

MAY 10, 2023



2023 Q1 REVENUES

ATEME
Captivate your audience

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PRESENTERS



Michel ARTIÈRES

Founder & Chief Executive Officer

Degree in Engineering from SUPELEC, PARIS,
with a specialization in signal processing
and telecommunications



Fabrice SANA

Chief Financial Officer

Degrees from the European Business
School and ESSEC

01 WHO WE ARE

THE VIDEO DELIVERY LEADER



Public since 2014



90.6 M€ in 2022

ARR
MONTHLY
RECURRING
REVENUE

30 M€ (April 2023)



560 people in 20+ countries



1000+ clients in 100 countries



70 patents
Winner of multiple awards

Ateme enables **content providers**, **service providers** and **streaming platforms** to captivate their audiences with a superior **Quality of Experience**, so they can **boost viewership** engagement, acquire **new customers**, and unleash **new monetization** potential.



WE HELP BILLIONS OF VIEWERS TO WATCH CONTENT ANYWHERE, ANYTIME

Streaming platforms
SVOD, AVOD, virtual video distributor



OTT streaming services to multiscreen



Viewers



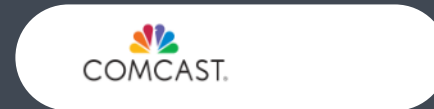
Contribution

Content provider
Content owner, broadcaster



Distribution

Service Provider
Cable/Satellite/IPTV



Pay-TV services
to set-top box



TECH SOLUTIONS FROM CONTENT SOURCE TO EACH VIEWER

Video
Processing

Video Content
Delivery

Analytics &
Orchestration

TITAN

+

NEA

+

PILOT

=

High Fidelity Processing
Multi-format

Low-latency network
Audience-aware CDN

Intelligent load balancing
Big Data analytics for smarter ops



Enhanced
customer satisfaction
Increased
ARPU & ad revenues

Infrastructure on Prem & Private or Public Cloud environment or **ATEME+** SaaS



UNIQUE END-TO-END OFFERING



Contribution	File Xcoding	Broadcast	D2C Delivery	Channel Origination	Origin Server	Cloud DVR	DAI	CDN	Analytics
X	X	X	X	X	X	X	X	X	X
X	X	X	X	X	X	X	X		
X		X	X	X	X	X	X		
X			X	X	X	X	X	X	
	X	X	X	(partners)	X	X	X	aws Cloudfront	aws Analytics
					X	X	X	X	
					X	X	X	X	
					X	X	X	X	X

> Offering end-to-end solution brings technical and commercial benefits
and enables fastest business acquisition

WALLET SHARE GROWTH STRATEGY

CANAL+

Long-standing partnership on UHD solutions takes next step with pioneering deployment: one of the world's first deployments of OTT low-latency streaming

TITAN + NEA enables Canal+ subscribers, through the myCANAL app. on Apple TV 4K, iPad and iPhone, to watch sports events in HD and UHD with almost no delay compared to broadcast

game changer for
brand leadership

"Keeping latency as low as possible while ensuring optimum visual quality is crucial for the viewer experience in live sports – think live football, rugby and Formula 1. But this has typically been a difficult strategy to balance. With Ateme's NEA solution we're able to offer both, without compromise"

Philippe Rivas, Distribution Technical Director at Canal+

Video Headend and CDN Complementary Sales Cycles



Video Headend (encoding) business

- Investments driven by the amount of content (live channels, VOD catalogue)
- Typically generating flat repeat business

CDN / OTT video delivery business

- Investments driven by the growth of the traffic
- Successful OTT services face a X2 traffic every year

ENABLING THE NEW TV EXPERIENCE

Superb
viewing experiences
on any screen

Any experience: linear,
hybrid VOD, catch-up TV,
Cloud DVR

A single solution for video
over any platform: cable,
DTH, IPTV, terrestrial
and OTT

