



ODDO BHF FORUM 2022

January 6 & 7, 2022

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 **verimatrix**
DRIVING TRUST

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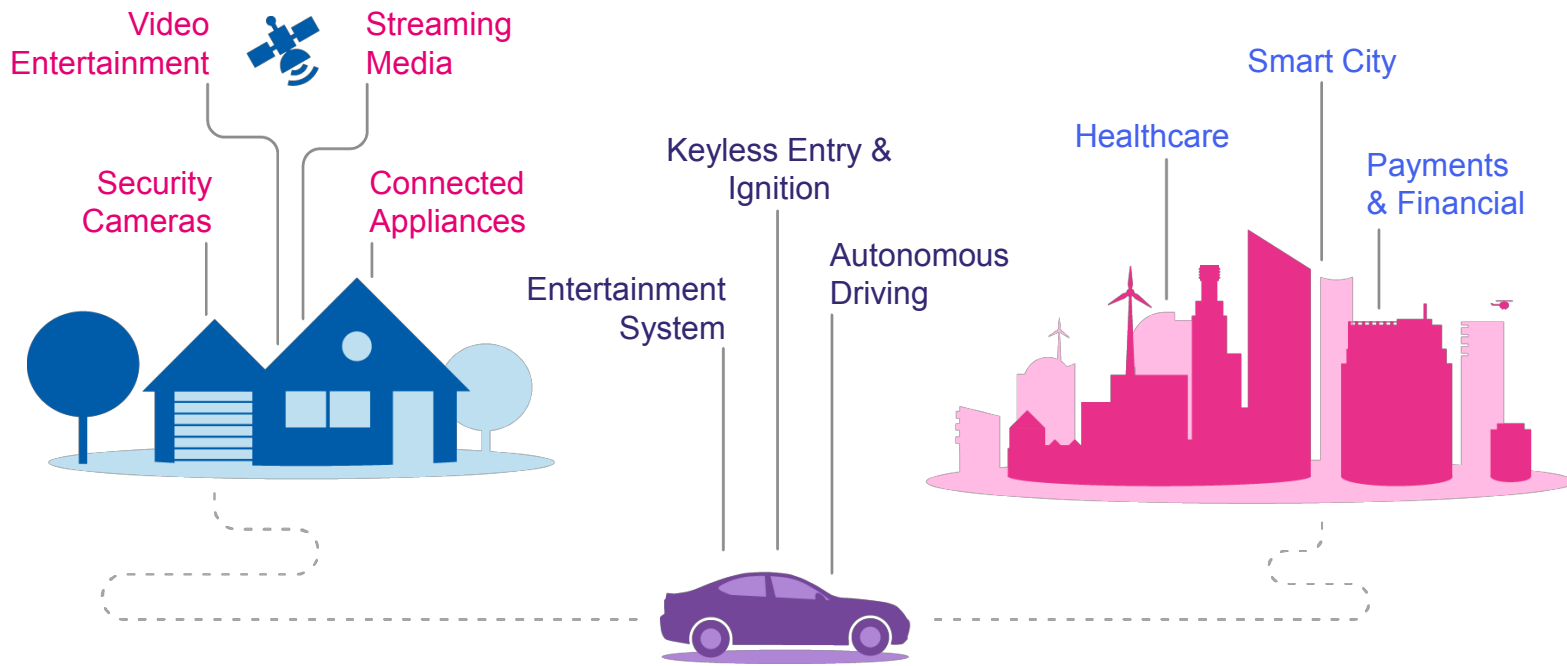
For a more detailed description of the risks and uncertainties with respect to Verimatrix , please refer to the "Risk factors" section of the 2020 universal registration document filed with the AMF (French Financial Markets Authority) on April 30, 2021, available on <https://investors.verimatrix.com/>

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Our Business

Verimatrix Safeguards An Unprotected World



1B people from 120 countries use our technology
each day without even knowing it.

We protect 10M hours of video content every minute,
that's 14B hours a day and 5T hours of video every year.

Verimatrix safeguards over 100B mobile banking
transactions daily.

Verimatrix protects digital content, applications, and devices with intuitive, people-centered and frictionless security.



