Enabling the capture and sharing
of exceptional content.

Videndum

Half Year Results 2022

11 August 2022

Capture.
Share.

Agenda

1. **Half Year 2022 Summary**
   - ***Stephen Bird, Group Chief Executive***
2. **Market and Strategy Update**
   - ***Stephen Bird, Group Chief Executive***
3. **Financial Review**
   - ***Andrea Rigamonti, Deputy Group Finance Director***
4. **Summary**
   - ***Stephen Bird, Group Chief Executive***
5. **Q&A**

Summary

H1 2022 financial highlights

- Record H1 revenue (+23%) and adjusted PBT* (+36%)
  - *Revenue up 11% on an organic, constant currency basis*
  - *Margins improved and on track towards mid-to-high teen goal*
  - *Pricing more than offsetting inflation*
- Strong operating cash conversion* at 90%
- Increase in net debt*, as expected, due to M&A activity and FX
- Interim dividend of 15p per share

Strategic positioning

- Content creation market larger and growing faster than pre-pandemic
  - *Organic growth driven by the Group's exposure to strong market trends and technology advancement driving shorter product replacement cycles*
- Videndum executing well on strategy of organic growth, margin improvement and M&A
  - *Revenue growth from three routes: core business; new areas of content creation; new verticals enabled by video transmission and live streaming*

Outlook

- Record order book heading into H2
- Adjusted PBT* for FY 2022 expected to be at the top end of current market expectations, despite macro-economic uncertainties

** Before charges associated with acquisition of businesses and other adjusting items.*

Market & strategy update

2025 organic strategic ambition

- Revenue £600m
- >£100m operating profit
- Mid to high teen margin
- Net debt:EBITDA <1.5x

A sizeable and growing market

- **TAM expanded to c.£3bn from c.£2bn pre-pandemic**
- **TAM now growing high single digit CAGR**
- **TAM expected to grow to c.£4bn by 2025**
- **Organic growth being driven by:**
  - ***c.75% of Videndum's business exposed to four strong structural market growth drivers experiencing double-digit growth (internet, TikTok/YouTube, subscription TV and live streaming)***
  - ***Technology change driving shorter product replacement cycles***

TAM expanded and expected to grow high single digit due to core markets growing faster and serving faster growing new markets

Media Solutions *(formerly Imaging Solutions)*

- TAM larger and growing faster, driven by acquisitions and demand for content for the internet, social media and subscription TV
- Strategy focused on growth in core professional business plus new areas of content creation with new vlogging accessories and audio capture products, as well as digital marketing

Professional high-end
c.45% of revenue

- c.15m professionals behind the camera
- Demand driven by e-commerce and new mechatronic products
- Savage and Audix fully integrated; performing to plan

B2B
c.30% of revenue

- Significant growth in supports for lighting and sports analytics segments

Influencer/vlogger
c.10% of revenue

- c.40m in front of the camera/phone
- JOBY market penetrated <10%; huge untapped customer base
- Digital marketing and new product launches

Hobbyist
c.15% of revenue

- Travel supports and bags recovering

Core business growing, driven by the internet plus new growth areas in content creation and audio

Production Solutions

- TAM growing faster, driven by demand for original content, automated production and on-location news
- Strategy focused on growth in core professional equipment for scripted TV series, on-location news and sporting events, as well as new technology to enable automation and cost efficiencies in studios

Cine/Scripted TV/ICC

c.40% of revenue

- Growth in spend in original content driving demand for professional equipment
  - *Supports, LED lighting, virtual production and mobile power*

Broadcast

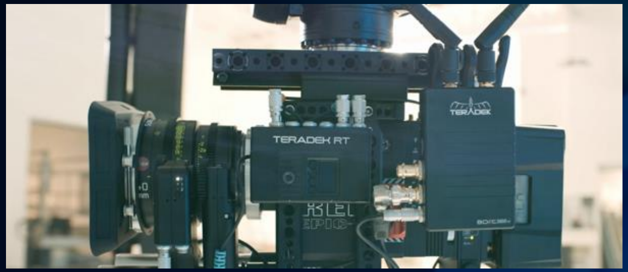
c.60% of revenue

- Investing in new technologies with unique features to accelerate refresh cycles and expand our addressable market
  - *LED lighting, mobile power, flowtech for on-location and 24-hour news*
  - *Robotic camera systems and voice-activated prompting to automate studios*
- Major global sports events market recovered

Core business growing and continuously evolving with advanced technologies and software

Creative Solutions

- TAM larger, driven by streaming and demand for original content
- Strategy focused on delivering 4K/HDR replacement cycle, as well as new technology for remote monitoring/collaboration/streaming in cine, enterprise, medical, industrial and gaming markets



Cine/Scripted TV/ICC

c.70% of revenue

- Strong demand in original content production driving growth
- Executing 4K/HDR replacement cycle; unique, patented, zero-delay Amimon technology
- Teradek TV cloud collaboration (SaaS) platform enables live remote monitoring of camera feeds

Enterprise

c.30% of revenue

- High-end IP network video encoders for broadcast, houses of worship, corporates, governments, schools
- Amimon's zero-delay P2P video for medical and industrial markets
- Cloud-based video production/editing SaaS for content creators utilising Lightstream technology

