

## PRESS RELEASE

NEOTION and SmarDTV Global joining forces for the  
benefit of their customers

Aubagne & La Ciotat, France – September 13, 2018: On 21st of August, SmarDTV's Conditional Access Module (CAM) and Set-Top Box (STB) businesses were transferred to SmarDTV Global, a newly set up entity joining NEOTION's mother company.

NEOTION and SmarDTV Global, as well-established companies in delivering secure devices for the Pay-TV industry, **become a worldwide leader for the Conditional Access Module (CAM)** combining 20 years' experience in securing content and relying on longstanding relationships with customers and partners such as security solution providers, TV manufacturers and professional equipment providers.

Both NEOTION and SmarDTV Global **reinforce their CAM footprint** accounting for more than 100 customers **across extended Europe** (Western & Eastern Europe including CIS), **claim a worldwide presence** with its entire product portfolio, and join forces to stay on the cutting edge of secure module technology.

The Pay-TV market has drastically changed during the last decade, competition is growing and usages are evolving leading to "adapt or die". NEOTION and SmarDTV Global are joining together primarily in order to respond to the market requirements and customers' expectations, with **reinforced expertise** in delivering accurate solutions for the Pay-TV industry and an **enlarged portfolio** including CAM and OTT solutions and mostly valuable set-top-boxes product range and know-how confirmed by prestigious customers.

*"We are convinced that operating within one group will stimulate the development of an innovative product portfolio" explains Lionel BOISSIER, CEO at NEOTION & SmarDTV Global. "But all this would not make sense without our customers! We are determined to continue investing in the Pay-TV business and to combine our efforts to successfully provide our customers with the appropriate response to their specific needs. The relationship with the Kudelski Group which we have established is also key from a long term perspective as a worldwide security leader in the Pay-TV industry as well as a first class partner for Cybersecurity in the new IoT landscape."*

*"The first benefit for our customers is to bring value-added synergies" adds Olivier DEMOLY, Managing Director at NEOTION. "We have already started to converge on a common vision and roadmap for the CAM, and we are actively collaborating, with our partners, to enable the latest CI Plus features implementation. Business agility is also one of the core values that we can easily attribute to both NEOTION and SmarDTV Global, leading us to increasing our customers' satisfaction tomorrow."*

*"Agility means also flexibility for our customers' daily concerns. NEOTION and SmarDTV Global provide their customers the right to choose with a wider range of products, a large panel of hardware design and packaging, custom software and different manufacturing locations for decreasing operational costs. Last but not least, we are offering to our customers a unique entry point whatever their request is" concludes Hervé MATHIEU, Managing Director at SmarDTV Global.*

**Come & see NEOTION & SmarDTV Global teams & demos, Hall 5, Stand B53**

## **About NEOTION**

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NEOTION is a French high-tech company providing innovative solutions for the international Digital Television market since 2000. NEOTION develops and distributes a wide range of DVB Conditional Access Modules (CAM) embedding the main Conditional Access Systems to Pay-Tv operators across the globe. NEOTION is fully involved in delivering new solutions for the Pay-Tv industry according to the booming OTT adoption on the market during past years, with its latest promoted OTTspot for satellite industry players.

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More information: [www.neotion.com](http://www.neotion.com) and follow @NEOTION on Twitter and LinkedIn.

## **About SmarDTV Global**

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SmarDTV Global is an international leader in pay television technology. SmarDTV Global designs and manufactures a large range of set-top box solutions and CI / CI Plus plug-in modules which enable access to premium digital pay-TV whether delivered through broadcast or broadband. A founding member of CI Plus LLP, SmarDTV Global is headquartered in France with development and sales offices in France, Germany, India, China and Singapore.

Please visit [www.smartdtv.com](http://www.smartdtv.com) for more information.

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