Future-proof & flexible
software-based
solution



Reach
more customers

Increase
profitability with
bigger audiences

Secure
forthcoming business

CONTENT DELIVERY AT SCALE

Audience-aware
delivery enhancing
the OTT experience

Elastic CDN maximizing
streaming efficiency

Grows with
OTT consumption

Solution optimized
for 5G networks



Engaged audiences

Lower infrastructure
& operational costs

Greener streaming

SPORT TECH INCREASING FAN ENGAGEMENT

Premium quality
of experience for
premium content

No delay, no buffering,
content available
everywhere

Immersive audio
& video thanks
to cutting-edge
technologies



Increase
engagement
with sports fans

Drive more
subscribers

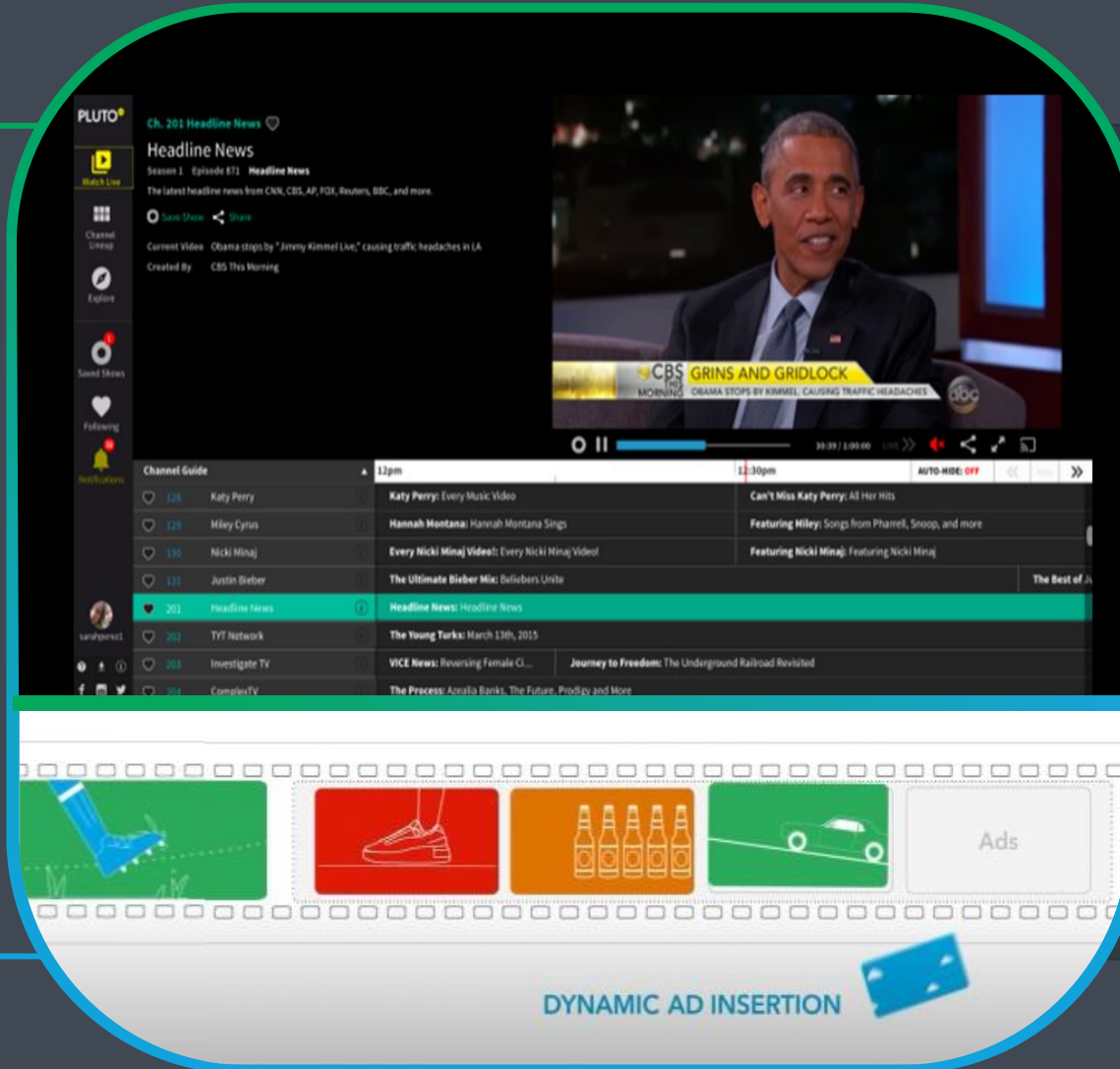
Brand
leadership

CONTENT MONETIZATION PUSHING PROFITS

Dynamic
Ad Insertion
increasing revenues

FAST channels
(Free Ad-supported Streaming Television)
with genre/thematic
channels