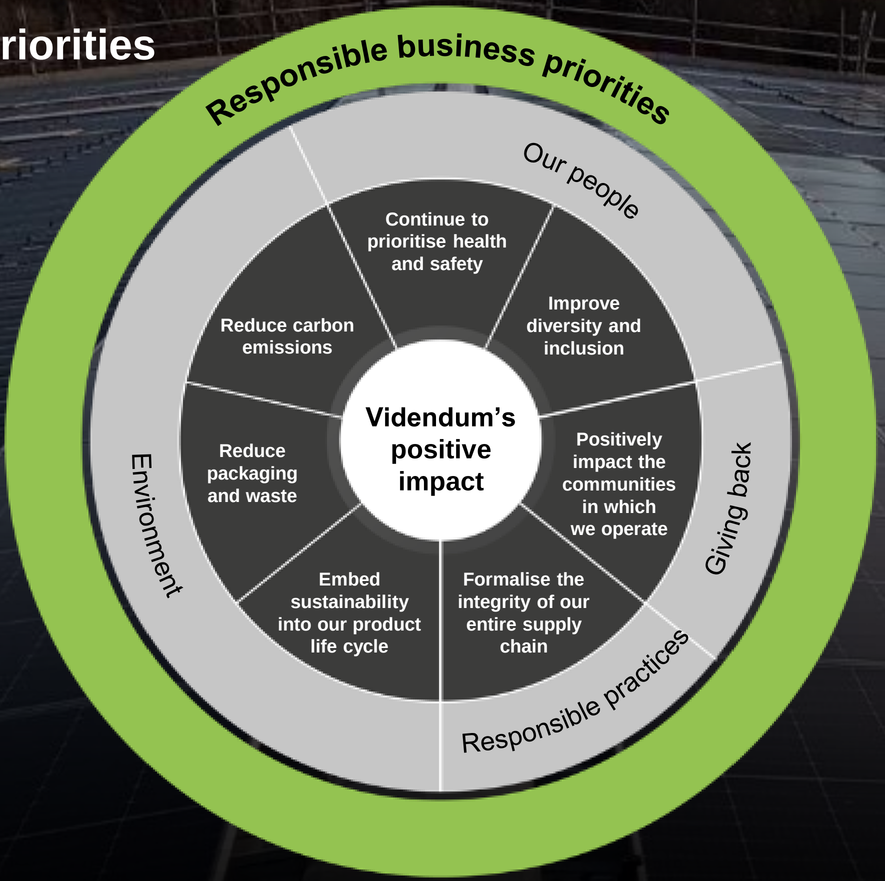
ART

- Ultra-low latency, high quality video over IP, using patented Amimon technology
- Cine, medical, industrial and broadcast markets

Core business growing strongly
plus added new vertical markets, and new cloud and ART technologies

Responsibility framework

Our priorities



Our sustainability milestones

2022	▪ Development of net zero strategy for all divisions ▪ Expanding scope 3 data collection (indirect emissions) ▪ Continue to convert to LED lights across the Group ▪ Expand reporting around diversity ▪ Renewed governance initiatives including Code of Conduct, whistleblowing, third-party due diligence and reputational risk training for senior management ▪ Further investment in energy saving opportunities (solar panels, renewable energy contract, investment in more energy efficient machinery)
2024	▪ Our ESG supplier programme is embedded ▪ Reduce Scope 1 and 2 emissions by 25% from our 2019 baseline ▪ 100% of fleet electric/hybrid ▪ Reduce business air travel by 50% from our 2019 baseline ▪ 50% reduction in annual consumption of single-use plastics ▪ Aspiration for Lowepro bags full product range to be made from 100% recycled fabric ▪ Carbon offset programmes entered
2025	▪ Product life cycle (cradle to grave) for five of the top-emitting products we sell ▪ Carbon neutral for Scope 1 and 2, after offsets
2026	▪ Improve the Group's overall gender diversity from 70% men, 30% women. At a senior leadership level, we expect the ratio of women to be at least 30%
2030	▪ Reduce Scope 1 and 2 emissions by 75% from our 2019 baseline
2035	▪ Reach net zero for Scope 1 and 2
2045	▪ Reach net zero for Scope 3

Group-wide approach with significant progress made
Improved data measurement and disclosures

Financial review

Half year 2022 results

	H1 22 £m	H1 21 £m	% change
Revenue	**223.6**	181.4	+23%
Gross profit*	**98.0**	79.8	+23%
Gross margin %*	**43.8%**	44.0%	-0.2%pts
Operating expenses*	**68.0**	57.9	+17%
Operating profit*	**30.0**	21.9	+37%
Operating margin %*	**13.4%**	12.1%	+1.3%pts
Net finance expense*	**(2.9)**	(1.9)	+53%
PBT*	**27.1**	20.0	+36%
Earning per share* (p)	**45.4**	32.7	+39%
Dividend per share (p)	**15.0**	11.0	+36%
ROCE *	**16.1%**	13.1%	+3.0%pts

- Revenue 11% ahead of H1 2021 on an organic, constant currency basis
- Gross margin* maintained with price offsetting inflation
- Operating margin* improving, towards mid-to-high teen goal
- Interim dividend of 15p per share
- ROCE* improving, reflecting higher profits despite extra capital employed on acquisitions

