

## Investors Presentation

February 2023







## **Agenda**

O1. WHO WE ARE

02. FINANCIAL REVIEW

O3. OUTLOOK





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

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

a CSR approach at each stage of operations

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

Simplifying the lives of our customers by allowing them to Providing innovative and quality "Content-as-a-Service" entertainment solutions focus on their core business: very high-speed broadband **One Mission** One goal **One Business RECOGNISED KNOW-HOW AND EXPERTISE** 

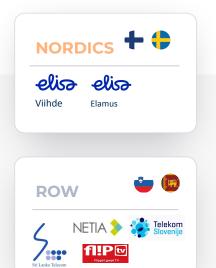


## **30 operator partners**

Operators who trust us





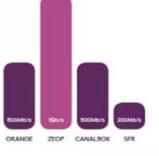




## **Customers Case**

Operators with Content as a service solution

## zeop



# UNE VITESSE INSOLENTE

Customers now fully managed by Netgem







The most popular entertainment service in Finland

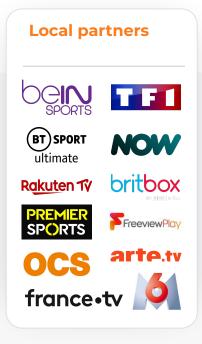


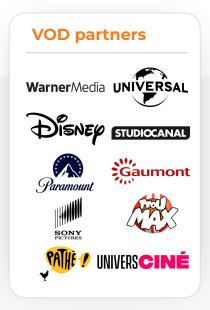


The simplest and most flexible way to enjoy TV in UK

## 100 publisher partners

Publishers who trust us









## Proven governance

### **Executive Committee**







Sandrine Alexandre



Group CEO





Sylvain Thevenot C3O

### **Board of Directors**





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

