

NOVEMBER 8, 2023



2023 Q3 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
ANNUAL
RECURRING
REVENUE

28.5 M€ (Oct. 2023)



580 people in 20+ countries



1000+ clients in 100 countries

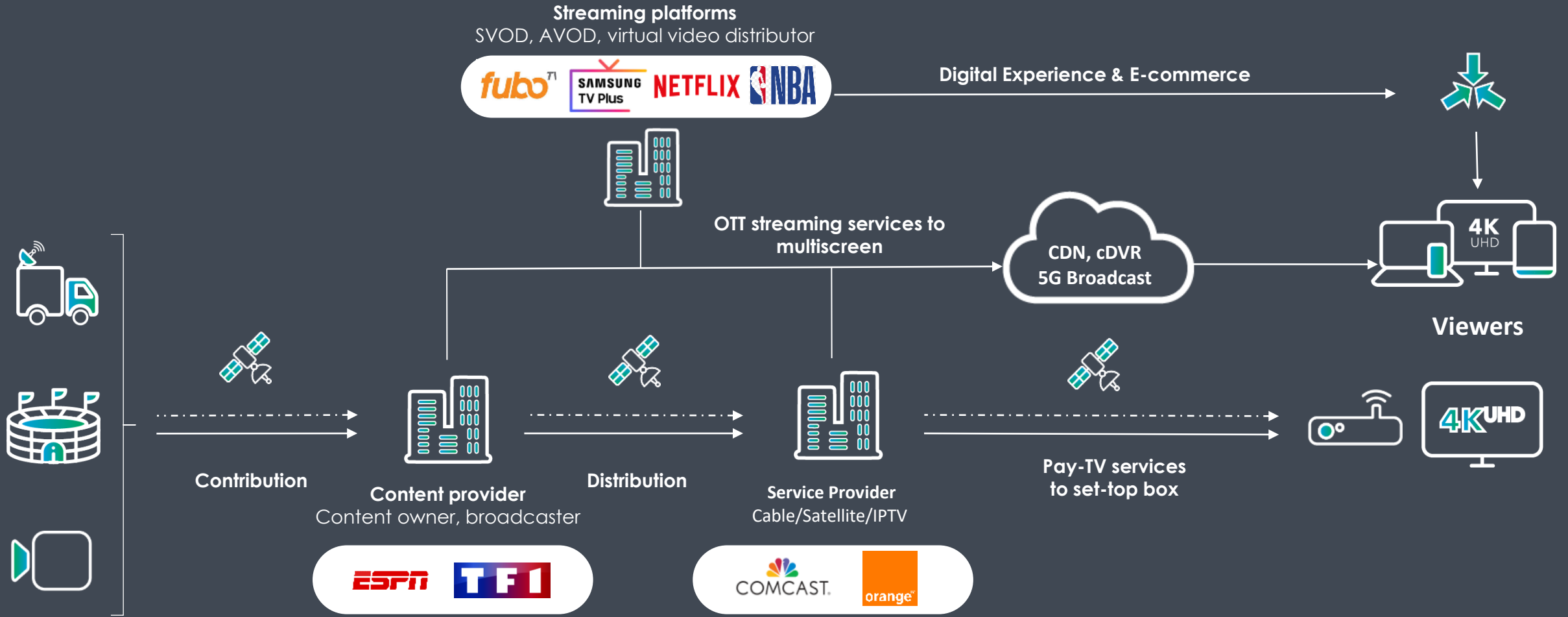


70 patents
Winner of multiple awards

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



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



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

HARMONIC MIGHT SELL ITS VIDEO BUSINESS DIVISION

*"After careful consideration of the growth opportunities [...] we have initiated a **formal strategic review process** for our Video business.*

*As part of this process, **we have received indications of interest in our Video business from a number of parties over the past several months.***

*Since the strategic review may cause some disruption to the business, **we are conservatively guiding our Video business for Q4 2023.***

Please note that no timetable has been established for the completion of the review, and the review may not result in any transaction."

