



**International Limited** ACN 110 184 355

Corporate Head Office

91 High Street

Fremantle WA 6160

[www.tv2u.com](http://www.tv2u.com) [info@tv2u.com](mailto:info@tv2u.com)

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## ASX ANNOUNCEMENT

29 October 2019

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## QUARTERLY REPORT

**Period Ended 30 September 2019**

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### HIGHLIGHTS

The Board of TV2U International Limited (**TV2U** or the **Company**) is pleased to provide the following update for the quarter ended 30 September 2019:

- Revenues generated from AEMG and JEE Group
- TV2Africa ad integration complete and increased platform content
- TV2U secures esports content
- New IVAN-X music module ready for deployment
- IVAN-X Set top box application provided to SOL GO
- Design and development of the IVAN-MV set top box application
- Commercial terms advance with JAYPLUS
- TALICO smart water detection system agreement
- TALICO smart technology consultancy

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### Overview/Summary

**Nick Fitzgerald, CEO of TV2U, commented,** "The TV2U team have made great progress in many areas for the start of the financial year.

The maturing of the AEMG and JEE platforms have begun to provide revenues into the Company and we expect these revenue streams to grow further into the next quarter and lay the foundations for solid revenue and operational growth this year.

The TALICO workflow have progressed well and a number of relationships will become operational over the coming months of this year.

We are very excited about the JAYPLUS agreement and the new NEXTGEN Sports fan engagement delivery system and believe the coming quarter will be fast moving and positive one for this partnership.

Thank you to all shareholders for their ongoing support and commitment to TV2U International as we now grow into a sustainable market leading technology provider and innovator."

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## **Key Agreements and business opportunities**

### AEMG

During the quarter TV2U successfully completed the AVoD and live streaming advertising solution for TV2Africa, allowing AEMG to actively sell advertising space on the platform for both VoD assets and live TV channels on the platform.

AEMG have signed a live streaming and video-on-demand agreement with One Africa TV (OATV) which will allow them to take its content over the top on the TV2Africa platform.

TV2Africa expanded its VoD library, receiving approximately 500 assets from Gravel Road. These assets range from documentaries, feature, lifestyle, music videos and short films, with more assets expected to be received. Upload of these assets have begun.

An agreement between AEMG and content aggregator 'Ster-Kinekor' to obtain Hollywood content for the TV2Africa platform has been formed, new content is expected to be added at AEMG's discretion.

TV2U is now in receipt of a monthly service fees and revenues from AEMG.

### JEE GROUP

During the quarter JEE continued with their Google Ad marketing campaign and reached over 10,000 downloads of the Android App from the Google Playstore.

Revenues were received in the quarter.

JEE progressed with their in-house transcoding schedule and made over 1000 assets available to watch on the Persis TV platform across movies and TV series.

In the quarter TV2U worked together with JEE to design and develop the new IVAN-X music module, using the most up to date industry techniques to allow the streaming of Persian music across the web and Android mobile application. JEE plan to upload over 10,000 music files, creating a new subscription package that will be available later in the year.

TV2U deployed the new web and app layouts to cater for the 'Right to Left' requirements of the Persian language, this needed a complete change to the UI so that Persian speakers can navigate the platform seamlessly

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Discussions started on the implementation of AVoD onto the PersisTV platform, looking at the most optimal and cost effective way of integrating advertising into the content as the platform continues through its phases of implementation.

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## ESPORTS

TV2U recognises the global phenomenon of esports, and during the quarter has started collaborating with the content aggregator esportsclips to obtain access to this gaming content.

TV2U deployed an esports themed version of their IVAN-X platform and uploaded over 50 hours of exclusive moderated content with a guarantee of 10 hours per week of the latest Esports content.

This was used to showcase the available content to TV2U's current and potential clients, allowing them to look at the viability of adding this type of content to their platform and to offer the most popular games in their regions using the esportsclips format.

esportsclips are looking to on-sell the esports app to key regional mobile operators for their on the go customers who want to engage with the latest trending esports contents.

Commercial terms are currently under negotiation processes. TV2U will update the market when terms are finalised.

