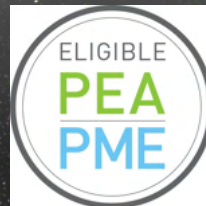




Presentation to Investors

20 October 2021

Mathias Hautefort, CEO



Agenda

- Netgem: B2B player in Digital Entertainment
- H1 2021, Q3 2021 and Outlook
- Corporate and listing information
- Q&A



Netgem: B2B player in digital entertainment

Our job: to simplify the lives of our customers ...

Multiplication of
Streaming OTT offers



Managed
SVOD/TVOD/AVOD
OTT services for
*Media & Content
owners*



Complexity of new TV
& SVOD offers



Managed
TV & Streaming OTT
Servicesopéré for
Telcos

To simplify the lives of service operators
through innovation and quality

An "end-to-end" platform

NETGEM
STUDIO

NETGEM
PLATFORM

NETGEM
APPLICATIONS

NETGEM TV
CUSTOMER
MANAGEMENT

NETGEM CDN
STREAMING
MS Azure


ROADMAP PRODUCTS & SERVICES

OPERATIONS & MAINTENANCE

EDITORIAL ANIMATION

SALES & MARKETING SUPPORT



Our “Content-as-a-service” business model

- ✓ We market our B2B (2C) platform “as-a-service”:
 - ✓ software platform as-a-service (SaaS)
 - ✓ additional content
 - ✓ optional hardware and maintenance as-a-service
- ✓ Most of our revenues:
 - ✓ are recurring
 - ✓ are indexed to the number of active subscribers of our customers
 - ✓ benefit from the leverage on our clients' infrastructure and marketing investments

Our model, integrating technology and content, leads to higher margins.

Competitive Edges, the confidence of Telcos ...

... and Studios.

TalkTalk
3
DOP
JT
VXFIBER
LILA
air
yoyzi
pure TELECOM
Origin
VONUS
PRIME FIBRE
purebroadband
Gigaclear
CommunityFibre
wightfibre
Gibtelecom

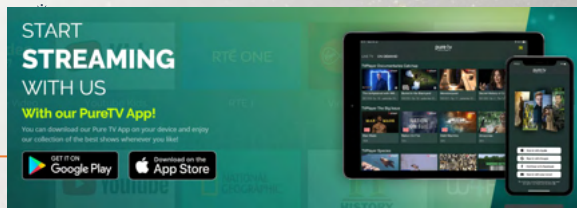
net+
Post
zeop
FRANCE channels
VIVA
VIDEOFUTUR
ozone
nordnet

Three reference markets ... the United Kingdom

- ✓ A booming fibre market fully open to cord-cutting
- ✓ NetgemTV is a reference platform in the UK for new streaming services (BT Sport, Britbox, 80x Fast channels)
- ✓ Already 15 partners, TalkTalk contract signed in October 2021, advanced discussions with other major fibre ISPs in the country (Tiers 1 & 2)



NETGEMgroup



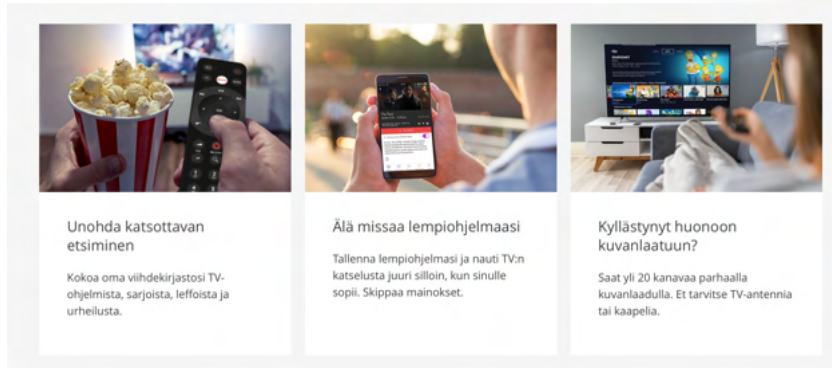
New TalkTalk contract

- ✓ “Tier 1” contract with the “English Free”, announced on October 12, 2021, with a strong impact on the UK market
- ✓ Launch of the next-gen TalkTalk TV 4K service “powered by Netgem TV”, a complete managed multi-screen entertainment platform,
- ✓ New validation of:
 - ✓ our B2B (2C) positioning and geographic priorities
 - ✓ the relevance of our “Content as-a-Service” model
 - ✓ the confidence in Netgem of major operators and providers of OTT content / services



... the Nordic countries

- ✓ Distribution focused on one partner: Elisa, the leading operator in Finland, also in Estonia, a partner of the Group for more than 15 years.
- ✓ A strategy of replacing old TV offers with a Premium service for its fibre subscribers, with direct distribution to subscribers of other access providers to benefit from cord-cutting.
- ✓ A success: Viihde Premium deployed to a third of TV customers in 12 months, and customer satisfaction setting a benchmark among operators (NPS +31!).