Source: Harmonic - October 30, 2023 Press Release

Harmonic's Video segment revenue in \$m

2020	2021	2022	2023			
			Q1	Q2	Q3	Q4e
249.8	288.4	274.1	57.3	58.9	51.4	45-55

Estimated FY 2023 revenue: 212.6 – 222.6 m\$

ATEME IS INFRASTRUCTURE AGNOSTIC

Titan, Nea and Pilot are available on all infra options

Rationale to own the datacenter

- > Cost
- > Control of the infrastructure

Ateme partners



Rationale to move to public cloud

- > Fast deployment
- > Externalization

Ateme partners



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



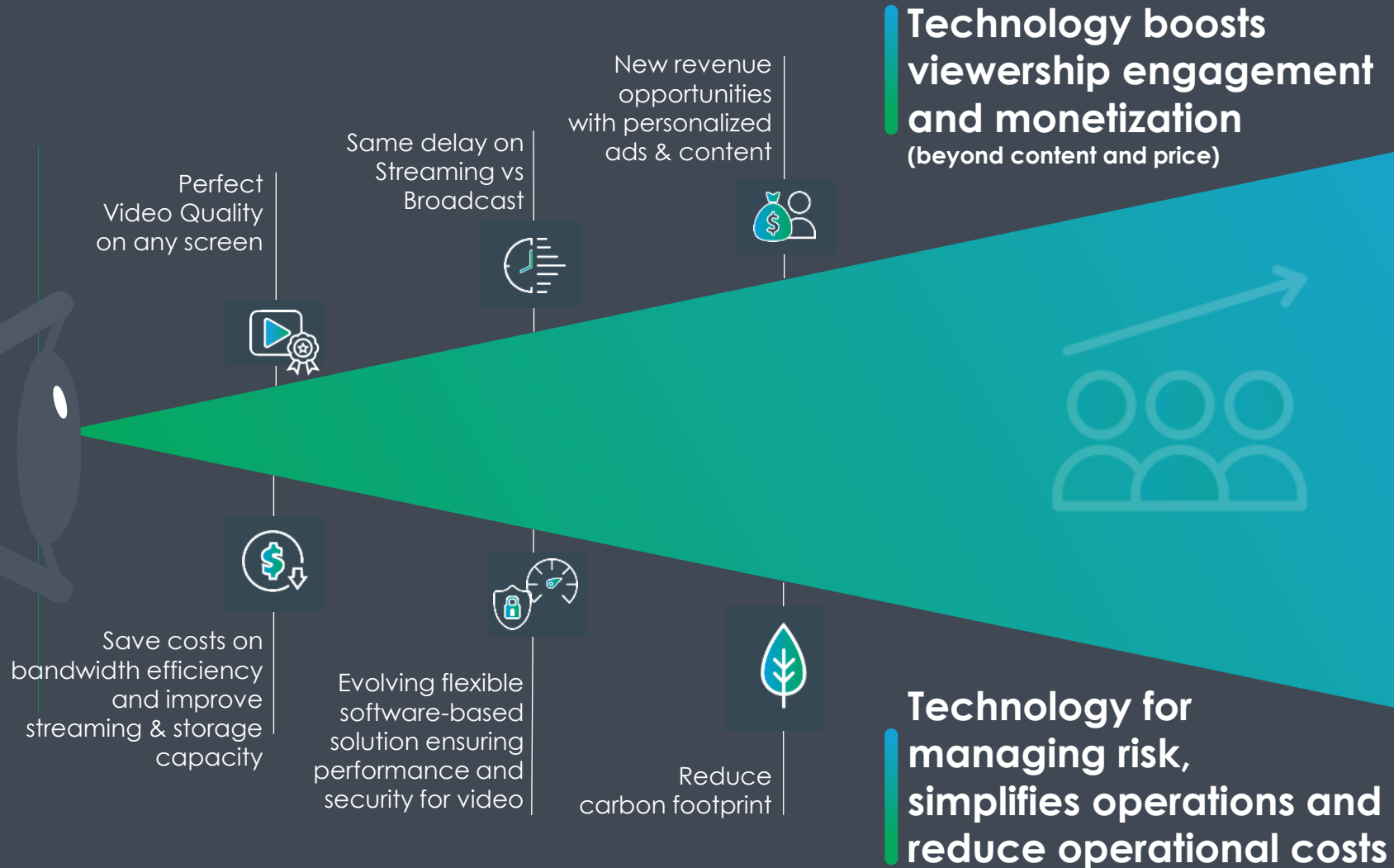
Engaged audiences

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



“ Make the entertainment and video experience captivating, greener, and accessible to everyone ”

A CSR policy led by the COO in direct contact with the Executive Committee and fully integrated into the company's overall strategy

Already achieved

- > New technologies to reduce products' energy impact: innovations in TITAN and NEA product lines have enabled a 65% reduction in the energy consumption of video delivery over three years, while improving viewers' experiences.
- > An eco-design approach for the product lines (RoHS, REACH, WEEE and “no-clean” processes during manufacture of electronic cards, in order to limit water consumption).



Commitments to go further

- > “Near-term target” approved by SBTi: 42% reduction in absolute GHG emissions from Scopes 1 and 2 by 2030 (compared to 2020) and to the measurement and reduction of Scope 3 emissions.
- > Founding Member of the “Greening of Streaming” Alliance and Planet Tech'Care Charter signatory to improve the industry towards greener practices and reducing its environmental impact.



