



International Limited ACN 110 184 355

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14 December 2018

KEY PROJECTS BUSINESS UPDATE – DECEMBER 2018

TV2U International Limited (ASX: TV2) (**TV2U** or **Company**) is pleased to provide the following business update for its deployments across Indonesia and the rest of the world.

Indonesia:

Indosat Ooredoo:

Indosat's retail division has confirmed that it is developing plans for the direct marketing of iStream to Indosat's consumer-base of 110 million end-users (including SMS and in-store promotions) and the bundling of iStream content with data plans. Indosat's B2B division will also continue to promote iStream to content owners and operators in the region, building on platform content rights and revenues (albeit initially small) that have already been secured by Indosat from ZEE BIOSKOP, BALIWOOD, and from subscribers who enjoyed watching the 2018 Soccer World Cup on iStream.

TV2U will report its share of any revenue once it has been formally receipted from Indosat.

Indosat's marketing efforts are expected to ramp up from January 2019. TV2U expects to see expanded revenues from the iStream service in Q1 2019 as a result.

PGASCOM:

TV2U and PGASCOM are jointly targeting ISPs, telcos, and content owners utilising TV2U's leading edge IVAN-X "white label" content delivery platform. A new management team has been introduced at PGASCOM since the last business update, and PGASCOM's multi-tenanted platform has been opened up to a broader range of content owners – including from the education sector. Changes to PGASCOM's commercial contracts are being negotiated to reflect this, and will reflect a 50/50 share of net revenue for TV2U.

PGASCOM's pre-commercial launch is scheduled for Q1 2019. This will be supported by a marketing campaign to drive traction for the streaming service with consumers. Assuming no delays, a full commercial launch and initial revenues are then expected in April 2019.

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Lemmon.ID

A technical test pilot of the Bisma streaming platform has been completed for Lemmon.ID. The Bisma platform was able to be implemented just a few days after the commercial agreement was signed earlier this month (see market update from 7th December for more information), again demonstrating TV2U's ability to rapidly and seamlessly deploy a "white label" customer-branded platform to new customers at very low incremental cost. A soft launch of the Bisma platform is expected to take place in January 2019.

Bisma will feature music track downloads, video clips, live coverage of concerts, press events, and on-demand access to other assets. Musicians and artists will also be able to upload their content to Bisma, create their own music channels, and communicate directly with fans around the world. As the Bisma platform will enable artists to retain full control over their brand and assets, unlike with existing models such as Spotify, Lemmon.ID intends for Bisma to become a "go-to" community destination for artists to reach fans at scale.

Monetisation of the Bisma platform is expected to come from a mixture of ad-generated revenue, subscription access, pay-per-view streaming of live events, and e-commerce opportunities for event ticket sales and artist merchandising etc. The full commercial launch of Bisma is expected to take place in February 2019, with revenues thereafter.

Rest of World:

SOL Telecom

After setbacks to the previously communicated launch timeframe, SOL Telecom has made several strides forward with its SOL GO streaming service. The requisite OTT broadcasting license has now been obtained and verified. SOL Telecom has also invested in the expansion of its head-end facility in readiness for 150+ channels to be introduced, which will offer a mix of local and premium international content to subscribers.

A media promotion plan has been established to drive engagement ahead of a revised launch date – currently scheduled for February 2019. SOL Telecom is also establishing an office in Sao Paulo for future expansion of the business.

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TV2Africa (AEMG)

The commercial launch of TV2Africa took place last month (as announced in the 7th November business update). An initial content library has been secured and is already streaming to AEMG's subscribers. Broader content deals have also been negotiated and AEMG has developed its local promotions and marketing plan to drive new active users to the platform. This campaign and arrival of additional content on the platform will coincide with the launch of TV2Africa on iOS, which is awaiting final approval on the Apple App Store (expected shortly).

Initial revenues (albeit small) from the TV2Africa service have been secured in Q4 2018 as a result of existing subscribers to the platform. Revenues are expected to grow from January 2019 following the release of the iOS application and launch of the local marketing campaign.

Closing statements:

The promotional efforts and commercial launch of services are the responsibility of our clients. Go live dates may change due to unforeseen circumstances and TV2U update the market accordingly in such cases. TV2U will also work with its clients wherever possible to help facilitate a prompt and seamless commercial launch of services to end-users.

The Company's focus in the next 12 months will be to grow revenues from the full commercial deployments scheduled to take place in early 2019, and to scale revenues from those that have already reached the market. TV2U will also seek to expand its customer base, capitalising on its foothold in Indonesia to launch additional projects internationally.

During this period, the Company will also continue to maintain its strong cost management focus. Now that the bulk of TV2U's core platform and features have been fully deployed and have been proven to be robust in the marketplace, TV2U management's focus will be primarily devoted to business development activities, sales and marketing initiatives and other revenue generating activities.

For clarity, TV2U's current management confirms that any potential business opportunities previously announced by former executives of TV2U, but which are not specifically covered by this business update, are not currently under active consideration or development.

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However, TV2U is, of course, continuing to explore a range of other potential new business opportunities in various markets, which are currently early stage and confidential-in-confidence, as well as to maintain relationships with dormant projects. TV2U will update the market if/when such opportunities progress to an advanced stage.

Investor enquiries

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About TV2U

TV2U provides a Complete “White Labelled” TV and Entertainment Managed Service from the Cloud lowering the barriers of market entry and operator risk by reducing the need for high upfront capital investment or big-ticket operational overheads. Our Modular SaaS (Software as a Solution) that integrates seamlessly into an existing Operator's platform and workflow bringing Management, Security, Control and Delivery Efficiency Over Any Network to Any Device. TV2U provides a Personalized customer viewing Experience Whilst maximizing operator revenue through real-time Intelligence.

TV2U delivers a personalized individual viewing experience, by delivering content to a consumer based on their viewing. TV2U maximizes revenue by delivering personalized targeted advertising based on a geography, demographic or an individual. Advertising can be dynamically stitched into a live stream or for on-demand inserted pre and post content. TV2U's analytical platform is immediate, Individual, Interactive, Intelligent and Influential. TV2U providing a cloud managed service that attracts, wins and retains customers, using disruptive personalized managed campaigns. Providing a set of software tools that empower its clients to proactively drive revenue generation while reducing churn rates by maintaining existing customer retention.

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