

Investors Presentation

February 2023

ALNTG
EURONEXT
GROWTH



Agenda

01. WHO WE ARE

02. FINANCIAL REVIEW

03. OUTLOOK

**Mathias
Hautefort, CEO**



What makes us unique

Our **technology has been established** in the digital entertainment market **for 25 years**

a **CSR approach** at each stage of operations

A **team of video experts** comprising more than **70 people**

Our **“Content-as-a-Service”** business model, flexible and recurring, as B2B or B2B2C

The **European dimension** of our operator customers **Content partners** that are local or global

508,000 subscribers and growing...
thanks to our operator and content partners (at the end of FY2022)



Netgem, end-to-end service operator



Our partnership model

Flexible for operators and recurring for Netgem

Providing innovative and quality entertainment solutions

One Mission

Simplifying the lives of our customers by allowing them to focus on their core business: very high-speed broadband

One goal

"Content-as-a-Service"

One Business

RECOGNISED KNOW-HOW AND EXPERTISE

30 operator partners

Operators who trust us

UK 




















FRANCE 













NORDICS  







ROW  







Customers Case

Operators with Content as a service solution

zeop



**UNE VITESSE
INSOLENTE**

Customers now fully managed by Netgem

elisa



The most popular entertainment service in Finland



The simplest and most flexible way to enjoy TV in UK

100 publisher partners

Publishers who trust us

Local partners



VOD partners



International partners



Proven governance

Executive Committee

4
membres
50%
femmes



Mathias Hautefort
Group CEO



Sandrine Alexandre
CFO



Caroline Gauthier
Legal and HR Director



Sylvain Thevenot
C3O

Board of Directors

5
members
80%
independents
60%
women



Joseph Haddad
Chairman of the Board of Directors, CIO



Isabelle Bordry
Independent Director



Virginie Banet
Independent Director



Marc Tessier
Non-voting member



Vincent Grivet
Independent Director



Catherine Haddad
Permanent representative of J.2.H. Director

Shareholder structure

A shareholder base that supports our strategy



Financial Review



2022: our strategy is bearing fruit





Outlook

Our 2023 goals



More than 600.000 subscribers to our services

Refocus on core business with telco operators



Accelerated growth in core business revenue and gross profit



Positive momentum for EBITDA and cash generation

Divestment from low-contribution non-core activities (e.g. French fiber)



Netgem sees little impact from the geopolitical context

No direct impact has been identified from the Russian-Ukrainian conflict

Actions taken in 2022 concerning potential indirect risks:

- ◆ Security audit by an expert firm to address the risk of cyber-attacks;
- ◆ Increase in component inventories in light of tensions and shortages in component markets and disruption of supply chains;
- ◆ Customer price readjustments due to the global inflationary context.

Corporate social & environmental responsibility



A TEAM OF LOYAL EMPLOYEES

39 years old
average age

8 years
average length of service

90% permanent contracts
based between Paris, Montpellier and London
Currently recruiting



ACTIONS TO PROMOTE GENDER EQUALITY

30%
proportion of women in the workforce

33%
2022 target

40%
proportion of women on the Executive Committee



SHARING THE FRUITS OF GROWTH

Macron bonuses paid in France and similarly in the UK

Free shares allocation plan

100% of employees benefit from one of these measures
Average salary increase 3% in 2022



CSR commitments

By taking concrete action against climate change on a daily basis, Netgem demonstrates its willingness to be a responsible player in the global change we are experiencing today



Thank you!





Q&A