

January 27, 2020 - 17:40 CET

AudioValley : Sébastien Veldeman ♦ investorrelations@audiovalley.com ♦

Actifin : Victoire Demeestère ♦ vdemeestere@actifin.fr ♦

2019 turnover: €29.0m (excluding Storever in December)

Growth of +29.4%, excluding the sold activity

A winning strategy for Targetspot: +42% in H2 2019 of which +43.7% in Q4 2019

2020: continued strong growth expected in line with 2019 and a significant improvement in operating profitability

AudioValley, an international specialist in BtoB digital audio solutions (ISIN Code: BE0974334667/Ticker: ALAVY), published its 2019 full-year turnover today.

2019: excellent growth momentum

For greater clarity around its figures, in addition to the published data, the Group also presented its like-for-like financial data after restatement for scope effects linked to the sale of Storever at the start of December 2019, which can be read as if Storever was not consolidated in financial years 2018 and 2019. For information, the Storever activity sold on 5 December 2019 represented €7,666k over the 12 months of 2018 and €7,067k over 11 months in 2019.

For full-year 2019 therefore, the Group posted like-for-like activity growth of +29.4% to €21.9m. In reported data, the Group posted turnover of €29.0m, an increase of 17.8%.

Turnover in €k (unaudited figures)	Like-for-like data				Reported data		
	2019	% of turnover 2019	2018	Change 2019/2018	2019	2018	Change 2019/2018
Targetspot	19,224	88%	14,157	+35.8%	19,224	14,157	+35.8%
Storever	-	-	-	-	7,067*	7,666	-7.8%*
Jamendo	2,694	12%	2,783	-3.2%	2,694	2,783	-3.2%
Group total	21,918	100%	16,940	+29.4%	28,986	24,606	+17.8%

*Storever was sold in December 2019 and its activity is not consolidated in December 2019.

Targetspot (88% of 2019 like-for-like turnover): growth in the second half of 42.1%

During the fourth quarter of 2019, sales momentum accelerated at Targetspot, a solution designed to aggregate and monetise digital audio audiences (digital radio and podcasts). After growth of +28.6% in the first quarter and +39.9% in the third quarter, the division generated turnover of €5,997k, an increase of +43.7% in relation to the fourth quarter of 2018.

January 27, 2020 - 17:40 CET

AudioValley : Sébastien Veldeman ♦ investorrelations@audiovalley.com ♦

Actifin : Victoire Demeestère ♦ vdemeestere@actifin.fr ♦

This excellent performance over the year was underpinned by continued strong activity in the US (+30.1% to €14,126k) and Targetspot's rapid development in Europe (+54.4% to €5,098k). The sharp growth seen in Europe reflects very strong potential on a market that is still in take-off phase and the Group's winning strategy, which led to the opening of four sales premises (Spain, Netherlands, Germany and the UK). These markets saw confirmation of their potential throughout the year, with big contracts signed with major European digital audio players (SoundCloud, Deezer, etc.), the impact of which was still limited in the past year.

Jamendo (12% of 2019 like-for-like turnover): recovery still in process

Jamendo, the platform for the management of music rights and marketing of music licences, generated full-year turnover of €2,694, a decrease of -3.2%. This performance falls short of the Group's estimate, but it has yet to factor in the benefits of the measures taken during the year (adoption of the status of an independent management entity which will enable Jamendo to broaden its scope of activity in managing and monetising music rights, and the arrival of a new CEO). In November, AudioValley purchased all non-controlling shares in the entity (28.84% of the capital), confirming the Group's confidence in its anticipated revitalisation of the division and the latter's strong growth potential.

Outlook for 2020: strong growth expected in line with 2019 and a significant improvement in operating profitability

« We reached some major milestones in 2019.

With the sale of Storever, AudioValley is now focused on fully digital audio activities and will benefit fully starting in 2020 from the stronger growth momentum on this market.

Thanks to the early repayment of our main maturity due to Vivendi, we stand to benefit from the negotiated maximum discount of €8.6m.

With turnover topping €19m this year, and growth of over 35%, Targetspot has kept its promises. In 2019, we strengthened our positions on the US market and bolstered our sales efforts in Europe. We are now ideally placed to benefit from the strong traction on the digital audio market in these strategic areas.

Concerning Jamendo, our teams are in place and we are fully committed to applying substantial stimulus measures for this division which shows strong potential.

We expect strong growth this year in line with that achieved in 2019. 2020 will also see a significant improvement in our operating profitability.»

»

Alexandre Saboundjian

CEO and founder of AudioValley



Press release

www.audiovalley.com



January 27, 2020 - 17:40 CET

AudioValley : Sébastien Veldeman ♦ investorrelations@audiovalley.com ♦

Actifin : Victoire Demeestère ♦ vdemeestere@actifin.fr ♦

NEXT EVENT

FY 2019 RESULTS

April 21, 2020, after trading

CONTACTS

AUDIOVALLEY

Sébastien Veldeman

+ 32 (0) 2 466 31 60

investorrelations@audiovalley.com

ACTIFIN, financial communication

Victoire Demeestère

+33 (0)1 56 88 11 11

vdemeestere@actifin.fr

ACTIFIN, financial press relations

Jennifer Jullia

+33 (0)1 56 88 11 19

jjullia@actifin.fr

investorrelations@audiovalley.com