Personalized TV for
a tailored experience



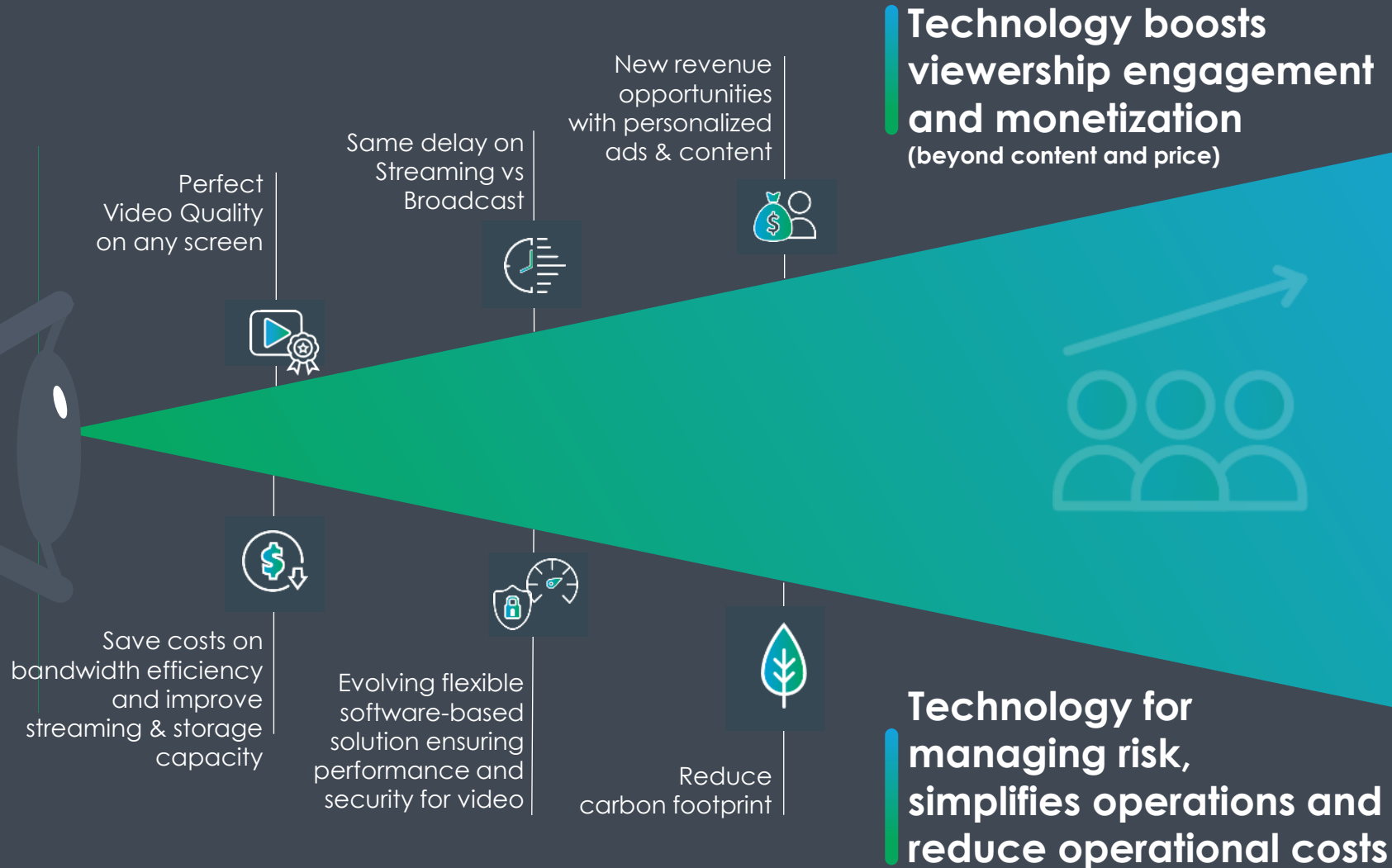
Engaged audiences

More revenues
& profits

Drive subscribers
to new services

ADVANCED INNOVATION BENEFITS

ATEME
& Customer
Partnership



Answering customers business needs

Addressing viewers expectations

Ateme's Growth and leader position



ATEME

ATEME ENGAGED IN CORPORATE SOCIAL RESPONSIBILITY



> A CSR policy led by the COO in direct contact with the Executive Committee

For ethic in management and business relationship with shareholders, clients, partners and suppliers

