



ConNova signs an order with a digital TV satellite operator.

Press release

Motala, Sweden, 20 July 2001

In accordance with a previously announced Letter of Intent, ConNova has sold its BizManager system to the Chinese Channel, a London based digital satellite TV operator. The order includes the delivery and installation of ConNova's latest version of BizManager as well as five-year support and maintenance. The value of the order amounts to around SEK 7 million. The order also covers new future development opportunities.

"After opting for ConNova's SmartManager in 1997 to support our transition to digital broadcasting, we have enjoyed an excellent relationship with ConNova. Since we are now about to enter a very exciting period that may involve the launch of new TV channels and customer services, we are convinced that, with its flexibility and open design, ConNova's new version of BizManager will provide us with unique advantages. Our agreement with ConNova provides us with access to a customer management system that supports our special market requirements while securing a long-term relationship with ConNova. All of this is crucial, since our customers demand a highly personalised service," says Thomas Li, Managing Director of the Chinese Channel.

"With its attractive concept and in-depth expertise within the European market, the Chinese Channel has proven that it is the leading TV operator for Mandarin and Cantonese speaking viewers. I am convinced that this will be the case for many years to come. We are proud that BizManager has proven flexible enough to meet the special demands imposed by the Chinese Channel and its customers. For ConNova and Biz Manager, this is a breakthrough to the digital satellite market, and ConNova is proud to add yet another European TV operator to its customer list," says Claes Rossby, Managing Director of ConNova.

About Chinese Channel

The Chinese Channel is a satellite operator with the following features:

The first digital satellite operator in the UK

The biggest distributor of Chinese-speaking TV programmes in Europe

The first satellite operator to use BizManager

The company has been in operation since 1997, with broadcasts in Europe under the Chinese Channel brand. The company name TVBS Europe shows the affiliation with TVB International, the world's largest producer of programmes in Chinese. The parent company is in Hong Kong, where over 6,000 hours of TV programmes are produced annually. The Chinese Channel's programmes mainly come from the parent company, while its own programmes such as regional news are produced on site in London.

The channel broadcasts seven days a week, seventeen hours a day, in both Mandarin and Cantonese. The broadcasts reach 27 European countries and the company has around 25,000 customers.

About ConNova

ConNova specialises in developing and supplying business support systems for multimedia operators handling pay-TV, Internet, broadband, publishing and telecom services. The company has 15 year's of experience of the industry. ConNova's services extend from consulting services to the development of software adapted to meet the market's latest requirements. Within the framework of ConNova TVX AB, ConNova also runs customer services on an assignment basis for European pay-TV operators. ConNova's current customers are mainly to be found in the fields of cable TV, DTT (Digital Terrestrial Television), multimedia, publishing and telecommunications.

At the international exhibition for billing systems in London in May 1999, ConNova's customer management system BizManager was awarded two honorable mentions, one for "Overall Best Contribution to Billing" and the other for "Most Innovative Billing Product".

The ConNova Group AB (publ) has been listed on the OM Stockholm Stock Exchange's O list since 1997.

For further information, please contact:

Björn Persson, Chairman of ConNova Group AB (publ.)
Tel: +46 705 38 08 80, Fax: +46 141 564 24
Email: bjpe@connova.se
www.connova.se