

H1 2023 Results

Strategic Refocus Growth and Innovation

ALNTG
EURONEXT
GROWTH





Growth & Innovation

Mathias
Hautefort, CEO



Our mission : digital entertainment

Netgem's ambition is to become the preferred partner of **video content publishers**, providing them with innovative **end-to-end** technological services and access to **new distribution channels**.

With the arrival of **new interactive formats** combining the worlds of video, games and AI, the video market is about to experience a **new bang-bang** after streaming.

Investing in Netgem means taking part in this new revolution, through an experienced, agile, innovative and profitable company.



Successful Strategic Refocus

1

Addressing one market:

Operated digital entertainment

2

Focus on platform business:

Transitioning hardware to androidTV

3

Streamlined operations:

Agile organization and product focus

.nordnet.

VIDEOFUTUR
à Vous la Fibre

Nordnet et la Fibre VIDEOFUTUR
ne font plus qu'un !



Growth and profitability in H1

Strategic Refocus...

..which translates into
top-line growth...

...And continuous
improvement in
profitability

647 000 subscribers by the
end of June 2023 (+ **26%**)

Continued growth in ARR:
+30% annual target

Revenue: +11% vs H1 2022

Gross Margin: +4% vs H1
2022

EBITDA H1 2022 : +21% vs
H1 2021, **positive EBIT**

Solid **Gross Cash** position :
8,9M€(*)

(*) before payment of €3.4m net to
JMS for EDS-EP and before receipt
of €0.5m from Nordnet

Our first-half announcements

1

**New Netgem
Android TV Launcher with
Zeop**



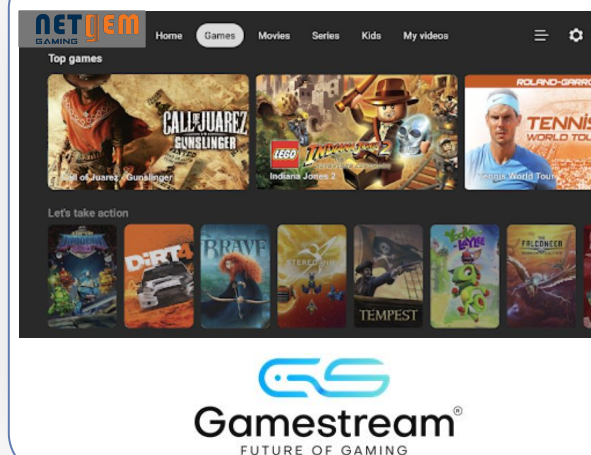
2

**Netgem scales up in the video
value chain**



3

**The first 'Gaming with TV'
experience with Gamestream**



+ 2 new long-term shareholders to accelerate growth

Our Partners : Telcos & Platforms

Content & Cloud Gaming

Les meilleurs contenus au service d'une expérience de divertissement unifiée

CHAÎNES TV, STUDIOS DE CINÉMA ET ÉDITEURS DE JEUX VIDÉO



Audiovisual Services

Préservation, Digitalisation et Valorisation, les 3 forces de Netgem

PLUS DE 500 CLIENTS FRANÇAIS ET INTERNATIONAUX NOUS CONFIENT LEURS PROGRAMMES



Streaming TV

Plus de 30 opérateurs partenaires qui nous font confiance

OPÉRATEURS TÉLÉCOM ET PLATEFORMES INTERNATIONAUX ET FRANÇAIS



TalkTalk TV
Powered by Netgem TV

Strong momentum from our H1 customers

UK

TalkTalk TV
Powered by Netgem TV

READY FOR AMAZING TV?

- ✔ All-in-one place TV
- ✔ Find your favourites faster
- ✔ 220+ channels
- ✔ 100,000 hrs of content
- ✔ 40+ apps
- ✔ Unlimited mobile TV

Logos: iPlayer, Prime Video, Netflix, Now, 4, ItvX, YouTube, Tik Tok, Red Bull TV, hayu.

