

# Forum Euroland

13 novembre 2024

**Mathias  
Hautefort**  
CEO



# Our latest news: Cloud Gaming acquisition

In October 2024, we acquired the assets of **Gamestream**, a French Tech startup

## The Cloud Gaming opportunity

The **video games market** is even larger than the cinema market.

**Telco operators** are looking for new ways to differentiate.

**Game publishers** want to increase the reach of their games, including big franchises.

The **cloud-gaming technology** is ripe for large scale deployment.

## The acquisition of Gamestream's assets

A **technology** field-tested with Tier 1 telco operators

A **team** of 16 specialists of the videogame industry.

Relationships with **Tier 1** customers and prospects.

An installed base of **servers**.

An **asset deal**.



## The expected impacts

Technological **independence**

Operating Day 1 with Immediate **integration** in Netgem

**Boost** to the commercial drive with Telco operators

Increased **diversification** (cust. and revenue streams) Netgem = more than **1M cust.** !

**Relative** as soon as 2025

**Netgem** already launched its Cloud Gaming service in 2023 based on its then partnership with **Gamestream**.



## A step back: Who are we?

**Mathias  
Hautefort**  
CEO



# Netgem: an “Entertainment Tech” player

A market with a future beyond the cinema and audiovisual industry



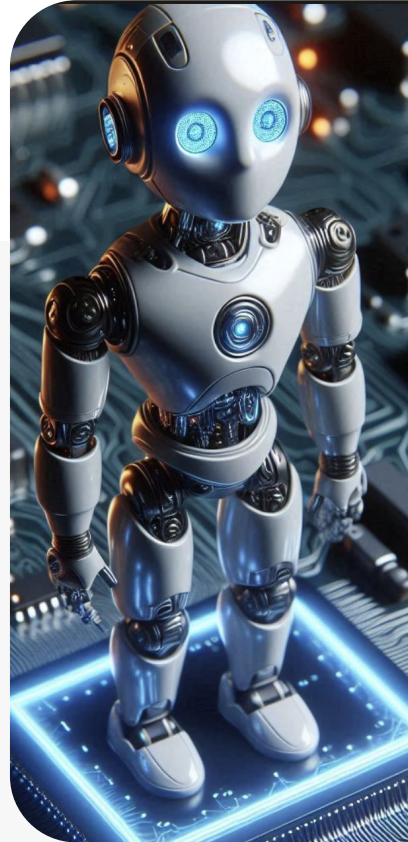
**Our Vision:** the convergence of tech and video entertainment



**Our Mission:** to serve distributors and content owners by unlocking value through the use of technology



**Our Expertise:** delivering turnkey entertainment services integrating state-of-the-art technologies such as AI



# A wide range of customers and partners

## Telcos

zeop

TalkTalk

net+

elisa  
VIIHDE

Post  
LUXEMBOURG

bouygues  
TELECOM

## Content Partners

WALT DISNEY

Paramount

WB  
WARNER BROS. PICTURES

SONY  
PICTURES

ES  
Gamestream®  
FUTURE OF GAMING

Mediawan  
NBCUniversal

## Media Services

Gaumont

prime video

newen

STUDIOCANAL

PATHE!

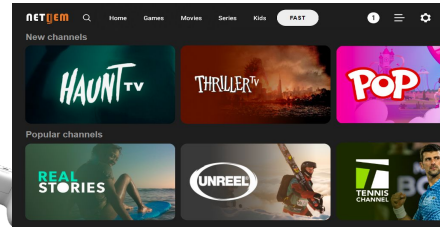
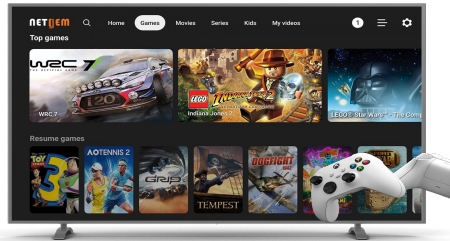
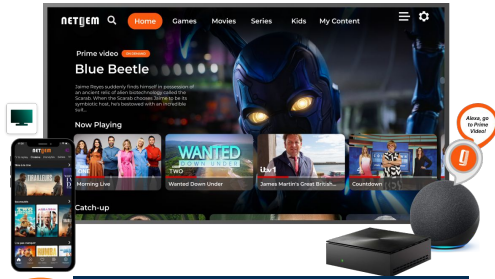
M6  
GROUPE M6