> Performance monitoring approach



ecovadis



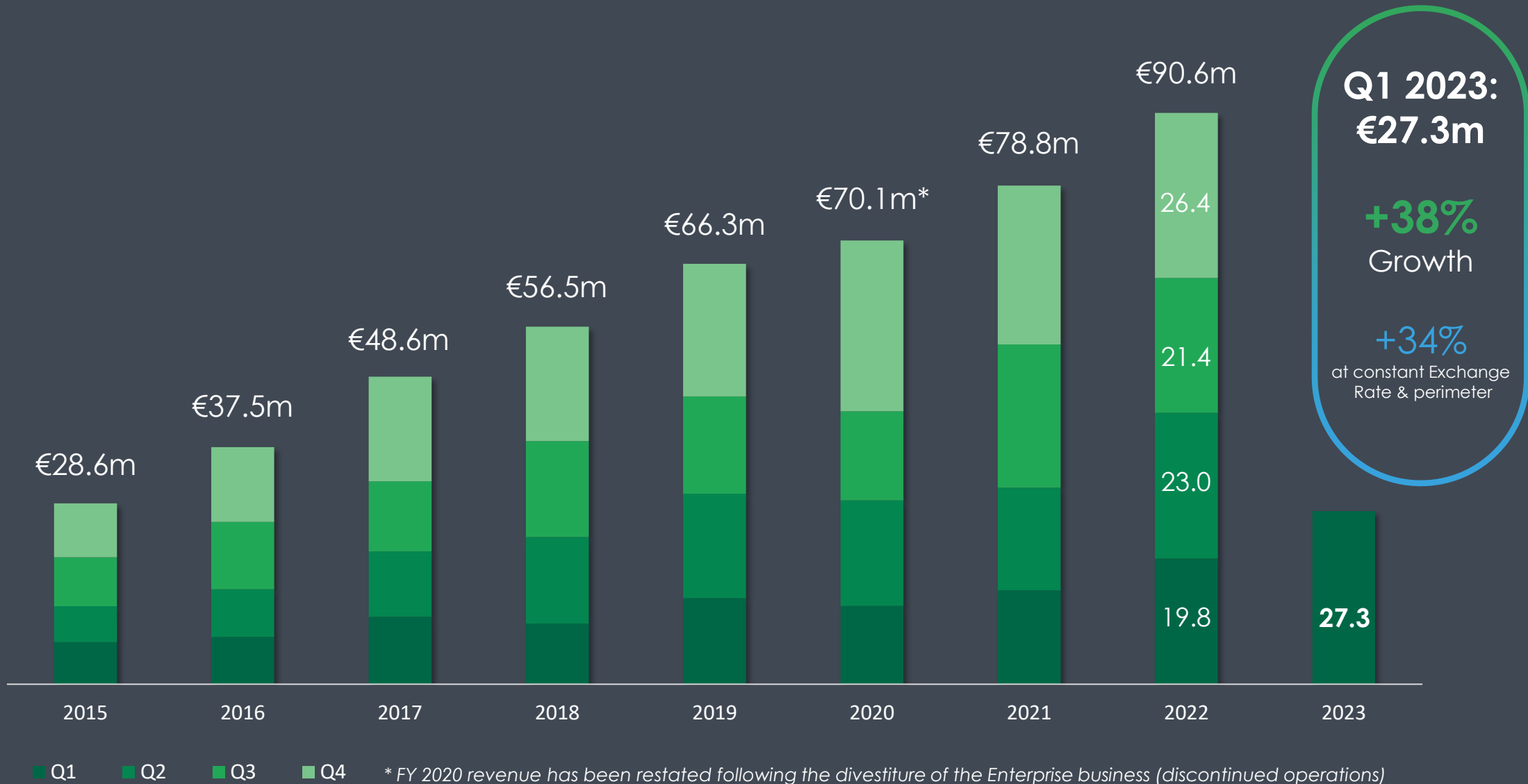
> Commitments to go further

- > Titan and Nea innovations saved 65% of the video delivery energetic impact in 3 years while improving viewers' experience
Targeting 50%+ additional savings in the next 3 years
- > Ateme committed to reduce his own impact by 50% in 3 years
- > Founding Member of the 'Greening of Streaming' Alliance, Planet Tech'Care Charter signatory to improve the industry towards greener practices and reducing its environmental impact.