INTEGRUM ESG

- B - “Good” category



59/100

Global score > 74%
of rated companies



77/100

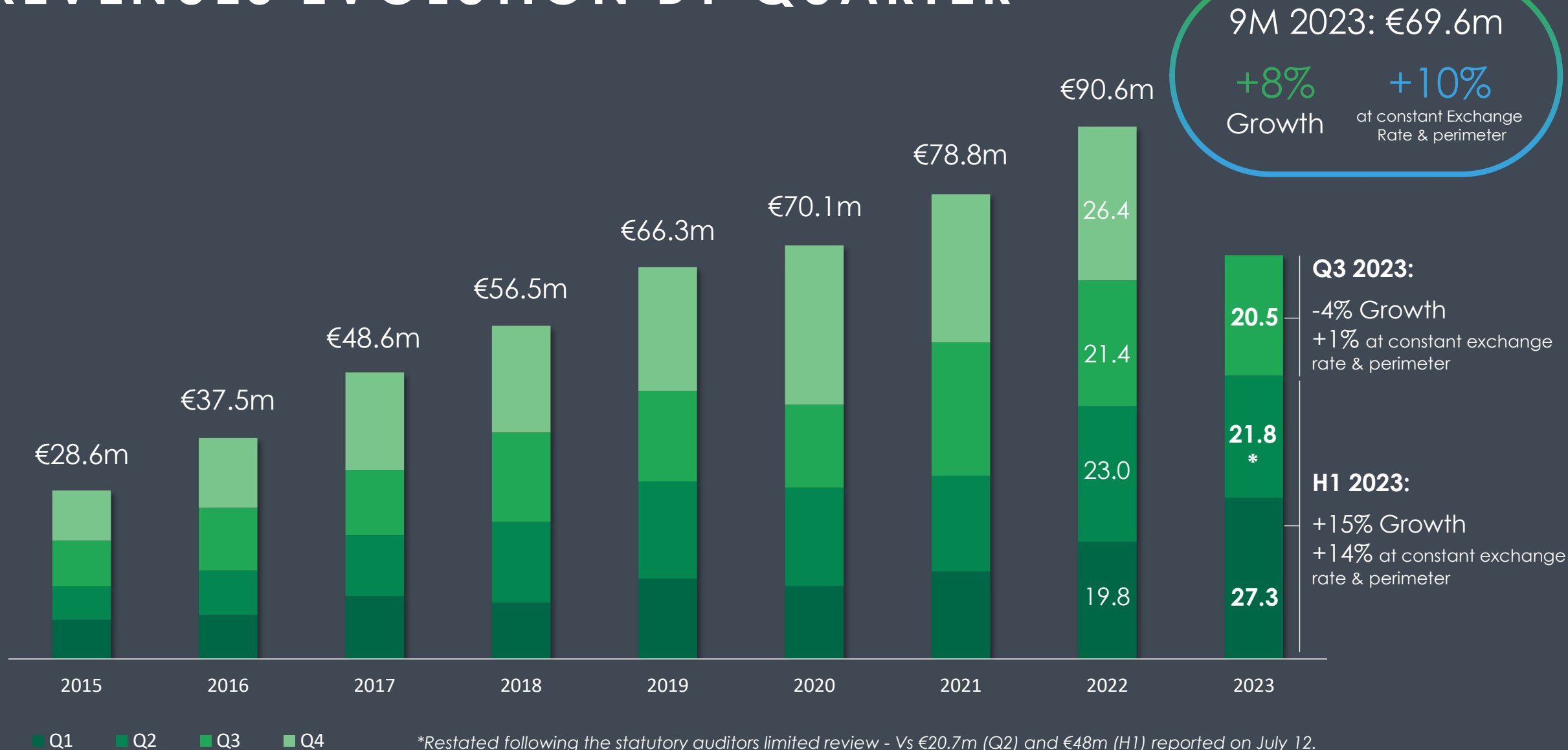
+29 pts
compared to 2021



2023 scoring pending

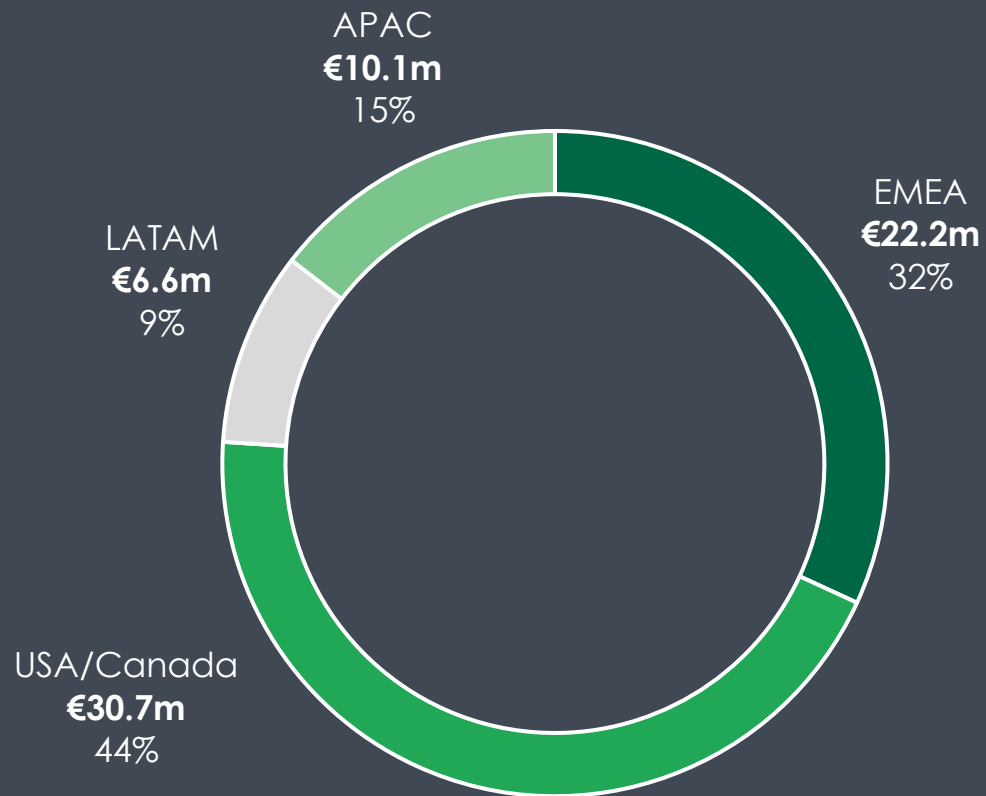
02 FINANCIAL FIGURES

REVENUES EVOLUTION BY QUARTER

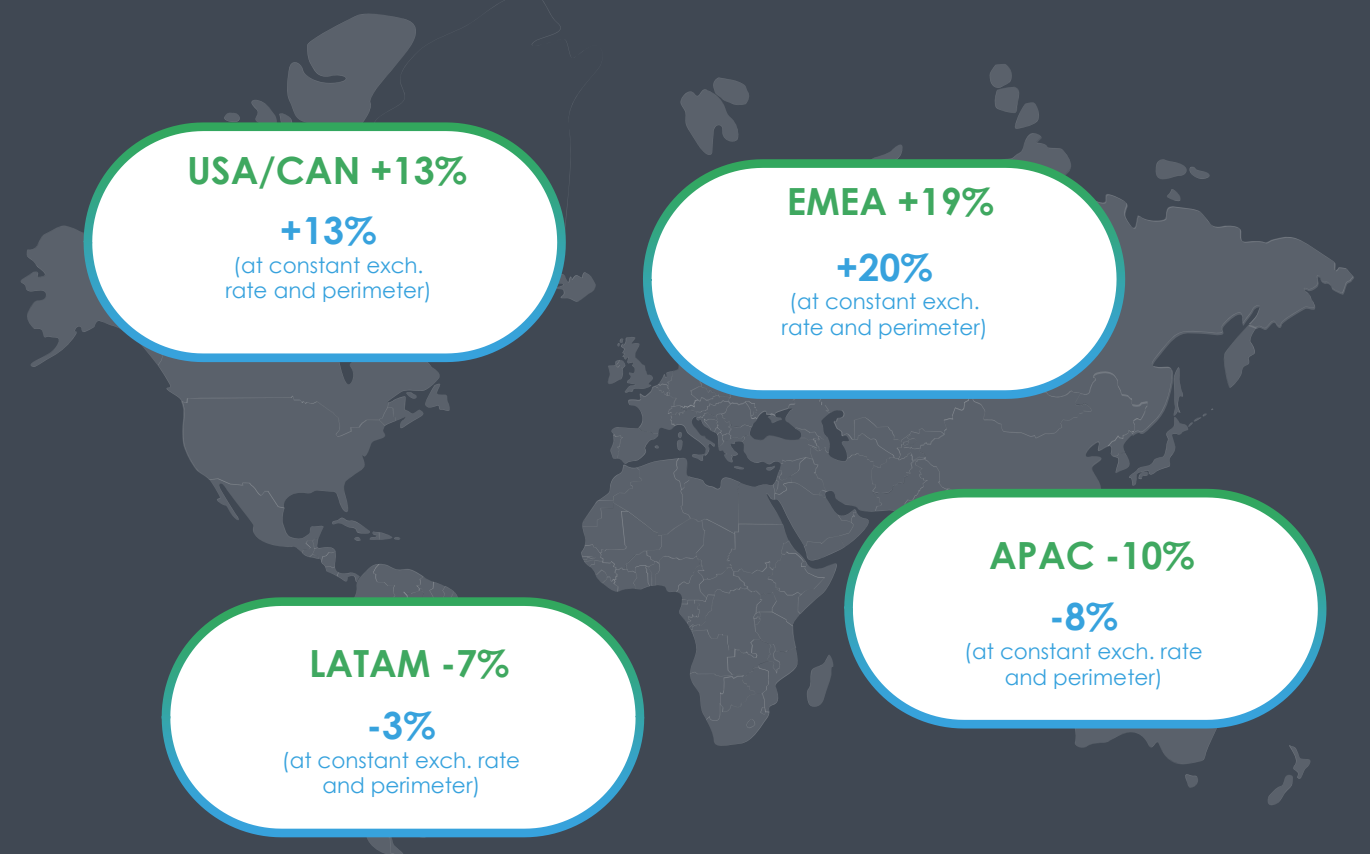


9M 2023 REVENUE SPLIT AND GROWTH BY REGION

9M 2023 REVENUE SPLIT BY REGION



9M 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

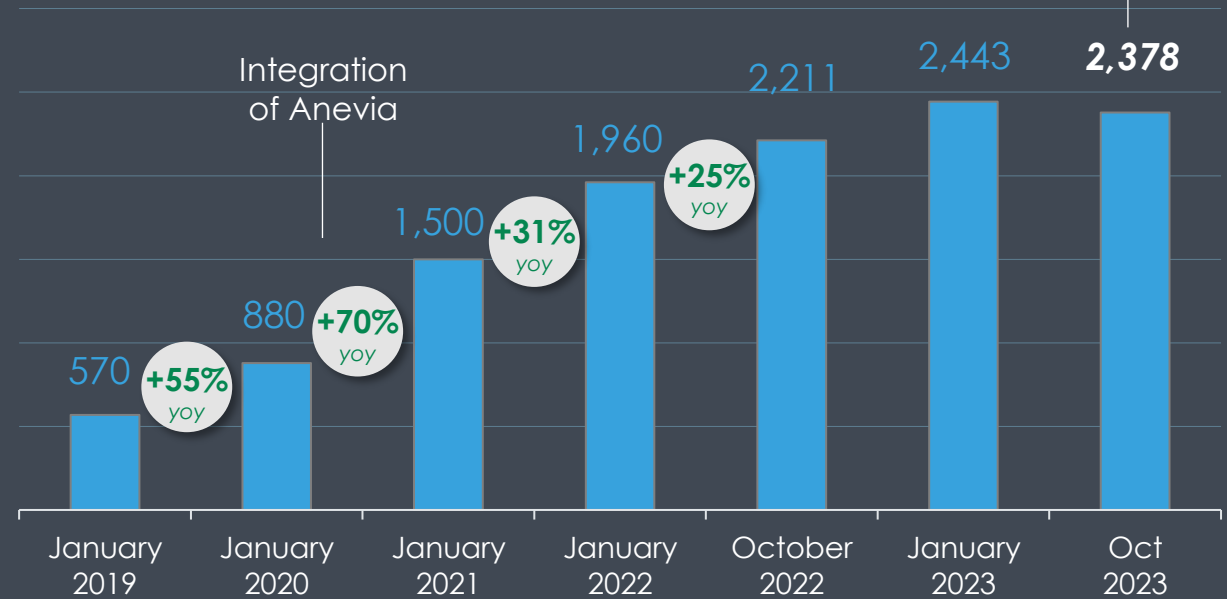