Unohda katsottavan etsiminen

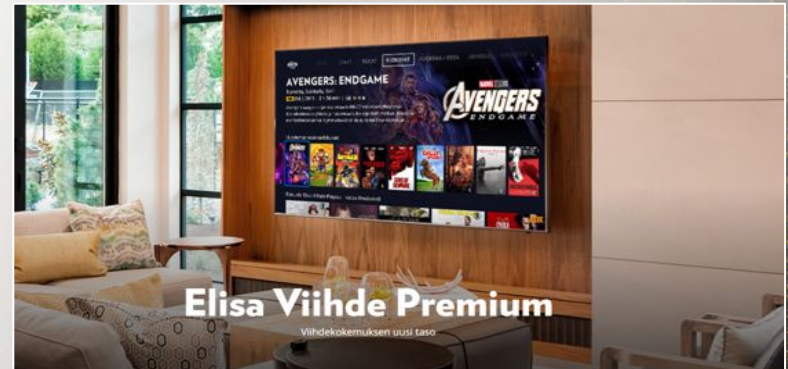
Kokoa oma viihdekirjasto TV-ohjelmista, sarjoista, leffoista ja urheilusta.

Älä missaa lempiohjelmaasi

Tallenna lempiohjelmasi ja nauti TV:n katselusta juuri silloin, kun sinulle sopii. Skippaa mainokset.

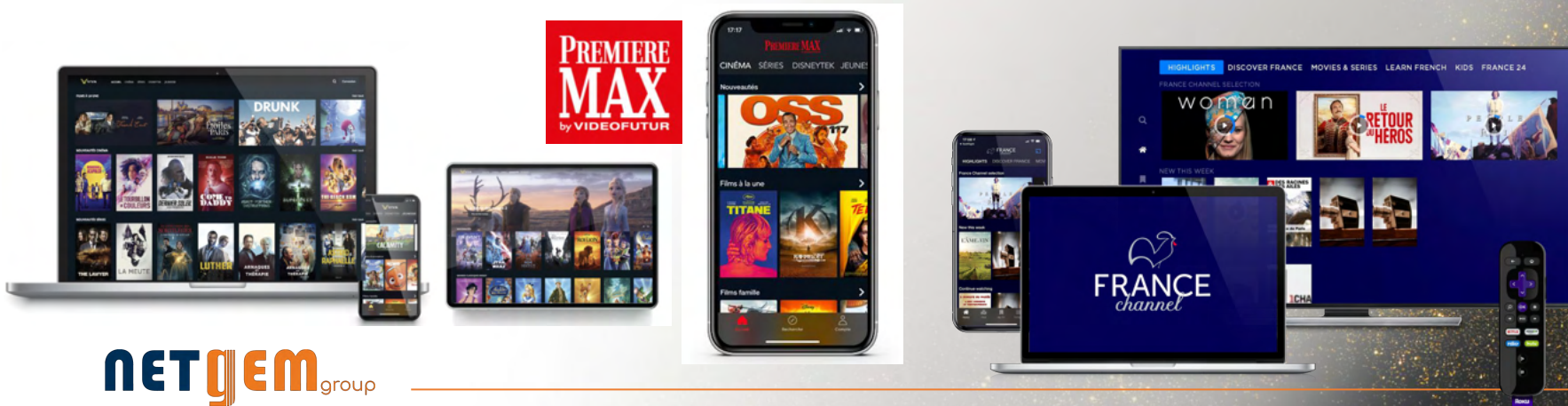
Kyllästynyt huonoon kuvanlaatuun?

Saat yli 20 kanavaa parhaalla kuvanlaadulla. Et tarvitse TV-antennia tai kaapelia.



