



Investors presentation

Q3 2024 Revenue

October 17, 2024





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Your speaker today



Jean-François Labadie

CFO



Innovative security solutions



ANTI PIRACY
90% of turnover Q3 2024

Protect valuable contents

Protecting content for Streaming Media, Pay TV, Telcos and Broadcasting

- Verimatrix **protects valuable revenue streams of media distributors**, from TV operators, to OTT service providers, from live and VoD, to innovative eSports and the metaverse
- Anti-piracy products and services **fight piracy across devices** with a **throttled approach to trace, degrade, and shut down industrial scale piracy of copyrighted content at SaaS speed**

Hybrid: On-premise and SaaS



EXTENDED THREAT DEFENSE (XTD)
10% of turnover Q3 2024

Protect Apps and IoT

Extended threat defense software from the devices to the enterprise

- Verimatrix's threat defense **products and services close the open door in current security walls** by monitoring unmanaged threats, and **protecting apps and devices before they compromise the enterprise**
- Utilizing innovative **zero-code injection technology** and ML/AI, Verimatrix **protects the enterprise's most vulnerable and valuable assets** that reside in application servers and remote applications

SaaS model

Key highlights Q3 2024

New contract



Jio Platforms Ltd. (Jio)

The world's second largest mobile network operator (single-country operation), greatly expanded its use of the Verimatrix Video Content Authority System (VCAS)

New contract



Bucharest-based Antena TV Group

the country's largest media content producer, selected the Verimatrix Streamkeeper suite of cybersecurity and anti-piracy technologies

Awards



The CSI Awards

celebrates excellence and achievement in the broadcast, video, OTT and IoT sectors
Verimatrix Counterspy took home the award program's top honor in the Best Content or Service Protection/Best Anti-Piracy Protection category



Q3 2024 Revenue

(in US\$ million)
Recurring revenue
<i>of which subscriptions</i>
<i>of which maintenance</i>
Non-recurring revenue
Total revenue

Q3 2024	Q3 2023	Chg.	9M 2024	9M 2023	Chg.
8.4	8.0	+4%	25.4	23.0	+11%
4.2	3.6	+18%	12.8	10.1	+26%
4.2	4.4	-6%	12.7	12.9	-1%
5.7	6.0	-4%	19.5	21.6	-10%
14.1	14.0	+1%	44.9	44.6	+1%

ARR
<i>of which subscriptions</i>
<i>of which maintenance</i>

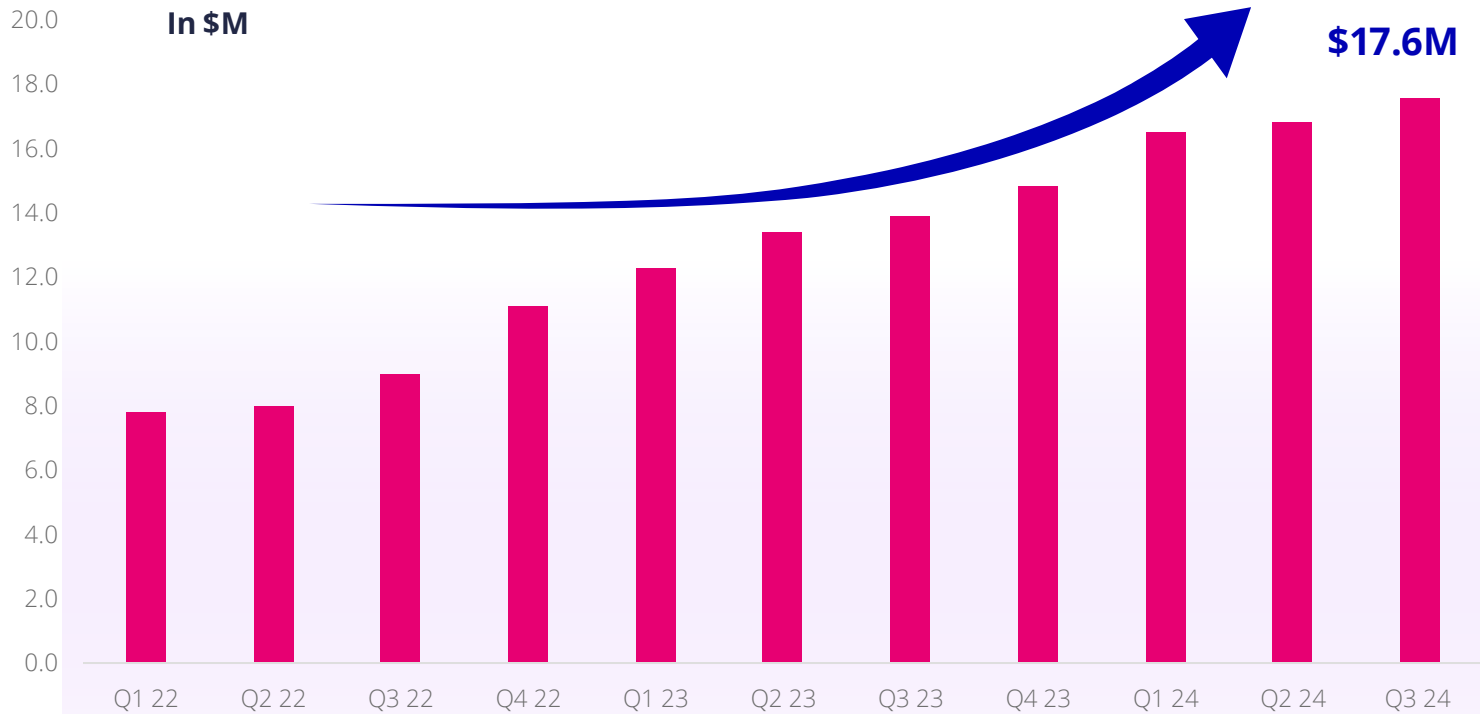
32.9	29.8	+10.4%
17.5	13.9	+27%
15.4	15.9	-3.0%