Finland

elisa
VIIHDE

Search Home Discover Apps and Games

KAIKKIEEN NAISTEN MONNI (S)
Komedialla, Sotilaallinen, Romanttilikka | Program ends at 06.07.2023 at 13:35
4.8 | 1 h 21 min

Now on TV

Streaming services: NETFLIX, prime video, BARENA, ruutu, YouTube, Kids

androidtv

France

prime video

Gaumont CLASSIQUE

prime video

Post LUXEMBOURG

CSR Strategy

Tangible CSR actions and sharing are the at the heart of our plans

CSR Rating



- **Gaia CSR Audit** : 68%
- **2023 actions** : -65% CO2 emissions/ STB transport in H1 2023

PARITY



- **Parity Objective at 33%** : for all Netgem group
- **Fighting discrimination** with a training plan

SHARING VALUE

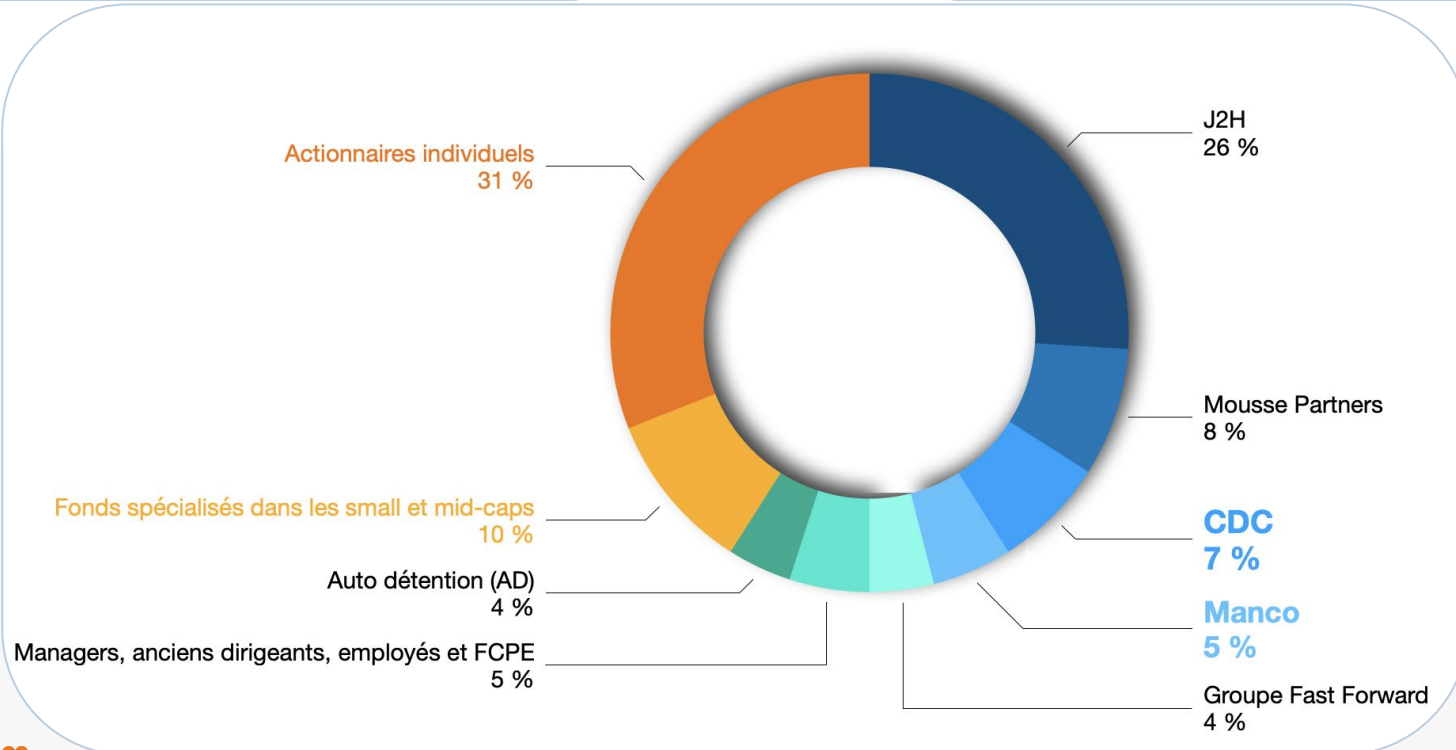


- Netgem + Vitis **PEE** Netgem + Vitis and **Macron's Bonus** for France + UK
- **Confidence in the Group** with a €0.05 dividend

Two new long-term shareholders

41% Free Floating Shares

59% Solid Foundation



(*) Post-transaction shareholding estimate based on a TPI of 12/31/2022 and public information.

