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FIRST QUARTER 2017 REVENUES

VIDEO DATACENTER EXPERTISE CONTINUES TO DRIVE TITAN REVENUE GROWTH

- ≡ Revenues up 43% to €10.6 million
- ≡ Growing tier-1 service provider footprint

Revenues (€000s)	Q1 2016	Q1 2017	Change
EMEA	4,748	3,449	-27%
USA / Canada	1,460	2,477	+70%
Latin America	563	3,097	+450%
Asia Pacific	665	1,623	+144%
TOTAL	7,436	10,646	+43%

Q1 figures are unaudited.

Paris, May 4, 2017 - ATEME (*ISIN: FR0011992700*), the emerging leader in video delivery infrastructure, delivered revenues of €10.6 million for the first quarter of 2017, up 43% year-on-year and 38% at constant exchange rates.

The ATEME video data center expertise continued to drive TITAN revenues growth in all main geographies, the Americas, EMEA, and APAC. Moreover, many of the software wins with higher than average multi-year service level agreements will underpin revenue growth going forward.

- ≡ **EMEA** revenues declined by 27% year-on-year, reflecting challenging comps with Q1 2016 revenues up 35% vs Q1 2015. However, the recent ramp-up of TITAN software with leading European service providers is gaining traction and should drive growth over the coming quarters;
- ≡ The **USA/Canada** region pursued the positive trend of full year 2016, delivering revenue growth of 70%. Robust demand in the region should continue to underpin this dynamic trend;
- ≡ In **Asia Pacific** Q1 revenues rose 144%, mainly driven by new projects with a major global system integrator;
- ≡ In **Latin America** as with the USA/Canada region, the investments made in 2016 to increase market share and footprint are paying off: revenues increased by 450% in Q1, to represent almost 30% of the Group total, driven by leading service providers deploying TITAN based software solutions to power their video head ends.



ATEME Chairman and Chief Executive Officer, Michel Artières, said *“Our first quarter performance confirms our 2017 growth objectives. These results reflect our ongoing business transformations, as TITAN software solution revenues continue to grow. The NAB trade show in Las Vegas last week confirmed that our vision perfectly fits the strategy of our target clients.”*

Positive outlook: rationalized competitive landscape

Against the backdrop of the recent announcement by a competitor looking to exit the media market to focus on 5G and Internet of Things (IoT), and other competitors consolidating and reducing their sales and marketing resources, ATEME is well positioned to increase its market share with current and new service providers and broadcasters.

Next publication:

July 26, 2017: 2017 Half-Year Revenues

About ATEME

ATEME is a technological leader in video compression that provides TV channels and content broadcasters with encoding and decoding solutions for video delivery. The company's technological edge means clients benefit from outstanding image quality whilst at the same time reducing their bandwidth consumption.

Drawing on over 10 years of proprietary R&D, ATEME was a key contributor in the launch of HEVC (High Efficiency Video Coding), the new standard in video compression whose generalized application offers excellent growth potential for the Group.

With a commercial presence in 14 countries, ATEME employs 170 members of staff, including more than 70 R&D employees in France, and served close to 350 clients around the world in 2016. The Group posted revenues of €37.5 million in 2016, 91% of which was realized overseas.

Name: ATEME - ISIN Code: FR0011992700 - Ticker: ATEME - Compartment: C

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