COMMENTS

- Recurring revenue at \$8.4M +4% and 60% of total revenue
- Non-recurring revenue at \$5.7M -4%
- Total revenue \$14.1m +1%
- Subscription ARR continue to increase to \$17.6M at the end of Q3, +27% yoy
- YTD subscriptions revenue is now the biggest revenue contributor



Annual Recurring Revenue trend from subscriptions



COMMENTS

- Continuous quarterly growth since 2022
- ARR growth YoY +27%
- ARR growth Ytd +18.9%
- Subscriptions ARR is now the biggest revenue contributor.



2024 OUTLOOK

2024 Objectives



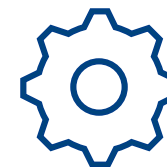
ANTI PIRACY

- Resilient revenue
- Ongoing transformation: decline in broadcasting partially offset by growth in OTT
- Recurring revenue transformation



THREAT DEFENSE

- Strong growth
- New offers
- New verticals



ARR

- ARR suscription growth >20%

EBITDA continuous improvement

Why to invest?

Dynamic markets



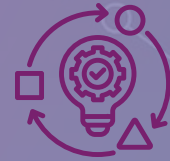
Threat defense



Anti-Piracy



Innovative technology
company in **cybersecurity**



Transformation
is delivering



Improving
profitability



Supportive and
confident shareholders

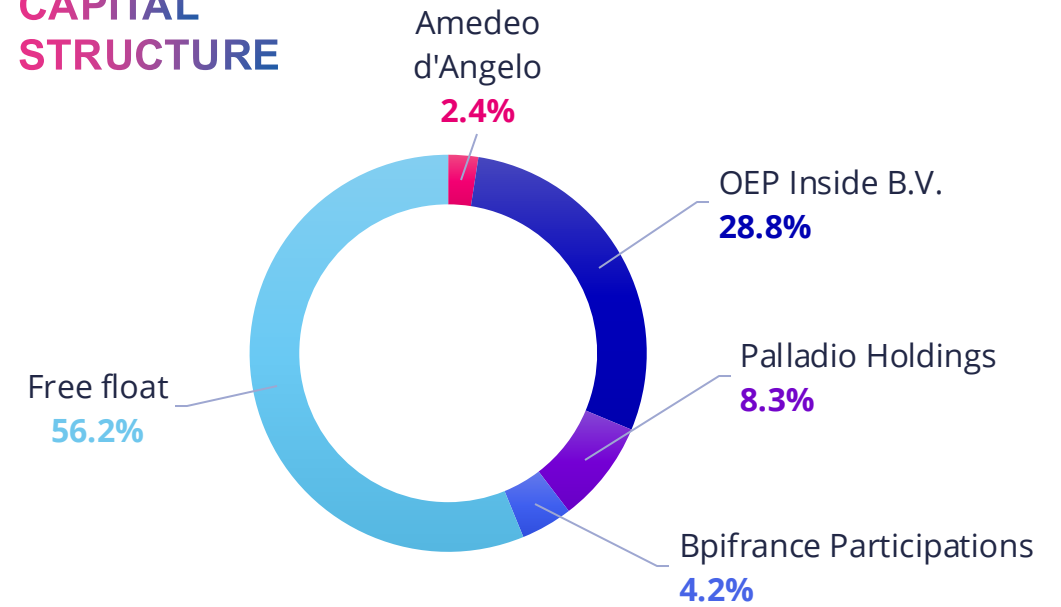


Verimatrix Share



ISIN CODE	FR0010291245 VMX
MARKET	Euronext Paris
NUMBER OF SHARES	85 535 147
SHARE PRICE (16/11/2024)	€0.35
MARKET CAPITALISATION	€30m
INDICES	CAC All Share, CAC All Tradable, CAC Mid & Small, CAC Small, CAC Technology, Enternext PEA-PME 150
ANALYSTS COVERAGE	Oddo, Portzamparc

CAPITAL STRUCTURE




NEXT EVENTS

- 2024 Annual Results : March 13th, 2025 (after market close)



