

For personal use only



ATOMOS

**Investor Presentation - Goldman Sachs & Morgan
Stanley Conferences**

October 2021

Presenters:

Chris Tait, Non-Executive Chairman

Estelle McGeachie, CEO

James Cody, CFO

Our Strategic Pillars



Vision

To democratise content creation and delivery

Our Mission

To combine our own deep video tech with that of other great video tech companies, to build products, services and an ecosystem that democratises content creation and delivery for everyone.

Managing Supply

- **Not a new issue**
 - Managing longer lead times since 2020
 - Supply situation was factored into our forecasts
- **Limited stock outs**
- **Investing in inventory**
 - Growth in inventory position since June
 - Major chip supply confirmed for forecast production through Dec-22
 - Longer term commitment confirmed for a further \$20m of chips beyond Dec-22
- **We remain comfortable with consensus forecasts**

For personal use only



Our products are the best monitor recorders on the market today.



Partnerships with World's best Video Tech Companies

SONY

SanDisk®

 **XILINX.**

 **Dolby Vision**

ARRI®

 **NewTek™**

Blackmagicdesign 


Adobe

Canon

HDMI™
HIGH-DEFINITION MULTIMEDIA INTERFACE



Panasonic

Nikon®


ANGELBIRD

Microsoft

ProRes RAW

FUJIFILM

JVC




grass valley



Extensive IP Library

Codecs

ProRes & ProRes RAW
DNxHD

Professional Video Interfaces

HDMI
SDI
MIPI
Display Port

Dynamic Displays

Wide colour HDR technology

AtomIC Family

Range of Chips optimised for 8K
codecs and video image processing

High Speed Media

SATA
PCI Express

Image Processing

HDR
Camera Lens
Wide Colour Gamut

Timecode Systems

World-first wireless synchronisation
protected by multiple patents

All developed in-house, optimised for cost, size, performance & power

70%

of businesses say
they're creating more
videos now compared to
the same time last year.
-Animoto



Mission Impossible 7 - 2021





For personal use only



We are laser focused making the next generation of products and we are designing automated workflows to meet new demands to encompass the entire content pipeline.

Cloud Licenses

H.265
HEVC
High Efficiency Video Coding

ProRes RAW



Video is #1 for content strategy, overtaking blogs, infographics, and every other form of content marketing.



Atomos of tomorrow is at the center of all workflows, moving to the cloud, removing technical barriers and connecting our customers with their entire workflow, from capture through to delivery.

Drivers & Outlook

Demand for high-quality video is growing

- Core pro video market growing at 70% (corporate events, streaming, etc)
 - YouTube viewers watch over one billion hours of videos every single day
 - 207m Netflix subscribers (+40% over 2 years)
 - 6.3b Twitch viewing hours in Q1 2021 (+125% over 2 years)
-

Atomos has a solid base for rapid growth

- New products and services in the pipeline
 - Will continue to invest in technology for future products and services
 - We continue to build partnerships with the world's great technology companies
 - We will look at opportunities to license our tech
-

Outlook

- Comfortable with full year consensus forecast (implies 20% revenue growth)
 - Expect growth to be even throughout the year
 - Historically stronger in H2 due to timing of product launches (H1:45% / H2:55%)
 - Potential for M&A to accelerate growth into new sectors
-

For personal use only



Q&A