Higher resilience in crisis

Increased profitability with
optimization of S&M costs

ARR:
€28.5m

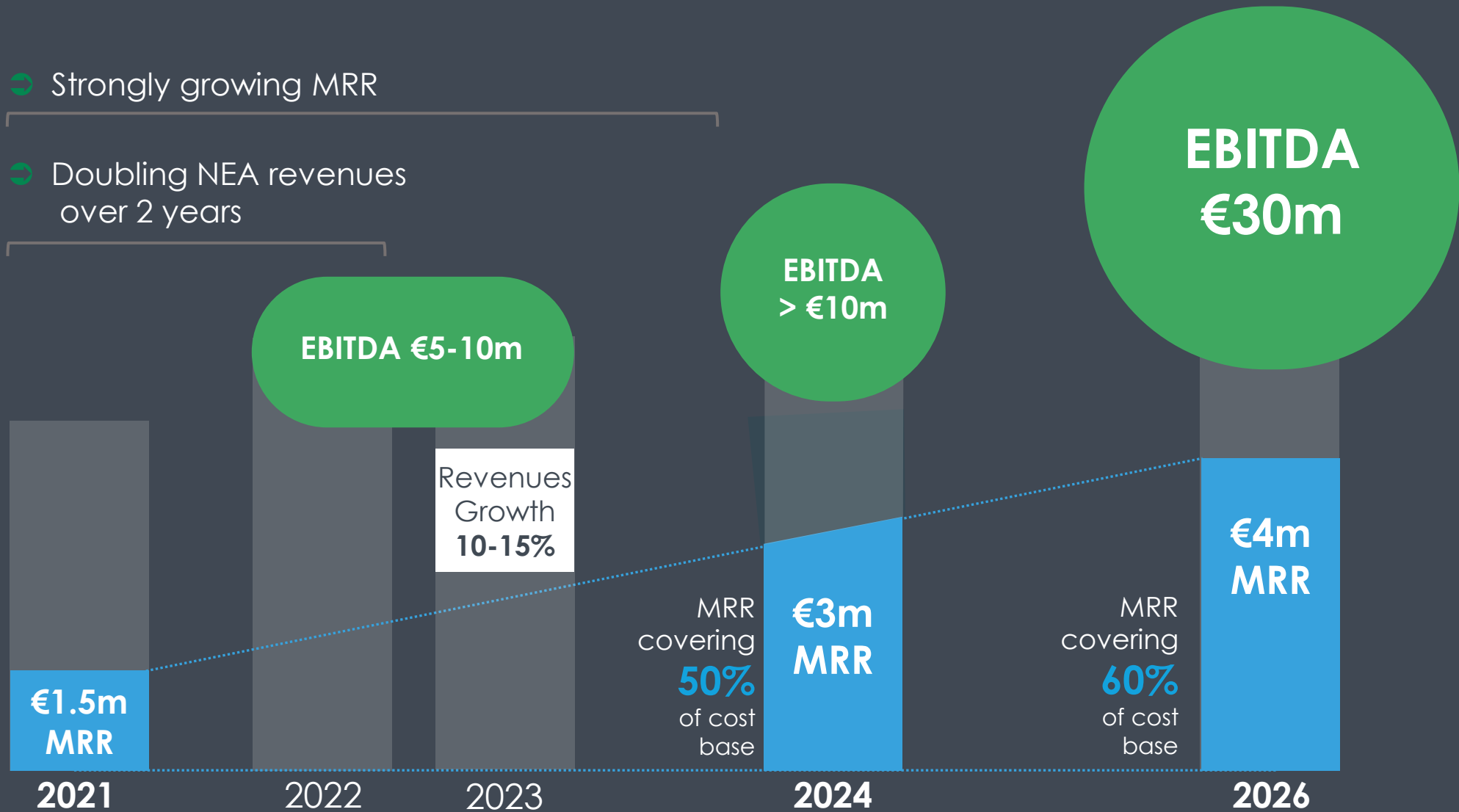
On track to reach
3M€ by 2024

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



Yuval Fisher



Nitin Mittal



Weidong Mao



Andy Beach



Sotiris Salamouris



Pascal Crochemore



Anna Lockwood



Mike Kralec






Anil Jain



Chris Blandy



KEY MARKET DRIVERS FOR GROWTH

	Drivers	Impact on business	Impact on tech
	Convergence	Engaging with younger generation and augmenting revenues	Investing in interactivity, data, consumer experience etc.
	Monetization	Increasing subscriber base and boosting profits with targeted delivery	Investing in Dynamic Ad Insertion, FAST and personal channels
	Transformation	Streamlining old services to support new digital offering	Investing in Cloud/SaaS while deprioritizing legacy

GEN 7: OUR NEW COMPRESSION CORE

Ateme Introduces its Next-Generation Video Compression

Accueil / Press / Ateme Introduces its Next-Generation Video Compression




Paris, France, September 7, 2023 - Ateme, a global leader in video compression, delivery, and streaming solutions with innovation at its core, today unveils its groundbreaking Gen 7 STREAM encoding engine. At the heart of the new generation of [TITAN video-processing solutions](#), Gen 7 goes beyond conventional video compression, delivering unparalleled performance and efficiency that power user experiences for the masses through a **cutting-edge encoding core**.

