



## Faster growth confirmed: 2.5-fold increase in activity in the first half of 2019

**VOGO (Code ISIN: FR0011532225 - Ticker: ALVGO)** published its first-half 2019 activity today.

As announced, the pace of growth accelerated in the first half of 2019, with revenue from activities<sup>1</sup> increasing 157% compared to the first half of 2018, to €735K. This strong growth was driven by the sharp increase in the number of events covered as of 30 June 2019. As such, VOGO rolled out its solution at 422 events during the first half of 2019 (compared to 269 at 30 June 2018).

This trend was driven by the billing of contracts signed with **championships** since the IPO. This billing, which has a recurrence rate of 100%, totalled €405K at 30 June 2019, an increase of 216% compared to the first half of 2018. In recent months, VOGO has signed a number of contracts for the roll-out of its solution to new championships, including AS Saint-Etienne, AS Monaco and RC Lens in France. These contracts will continue to underpin growth over the coming months.

First-half growth was also led by the roll-out of VOGO's solution at **major events** during the early part of the year, including the Open Sud de France (tennis), the Champions Hockey League final in Sweden and the Italian Volleyball Cup final. Revenue from activities totalled €217K in the first half of 2019, an increase of 156%. VOGO also won a number of contracts for other major events, including the Evian Championship (golf) and the European Le Mans Series (motor racing) and so on. These commercial successes should contribute to the growth of the company's activity over the second half of the year.

Additionally, in recent months VOGO has also intensified its contacts with major national and international federations, for the deployment of its "professional" solution on a larger scale, to address challenges related to players' health, video refereeing and analysis.

Finally, **indirect channels** that provide additional opportunities to transform the business reported growth of 69% to €82K. This sales channel is expected to continue to develop thanks to the partnerships already in place (PANASONIC Information Systems Co. Ltd. in Japan, Infront in Italy, etc.) that are gradually starting to pay off.

### Pick-up in growth for FY 2019

#### Targets set at the time of the IPO confirmed

In light of this first half of the year that is fully in line with VOGO's roadmap, the company is confirming its target to post accelerated growth in 2019. VOGO is confirming the growth objectives announced at the time of the IPO, which are to generate revenue from activities of around €10M by 2020 and reach the milestone of €50M by 2023.

Beyond its strong organic growth prospects, VOGO will continue to look for external opportunities to boost its growth on the Sportech market.

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<sup>1</sup> Revenue from activities includes turnover (€716K) and proceeds of the sale-leaseback (€19K). For more details, please see the 23 April [press release](#).

# Press Release

Montpellier, July 24<sup>th</sup>, 2019



## Upcoming release:

### 2019 H1 Results

September 17th, 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 1,400 events in more than 20 athletic disciplines on 4 continents.

For more information: [www.VOGOSport.com](http://www.VOGOSport.com)



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