



Ekinops announces Q1 2019 revenue: +11% growth

PRESS RELEASE

PARIS, April 16th, 2019 - Ekinops (Euronext Paris - FR0011466069 – EKI), a leading supplier of telecommunications solutions for telecom operators, has published its revenue for the first quarter of 2019.

€m - IFRS - unaudited	2018	2019	Change
Q1 revenue	18.7	20.8	+11%

Ekinops posted Q1 2019 consolidated revenue of €20.8 million, up 11% year-over-year (same consolidation perimeter).

Q1 revenue growth was 9% year-over-year at constant exchange rates.

+50% of average growth rate for Top 10 customers

The beginning of 2019 was marked by sustained business growth with operators and service providers.

Revenue from the Group's Top 10 customers in Q1 2019 has increased 50% on average. These customers, which include five Tier 1 operators, accounted for 62% of the Group's business over the period.

The first quarter was also marked by a strong interest in Ekinops' NFV (Network Functions Virtualization) solutions and the new 400Gb/s platform.

64% of business generated outside of France

The proportion of business generated abroad increased sharply in Q1 2019 to 64% of revenue compared to 58% in 2018.

Growth was particularly strong in the EMEA region (Europe excluding France, Middle East & Africa), which accounted for 44% of Q1 revenue versus 37% in 2018. France generated 35% of Group revenue for the period (42% in 2018), the USA 13% (12% in 2018) and Asia Pacific 7% (9% in 2018).

2019 outlook confirmed

Encouraged by this promising start of the year, Ekinops is confirming its 2019 outlook. The Group intends to proactively drive its development in 2019 through organic growth in optical transport and access and through commercial and technological synergies resulting from the merger with OneAccess.

Ekinops remains keen to continue to seize strategic, value-creating external growth opportunities.

2019 financial calendar

Date	Release
Tuesday, May 21, 2019	Annual General Meeting
Wednesday, July 17, 2019	Q2 2019 revenue (unaudited)
Wednesday, September 25, 2019	H1 2019 results (audited)
Wednesday, October 16, 2019	Q3 2019 revenue (unaudited)
Wednesday, January 22, 2020	FY 2019 revenue (unaudited)

All press releases are published after Euronext Paris market close.

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About EKINOPS

Ekinops is a leading provider of open and fully interoperable Layer 1, 2 and 3 solutions to service providers around the world. Our programmable and highly scalable solutions enable the fast, flexible and cost-effective deployment of new services for both high-speed, high-capacity optical transport as well as virtualization-enabled managed enterprise services.

Our product portfolio consists of two highly complementary product sets. One, marketed under the Ekinops 360 brand name, provides a single, fully integrated platform for metro, regional, and long-haul applications. The other, marketed under the OneAccess brand name, provides a wide choice of physical and virtualized deployment options for Layer 2 and Layer 3 network functions.

As service providers embrace SDN and NFV deployment models, Ekinops' solutions enable them to deploy today in the knowledge that they can seamlessly migrate to an open virtualized delivery model at a time of their choosing.

A global organization, with operations in 4 continents; Ekinops (EKI) - a public company traded on the Euronext Paris exchange - is headquartered in Lannion, France, and Ekinops Corp., a wholly-owned subsidiary, is incorporated in the USA.

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EURONEXT Ticker: EKI
Total number of shares: 21,529,161
For more information, visit www.ekinops.com