Group governance to support strategic and capital evolution



Executive committee



Mathias Hautefort
CEO



Sandrine Alexandre
CFO and Deputy General Manager



Caroline Gauthier
Chief Legal & People Officer



Sylvain Thevenot
C3O



Manuel Lara
Co-CTO



Yves Marco
Co-CTO



Board of directors



Joseph Haddad
Chairman & Co-founder



Laura Wilner (J2H)
Board Member



Alexandra Barth
Board member



Vincent Grivet
Board member



Jean Mizrahi
Board Member



Marc Tessier
Censor



Solid financial results for H1 2023

(unaudited)

**Sandrine
Alexandre,**
CFO



Our strategy is paying off

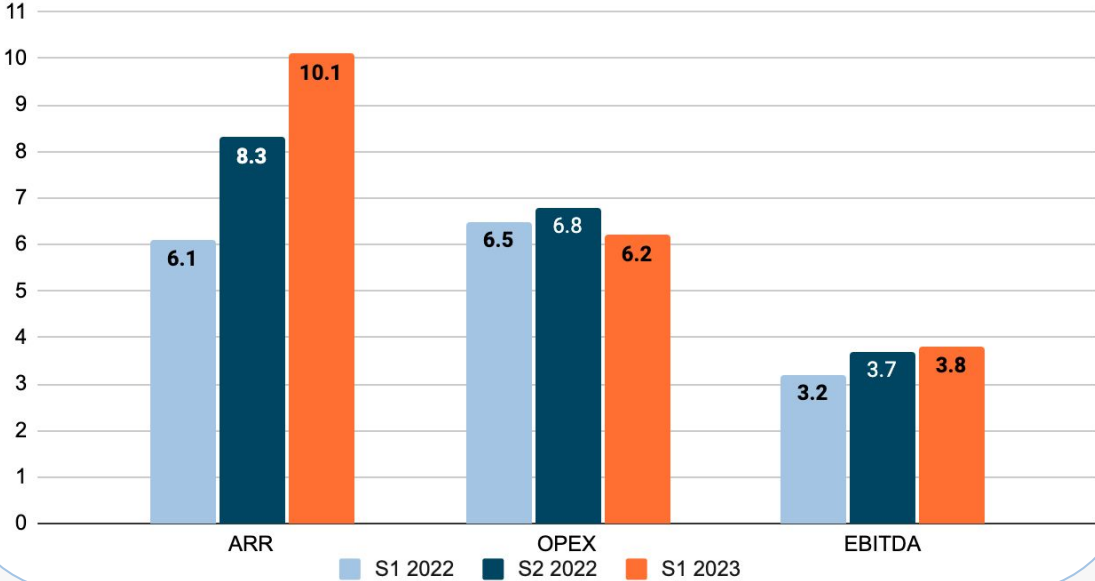


Improved profitability indicators

IFRS DATA in million euros	H1 2023	H1 2023	CHANGE
Revenue	18.1	16.3	+11%
Gross margin	10.0	9.6	+4%
Opex	6.2	6.5	-5%
EBITDA	3.8	3.2	+21%
Current operating profit	0.2	(1.3)	