325+

employees across 12 global offices

1100+

customers in 120 countries

20+

years of security innovation

500M+

clients protected across devices

Digital Experiences Have No Boundaries

All of those digital experiences are at risk – security matters more than ever

\$12.5B

LOST REVENUE FROM
VIDEO PIRACY BY 2024*

75%

OF APPS
ARE UNPROTECTED

94%

EXPERTS PREDICT ELEVATED
SECURITY THREATS ON
5G NETWORKS*

Market Focus



**MEDIA &
ENTERTAINMENT**



**VIDEO SERVICE
PROVIDER**




**GAMING
& ESPORTS**



HEALTHCARE



**MOBILE APP
SECURITY**



AUTOMOTIVE



FINANCIAL



**INTERNET
OF THINGS**

Verimatrix: Driving Industry Standards



- ✓ 25 years of business innovation
- ✓ We disrupted the video content protection market with friendly security solutions
- ✓ We trail-blazed the adoption of studio-compliant software security over smartcard based security
- ✓ Disrupted markets that believed hardware based security was a must, such as payments, by offering an alternative that was more practical and cost effective
- ✓ We continue to disrupt markets with easy-to-use cybersecurity solutions



Our Products

New Services & Products Consolidation

Traditional

DVB, IPTV, and on-prem multi-DRM

Streamkeeper

Comprehensive anti-piracy service, from enhanced DRM to App shutdown

Threat Defense

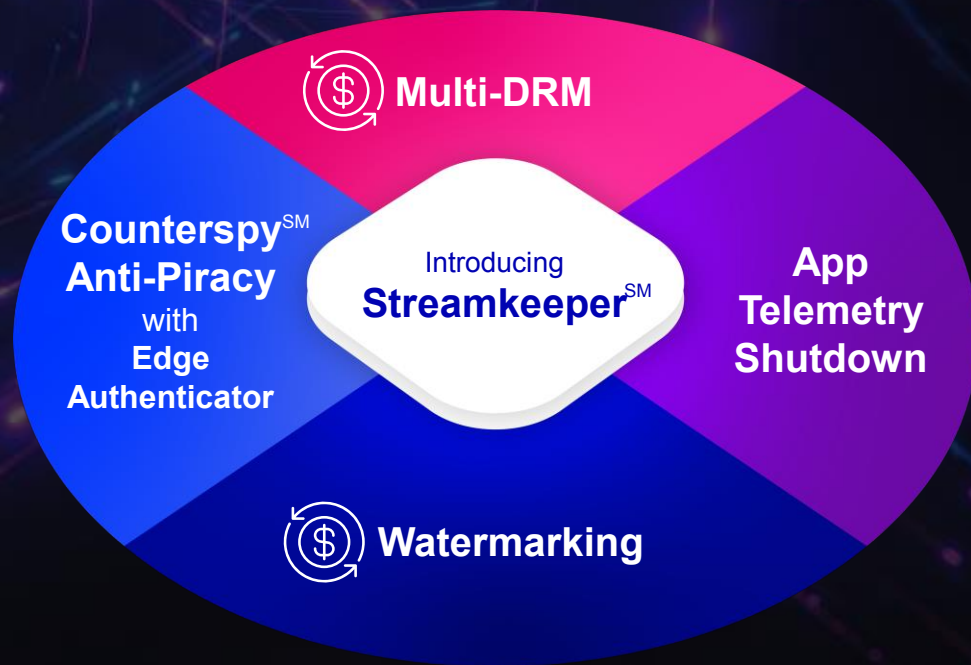
Protecting the enterprise, protecting unmanaged devices

