

## ANNUAL REVENUE UP 12% IN 2011

**Paris, 24<sup>th</sup> of February 2012** – StreamWIDE (FR0010528059 – ALSTW), the specialist in next generation, value-added telephony solutions for telecom carriers, announces a buoyant increase of 12% in annual revenue in 2011, compared to 2010. Revenue thus totaled €11.5 million and breaks down as follows:

In € thousands	2011	%CA	2010	%CA	Δ (€K)	Δ%
<b>TOTAL REVENUE</b>	<b>11 460</b>		<b>10 222</b>		<b>1 238</b>	<b>12%</b>
Licence revenue	7 274	63%	5 712	56%	1 562	27%
Maintenance revenue	2 351	21%	1 988	19%	363	18%
Service revenue	1 039	9%	1 414	14%	-375	-27%
Third-party sales revenue	796	7%	1 108	11%	-312	-28%
France revenue	4 286	37%	4 403	43%	-117	-3%
Export revenue	7 174	63%	5 819	57%	1 355	23%

- Within a difficult 2011 economic context, the Group's annual revenue increased by €1.2 million (+12%), driven by a substantial upturn in activity over the second half of the year (+19.8%, versus +4% over the 1<sup>st</sup> half of 2011).

The Group's key revenue (licenses and maintenance) increased by close to +25%, reflecting both the confidence StreamWIDE's main clients have in its technologies and the winning over of new clients (11 new clients amongst the 20 most significant in 2011). License sales grew by +27% in 2011, and should thus guarantee the Group even higher future maintenance revenue, which is recurrent by its very nature. Indeed maintenance revenue increased by +18% in 2011 and now accounts for 21% of total Group revenue.

Revenue from Services and Third-Party Sales together slipped by €0.7 million to €1.8 million, notably because of the negative base effects in 2010 (migrations of platforms and significant volumes of equipment, non recurrent by their very nature).

Whilst the first half of the year was characterized by a substantial increase in revenue in France (+28%), the second half was characterized by a particularly buoyant increase in Export revenue (+40% over the second half and +23% over the year), which was essentially the result of partnership and indirect distribution agreements.

The significant revenue growth recorded in 2011, accompanied by a pursuance of cost controls, should allow the Group's operating profit to improve in 2011. This continuous increase in operating results should result in a higher tax burden (albeit with no impact on the Group's cash position) than in previous years, resulting in a slight decrease in the Group's net profit.

- Regarding the first half of 2012, visibility in terms of the order book is better than last year, and thus enables the Group to be confident in the 2012 annual trend, although some major orders have yet to be confirmed.

The Group's innovation strategy and the success recorded by new products such as SGC (StreamWIDE Global Communications, a solution that allows the management of the availability of one or more telephone lines, the

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convergence of communications and contacts via a smartphone and tablet application) suggest further short and medium-term growth opportunities, in addition to the ongoing development of messaging platforms. The interaction of these products with social networks, in particular, allows telephone operators to offer new and innovative services to their subscribers.

The development of the Group's France and Export sales methods and resources will be maintained in 2012 in order to further strengthen its international presence, which continues to represent substantial potential. Furthermore, its international exposure and its various sales channels (direct and indirect) are enabling the Group to withstand the current economic context, by making the most of all existing growth opportunities.

The ongoing toughening of the competitive environment for telephone operators is a key growth factor for StreamWIDE. In 2012, the Group's R&D efforts will therefore be maintained at the same level as in 2011 (close to 23% of revenue) in order to strengthen the Group's current position in value-added services: innovation, responsiveness and efficiency.

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### About StreamWIDE ([www.streamwide.com](http://www.streamwide.com))

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

StreamWIDE next generation software technology enables legacy systems replacement, as well as on-premise or cloud-based innovative services 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, and Romania, StreamWIDE is listed on Alternext Paris (NYSE Euronext) - FR0010528059 – ALSTW.

For more information, visit [www.streamwide.com](http://www.streamwide.com) or visit our Facebook or Twitter pages.



**Next financial press release: 2011 annual results on Thursday March 22, 2012**

Listed on Alternext Paris, a NYSE Euronext group market  
ISIN: FR0010528059 - Ticker: ALSTW

StreamWIDE is an OSEO-Anvar "innovative company",  
and is eligible for inclusion in "FCPI" (venture capital trusts dedicated to innovation).



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