Continuous growth of main KPI's

ARR, OPEX, EBITDA 2022 et 2023



Growth of ARR

+

Cost Control

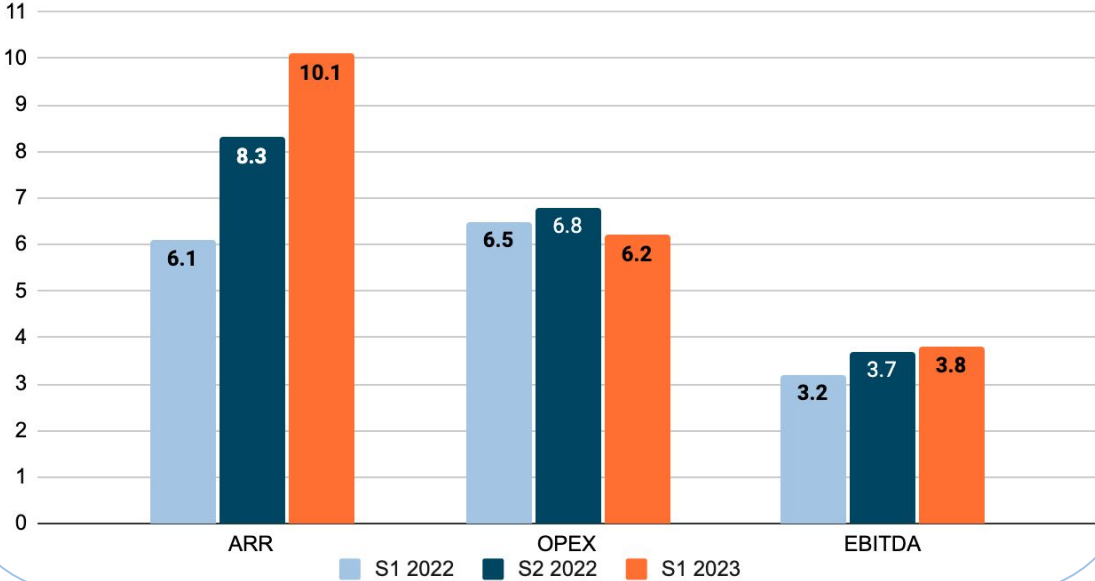
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EBITDA Growth

Positiv EBIT in H1 2023

Continuous growth of main KPI's

ARR, OPEX, EBITDA 2022 et 2023



Growth of ARR

+

Cost Control

=

EBITDA Growth

Positiv EBIT in H1 2023

Net Result

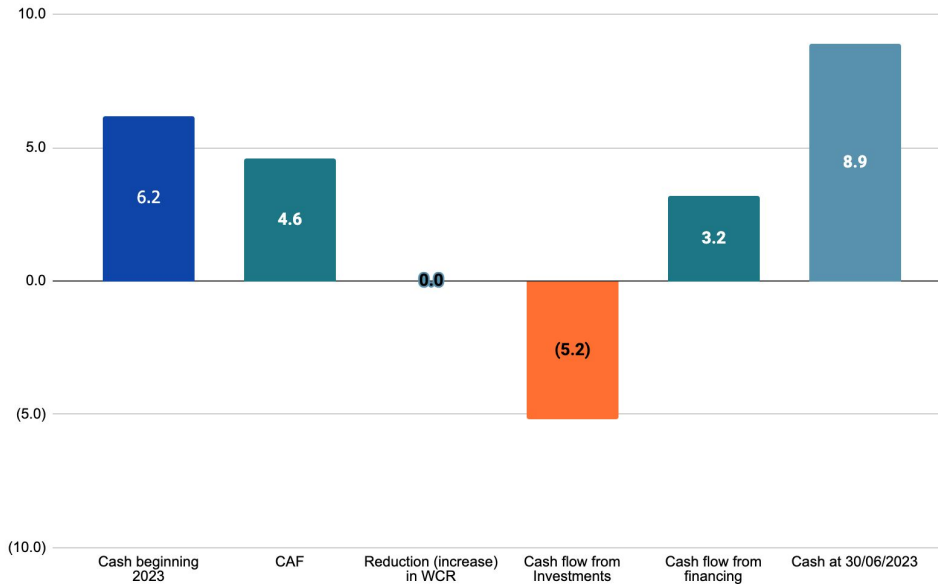
IFRS DATA in million of euros	2023 H1	2022 H1
Operating result	0.1	(1.3)
Financial result	(0.1)	(0.1)
Taxe	0.0	0.0
Net result (Group share)	(0.1)	(0.5)

Group net result improved to € -0.1m from € -0.5m in H1 2022.