*Self-registration
Automated trials
Verimatrix News*

VERIMATRIX PLATFORM

*Customer's dashboard
Billing information
Technical support*

Streamkeeper: Complete Content Security



Artist rendering for demonstration purposes only

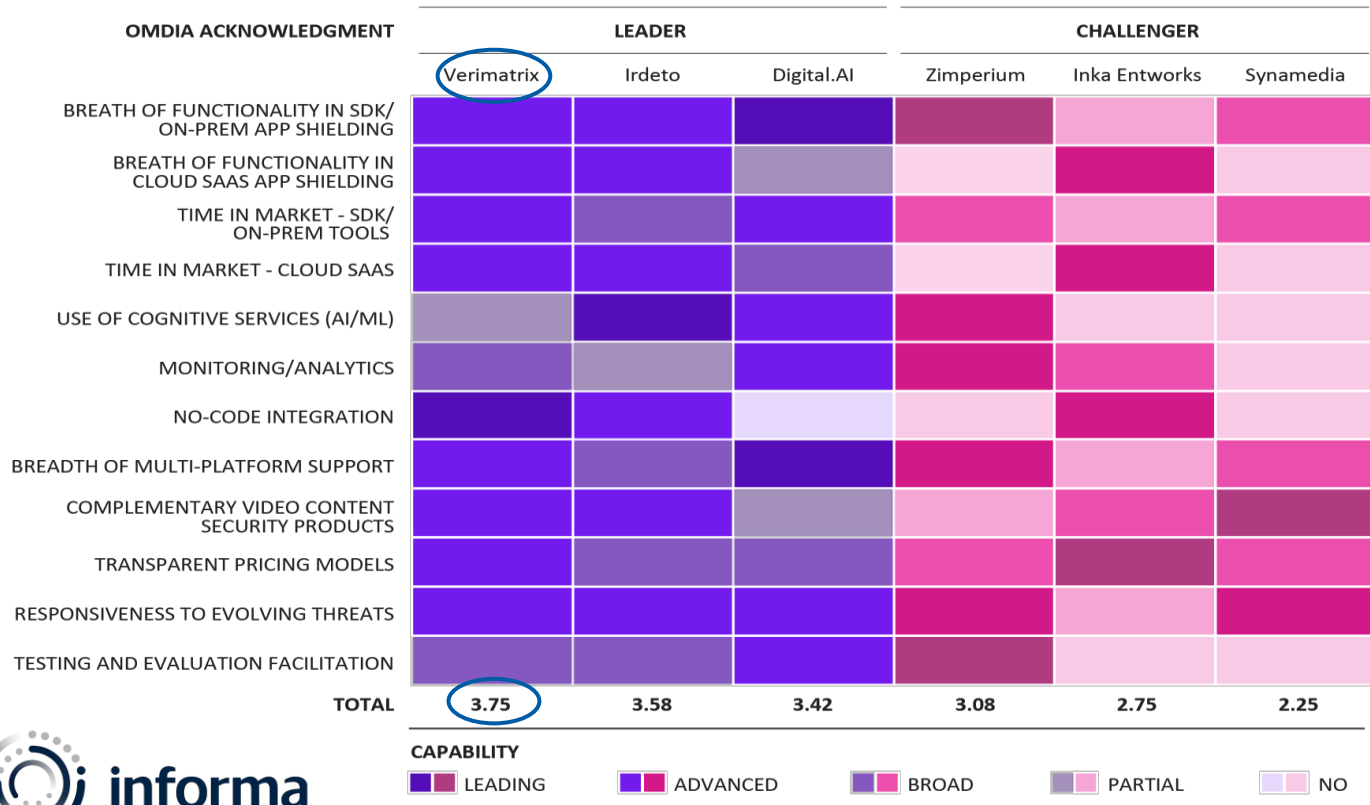
What's Inside

Verimatrix Streamkeeper

**Security
Audit
Certification**
(coming soon)

- DRM enhanced with one-time authentication tokens
 - Watermarking with hardened client application
 - Counterspy zero-code anti-piracy security agent
 - App telemetry-based investigation to app/user level
 - Reveal pirates and enable countermeasures like throttle, slowdown or shutdown
- Dashboard that predicts risks, tracks trends & infringers
 - Edge Authenticator protects access to CDN and secures service platform
 - Data collection filtered/refined by AI and machine learning