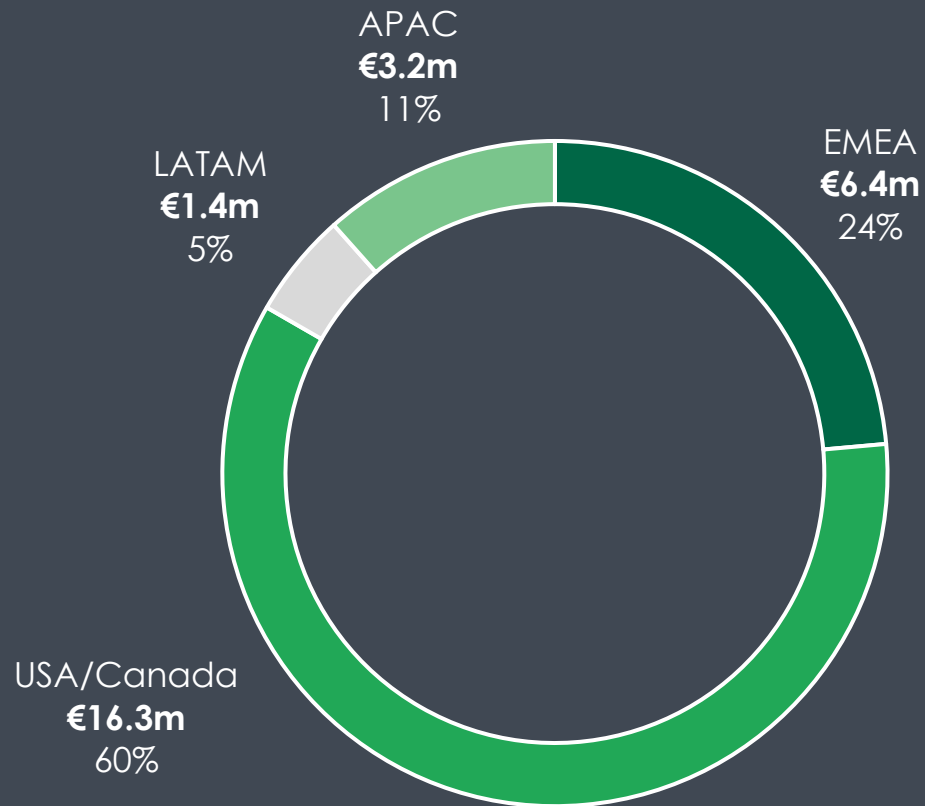
2023 Q1 REVENUES

REVENUES EVOLUTION BY QUARTER

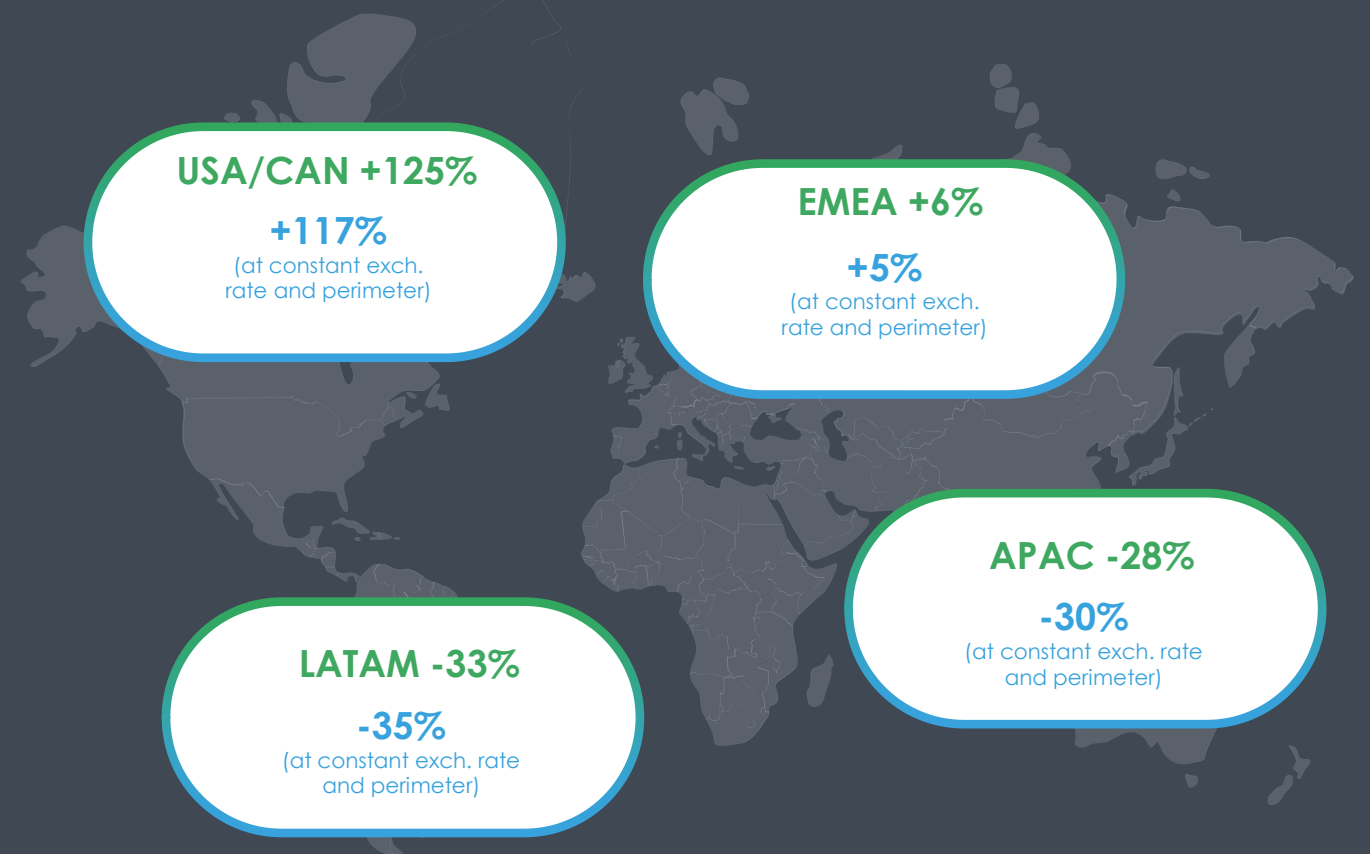


Q1 2023 REVENUE SPLIT AND GROWTH BY REGION

Q1 2023 REVENUE SPLIT BY REGION



Q1 2023 REVENUE GROWTH BY REGION



CONTINUED GROWTH IN MRR SINCE 2019

Multi-Year
investment
Contracts

SaaS and
Subscription

Maintenance

Monthly Recurring Revenue

Increased visibility with
secured revenues

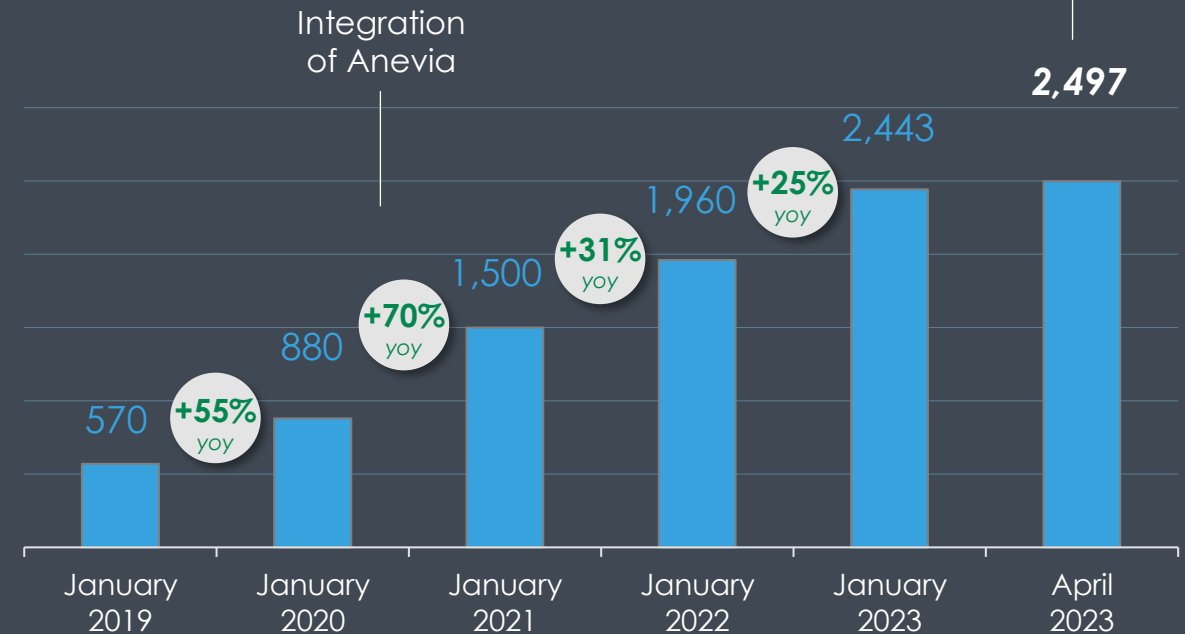
Higher resilience in crisis

Increased profitability with
optimization of S&M costs

ARR:
€30m

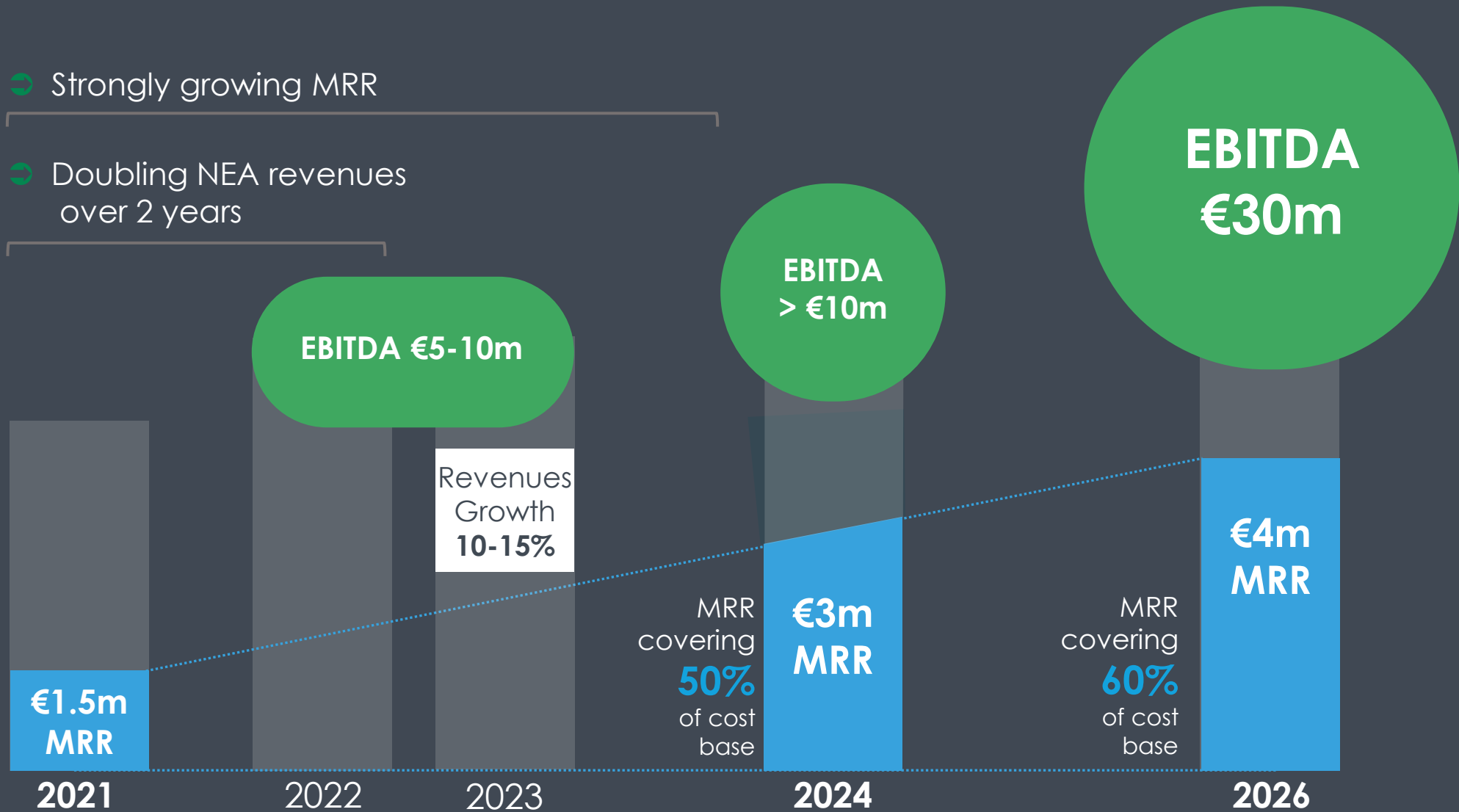
Ahead of schedule
to reach
3M€ by 2024

MRR, in €
thousands



FINANCIAL OBJECTIVES

- Strongly growing MRR
