

H1 2024 Results

SFAF Analysts Call
31 juillet 2024

**Mathias
Hautefort**
CEO



**Sandrine
Alexandre,**
CFO



ALNTG
EURONEXT
GROWTH





Key Takeaways

**Mathias
Hautefort**
CEO



Netgem: an “Entertainment Tech” player

A market with a future beyond the cinema and audiovisual industry



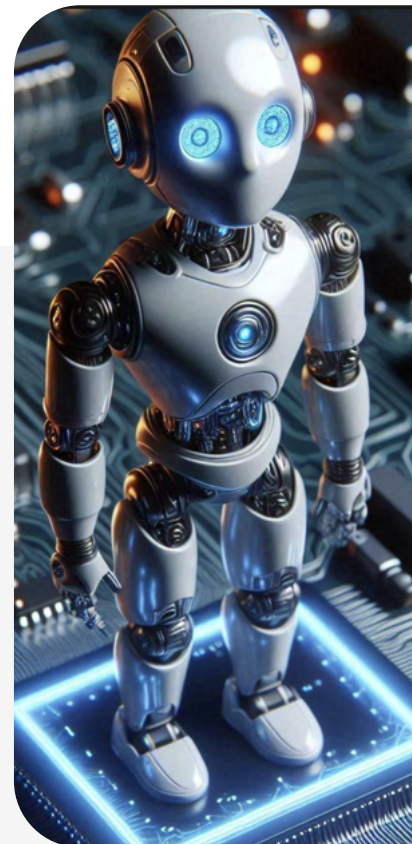
Our Vision: the convergence of tech and video entertainment



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



Content Partners



Media Services



Netgem offer to Telcos

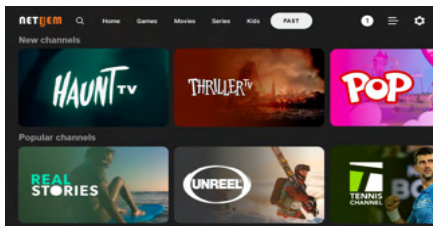
TV-as-a-Service



Winner
VideoTech
INNOVATION
AWARDS 2023
"Digital TV"

Benefit from an innovation roadmap with our end-to-end OTT platform

FAST Lane



Add channels and **cut costs** with our aggregation service

Immersive TV



Enrich and diversify your content with TV-integrated Cloud Gaming

Immersive TV

We provide **world-class TV innovation** and **reduced costs** per subscriber

FAST Lane: key to entry to ISPs

Our FAST expertise is a leverage point for ISPs and publishers

Expertise

6 years experience

130+ Channels:

movies, news, sport,
documentaries, lifestyle



Multi territories



is live in 7 countries
in Europe including:



Our Partners



FILMZIE

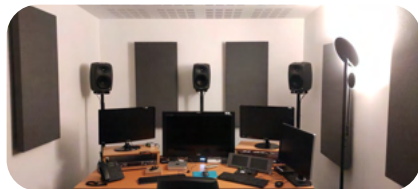


Eclair Preservation and **Eclair Valorisation** offer producers and publishers end-to-end solutions for producing, monetising and preserving their assets.

PRODUCE

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

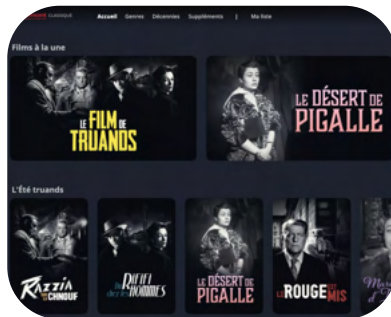
From broadcast TV to VOD.



