

Press Release

Montpellier, February 4, 2019



Revenues up +50% in 2018 Faster growth expected in 2019

After the success of its IPO in December 2018, **VOGO (ISIN code: FR0011532225 - Ticker: ALVGO)** is announcing the strong growth of its sales figures for 2018.

VOGO generated revenue of €1,105 million in 2018, up 50% compared with 2017. This growth, perfectly in line with the Group's objectives, was buoyed by a sharp increase in the number of events covered in the second half of the year and the development of indirect acquisition channels abroad, already accounting for nearly 14% of sales over the period (compared with 4% in 2017).

Nearly 630 events covered in 2018

The objective announced at the time of the IPO (500 events to be covered in 2018) was largely surpassed. A total of 628 events led to the deployment of the *VOGO SPORT* solution, compared with 292 events covered in 2017. The company has thus surpassed the threshold of 1,000 events covered since its creation.

New sales developments since the IPO

Since its IPO, VOGO has confirmed the implementation of its market plan and its goal of establishing itself as a global leader in live audio-visual content solutions.

In December 2018, VOGO announced the signature of a marketing partnership with INFRONT, an integrator with a strong presence on the Italian football market. Beyond this new indirect distribution agreement which has already enabled VOGO to sign three Italian clubs (*Sampdoria, Genoa and Udinese*), the end of the year was also marked by the adoption of the *VOGO SPORT* solution by new professional French clubs (*Toulouse Football Club, Montpellier Hérault Sport Club, Racing Club de Lens*).

In addition, 2019 began with the announcement of a partnership with ABEO focusing on a common technological and sales offer, notably including the signature of a global distribution agreement.

Finally, the *VOGO SPORT* solution will be deployed during the *Open Sud de France* tennis tournament from 3 to 10 February, at the *Champions Hockey League* final that will take place on 5 February in Gothenburg (Sweden). Moreover, the solution will cover the semi-finals and final of the Italy Cup (*Del Monte® Finali Coppa Italia*) in volleyball on 9 and 10 February. Access to these new disciplines and these major sporting events is a promising vector of growth and visibility.

All these sales initiatives will start paying off over the course of the next few months.

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2019: towards faster growth

Reiterated ambitions

In addition to its sales growth, and building on the success of its IPO, VOGO has launched the structuring of its organisation both in terms of recruitment and the expansion of its direct and indirect networks in France and abroad.

In view of these elements, VOGO is confident in its capacity to secure faster growth in 2019, perfectly in line with its market plan.

VOGO has also reiterated its growth objectives: to achieve sales turnover of around €10m by 2020 and to reach the target of €50m by 2023.

Upcoming release:

2018 FY Results

April 23rd, 2019 (after Paris stock exchange closing)

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About VOGO

Founded in 2013, VOGO develops, markets and distributes a solution for broadcasting live audiovisual content based on streamed video processing technology protected by four patents. Its disruptive technology, the performance of which is unrelated to the number of people connecting to it, aims to improve spectator experience by providing on-demand, multi-camera content, either live or on replay, along with analytical audio and video tools for professional usage. Since its inception, VOGO has already covered over 1,000 events in more than 20 athletic disciplines on 4 continents.

For more information: www.vogosport.com



vogo-group.com



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