Leveraging artificial intelligence, Gen 7 is the productization of Ateme's latest algorithms that have been recognized with three prestigious **Technology & Engineering Emmy® awards**. These algorithms enhance performance across all dimensions:

- > Boosted transcoding density
- > Greater bandwidth efficiency
- > New pre-processing techniques
- > Audience-Aware Streaming
- > Spatial Computing

> <https://www.ateme.com/press/ateme-introduces-its-next-generation-video-compression/>

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ADDRESSABLE TV ADVERTISING MARKET

\$56 billion
in 2022

Ad Pricing **UP**
Viewer satisfaction **UP**
Retention **UP**

\$87 billion
> +50% in 2027

as the traditional TV ad
will remain equivalent (\$135bn)

~1/6 of video advertising budgets
1/5 in mature markets like the US




Support performance marketing
and brand-building objectives
by targeting specific audience segments or geographies

Key on younger viewers
+25% incremental reach boost vs broadcast TV

Used by non-traditional TV advertisers
open entirely new revenue streams
and new channels as geotargeting in connected cars

Addressable TV service providers need technology to simplifying the ad purchase uptake

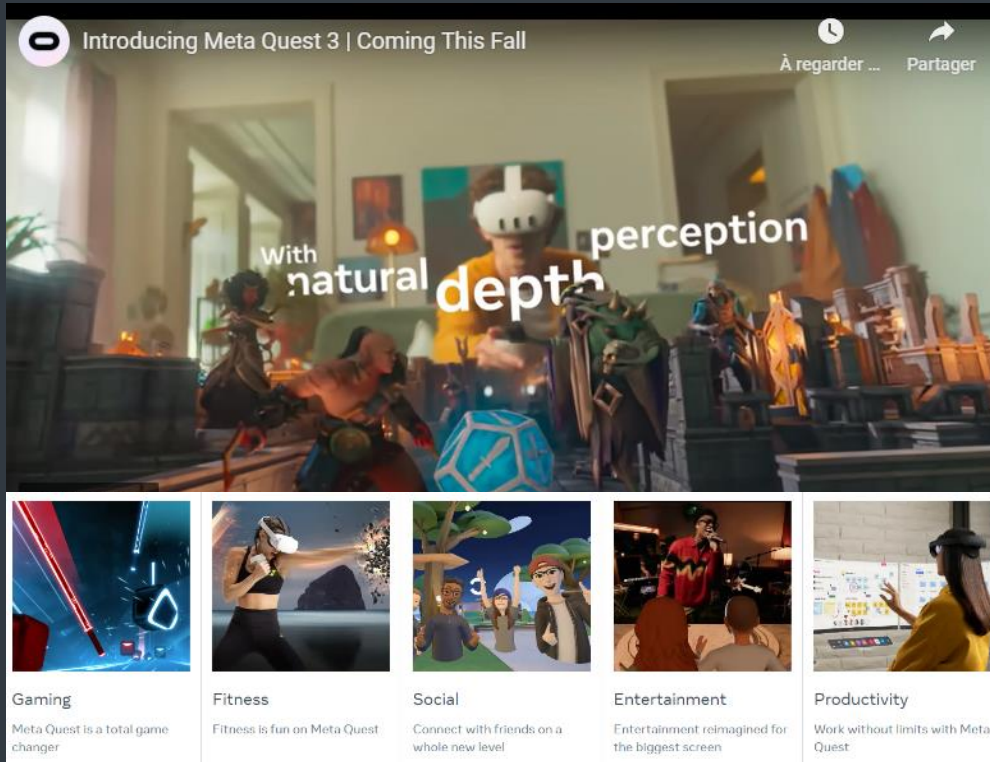
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REALITY TECHNOLOGY... TO SPATIAL COMPUTING



“The future of digital connection
We’re moving beyond 2D screens and into immersive experiences in the metaverse,
helping create the next evolution of social technology.”



“Welcome to the era of spatial computing,
where digital content blends seamlessly with your physical space.
So you can do the things you love in ways never before possible.”



ATEME TESTING THE MARKET

Gamifying the experience to attract younger audiences



AI based automatic generation of **highlights**

Push **notification** on social networks

Reconnection to the streaming App, e-commerce



Augmented reality **at home or in venues** on 2nd screen or through connected glasses