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 H1 achievements



New isp in the Manchester area



20 new channels including 5 exclusive



Launch of **cloud gaming** offer



Amazon packages delivery in LATAM



Cloud gaming contract



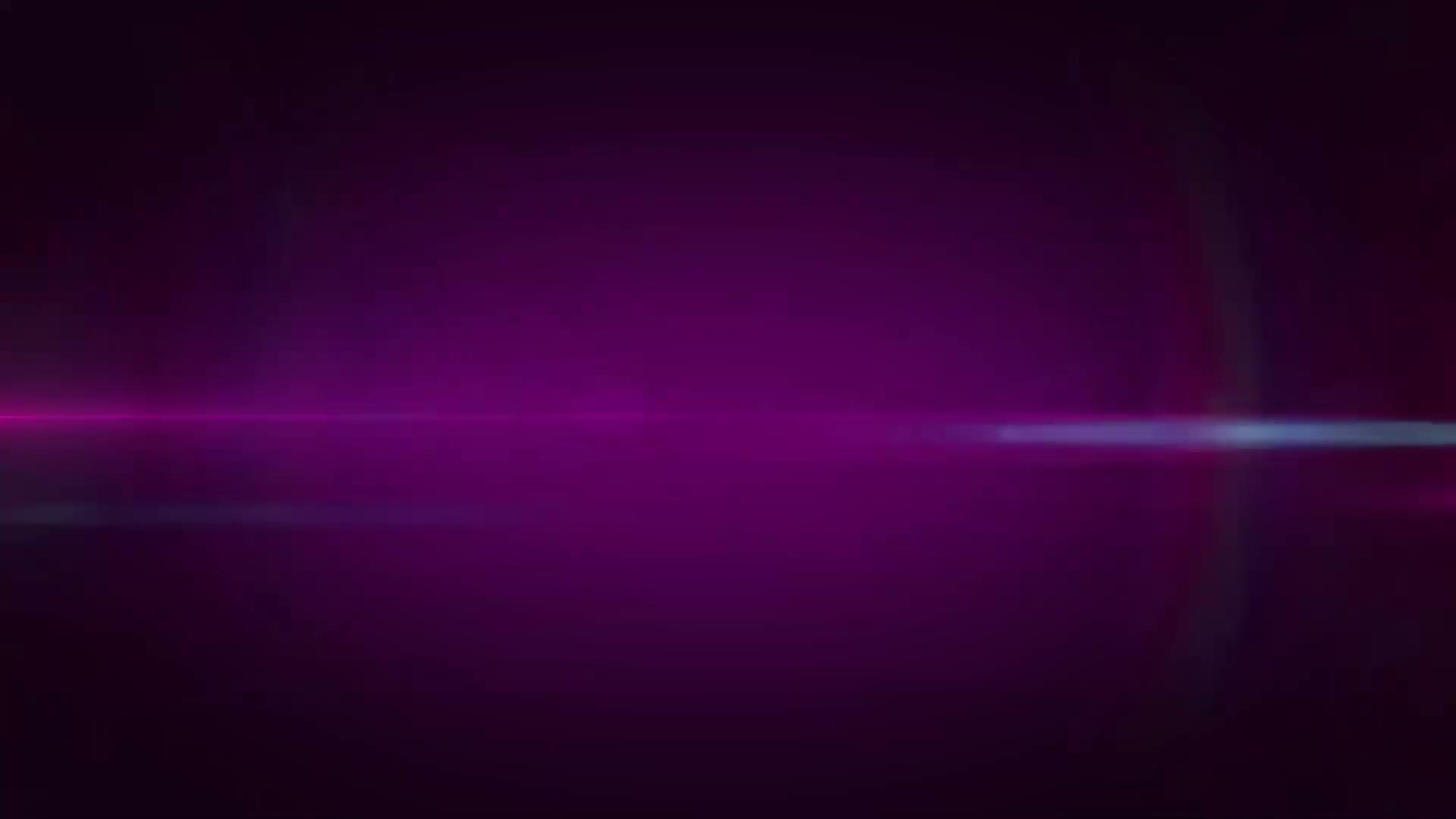
Renewal of preservation contract



FAST channels launch



Amazon Channel in **Belgium**



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





2024 H1 Results

(non-audited)

**Sandrine
Alexandre**
CFO



Improving fundamentals throughout

From top-line to bottom-line

IFRS DATA in million of euros	2024 H1	2023 H1	% CHANGE
Revenue	16,7	18,1	-8%
Including Recurring revenues	11,7	10,1	+16%
Gross profit	11,7	10,0	+17%
Opex	7,7	6,2	+24%
EBITDA	4,0	3,8	+5%
Current operating income	0,7	0,2	+250%