- Doubling NEA revenues over 2 years



03 OUTLOOK & STRATEGY

OTT STREAMING ALREADY EXCEED TRADITIONAL LINEAR TV AND THERE IS MORE TO COME



More than 400 streaming services Worldwide

Streamlining of the old linear services top support new digital offerings

Online streaming video to reach
1.6 bn subscribers in 2025 vs 1.1 bn for Pay TV*

> Personalization Content & Ad insertion (SVoD, AVoD, NextGen TV)

Audience engagement x3

Increase ad revenues



> Infrastructure migration Next-Gen architecture (cloud, SaaS, private or multi CDN, open caching, 5G)

Ateme Solutions are agnostic
to infrastructure

Ateme is leading open
caching standard

> Convergence of the media-tech universe

Live streaming

More interactivity

More immersivity (AR/VR)

New experiences

New sports fan engagement

ATEME ADVISORY COMMITTEE

Mission : help Ateme reinvent the video consumption



Anne Schelle



Gavin Sheldon



Hanno Basse



Weidong Mao



Andy Beach



Mike Kralec



Anna Lockwood



Pascal Crochemore



GOING FURTHER: HOW CONTENT WILL BE DELIVERED AND CONSUMED IN THE FUTURE



Emerging technologies and usages will fundamentally transform our industry in the next decade

AI and big data

Blockchain

Betting

Gaming

Metaverse

Social networks

NFTs

NEW CONSUMER ENGAGEMENT TECHNOLOGIES



Next generation fan engagement solutions merging video streaming with E-commerce and AR/VR/XR experiences

