, which folded the technology into their service offering and helped the company win new customers.

CASH POSITION AT DECEMBER 31, 2018

At December 31, 2018, Anevia had net debt of €2.7m (down from €3.2m at December 31, 2017) and cash of €1.7m (compared to €2.3m at December 31, 2017), including the proceeds of the capital increase launched in December.

OUTLOOK

In 2019, priority will be given to reviving organic growth and improving results.

Next publication: Wednesday, 27 March 2019, results 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.

Contacts

ANEVIA

Silvia CANDIDO
Field Marketing Director
Tel: +33 1 81 98 32 40
Email: investisseurs@anevia.com

ACTIFIN

Alexandre Commerot
Isabelle Dray (press relations)
Tel.: +33 1 56 88 11 11
Email: acommerot/idray@actifin.fr



Name: ANEVIA
ISIN Code: FR0011910652
Ticker symbol: ALANV
Number of shares comprising the share capital: 3,860,136