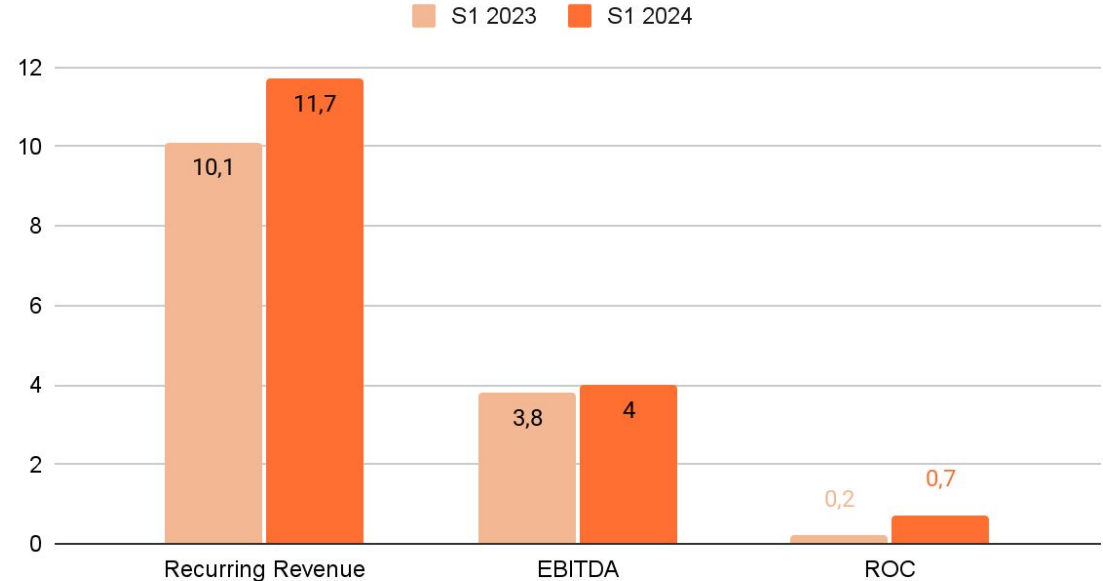
16% growth in recurring revenues

Growing gross profit combined with cost control pushed an improvement in EBITDA in H1 2024 (+5%).

+250% growth Current operating income

Operational Efficiency

Recurring Revenue, EBITDA et ROC



Growth of Recurring Revenues

+

Cost Control

=

EBITDA Growth

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

Positive Net Result Group Share

IFRS DATA

in million of euros

2024 H1

2023 H1

Operating result

0,8

0,1

Financial result

0,0

(0,1)

Taxes

0,0

0,0

Net result
(Group share)

