



## 9-month revenue of close to €200 million (+59%)

### Revenue growth accelerates in Q3 2018-2019 (+69% to €56.2 million)

- Business growth of +39% at constant scope, compared to +35% in H1
- The Internet segment (Avanquest) steps-up its growth at constant scope to +22% (+11% in H1), while reporting a +22% revenue improvement for its acquisitions
- The Mobile segment (PlanetArt) accelerates its growth to +49%, compared to +41% in H1

**Paris, France – May 14, 2019.** The Claranova group closes another quarter of high growth, with consolidated revenue up **69% to €56.2 million** for Q3 2018-2019 (January - March 2019), **and +39% growth at constant scope.**

At comparable scope and exchange rates, revenue increased 33%, following an increase of +32% in Q1 and +33% in Q2.

These remarkable and repeated improvements enable the Group to near the **€200 million revenue mark for the first nine months**, an improvement of **+59%** (+36% at constant scope).

<i>In € million</i>	<b>Q3 2018-19 (January to March 2019)</b>	<b>Q3 2017-18 (January to March 2018)</b>	Variation	H1 Var. (July to Dec. 2018)	Var. at constant scope	Var. at constant scope and exchange rates
Internet (Avanquest)	<b>20.4</b>	8.6	<b>+136%</b>	<b>+103%</b>	<b>+22%</b>	<b>+20%</b>
Mobile (PlanetArt)	<b>34.9</b>	23.4	<b>+49%</b>	<b>+41%</b>	<b>+49%</b>	<b>+41%</b>
IoT <sup>1</sup> (myDevices)	<b>0.9</b>	1.2	<b>-26%</b>	<b>+77%</b>	<b>-26%</b>	<b>-31%</b>
<b>Revenue</b>	<b>56.2</b>	<b>33.3</b>	<b>+69%</b>	<b>+55%</b>	<b>+39%</b>	<b>+33%</b>

<sup>1</sup> Internet of Things

## Internet segment (Avanquest) revenue surges 136% and +22% at constant scope

The Internet segment (Avanquest) reports revenue growth of +136% in the third quarter. This performance confirms the relevance of its strategic focus on monetizing Internet traffic<sup>2</sup> and highlights the successful integration of the Adaware, SodaPDF and Upclick businesses acquired on July 1, 2018. The momentum of these businesses benefited the entire division. **Activity growth was very strong in the third quarter, both for acquisitions (+22%),** mainly thanks to the development of security software revenue (Adaware) **and for the Group's legacy activities (+22% compared to +11% in H1).**

## The Mobile segment (PlanetArt) accelerates its growth rate to +49% from +41% in H1

PlanetArt reports an excellent quarter, with revenue **up +49% to €34.9 million (compared to +41% in H1), marking the business' third consecutive quarter of revenue growth above 40% (+45% in Q1 and +40% in Q2).** This trend reflects the excellent performance of all activities worldwide and particularly in Europe, where the targeted geographic coverage and product development strategy has been highly successful. Scaling effects will also positively impact the margin, with fixed costs allocated to a larger revenue base. During the past three months, the Group announced the launch of FreePrints apps in two new European countries, the Netherlands and Belgium, which became the 9<sup>th</sup> and 10<sup>th</sup> FreePrints markets globally. This recent strengthening of its geographic coverage, combined with the successful development of the new FreePrints Photo Tiles offering<sup>3</sup> launched in September 2018, enables this division to continue its strong profitable growth path.

## The Internet of Things segment (myDevices) further strengthens its position in the IoT ecosystem

Claranova continues its strategy of monetizing its myDevices product offering launched in recent months, through the commercial partnership signed with the U.S. telecoms operator, Sprint. **The Internet of Things segment reports revenue of €0.9 million,** compared to €1.2 million for Q3 2017-2018 which benefited from one-off revenue under the Sprint partnership. Restated for this impact, division revenue grew +129% year-on-year. During the period, myDevices continued to strengthen its position in the ecosystem with the signature of a new partnership with Microsoft (February 2019). This partnership helps consolidate the value proposition of myDevices solutions, by offering Microsoft Azure users high added-value IoT data analysis tools.

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<sup>2</sup> This strategy is founded on the generation of the largest possible volume of visits, either organically via the division's websites (natural listing on search engines, content creation, download offer, emailing campaigns, etc.), or by paying partners (paid listing, affiliation, ad placements, etc.) and monetizing these visits in several ways: the sale of products, solutions and paid services developed internally or by third-parties, the sale of advertising space, the sale of Internet search queries, personalized and optimized emailing, etc.

<sup>3</sup> Present in the United States, the United Kingdom, France, Italy and Ireland, this new app allows customers to easily order photo tiles that can be stuck to walls, unstuck and moved as often as they want.

## Aggregate Group revenue for the first nine months grows +59% to €195.8 million

Group revenue for the first nine months is **€195.8 million** (compared to €123.2 million for the prior-year period), up +59% (+33% at constant scope and exchange rates).

In € million	9 months 2018-19 (July 2018 to March 2019)	9 months 2017-18 (July 2017 to March 2018)	Δ	Δ at constant scope	Δ at constant scope and exchange rates
Internet (Avanquest)	60.5	28.3	+114%	+15%	+13%
Mobile (PlanetArt)	132.6	92.6	+43%	+43%	+40%
IoT (myDevices)	2.7	2.2	+20%	+20%	+15%
<b>Revenue</b>	<b>195.8</b>	<b>123.2</b>	<b>+59%</b>	<b>+36%</b>	<b>+33%</b>

Pierre Cesarini, CEO of the Claranova group, said: *“Quarter after quarter, we continue our strong growth path, driven both by the successful integration of our recent acquisitions in the Internet sector and the robust organic performance of our businesses. Once again, this demonstrates the relevance and effectiveness of Claranova’s strategy, based on the roll-out of new innovative concepts and business models benefiting from strong growth levers, in high potential market segments in the three main technology fields: Internet, Mobile and IoT.”*

### Next Claranova group events:

Extraordinary General Shareholders’ Meeting: June 11, 2019

2018-2019 annual revenue: August 7, 2019

2018-2019 annual results: October 1, 2019

#### About Claranova:

A truly global Internet and mobile player, Claranova reported revenue of nearly €140 million in the first-half of 2018-2019, generated over 90% internationally. Claranova has focused since its creation on four specific areas of expertise: understanding major technology domains; ability to define a strategic vision around innovative concepts; implementing innovative business models; and finally strong global execution capacity at all levels of the Company, including research and development, digital marketing, sales, partnerships and finance. Its businesses are:

- *Avanquest: a specialist in monetizing Internet traffic. Avanquest boosts its customer impact through cross-selling offerings that maximize Internet traffic while ensuring the most efficient monetization possible;*
- *PlanetArt: a world leader in mobile printing, specifically via its FreePrints and Photobook apps – the cheapest and simplest solutions in the world for printing photos and creating photo albums from a smartphone;*
- *myDevices: a global platform for IoT (Internet of Things) management, myDevices allows its partners to commercialize turnkey solutions (“IoT in a Box”) to their customers. Ready-to-use solutions are available for roll-out in the medical, hotel, food and beverage, retail and education sectors thanks to these offerings.*

For more information on the Claranova Group: [www.claranova.com](http://www.claranova.com) or [www.twitter.com/claranova\\_group](https://www.twitter.com/claranova_group)