# Netgem propositions for Telcos:

Generate Savings & Boost Telco TV Entertainment Revenue



'VOD-as-a-service'



**1** Benefit from ongoing innovation with our End-to-end OTT Platform

**2** Enhance your service with Cloud Gaming integrated into your TV service

**3** Add channels and reduce content costs with our FAST aggregation service

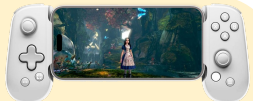
**4** Largest VOD/EST catalogue & fully operated platform (in French speaking territori)

Pay-As-You-Grow

REVENUE SHARE €€€



Stream & Play  
Anytime, Anywhere, on Any device



**Eclair Preservation** and **Eclair Valorisation** offer producers and publishers end-to-end solutions for producing, monetising and preserving their assets.

## PRODUCE

We master the technical solutions (lab, MAM, etc.) that guarantee the quality of content on all media

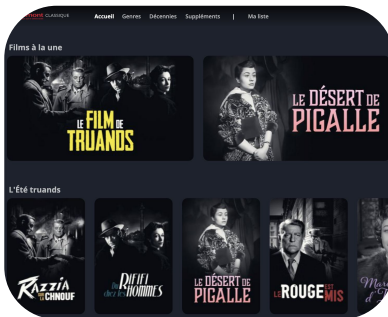
From broadcast TV to VOD.



## MONETIZE

We provide end-to-end solutions for the monetisation of all assets

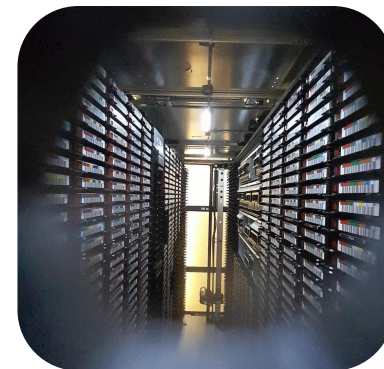
From STBs to Amazon Channels, VOD and FAST channels, etc.



## PRESERVE

We own the best solutions for conserving films and series

With optimum security conditions in our eco-responsible building.



# Our performance is multi-faceted

## HUMAN RESOURCES



**110 people** based in France and the UK

**44 years average old** and **12 years average seniority**

**91%** of long term contracts

## PARITY



**26%** of women in total

**33%** of women in comex

## ENVIRONMENT



### Green Streaming

Reducing energy consumption & project for Augy

### CSR Notation

73/100 in progress





# Our shareholders

## Smart-money shareholders:

J2H and, since 2023, CDC and Manco.

## Sharing value:

Management and employees now owning near 4%



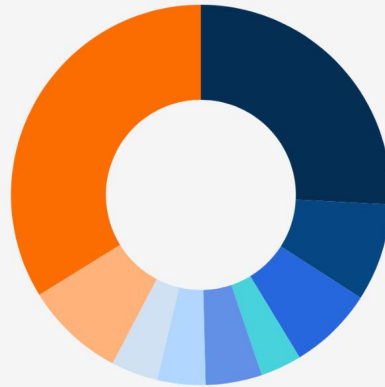
## Shareholder structure

01/01/2024

**42,3%** Free floating shares

**33,8%** Several thousand individual shareholders serving the share's liquidity

**8,5%** Growing share of funds specialised in small and mid caps



**57,7%** Solid foundation

**25,8%** Joseph Haddad & family

**8,3%** Mousse Partners

**7,2%** Caisse des Dépôts

**3,5%** Managers, employees and FCPE

**4,8%** Manco

**4,1%** Fast Forward Group

**4,0%** Self-monitoring and contract liquidity

# Value sharing



## DIVIDEND

**Confident in the Group's capacity to generate cash**, the Board proposed a **dividend distribution of 0.05 € per share** at the AGM (0.05 € in 2023).