Record revenue and profit, including high organic growth

** Before charges associated with acquisition of businesses and other adjusting items.*

Divisional performance

	Revenue			Operating profit*		
	H1 22 £m	**H1 21 £m**	**% change**	**H1 22 £m**	**H1 21 £m**	**% change**
Media Solutions	**111.5**	91.7	+22%	**18.8**	12.8	+47%
Production Solutions	**67.5**	52.8	+28%	**15.0**	11.3	+33%
Creative Solutions	**44.6**	36.9	+21%	**4.9**	4.5	+9%
	223.6	181.4	+23%	**38.7**	28.6	+35%
Corporate & unallocated	**-**	-	-	**(8.7)**	(6.7)	+30%
	223.6	181.4	+23%	**30.0**	21.9	+37%

Media Solutions

- 2% organic, constant currency revenue growth
- Significant growth in lighting offset by geopolitical events and weaker consumer spending, albeit only impacts c.20% of revenue

Production Solutions

- 24% organic, constant currency revenue growth
- Significant growth in manual and studio supports, and prompting; provision of bespoke solutions at the Winter Olympics

Creative Solutions

- 13% organic, constant currency revenue growth
- Significant growth in the cine/scripted TV market following the 4K/HDR rollout, and in medical. Initial ART orders received

Strong revenue growth across all divisions

** Before charges associated with acquisition of businesses and other adjusting items.*

Cash generation

	H1 22 £m	H1 21 £m	Variance
Operating profit*	**30.0**	**21.9**	**8.1**
Depreciation	**10.8**	9.3	1.5
Dec/(inc) in working capital*	**(7.8)**	2.6	(10.4)
Inc/(dec) in provisions*	**(0.5)**	0.4	(0.9)
Capital expenditure	**(9.5)**	(10.2)	0.7
Other	**4.1**	1.8	2.3
Operating cash flow*	**27.1**	**25.8**	**1.3**
Interest and tax paid	**(5.4)**	(6.7)	1.3
Earnout and retention bonuses	**(1.1)**	(2.0)	0.9
Restructuring and integration costs	**(0.5)**	(1.0)	0.5
Transaction costs	**(0.8)**	(0.3)	(0.5)
Free cash flow	**19.3**	**15.8**	**3.5**

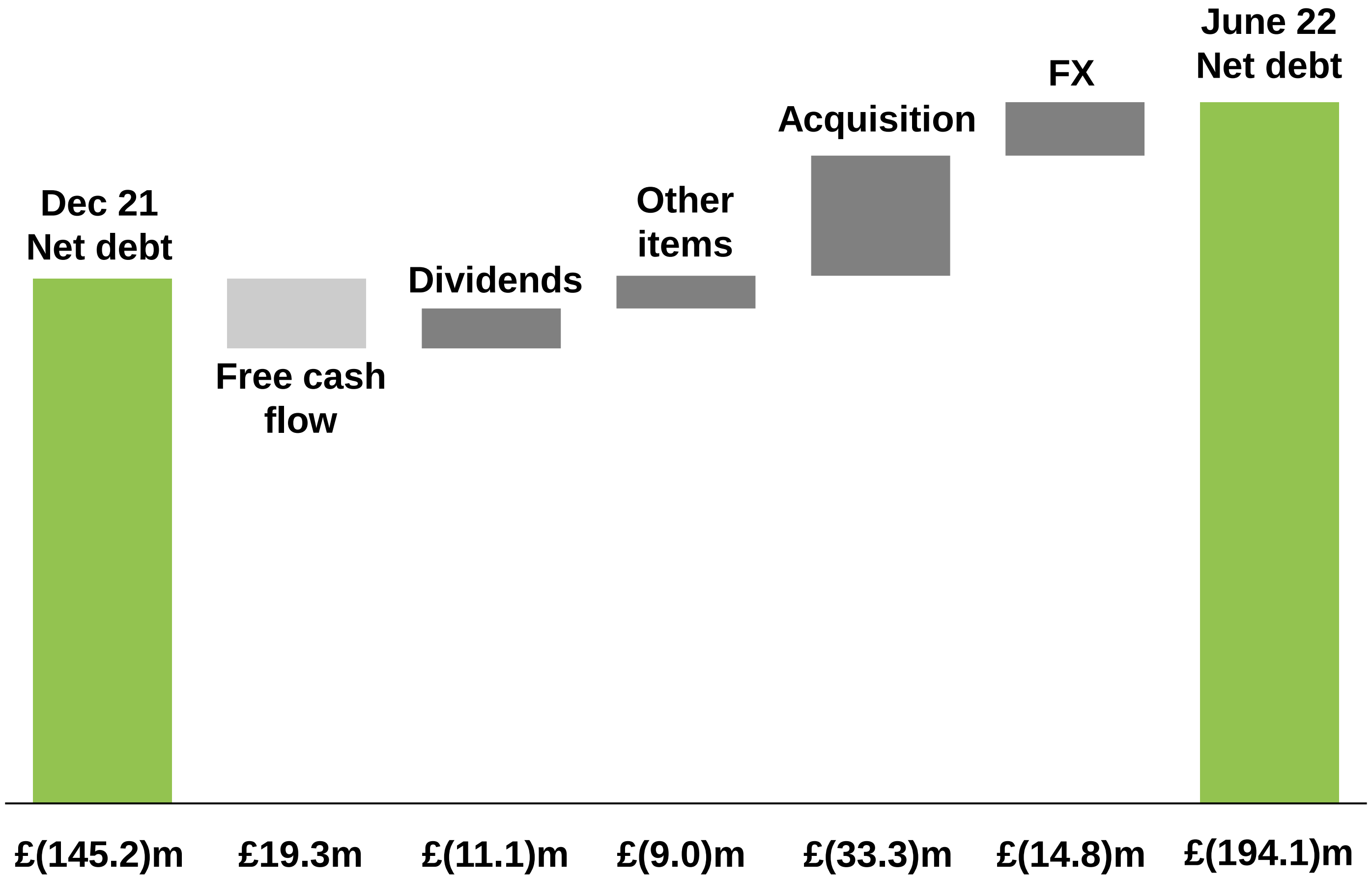
Refer to the Glossary in the Condensed Consolidated Financial Statements for more detail