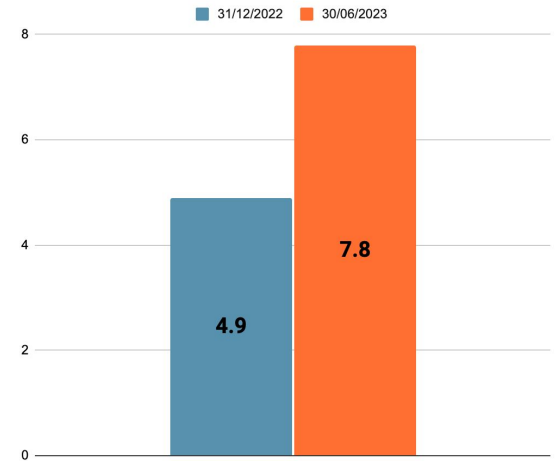
Overall net result was 0 in H1 2023 compared with -1.4m€ in H1 2022.

Solid gross cash position

Gross cash position of €8,9m and net cash position of €7,8m at the end of June 2023.



Net Cash Position in €m



Cash and cash equivalents at June 30, 2023 do not include the €3.4m payment for the purchase of EDS-EP and the €0.5m balance to be received from the sale of fiber activity. On a proforma basis, net cash is stable after payment of €1.5m in dividends.



Outlook for 2023

Mathias
Hautefort, **CEO**



Together, we'll build the future of the entertainment



Gaumont, an example of synergies



Gaumont is a perfect illustration of Netgem's end-to-end strategy. The world's oldest film studio relies on the Netgem group at every stage of its business:

- **Preservation/Storage** of all movies
- **Cloudification** of its classic movies
- **Processing** of new releases, from theaters to VOD and DVD
- **Design, Publishing and Management** of its SVOD platform : Gaumont Classique
- **Distribution** of its library to Netgem's Telco partners.



Innovation Roadmap for Netgem Platform

Ambition to harness the convergence of cloud-based contents (TV, VOD, Gaming)

Providing the essential link in the relationship between content-owners and telcos partners

Extending our partnerships with current customers and winning new customers



Guidances pour 2023

Making our partners' customers dream with our innovative **new entertainment products**

Growth of subscribers base exceeding and ARR exceeding **30%**

Continuing improvement of our **profitability and cash flow generation**

Continue to share value with our teams and shareholders

Continue to increase our CSR commitment



Q&A

**Thank you
and
Happy
Holidays**



Financials Appendices



Cash Flow for H1 2023

IFRS DATA in million of euros	2023 H1	2022 H1
Cash flow from operating activities(A)(*)	4.6	3.3
Of which :		
Cash flow before tax payment	4.6	3.0
Taxes	(0.0)	0.0
Reduction (increase) in WCR	0.0	0,3
Cash flow from investments (B)	(5.2)	(3.6)
Operating cash flow (A+B) (*)	(0.5)	(0.3)
Cash flow from financing (C) (*)	3.2	(1.0)
Of which :		
Dividends	(1.5)	(0.9)
Net purchase of treasury shares	5.0	0.0
Net purchase of treasury shares	0.0	0,2
Issuance/Redemption of borrowings and financial debt	(0.3)	(0.3)
Discontinued operations & currency variation (D)	0.0	0.0
Net change in cash (A+B+C+D)	2.7	(1.3)

(*) Excluding IFRS 16 restatement

Equity

and

Debt

H1

2023

IFRS DATA

in million of euros

2023 H1

2022 H1

Equity and debt

Equity, Group share

24.2

23.5

Current and non-current financial liabilities

1.1

1.3

Analysis of net cash

A - Cash

8.9

6.2

B - Current financial liabilities

0.5

0.5

C - Current net cash (A)-(B)

8.4

5.7

D - Non current financial liabilities

0.6

0.8

E - Net cash (C)-(D) before IFRS 16 impact

7.8

4.9

F - IFRS 16 standard impact

1.3

1.6

G - Net Cash (E)-(F)

6.5

3.3