Omdia/Informa Rates Verimatrix App Shielding #1



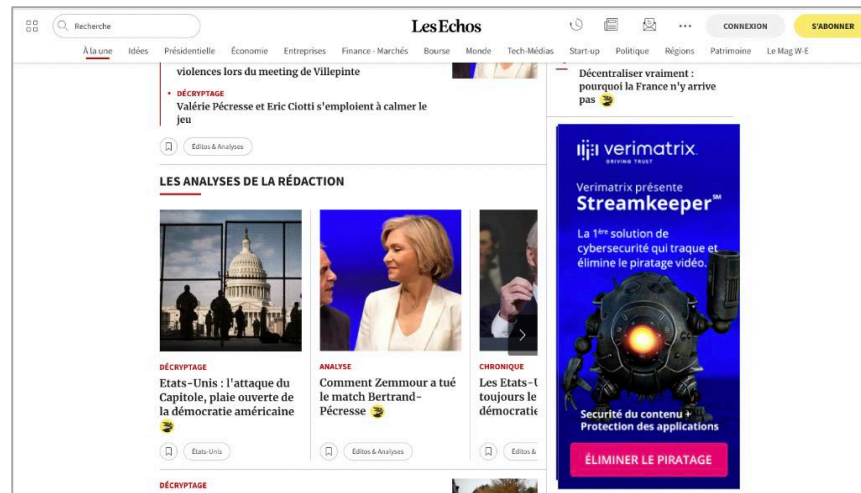
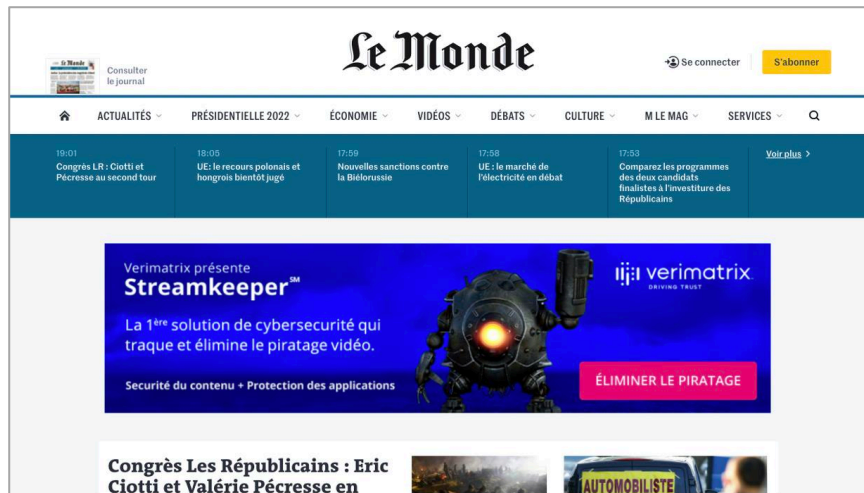
Named high-scoring leader in application shielding for the media & entertainment, Dec 2021



Our customer & partners

Leading brands turn to Verimatrix to secure everything from premium movies and live streaming sports, to sensitive financial and healthcare data, to mission-critical mobile applications.

Global Branding & Advertising



The Verimatrix Security Difference

Modern

designed for the
threats and
needs of today

Simple

focus on extreme
simplicity – much
easier to deploy

Friendly

fast and invisible,
supports a
compelling UX



Q3 2021 Revenue and Update

Q3 2021 Revenue

- ✓ **\$67.9 million** consolidated revenue, -4% year on year or -27% excluding NFC license sales
- ✓ **Subscription revenue** up 8% year-on-year, now representing 8% of total revenue excluding NFC
- ✓ **Total Recurring Revenue** now representing 36% of total revenue excluding NFC vs 34% for the first three quarters of 2020.
- ✓ **Annual Recurring Revenue*** of subscription up 35% year-on-year
- ✓ **License revenue** (down 30% year-on-year) reflecting Covid-19 impact delaying new projects from our customers

Business Outlook and Objectives for 2021

- ✓ Continue our transformation to favor recurring revenue streams
- ✓ Support sustainable growth of the SaaS/Subscription business models
- ✓ Stabilise our Maintenance and Services revenue
- ✓ Expand the span of our Solutions with strong Cloud capabilities
- ✓ Prepare the launch of Streamkeeper
- ✓ Around \$90m of revenue in 2021

Appendix

Supplementary non-IFRS financial information

Certain financial measures and performance indicators are presented on an adjusted basis. These indicators are not defined under IFRS; they should be considered to be supplementary information, not substitutable for any other indicators of operating and financial performance that are strictly accounting measures, such as those presented in the Company's consolidated financial statements

EBITDA is defined as adjusted operating income before depreciation, amortization and impairment losses not related to business combinations. Adjusted operating income/(loss) is defined as operating income/(loss) before (i) the amortization of intangible assets, (ii) any potential goodwill impairment, (iii) share-based payment expense and (iv) non-recurring costs associated with business combinations and divestiture undertaken by the Company.

Verimatrix also uses subscription-economy metrics as they are useful for measuring business momentum and prediction of future growth.

Annual Recurring Revenue, or **ARR**, is the value of the recurring revenue of a business's term subscriptions normalized for a single 12-month. It is calculated by dividing the Total Contract Value by the number of relative years of the contract; it corresponds to the revenue that will be recognized on average over a forward 12-month period.

Total Contract Value, or **TCV**, is defined as the total of all fees payable by the customer over the committed, fixed term of a customer contract



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Financial Calendar
Full Year 2021: March 9, 2022
Investor Day: March 10, 2022
Visit:
<https://investors.verimatrix.com/>