- £7.8m increase in working capital*
  - £12.2m increase in inventory
- Gross R&D maintained at c.6% of fast-growing revenues
- Lower tax partly offset by higher interest payments
- £1.1m earnout and retention bonuses relate to Lightstream and Quasar
- Free cash flow up 22%

Strong cash conversion of 90%

** Before charges associated with acquisition of businesses and other adjusting items.*

Net debt



- Strong free cash flow
- £8.3m IFRS 16 lease additions mainly for Audix and Savage included in "Other items"
- Acquisition of Audix in January
- FX impact due to stronger US Dollar
- Liquidity of c.£80m
- Net debt:EBITDA+ of 2.2x and expect to decrease materially by year end

Net debt:EBITDA+ better than management expectations despite adverse FX on debt

+ Bank covenant basis

Selected FY 2022 Guidance

Profit

- High single digit organic revenue growth
- Revenue slightly H2 weighted, as expected
- R&D amortisation: c.£7m
- Net finance expense: c.£7.5m
- ETR: c.23% for 2022

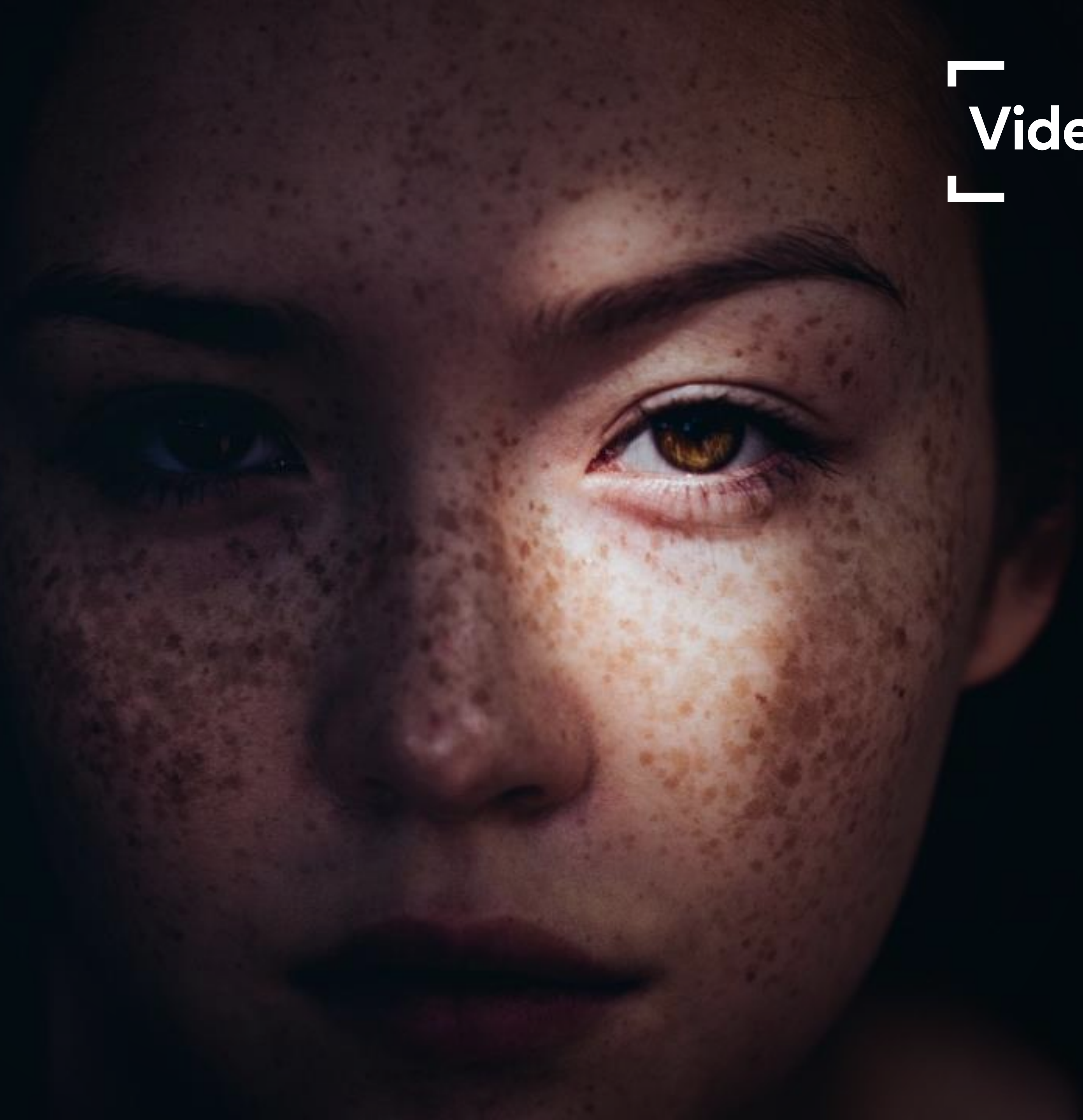
Cash and Net Debt

- Gross R&D: c.£30m, c.45% capitalised
- Cash conversion to exceed financial goal of 80%
- Cash tax: c.£10m
- Lease additions: c.£15m (incl Cassola renewal in H2)

Well positioned entering the second half of the year

+ *Bank covenant basis*

Summary



Summary

- Record first half results
- Content creation market larger and growing faster than pre-pandemic, driven by strong market drivers and technology driving shorter product replacement cycles
- Executing well on strategy of organic growth, margin improvement and M&A
- Videndum growing in three different ways
- Adjusted PBT for FY 2022 expected to be at the top end of current market expectations despite macro-economic uncertainties
- 2025 organic strategic ambition of £600m revenue and >£100m operating profit

Well positioned to deliver sustainable growth and value for all stakeholders

Q&A

Phone number: 0800 640 6441
Confirmation code: 499393

Press *1 to ask a question
Press *2 to withdraw your question