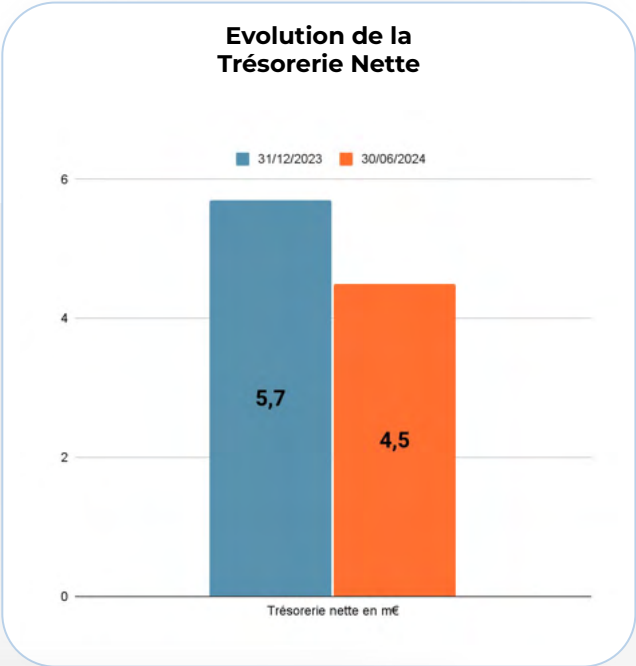
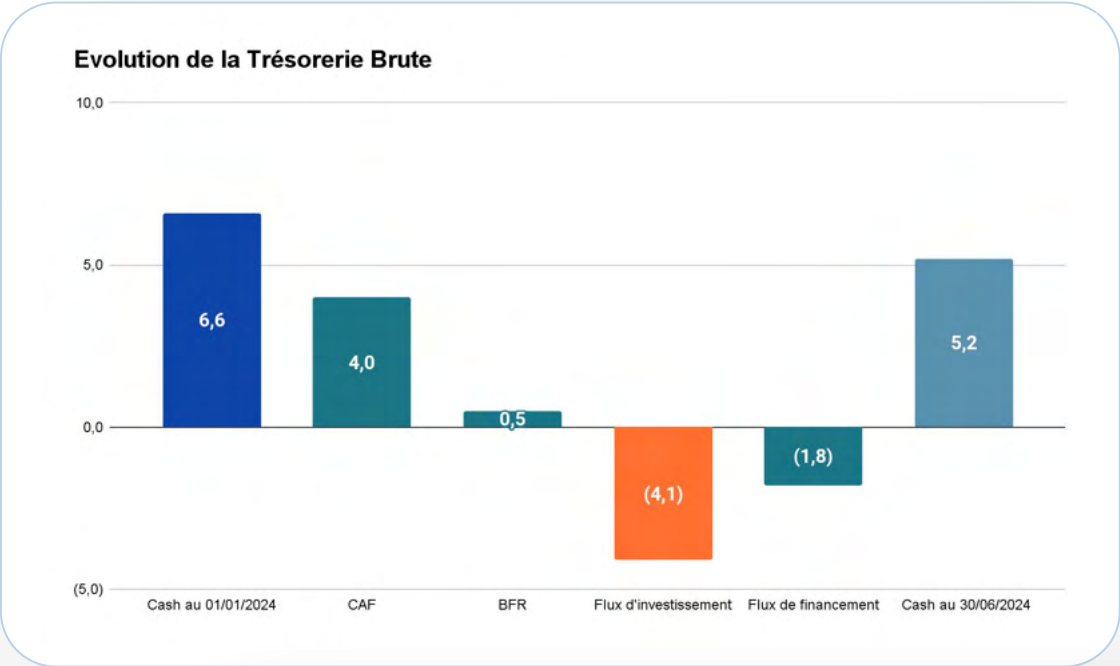
0,8

(0,1)

Group net result improved to + 0.8m€ from - 0.1m€ in H1 2023.

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.



2024 Guidance

Mathias
Hautefort, CEO



Investing in Netgem

Market focus

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

Recurring and self-financed business model

Allowing 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.

With ambitious CSR targets

Added value shared with employees

Environmentally friendly plans.

Our focus for H2 2024

Accelerating on three fronts

New business

Win new customers



Innovation

Speeding up our Cloud & AI projects



ESG

**Making our
commitment to
responsibility an asset**





Q&A

Thank you !



Financial appendices



Cash Flow H1 2024

IFRS DATA in million of euros	2024 H1	2023 H1
Cash flow from operating activities(A)(*)	4,5	4.6
Of which :		
Cash flow before tax payment	4,0	4.6
Taxes	(0,1)	-
Reduction (increase) in WCR	0,6	-
Cash flow from investments (B)	(4,1)	(5.2)
Operating cash flow (A+B) (*)	0,4	(0.5)
Cash flow from financing (C) (*)	(1,8)	3.2
Of which :		
Dividends	(1,7)	(1.5)
Capital increase	-	5.0
Issuance/Redemption of borrowings and financial debt	(0,2)	(0.3)
Discontinued operations & currency variation (D)	-	-
Net change in cash (A+B+C+D)	(1,4)	2.7
<i>(*)Excluding IFRS 16 <u>restatement</u></i>		

Equity and Debt H1 2024

IFRS DATA in million of euros	June 30,2024	December 31,2023
Equity and debt		
Equity, Group share	24,3	25,1
Current and non-current financial liabilities	0,7	0,9
Analysis of net cash		
A - Cash	5,2	6,6
B - Current financial liabilities	0,4	0,4
C - Current net cash (A)-(B)	4,9	6,2
D - Non current financial liabilities	0,3	0,5
E - Net cash (C)-(D) before IFRS 16 impact	4,5	5,7
F - IFRS 16 standard impact	0,8	1,1
G - Net Cash (E)-(F)	3,7	4,6