

## Fourth quarter 2013 revenue

Neuilly-sur-Seine, France, 16 January 2014,

### Revenue and trading update

IFRS consolidated figures, in €m	Q4 2013	Q4 2012	Change	FY 2013	FY 2012	Change
<b>Revenue</b>	<b>23.5</b>	<b>22.9</b>	<b>+2%</b>	<b>81.3</b>	<b>81.2</b>	<b>-</b>
<i>Of which international</i>	19.4	17.5	+11%	63.0	53.0	+19%
<i>Of which France</i>	4.1	5.4	-25%	18.3	28.1	-35%

For the quarter ended on 31 December 2013, Netgem announces consolidated revenues of € 23.5 million, bringing its consolidated revenue throughout 2013 to € 81.3 million, of which 77% was generated abroad.

In France, the LaBox service had reached more than 15.000 subscribers by year-end, a few months after its launch. Distribution via operators (Virgin Mobile, Citiplay and Ozone at this stage) will contribute to growth in 2014.

Abroad, the group announced the launch of an Internet television service with eircom, the main Irish telecom operator. This flexible and tightly-priced offer is marketed in “quadplay” packages (internet, fixed telephony, mobile and tv) for optical-fiber subscribers.

### Outlook, financial situation and results

Netgem intends to strengthen its approach, already successfully initiated in the Asia Pacific region, consisting in bringing operational and commercial resources closer to countries with robust growth prospects. No later than this current quarter, Netgem will create a subsidiary in Mexico to support Iusacell, the optical-fiber operator in Mexico City.

In this context, the Group maintains its objective to double its international revenue between FY2011 and FY2014, confirming the return to growth started in FY2013. The Group expects to continue to grow profitably, maintaining its high investment capacity, with a strong cash position and no debt.

### Operations and key events

On 16 December 2013, the Group obtained from Bpifrance the “innovative company” label for the next 3 years. This label allows French Investment Funds for Innovation (“FCPI”) to select Netgem shares as part of their mandatory investment allocation in innovative companies.

Since the launch of its share buyback program at the end of FY2011, the Group has acquired approximately 2.2 million of its own shares, of which approximately 900,000 were allocated to holders of free shares or used for the tender offer on Videofutur.



### **Pro forma data**

The *pro forma* figures consolidate the results of Videofutur as of the beginning of January 2012, whereas the consolidated figures only include them as of the beginning of April 2013.

IFRS, pro forma figures, in €m	FY 2013	FY 2012	Change
Revenue	83.2	88.0	-5%

### **Provisional financial calendar**

- FY2013 Results, Financial Analysts Meeting and Revenue for Q1 2014: week of 7 April 2014
- Shareholders' meeting: week of 9 June 2014
- H1 2014 Results and Financial Analysts Meeting: week of 28 July 2014

### **About Netgem**

Netgem is a provider of innovative video solutions for the connected home entertainment market. Its solutions are a combination of field-tested technology assets, expertise in media content and knowledge of new video consumption on all screens. They provide multi-service operators worldwide with a competitive edge to enhance and deepen their relationship with their subscribers. Netgem is present in Europe, Asia and Latin America with over 4 million active households worldwide. Netgem is listed on NYSE Euronext Paris, Compartment C (ISIN: **FR0004154060**, Reuters: **ETGM.PA**, Bloomberg: **NTG FP**)

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