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**Dividend yield : ~5%**



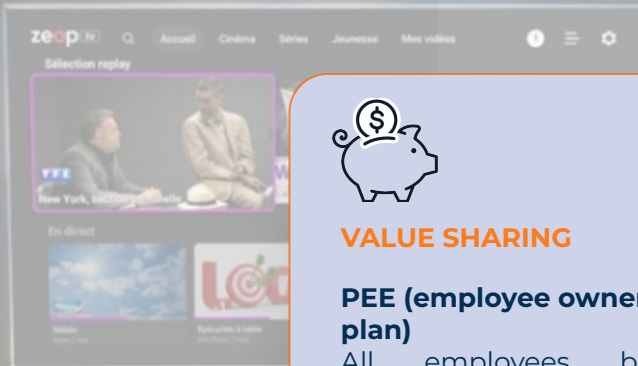
## VALUE SHARING

### PEE (employee ownership plan)

All employees benefit through the PEE in Netgem shares with a **100% matching contribution by the company**

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**1,000€ "prime de partage de la croissance"** for 80% of our employees



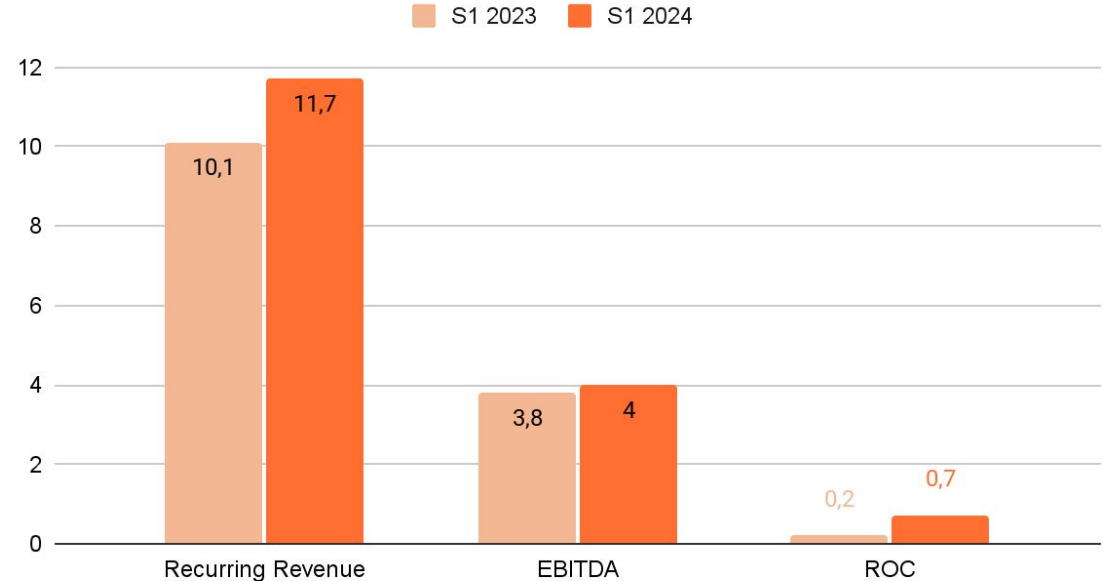


# Performance Review

(H1 figures unaudited)