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## PGASCOM

During the quarter the TV2U team travelled to Indonesia to meet with PGASCOM and discuss the OTT platform project that was due to be launched in September.

PGASCOM are actively looking for further content partnerships with Indonesian operators which in turn will reflect in commercial contracts and subsequent launch of their OTT platform.

The TV2U team have the IVAN-X OTT solution prepared for launch over all platforms and applications. PGASCOM will advise to TV2U when this phase will be activated.

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## INDOSAT

During the quarter TV2U travelled to Indosat's Head of Data in Jakarta to discuss current operations and scope a white labelled version of IVAN-X for one of their clients (PR Plus).

PR plus require an OTT platform capable of supporting video on demand (VoD) and live streaming. The VoD content will need to pass through a simple approval workflow, so TV2U submitted a proposal document for review that outlined a set of bespoke functionality which would be developed at the cost of PR Plus at the point of a commercial agreement being signed.

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## SOL TELECOM

During the quarter TV2U continued to provide technical support to SOL with regards to its OTT direct to consumer service, SOL GO.

TV2U successfully designed and developed its IVAN-X launcher apk for installation onto Set Top Boxes (STB) to compliment the SOL GO mobile applications.

The STB apk allows users to sign in, sign up, browse the content and purchase a subscription, as well as manage the boxes features such as WiFi connectivity and initial setup.

Esports content is very popular in Brazil, and using its partners TV2U secured access to a library of esports video content which they have shared with SOL for review. The client believes that this content will be well received in the region and discussions were started to look at appropriate packages for the platform.

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## BRITISH COLUMBIA UNIVERISTY

TALICO has finalised proof of concept trials at the University of British Columbia in which it was successful in detecting water wastage on a number of on campus sites.

It was visualised that TALICO would help the university to reduce its current water usage by 30%.

TALICO is now undergoing commercial contract negotiations for the installation and management of the TALICO water leak detection system with the University.

These negotiations will also include an agreement for the British Columbia University to take the TALICO technology to other universities in North America.

TV2U will update the market with commercials when finalised.

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### TALICO SMART TECHNOLOGY – CONSULTATION SERVICES

TALICO is undergoing commercial discussions on a number of “smart” projects in various stages whereby TALICO will provide consultancy services to bring together a number of best of breed technology companies along with its own products and infrastructure to build sustainable solutions for commercial and residential projects.

TV2U will update the market this coming quarter on the progression of these projects.

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### JAYPLUS AG

JAYPLUS is a new venture born out of ECOTONIAN a company that provides forward financing to the sports industry for leagues, clubs and player transfers. JAYPLUS expands their services into media rights, Investment finance, consultancy, marketing communications and technology.

JAYPLUS is a multinational, full service sports and entertainment agency building brands, working with rights holders and creating live experiences for sports leagues and clubs JAYPLUS aims to become the primary sports content rights management and delivery platform for video, audio and alternative related content over the internet, allowing premium sports labels, independent sports content owners and clubs to upload, share, browse and monetize content.

JAYPLUS are in final stage discussions on numerous fronts to secure contracts that will immediately implement TV2U's technology and services.

The market will be updated accordingly when commercial deals are finalised.

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### **TV2U's IP Portfolio**

This quarter TV2U's R&D team have developed several new features, integrations and modules on both the IVAN-X and IVAN-MV platforms, a brief overview is listed below:

#### **IVAN-X**

- Anonymous content browsing on web & Android (increasing conversion potential)
  - Development of the new music module
  - RTL support for Persian language
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- Stripe integrated as a payment gateway
- Mobile version compatibility for iOS devices on Web app
- New cache system integration to improve performance
- Integration with Firebase, Google's mobile platform with real-time database

#### IVAN-MV

- New Custom reports
- Integration with Amagi for live stream advertising
- Server Side Ad Insertion (SSAI) with YoSpace and SpotX Ads Server
- IVAN-MV set top box application
- Hybrik encoding integration
- Hybrik bulk encoding
- Movie & Series Meta-data bulk import tool
- Paygate integrated as a payment gateway

#### 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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