Apple's Vision Pro (announced June 2023) is likely a tipping point



Virtual lounge

Enhancement of the fan experience with social interaction with friends

Catalyst of new experiences: multi-camera, AR, betting ... or a mix of them

Q&A4

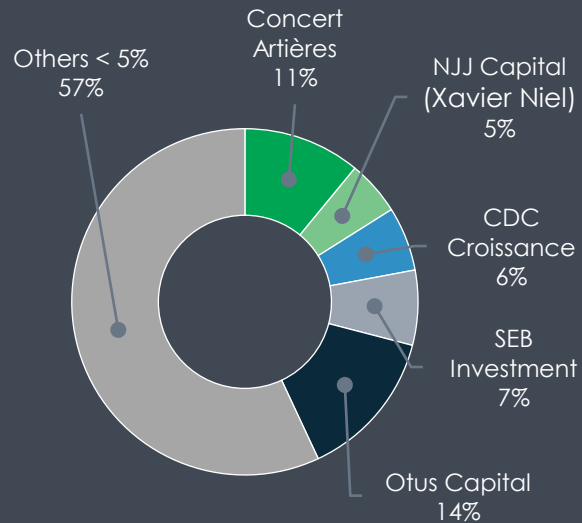
INVESTOR RELATIONS

Shareholder structure

Number of shares : 11,432,444

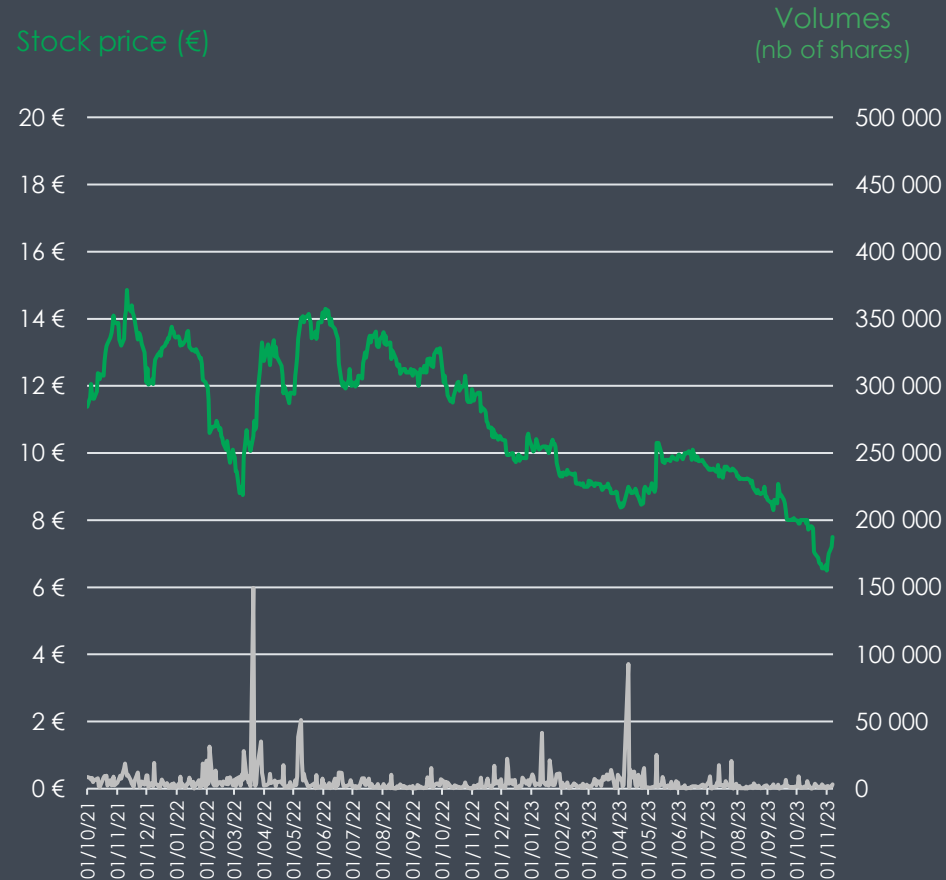
Potential dilution : 390,986

as of May 31, 2023



Source : Company, as of October 2022

Liquidity contract:
Kepler Cheuvreux



Market data

ISIN: FR0011992700 Ticker: Ateме

Stock price: €7.5 (as of Nov. 7, 2023)

Market cap: €85,7m (as of Nov. 7, 2023)



Next investor date

Jan. 25, 2024

Full Year 2023 revenues

COMPARABLES AND VALUATION REFERENCE POINTS

Recent transactions

July 2021

 acquires 

Live streaming
and remote production

\$400M (3.5x Sales)

March 2022

 acquires 

Content distribution and advertising
services

\$430M (5.7x Sales)

March 2022

 \$100M funding round

Cloud Solutions for Broadcast &
Streaming TV

>\$1B (30x Sales)

August 2023

 acquires 

Creative tools and platforms

\$1.4B (3x Sales)

Market leader and main competitor

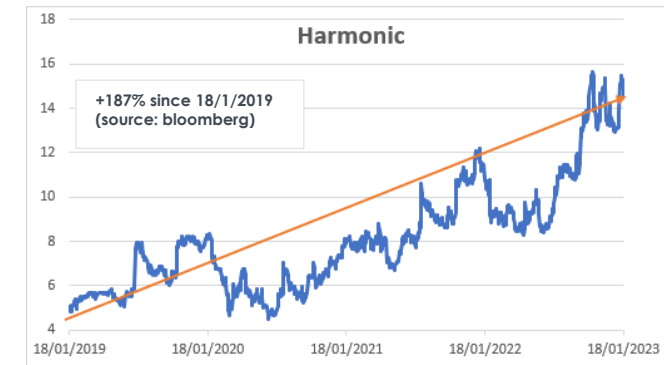


(Nasdaq: HLIT)

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



THANK YOU.