Press *0 for operator assistance

Appendices

Financial goals

Revenue
High single digit organic growth

Pricing power
More than offsetting inflation

Operating leverage
30%+

Operating profit margin*
16-18% in 2025

Cash conversion*
80%+

ROCE*
>25% in 2025

Dividends
2.0-2.5x EPS* cover

Net debt to EBITDA*
<1.5x in 2025

** Videndum reports alternative performance measures (“APMs”) which are not defined or specified under the requirements of International Financial Reporting Standards (“IFRS”)*

Offering superior shareholder returns

Organic growth – Group profit ambition

+ Operating leverage
    + Operational efficiencies
    + Control of variable costs
+ Pricing in excess of inflation
+ Improved mix / growing e-commerce
- Higher R&D amortisation

Operating profit margin

16%-18% in 2025

ROCE

>25% in 2025

Net debt to EBITDA

<1.5x in 2025

Mid to high teen margins, ROCE > 25% and ND:EBITDA <1.5x by end of 2025

Subject to no significant deterioration in market conditions

Capital allocation and priorities

Organic growth

- Focus on higher growth, higher return markets
- Gross R&D to remain 5-7% of revenue
- Working capital investment reflective of growth rates

Progressive dividend

- Sustainable and progressive dividend policy
- Target dividend cover: 2.0-2.5x underlying earnings

M&A

- Clear set of financial and other criteria
- Return to exceed WACC within 3 years
- Target financial leverage: 1.0-1.5x

FX sensitivities

Currency	Current spot rates (09 Aug 22)	H1 22 average rates	H1 21 average rates
USD	1.21	1.31	1.39
EUR	1.18	1.19	1.15
YEN	163	159	148

> The expected year-on-year impact on H2 2022 PBT* at current spot rates would be a tailwind of c.£2m

> The expected further impact from subsequent currency movements on PBT* in H2 2022 is:

Currency	Movement	Impact on operating profit* (£m)
USD	+/- $0.01	-/+ 0.3
EUR	+/- €0.01	-/+ 0.1
YEN	+/- 1 YEN	-/+ 0.0

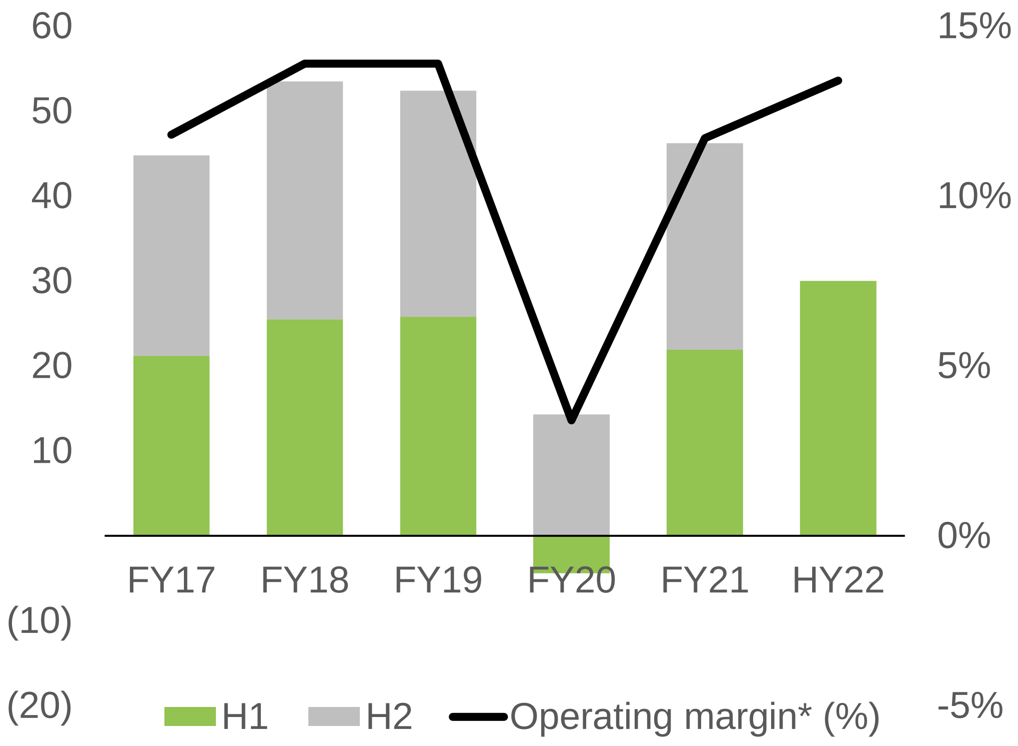
** Before charges associated with acquisition of businesses and other adjusting items*