....France

- ✓ The deployment of our OTT software platform on our behalf or on behalf of third parties
- ✓ Direct-to-consumer distribution to operator partners in France and on French-speaking markets
- ✓ The choice to couple NetgemTV with the resale of fibre access in regional areas under the Videofutur brand



SuperStream, a complementary offer

- ✓ SuperStream - MESH solution coupled with the Netgem management platform - is the complementary service to NetgemTV to improve end-customers' experience at home
- ✓ It helps operators improve customer satisfaction (+18 NPS points at VIDEOFUTUR) and reduce CAPEX

Our VIDEOFUTUR successful case study

VIDEOFUTUR
à Vision la Fibre

SuperWiFi launched in October 2020

Super simple, Super sécurisé, Super WiFi

simple offer	simple model	big results
2 x Netgem WiFi pods + mobile app with SuperWiFi+TV	for new customers: Triple Play - Fiber + SuperWiFi + TV 26% reduction in acquisition price	52% new sales with the Super WiFi option
	for existing customers: affordable option 3,000€/m + 29,000€ upfront also used free of charge as a retention tool	25% reduction in acquisition price discounts by positioning SuperWiFi x2 Re-contracting volumes 49% of upgrades with Super WiFi +12 pts NPS score for customer with SuperWiFi

NETGEM

Internet TV

alncom

total telecom

SUBMARINE NETWORKS
The #1 Submarine Gateway 2-3 S

HOME TECHNOLOGY BUSINESS GLOBAL EVENTS INSIGHT

Netgem expands its Netgem TV service to "SuperStream" WiFi Mesh with first deployments confirmed across UK & Ireland ISPs

Netgem
Thursday 25 March 21

H1 2021, Q3 2021 and Outlook

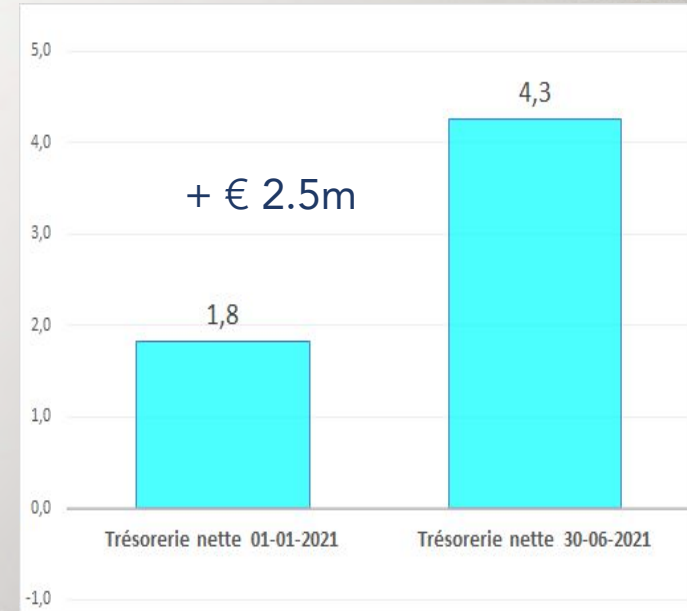
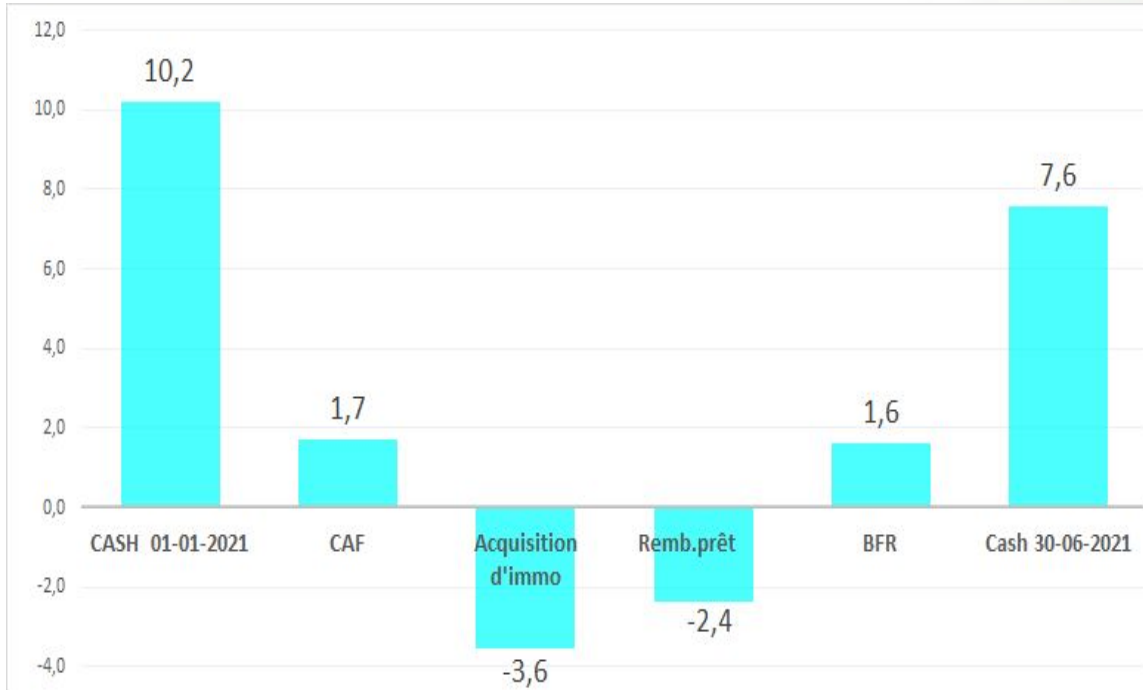


