

First-half 2020 revenue: €6.5m

- Resilience of the Enterprise business, hampered by the health situation
- Sustained activity for the Telecom business, combining new business wins and growth in the existing client base

Anevia, a leading provider of OTT and IPTV software solutions, has reported its first-half 2020 revenue.

<i>French GAAP, in €m, unaudited</i>	H1 2020 ¹	H1 2019	Chg. 20/19
Telecom	5.3	5.3	stable
Enterprise	1.2	1.9	-33.8%
TOTAL	6.5	7.2	-9.9%

In the first half of 2020, Anevia generated revenues of €6.5m, a decline of close to 10% compared to H1 2019.

Resilience of the Enterprise business, hampered by the health situation

The health crisis associated with the Covid-19 pandemic hampered the Enterprise business, with projects to open new hotels or renovate existing ones being postponed due to the almost complete shut-down of the hotel and travel sectors.

Against this backdrop, Anevia wanted to contribute to the sector's recovery and offered any hotels that are customers of its Flamingo head-end three free virtual channel licences to enable them to provide advice and information to guests on the TV screen during their stay, at no additional cost. As part of this initiative, Anevia collaborated with several partners, including 3DR, Dreamearly, Eona, Evermedia, Guest-Tek, Nevotek, STS, TRS and Videlio.

In order to continue developing this business and to benefit from the return to a more normal environment, Anevia has signed two new major partnerships for the distribution and roll-out of its products and associated services:

- Hoppen, an expert in software solutions for healthcare providers;
- Intertouch, a global provider of audio-visual technology solutions to the hotel industry, which selected Anevia as its preferred supplier for the EMEA region.

With these two new partnerships that have been added to its existing partnerships, Anevia is now positioned as a major player in OTT and IPTV solutions for the healthcare and hotel sectors in France and Europe.

Sustained activity for the Telecom business, combining new business wins and growth in the existing client base

The Telecom business held up well and was stable in H1 2020 with revenue of €5.3m, a noteworthy performance after four consecutive years of double-digit growth. Over the period, Anevia benefited from the combined impact of:

¹ Unaudited data.

- solid performance in terms of its existing customer base, which led to a strong increase in maintenance-related recurring revenue, but also the roll-out of new projects for several of its existing clients in the EMEA, US and LatAm regions;
- onboarding of new operators looking for innovative OTT solutions to maintain their competitive edge and market position, given that OTT is now driving growth in the global audio-visual market. The global SVOD (Subscription Video On Demand) market generated total revenue of \$53 billion in 2019 (12% growth vs. 2018) ².

CASH POSITION AT 30 JUNE 2020

At 30 June 2020, Anevia had €3.5m in cash (vs. €2.2m at 29 February 2020) and financial debt of €2.6m (unchanged from 29 February 2020³). This cash position includes the following items:

- €878,000 collected from the exercise of 1,322,585 A warrants and 168,310 B warrants. There are still 3,264,393 A warrants and 72,130 B warrants outstanding which, if exercised in their entirety, would generate additional funding of €1,480,000;
- €319,000 in 2019 research tax credit (CIR) instalments received in January 2020 and the €72,000 2019 CIR balance received following the immediate reimbursement by the government. It does not include the 2020 CIR instalments that are expected to be received in July 2020, October 2020 and January 2021;
- debt restructuring in light of the government support measures offered to businesses due to the Covid-19 health crisis.

Anevia carried out a specific review of its liquidity risk as of June 30, 2020 and considers that it will be able to meet its commitments coming up in the next 12 months.

Next publication: 30 September 2020, first-half 2020 results

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 of 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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² Global SVOD Forecast, by Service (2010 - 2025), Strategy Analytics

³ Press release of 25 March 2020



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