

Press Release

Montpellier, December 12, 2019



Growth in VOGO's business confirmed in the second half

VOGO (Code ISIN: FR0011532225 - Ticker: ALVGO) confirmed its strong business momentum in the second half of 2019, both for its traditional video solutions (VOGO SPORT) and its audio solutions (VOKKERO® brand) that are new to the Group's line-up.

New roll-outs of professional and consumer solutions

The solid sales drive over the second half of the year was already clear with the roll-out of VOGO SPORT solutions at many major international sporting events, including the EuroVolley, the Formula 1 Grand Prix in Singapore, the Davis Cup by Rakuten Finals in Spain, and the European Rugby Challenge Cup in Russia.

In addition to these events, VOGO was chosen by the FFS (French Ski Federation) and the CSVI (Club des Sports de Val d'Isère) for the set-up of its Live&Replay solution in the VIP sections of the world alpine ski competition known as the Critérium de la Première Neige.

There were also plenty of commercial successes in football. FIFA chose the VOGO SPORT PRO video solution for the medical staff during the U-20 World Cup in Poland and the U-17 tournament in Brazil. VOGO was also selected by the Johan Cruyff Arena (Netherlands) to equip JCA for at least three years. With this partnership, the Dutch stadium becomes the pilot venue for the Group's current and future video and audio solutions and will be used to approve the new uses of 5G and Artificial Intelligence in sports. VOGO SPORT PRO was used for the first time at a Euro 2020 qualifying match between the Netherlands and Estonia. Lastly, the FFF (French Football Federation) also selected VOGO for the VIP section of the Stade de France at the Euro 2020 qualifying match between France and Moldova.

A promising start in North America

The second half also saw the Group make its first foray into the vitally strategic North American sporting market.

The New York subsidiary acquired from ADEUNIS is now fully consolidated in the Group and has been renamed VOGO NORTH AMERICA. With new hires currently being added and soon to be out in the field across the region, the Group will have a strong strategic positioning to seize the opportunities of this sizeable market.

In October, VOGO SPORT was used during Major League Soccer (MLS) matches, which is the top professional football league in North America. In November, the solution was implemented for the first time at an NCAA championship game for the top US college players, between the Georgia Bulldogs and the Missouri Tigers. Finally, in early 2020 the Group plans to enter one of the world's biggest sports leagues by rolling out its solutions at NBA basketball games.

These successful roll-outs have given major stakeholders in American sports a gauge of the value of VOGO's solutions and opened the door to substantial agreements that may soon materialise.

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Progress in the partnership with ABEO

In December, ABEO and VOGO decided to take the next step in their partnership. Both companies have decided to launch, in 2020, the sales phase. Therefore, a series of VOGOSPORT kits will soon be provided to ABEO/GYMNOVA and its subsidiaries, including in the United Kingdom and Belgium. Both groups are confirming their goal of signing a global distribution contract for ABEO's markets.

New commercial successes for VOKKERO® products

VOKKERO® audio communications systems, which had already been used at all 2018 FIFA World Cup matches, have been chosen by UEFA (Union of European Football Associations) to outfit the EUROPA league's referees during the next two seasons, 2020 and 2021.

The 24th Women's Handball World Championship in Japan, organised by the IHF (International Handball Federation), and the Japan Handball Association, also adopted VOKKERO SQUADRA audio solutions for all of their referees.

These new endorsements demonstrate the high technological value proposition of VOKKERO® solutions, which are perfectly suited to the strict regulatory requirements of these championships.

Together, these new commercial successes illustrate the growing penetration of the Group's video and audio solutions on the sports market. With the solid momentum observed during the fiscal year, along with the technological and commercial synergies of the VOGO and VOKKERO® solutions, the Group can confirm its guidance for a pick-up in growth for the period.

In addition, VOGO confirms that the first quarter of 2020 will include an announcement to the market about the strategy and ambitions of the new group.

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About VOGO

VOGO develops, markets and distributes live & replay, audio and video solutions for spectators and professionals in sports arenas. VOGO's disruptive solution for spectators transforms the stadium experience by providing multi-camera content on demand for viewing on tablets and smartphones, irrespective of the number of people connected. In the professional sphere, VOGO's video solution provides analytical and decision-making tools (referee assistance, medical diagnostics, coaching, etc.). The acquisition of Vokkero® in October 2019 enriched this range of professional solutions, with the integration of an internationally recognised line of audio communications systems. All of the Group's technologies have patent protection. They have already been implemented across more than 20 different sport disciplines. VOGO is present in France (Montpellier and Crolles) and in North America, with an office in New York. The Group has been listed on the Euronext Growth Paris stock market since November 2018 (ISIN code: FR0011532225 – ALVGO).

For more information: www.vogo-group.com

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Contacts

VOGO

Christelle Albinet

Tel: +33(4) 67 50 03 98

Email: c.albinet@VOGO.fr

ACTIFIN – Press Relations

Jennifer Julia

Tel: +33(1) 56 88 11 19

Email: jjulia@actifin.fr

ACTIFIN - Financial Communications

Victoire Demeestère / Stéphane Ruiz

Tel: +33(1) 56 88 11 11

Email: demeestere@actifin.fr