# Operational Efficiency

## Recurring Revenue, EBITDA et ROC



Growth of Recurring Revenues

+

Cost Control

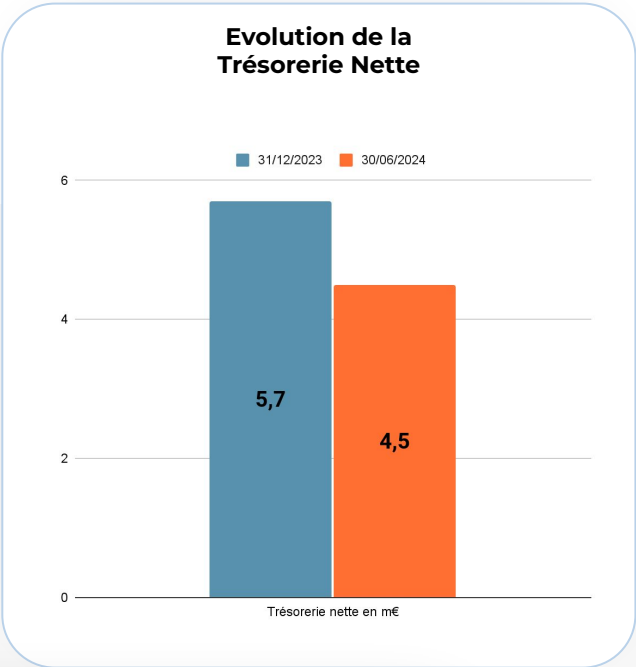
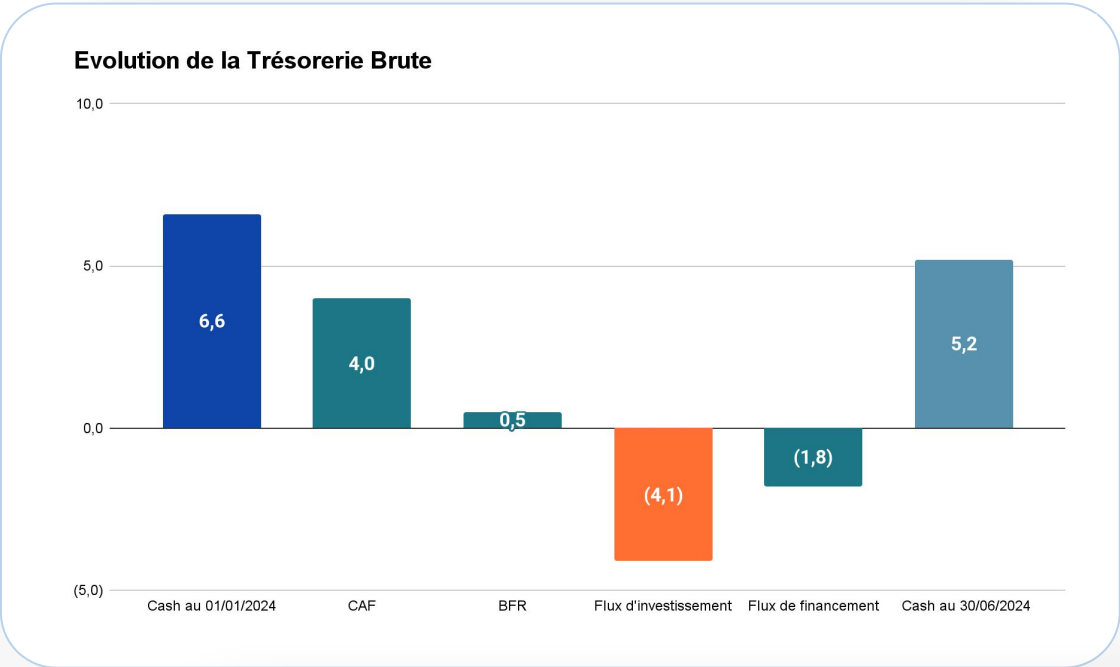
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EBITDA Growth

EBITDA & operating profit include €0.2m of restructuring in H1 2024

# Strong cash position

Gross cash position of €5.2m and net cash position of €4.5m at the end of June 2024



As of June 30, 2024, the gross cash position is €5,2 million after the dividend payment of €1.7 million in June 2024 and a €0.5 million restructuring charge of the Eclair activity.

# Why invest in Netgem

## Focused on our market...

Our target is the European video entertainment technologies and solutions market (**'Entertainment Tech'**).

## ... With a recurring and self-financed business model...

Both organic growth, with the acquisition of new customers, and targeted acquisitions.

## ... Leading to strong and growing fundamentals...

Recurring revenues up **16%**.

Solid balance sheet with **€5.2 million** in cash.

Dividend of **€0.05** per share.

## ... Alongside ambitious CSR targets

Value shared with employees

Environment-friendly plans.



# Q&A

# NETGEM's share information

## The share

Listed on **Euronext Growth**:



**Listing sponsor:** Gilbert Dupont.

### Analysts coverage:

- Gilbert Dupont : **TP €1.70**
- Oddo BHF : **TP €1.50**
- Euroland : TP nc

Market cap: **36 M€**

Average volume 6 mths: : **17.000**

**ISIN:** FR0004154060

## Keep in touch

### Investors Relations:

Bertrand Soleil

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+33 6 23 31 06 53

**Website:** [www.netgem.com](http://www.netgem.com)

### Alerts



### Social networks



[@netgem](https://twitter.com/netgem)

[#netgem](https://twitter.com/netgem)

## Stay informed

**End of January 2025** (\*) : Revenue and gross profit for FY 2024.

**End of March 2025** (\*) : Annual results FY 2024

Financial communications are issued before market opening.

(\*) exact dates to be set.



# Thank you !