Net Debt:EBITDA

£m	Actuals
Reported Net Debt	194.1
Adjust for upfront loan fee accounting	2.0
Covenant Net Debt	**196.1**
Reported 12-month EBITDA^	74.5
Add back share-based payments^	7.5
Less interest not in relation to gross borrowings	0.5
Add pro forma acquisition amounts	4.7
Covenant EBITDA	**87.2**
Reported Net Debt:EBITDA	2.6x
Covenant Net Debt:EBITDA	**2.2x**

^ Refer to the Glossary in the Condensed Consolidated Financial Statements for more detail

Five-year summary



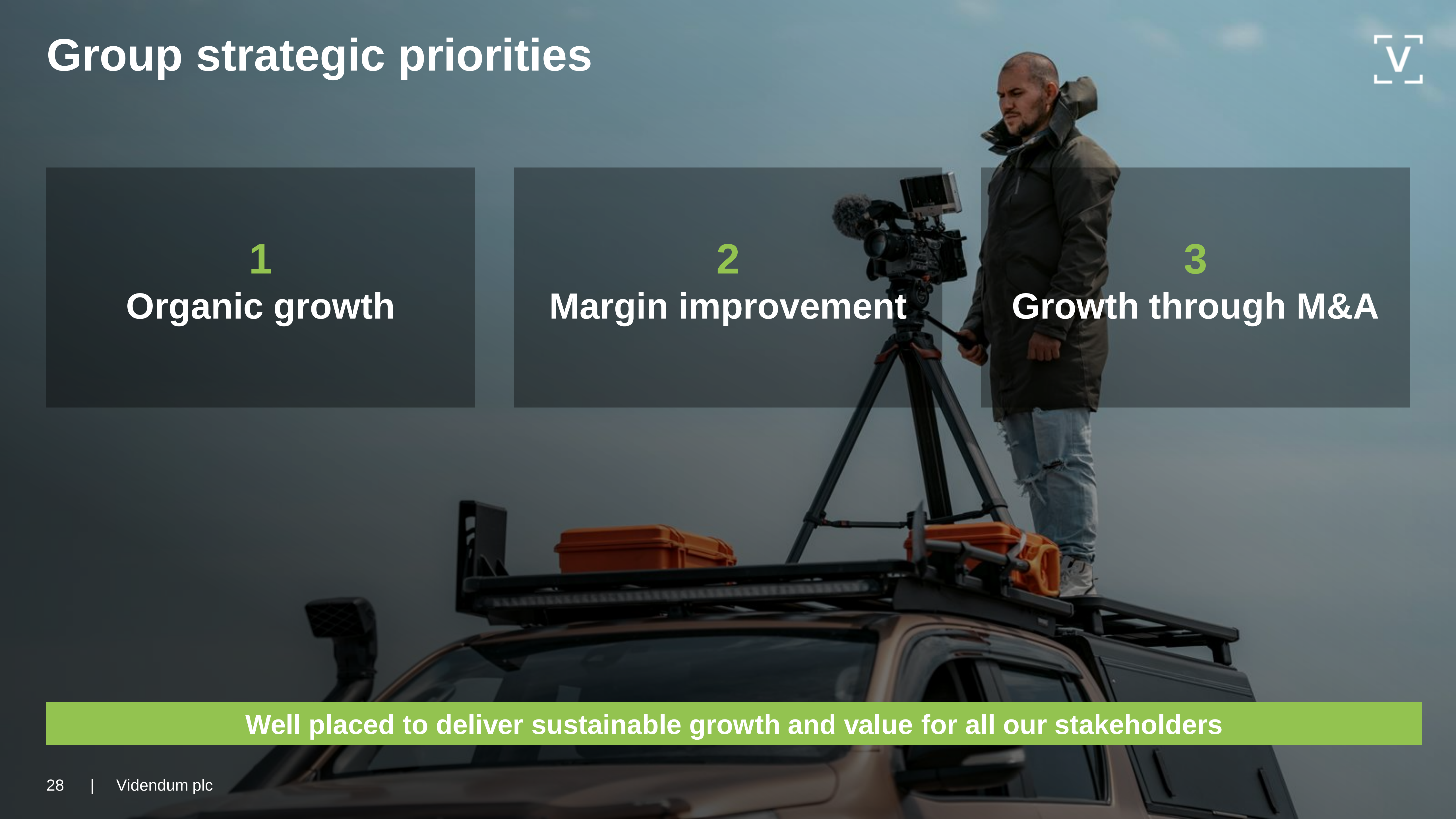
	FY17	FY18	FY19	FY20	FY21
Revenue (£m)	378.1	385.4	376.1	290.5	394.3
Operating profit* (£m)	44.8	53.5	52.4	9.9	46.2
Operating margin*	11.8%	13.9%	13.9%	3.4%	11.7%
Operating cash flow* (£m)	40.4	44.7	44.5	25.4	49.7