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 **Verimatrix**
33 858 abonnés
15 h · Modifié

Join **Artem Baranov** and **Anis Hamdi** Senior Security Analysts at Riscure as well as **Keir Storrie**, XTD Expert at Verimatrix for a 1h cybersecurity webinar!

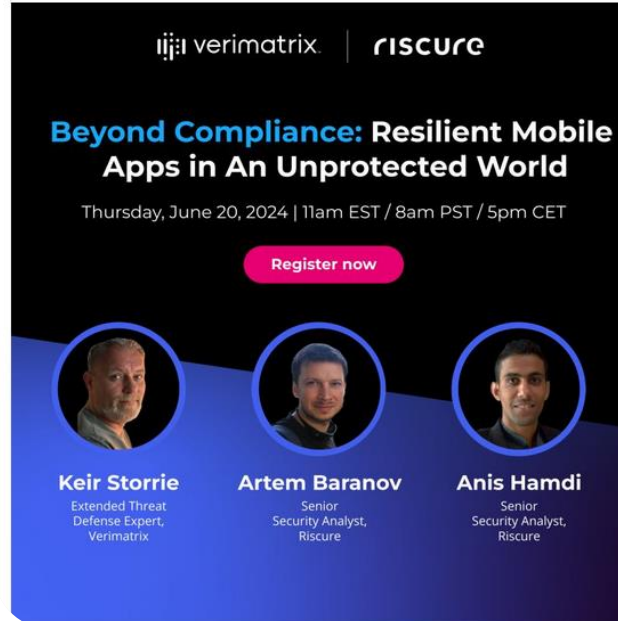
📅 June 20th, 2024
🕒 5PM CEST / 8AM US Pacific / 11AM US Eastern



🔒 What to Expect during this event?

- Insightful Analysis: Current state of mobile security.
- Practical Guidance: Architectures, attack models, protection techniques, and OWASP Mobile Top 10 strategies.
- Evaluation Insights: Security evaluation process and challenges.

👉 Register Below!

<https://lnkd.in/d/ATSNVbb>




 verimatrix |  riscure


Beyond Compliance: Resilient Mobile Apps in An Unprotected World

Thursday, June 20, 2024 | 11am EST / 8am PST / 5pm CET


[Register now](#)



Keir Storrie
Extended Threat Defense Expert, Verimatrix




Artem Baranov
Senior Security Analyst, Riscure



Anis Hamdi
Senior Security Analyst, Riscure





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How is AI making piracy easier for criminals to impact the media & entertainment industry's revenue, subscriber retention, and CDN costs?

Maria Malinkowitsch, our director of product management, provides a deep dive into how piracy is evolving with AI-assistance and why its more important than ever to secure and restrict access to content.

#AI #antipiracy #hackers #videosecurity



 verimatrix.

How AI Is Transforming Novice Hackers Into Turbocharged Attackers

[Learn more](#)



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