

# Press release

Montpellier, 26 July 2022



**Substantial revenue growth in H1 2022: +38% to €5.9m**

**New performance in sport: +54%**

**55% increase in the United States**

**VOGO (ISIN code: FR0011532225 - Ticker: ALVGO) published its first-half 2022 revenue today.**

**VOGO confirmed its momentum in H1 2022, with revenue of nearly €5.9m, up 38% compared to the same period in 2021. As announced at the end of 2021, a new development cycle has begun for the Group, reflected in the increase in order intake in Europe and the United States. All indicators are green to confirm this momentum over the next few months, with the perspective of opportunities offered by the major upcoming global sporting events.**

<b>In €m</b>	<b>H1 2022</b>	<b>H1 2021</b>	<b>Chg. %</b>
<b>Total revenue</b>	<b>5.9</b>	<b>4.3</b>	<b>+38%</b>
o/w Sports revenue	4.6	2.9	+54%
o/w Industry revenue	1.3	1.3	=

o/w EMEA revenue	4.8	3.5	+35%
o/w US revenue	0.9	0.6	+55%

VOGO generated revenue of €5.9m in H1 2022, up 38% compared to the same period in 2021. Organic growth (excluding Crescent Comms acquired in September 2021 and now VOGO UK) stood at 33%.

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## Sport: performance driven by innovation and expanding influence across all disciplines

In the sports market (78% of H1 revenue), business grew by 54% to €4.6 million compared to €2.9 million in H1 2021.

As expected, the professional ranges continued to drive growth through VOKKERO (audio communication solutions) and VOGOSPORT (Live & Replay video solution). On both brands, the acceleration in order intake was confirmed, with the acquisition of new client contracts: UEFA, Turkish Football Federation, Chinese Football Federation, Scottish Rugby, National Rugby League, European Handball Federation (EHF), etc.

The first half of the year was also marked by the signing of a partnership with Myrtha Pools<sup>1</sup> (the world's leading swimming pool builder) to roll out connected pools equipped with a turnkey video recording and broadcasting solution allowing operators to enhance their service offering to users through multiple applications: improved performance, swimming lessons, monetisation of competitions, etc.

This partnership gives VOGO access to new sports markets, with already important signatures in view for the coming months.

## Industry: sustained activity

In industry markets, VOGO posted revenue of €1.3 million in H1 2022, stable vs. H1 2021, which was exceptionally high. This development demonstrates the good resilience of the business thanks to its audio solutions, perfectly suited to the communication and security challenges of industrial players operating in constrained environments.

During the first half of the year, a major agreement was concluded with Franki Fondation – FAYAT<sup>2</sup> (French leader in special foundations) to roll out VOKKERO audio technology on construction sites. A first order for 250 VOKKERO GUARDIAN communication solutions is already being rolled out for the 2022 financial year and extensions are already planned for the coming months.

Finally, a major collaboration has begun with the German Group Zöllner, which specialises in railway warning systems for track construction sites.

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<sup>1</sup> Press release dated April 27, 2022, available on VOGO's website

<sup>2</sup> Press release of June 28, 2022, available on the VOGO website

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## Solid momentum in EMEA (+35%) Acceleration confirmed in the US (+55%)

In the first half of 2022, the Group's sales momentum was driven by all geographical regions. In the EMEA region (including France), revenue totalled €4.8 million (81% of total business activity), for an increase of 35%.

In the United States, revenue totalled €0.9 million, up 55% (15% of total business activity), confirming the rapid acquisition of market share in the world's largest sports market.

The ramp-up in order intake was confirmed in particular with the rollout of client references such as CONCACAF, Major League Soccer (MLS), Atlantic Coast Conference (ACC) and Mid-American Conference (MAC), etc.

During the first half of the year, VOGO was also chosen in the USA by global publisher Activision Blizzard to roll out its VOGOSPORT solution dedicated to Fan Experience as part of e-sport events around the "Call of Duty" game.

## Outlook: ready to confirm in the second half of the year In a strong position to seize the opportunities of upcoming global sporting events

### Excellent visibility on growth and the profitability trend

After this successful half-year period and given the quality of the order book, the Group is therefore fully confident in its ability to confirm the solid growth trajectory that has been in place for several years now. This excellent visibility is also accompanied by a very favourable outlook for the profitability trend.

### Maintaining our focus on innovation

On the innovation front, VOGO intends to continue its efforts, notably through the ramp-up of the multidisciplinary consortium launched in January 2022<sup>3</sup> and dedicated to the development of innovative solutions for the prevention and detection of concussions in the world of sport. In terms of Research and Development, priority themes focus on artificial intelligence, video and audio processing, data, etc.

### Further progress in Corporate Social Responsibility (CSR)

Priorities of the coming months will also be to strengthen the Group's commitment to corporate social responsibility. This commitment will be reflected in the forthcoming creation of a CSR committee involved in the implementation of a roadmap focused on the development of non-financial performance.

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<sup>3</sup> Press release of January 17, 2022, available on the VOGO website

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## Opportunities with numerous upcoming global sporting events

Finally, VOGO is ready to embark on a new development cycle, as major sporting events, sources of new opportunities, are already scheduled: Football World Cup in 2022 (Qatar), Rugby World Cup in 2023 (France), Olympic Games in 2024 (Paris) and Rugby League World Cup in 2025 (France). These events, the majority of which will take place in France, will put Sport and Sportechs in the international spotlight for the next 4 years. VOGO intends to take full advantage of the opportunities offered by these events and enhance its international visibility.

## About VOGO:

In the Sports sector, **VOGO** is a leading international player, with its audio and video solutions for spectators and professionals alike. For professionals, VOGO offers analysis and decision-making tools (referee assistance, medical diagnostics, coaching). VOGO's disruptive solution for fans transforms the stadium experience by providing multi-camera content on demand for tablets and smartphones, no matter how many people are connected. VOGO also operates in the Industry sectors. All of the Group's technologies are patent-protected. VOGO is located in France (Montpellier, Grenoble and Paris) and has two subsidiaries in North America and the United Kingdom. It operates indirectly in other countries through its network of around thirty distributors. VOGO has been listed on the Euronext Growth Paris stock market since November 2018 (ISIN code: FR0011532225 – ALVGO).

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



[vogo-group.com](http://vogo-group.com)



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