** Before charges associated with acquisition of businesses and other adjusting items.*

Responsibility – H1 2022 progress

Reduce carbon emissions	▪ Began calculating our 2021 Scope 3 emissions. In H2 we will calculate our 2022 Scope 3 emissions to align it with our financial year reporting in 2022 ▪ Developed an employee commuting survey to improve our Scope 3 data collection for Category 7 (employee commuting) ▪ Progressed against our target to convert our entire company fleet to electric/hybrid with 54% conversion in VMS and 100% in VPS Costa Rica site ▪ Conducted feasibility study to install solar panels at additional sites following the installation at Bury St Edmunds, UK and Cartago, Costa Rica ▪ Continued to develop electricity contracts with providers of certifiably renewable electricity ▪ Rolled out existing energy saving measures across new sites, including LED lighting and building heating controls
ESG reporting	▪ Published TCFD Report in accordance with regulation as a UK listed company ▪ Published an ESG Report ▪ Developing our climate scenario analysis to include key suppliers and crucial supplier routes ▪ CDP Climate Change submission in July 2022 – gold standard of voluntary environmental reporting
Embed sustainability into product life cycle	▪ Completed a Product Life Cycle Pilot Project at Media Solutions to identify and redesign high impact processes. ▪ Developed a customer survey to gather information on the end of life process for top 5 products
Reduce packaging and waste	▪ Worked towards the elimination of single-use plastic, and recyclability of packaging and other product components ▪ Introduced templates to enhance data collection methods on packaging and plastics
Formalised the integrity of our supply chain	▪ Conducted a review and gap analysis of existing supply chain rating systems ▪ Developed a Supply Chain Assessment Questionnaire to engage with our top 5 suppliers in 2022. This questionnaire requests carbon emissions to improve the accuracy of our Scope 3 data ▪ Identified our top 5 suppliers based on carbon emissions in the Carbon Balance Sheet
Improved diversity and inclusion	▪ Developed social templates to enhance data collection process to track progress against targets ▪ Improved reporting and expanded policies around diversity across the Group and associated issues (employee turnover, disabled employees) ▪ Promoted employee engagement surrounding diversity targets
Enhance charitable and community projects	▪ Developed templates to enhance data collection process for charitable and community projects ▪ Continued to build on our commitment to positively impact one disadvantaged person for every Videndum employee in the communities in which we operate ▪ Increased our engagement with charitable and community partners in 2022, engaging with new organisations on top of the existing partners across the Group

Group strategic priorities



1
Organic growth

2
Margin improvement

3
Growth through M&A

Well placed to deliver sustainable growth and value for all our stakeholders

Four key structural market growth drivers

c.75% of Videndum's business is being driven by double digit growth in content creation*

The internet
Growth in retail e-commerce means increased demand for digital content as new products need to be photographed frequently to be published online

Videndum exposure: c.30% revenue

TikTok, YouTube
Growth in vloggers and influencers creating and sharing content on social media

c.10% revenue

Subscription TV
Increasing spend on original content creation, driven by subscription channels like Netflix, Amazon Prime and Disney+

c.30% revenue

Live streaming
Live streaming of video in multiple markets growing strongly e.g. enterprise, medical and gaming

c.5% revenue

** Management estimates*

Technology change driving shorter replacement cycles

1. **Technology changes in the market allow us to accelerate product refresh cycles**

   e.g. HD to 4K, new camera form factors, new smartphones, automation in TV studios, live streaming

2. **Our technology innovations with breakthrough new products, features and functionality**

   e.g. ART, flowtech carbon fibre tripod, LED lighting, audio technology and mechatronics

Videndum is growing in three different ways

1.
Growth in our core businesses
e.g. professional photography, Broadcast TV and on-set monitoring

2.
Growth in new areas of content creation
e.g. influencers, vloggers and audio

3.
Growth in new verticals enabled by video transmission and live streaming
e.g. medical and industrial

Market drivers plus technology changes are driving unprecedented growth for Videndum

Our structure

Videndum plc is organised in three Divisions:

- Media Solutions
- Production Solutions
- Creative Solutions

2021 Financial highlights

Revenue

£394.3m

(2020: £290.5m)

Adjusted operating profit*

£46.2m

(2020: £9.9m)

