

## REVENUE FOR THE FIRST HALF OF 2015: + 29% €1 MILLION INCREASE IN A CAUTIOUS CONTEXT PROMISING DEVELOPMENTS FOR “TEAM ON THE RUN”

**Paris, July 27, 2015** – StreamWIDE (FR0010528059 – ALSTW), the specialist in next generation, value-added telephony solutions, announces a €1 million increase in revenue in the first half of 2015. Revenue thus totaled €4.4 million and is detailed below:

en K€	30-june-15	%revenue	30-juin-14	%revenue	Δ (K€)	Δ %
<b>TOTAL REVENUE</b>	<b>4,417</b>		<b>3,423</b>		<b>994</b>	<b>29%</b>
License revenue	<b>2,638</b>	60%	<b>875</b>	25%	<b>1,763</b>	201%
Maintenance revenue	<b>1,560</b>	35%	<b>1,462</b>	43%	<b>98</b>	7%
Service revenue	<b>167</b>	4%	<b>877</b>	26%	<b>-710</b>	-81%
Third-party sales revenue	<b>52</b>	1%	<b>209</b>	6%	<b>-157</b>	-75%
France revenue	<b>780</b>	18%	<b>1,343</b>	39%	<b>-563</b>	-42%
Export revenue	<b>3,637</b>	82%	<b>2,080</b>	61%	<b>1,557</b>	75%

### Increased revenue in a cautious context

The apathy that has dominated the sector for some time has tended to ease a little since the second half of 2014. However, although new commercial opportunities are emerging for the Group’s traditional activity, inertia still remains very high and operators are taking a long time to make decisions.

The split in revenue between “France” and “Export” was 18%/82% over the period, compared with 30%/70% in 2014. This split, which is in line with the Group’s international exposure, can essentially be explained by the buoyant sales momentum in the United States and by substantial license sales in Europe during the first half of 2015. Moreover, the considerable license sales recorded with French clients in previous periods are, once coverage is complete, operations that are non-recurrent by nature, which explains the decrease in French revenue since last year.

The increase in the Group’s revenue in the first half of 2015 (+€1 million) was mainly due to the increase in License revenue (+€1.8 million) partly offset by the decrease in Services revenue (-€0.7 million). As indicated above, license sales are benefiting from a regular increase in an American client’s platforms and from a major new European market. Furthermore, activity benefited from a positive base effect (license sales having fallen by 70% in the first half of 2014). Regarding services, the first half of 2014 had seen numerous operations completed over the period, which wasn’t the case in the first half of 2015. There are still numerous ongoing projects at June 30, 2015. This discrepancy should entirely or mostly disappear during the second half of the year.

Although the recurrent nature of maintenance activity can sometimes be called into question by certain clients (illustrating the sector's current complexity), maintenance revenue continued to rise during the first half of 2015 (+7%). This trend should continue over the latter half of 2015, notably following the increase in the number of licenses acquired by some clients and to the expected launch of additional platforms (United States and United Kingdom) over the period.

The revenue expected over the second half of 2015 should thus allow a certain growth dynamic to be maintained over the year, even though significant revenue and solid growth were recorded over the second half of 2014. Major opportunities could be concretized in the short term, notably in the United States, Europe and Africa. The Group's historical activity has thus stabilized and is benefiting from the quality and efficiency of the Group's products, acknowledged both in terms of voice messaging and in terms of real-time billing (prepayment systems). The recent failures of some competitors could further intensify this acknowledgment phenomenon and establish the Group as one of the sector's key players.

### **Outlook: balanced structure, constant developments and new markets**

The cost structure was extensively optimized last year in order to adapt it to the new market orientations and enable the Group to be resilient in a difficult sectoral environment while maintaining a strong development capacity, which the first half of 2015 has again illustrated.

The "Team On The Run" solution, available online for all corporate clients for the last few months ([www.teamontherun.com](http://www.teamontherun.com)), continued to benefit from additional features over the first half of the year (webchat, VoIP, walkie-talkie, NFC technology and channels), thus completing a reliable, secure and flexible ecosystem with many uses. This thus enables every type of organization and sector to be addressed by providing a one-stop application and solution with all the instant communication features companies require, but also with high-value-added options depending on the activity in question. The Group will maintain this approach through the second half of 2015 with the integration of additional specific "business" features that can be adjusted sector by sector.

Further indirect distribution commercial agreements were implemented over the first half of 2015, notably in Asia in order to make the most of the substantial leverage available in that high-potential region. Direct commercial offers have also been finalized, notably in the hospitality and healthcare sectors. Additional sectoral offers should be provided by the Group in the coming weeks in order to optimally meet certain specific vertical requirements and thus target all existing opportunities.

The growth in revenue over the first half of 2015 is encouraging, although the Group is remaining intentionally cautious regarding its historical activity. Nevertheless, the end-of-year orientation is looking satisfactory so far and should allow the Group to reaffirm its strategy and sectoral repositioning.

A few months after its launch, although the number of organizations subscribed to "Team On The Run" is not yet very significant, its day-to-day trend is very encouraging and is generating major opportunities, notably in Asia and in North and South America, where the professional mobile application market appears to be more receptive and dynamic than in Europe.

The current and future challenges associated with companies' digital transition, their activities and their organization should concretize the current appetite observed regarding "Team On The Run". In the coming months, the Group will therefore continue to allocate all the necessary resources, and notably marketing resources, to accompanying and further accelerating the development of "Team On The Run" and its daily use within companies.

*Next financial press release: H1 2015 results, on September 21, 2015*

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### About StreamWIDE (Alternext Paris: ALSTW)

An established leader for value-added telephony services, StreamWIDE assists worldwide operators and service providers in shaping their telephony multimedia services innovation.

From core network solutions to mobile and web apps, StreamWIDE delivers on-premise or cloud-based, end-to-end, carrier-grade, IP-based VAS solutions in the areas of voice messaging, virtual numbers and telephony for social networks, convergent charging, conferencing, call center services, ringback tones and IVR.

Operating from France, the USA, China, Romania, Tunisia, Austria, Argentina, Indonesia and South Africa, StreamWIDE is listed on Alternext Paris (Euronext) - FR0010528059 – ALSTW.

For further information, go to <http://www.streamwide.com>, <http://www.teamontherun.com> or visit our [LinkedIn](#) and [Twitter](#) pages.



StreamWIDE is a Bpifrance "innovative company",  
is eligible for inclusion in "FCPI" (venture capital trusts dedicated to innovation) and is PEA-PME eligible



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