Q&A4

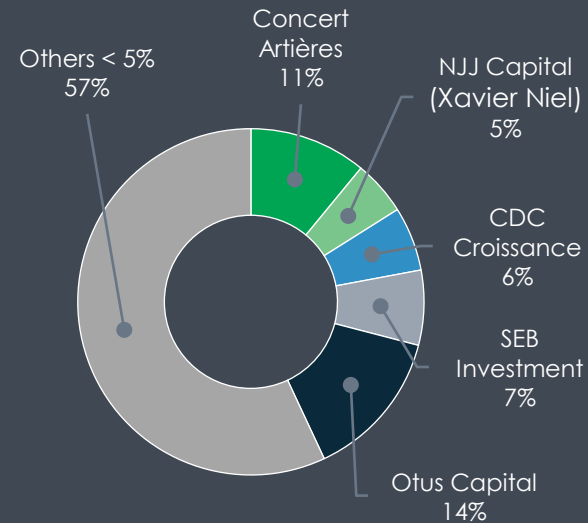
INVESTOR RELATIONS

Shareholder structure

Number of shares : 11,281,027

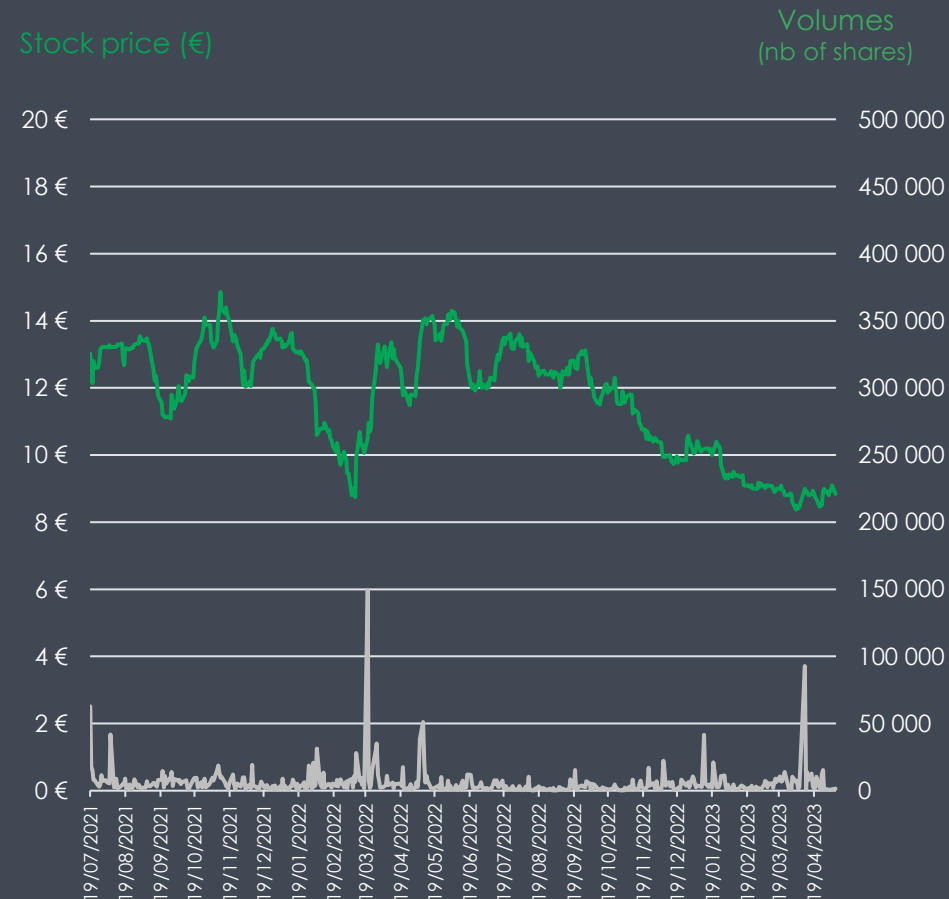
Potential dilution : 504,985

as of November 30, 2022



Source : Company, as of October 2022

Liquidity contract:
Kepler Cheuvreux



Market data

ISIN: FR0011992700 Ticker: Ateme

Stock price: €8.98 (as of May 9, 2023)

Market cap: €101.3m (as of May 9, 2023)



Next investor dates

June 28, 2023	General meeting
July 12, 2023	2023 Half-Year Revenues
Sept. 28, 2023	2023 Half-Year Results
Nov. 8, 2023	2023 Third Quarter Revenues

05 APPENDICES

COMPARABLES AND VALUATION REFERENCE POINTS

Recent transactions

July 2021



IPO on
Nasdaq

E-learning, enterprise and media
\$120M in 2020 revenue

Market cap \$1,5B (12x sales)

July 2021

THE CARLYLE GROUP

acquires



Live streaming
and remote production

\$400M (3.5x Sales)

March 2022



acquires **wurl**

Content distribution and advertising
services

\$430M (5.7x Sales)

March 2022

amagi

\$100M funding round

Cloud Solutions for Broadcast &
Streaming TV

>\$1B (30x Sales)

Market leader and main competitor

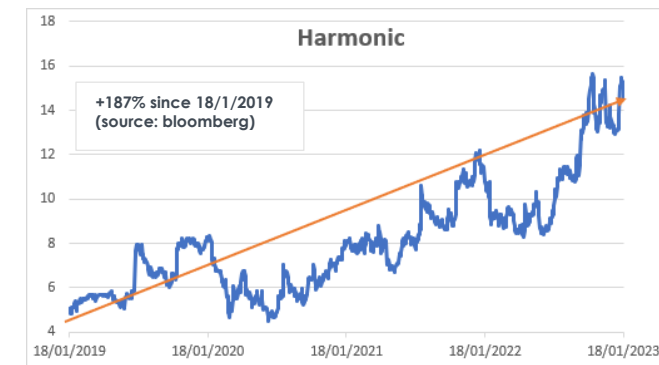
harmonic

(Nasdaq: HLIT)

Market leader

Declining Video business, transitioning to SaaS
Growing Cable access business

2024 Target : Cable 530+, Video : 300+



2021 revenue US\$ 507m
Market Cap US\$1.5bn

ATEME TO POWER A MUCH BROADER MARKET

Broadcast/Streaming



\$800b* market

Metaverse



5 trillions market**

* sources: Statista, Grand View Research, Research & Markets, VIP+ analysts

** McKinsey



THANK YOU.