Headquarters in the UK

Number of employees

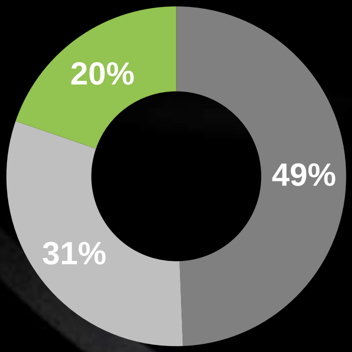
2,000

Number of countries with facilities

11

Group 2021 revenue split

- Media Solutions
- Production Solutions
- Creative Solutions



** Before charges associated with acquisition of businesses and other adjusting items.*

Media Solutions Products for Professional Photography/Videography and Influencer/Vlogger

Photo & video supports

Manfrotto

Befree 3 Way Advanced for Sony, Fast Twin Carbon Tripod with Nitrotech 612 head

Gitzo

Légende, Ball Head series

Lighting

Manfrotto

Cold Shoe Spring Clamp, Chroma Key FX Background, HaloCompact Reflector

Savage

Seamless paper backgrounds

Avenger

Triple C Roller Case

Smartphonography & vlogging

JOBY

FreeHold, JOBY Beamo Ring Light, Vlogging KIT, StandPoint

Audio capture

Rycote

Windjammer

Audix

D6 dynamic instrument microphone

Joby

Wavo, Lav

Motion control & stabilisers

Manfrotto

GimBoom and Gimball MVG 220; Genie II

Protective solutions

Lowepro

Flipside BP 300 AW III

Manfrotto

Gitzo

Legende Backpack

Production Solutions Products for Broadcast and Cine/Scripted TV

Studio pedestals

Vinten

Quartz Two pedestal

On-location supports

OConnor

Ultimate 1040 Flowtech System

Sachtler/Vinten

Flowtech with Sachtler aktiv10 fluid head

Prompters

Autoscript

EPIC-IP19 with CLOCKPLUS-IP

Autocue

iPad Pro teleprompter

Mobile power

Anton/Bauer

Product Family

Distribution, rental & services

Camera Corps

Q-Ball 3

Robotic camera systems

Vinten

FH-155, FHR155, FP-188 Pedestal

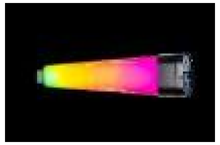
Lighting & controls

Litepanels

Gemini 2x1, Gemini 1x1, Astra Soft, Astra 6x

Quasar

RR50



Bags & camera accessories

Sachtler

Comporter

OConnor

O-Rig Pro Kit

Creative Solutions Products for Cine/Scripted TV and Live Streaming Enterprises

Cine

SmallHD Monitors

Cine 13, OLED 22, Cine 7 + RX Module

SMALLHD

Teradek Wireless

RT CTRL.3 Controller, Bolt 4K MAX, Serv Pro

TERADEK

Wooden Camera Accessories

Ultra QR Articulating Monitor Mount,
Ultra Arm v2, Director's Monitor Cage v3, Accessory Kit for RED® KOMODO™

WOODEN CAMERA

Medical

Monitors

Wireless

Live streaming

SMALLHD

TERADEK

Live Streaming

Live streaming

RAINMAKER .GG

CLOUD

STUDIO

CORE

LIGHTSTREAM

Broadcast IP Video

TERADEK

Product portfolio

Videndum

Audio capture
Audix
JOBY
Rycote

Backgrounds
Colorama
Savage
Superior

Camera accessories
Teradek
Wooden Camera

Distribution, rental & services
Camera Corps
The Camera Store

IP Video
Teradek

Lens control systems
Teradek

Lighting & lighting controls
JOBY
Manfrotto
Litepanels
Quasar

Live streaming
Lightstream
Teradek

Mobile power
Anton/Bauer

Monitors
SmallHD

Motion control & stabilisers
JOBY
Manfrotto

Prompters
Autocue
Autoscript

Protective solutions
Gitzo
Lowepro
Manfrotto
National Geographic*
Sachtler

Robotic camera systems
Camera Corps
Vinten

Smartphonography
JOBY

Supports
Avenger
Gitzo
JOBY
Manfrotto
OConnor
Sachtler
Vinten

Video transmission systems
Teradek

* Manufactured under license

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Important notice

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This presentation contains forward-looking statements with respect to the financial condition, performance, position, strategy, results and plans of Videndum plc (the "Group", "Videndum", or the "Company") based on Management's current expectations or beliefs as well as assumptions about future events. These forward-looking statements are not guarantees of future performance. Undue reliance should not be placed on forward-looking statements because, by their very nature, they are subject to known and unknown risks and uncertainties and can be affected by other factors that could cause actual results, and the Group's plans and objectives, to differ materially from those expressed or implied in the forward-looking statements. The Company undertakes no obligation to publicly revise or update any forward-looking statements or adjust them for future events or developments. Nothing in this presentation should be construed as a profit forecast.

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Adjusted performance measures

In addition to statutory reporting, Videndum reports alternative performance measures ("APMs") which are not defined or specified under the requirements of International Financial Reporting Standards ("IFRS"). The Group uses these APMs to improve the comparability of information between reporting periods and Divisions, by adjusting for certain items which impact upon IFRS measures, to aid the user in understanding the activity taking place across the Group's businesses. APMs are used by the Directors and Management for performance analysis, planning, reporting and incentive purposes. A definition of the APMs used in this presentation and a reconciliation from adjusted operating profit to statutory operating profit is included in the Appendix.

Thank you

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