H1 2021: Growth and profitability

- Relevance of our strategy:
 - ✓ convergence of OTT services and fibre operators
 - ✓ with the right aggregation offer
 - ✓ and a virtuous economic model
- Confirmed by growth:
 - ✓ gross margin: **+ 11%** in Q1 2021, **+ 20%** in H1 2021
 - ✓ 320,000 subscribers to our offers,
up 45,000 in the first half: **+ 16%** in H1 2021
- ... and the return to profitability:
 - ✓ H1 2021 EBITDA = € 2m
 - ✓ Significant improvement in net cash position: **€ 4.3M vs € 1.8M** end of 2020

Cash Flows H1 2021 (*) in € m

Significant improvement in net cash



(*) excluding IFRS 16 effects

Q3 2021: on-going conquest

- ✓ Signing with TalkTalk in the UK.
- ✓ Continuing growth of subscribers in Finland with Elisa.
- ✓ Commercial launch of new content platforms in France, in particular VIVA by VIDEOFUTUR, FRANCE CHANNEL and the announcement of the PREMIERE MAX by VIDEOFUTUR partnership.
- ✓ Growth in gross margin (+17% YTD) confirmed thanks to our recurring revenue model.

NETGEM continues launching integrated solutions with new customers, underpinning its future growth.

Outlook

In 2021, we demonstrated our ability to seize the opportunity created by the Digital Entertainment market.

Outlook for 2021: NetgemTV's subscribers base to continue growing in the second half of the year, in line with the first half, leading to:

- ✓ continued growth in annual gross margin
- ✓ continued improvement in the EBITDA margin from one half to the next
- ✓ return to positive cash flow generation in 2022.

Our outlook takes into account management's assessment of the impact of the global shortage of electronic components.

Corporate and listing information



Shareholding

- ✓ Stable shareholders: 55%
 - ✓ 2 founders - reference shareholders:
 - Joseph Haddad (25%) - Chairman of the Board
 - Olivier Guillaumin (9%) - Director
 - ✓ 1 long-term institutional investor: Mousse Partners (9%)
 - ✓ managers, employees and FCPE (6%)
 - ✓ Treasury shares and liquidity contract (6%)

- ✓ Significant free float: 45%

Governance

Founders :



Joseph haddad
President



Olivier Guillaumin (FF)
Administrator

Independents:



Isabelle Bordry
Administrator

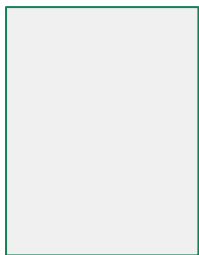


Vincent Grivet
Administrator



Virginie banet
Administrator

Other Board Members:



Catherine Haddad (J2H)
Administrator



Christophe Aulnette
Administrator



Marc Tessier
Censor

Netgem adheres to the
Middlenext governance code

Management



Mathias Hautefort
Group CEO and
Chairman and Founder of
the Vitis subsidiary.

Expertise in industrial and
Telecom issues.
MINEFI, DGD Lyonnaise
cable (Noos). DG Viaccess.
DGA Infogrames (Atari).
President Pace Europe.

Ecole Polytechnique and
ENST (Corps des Mines).



Sandrine Alexandre
CFO

Joined Netgem since its
creation in 1996 as a
management controller
and then held the position
of Deputy Chief Financial
Officer. Appointed to the
Finance Department of the
Netgem Group on October
1, 2020.

DECF



Caroline Gauthier
Legal and HR Director

Confirmed lawyer in business
law, new technologies,
competition, labor, personal
data protection....
Doctorate in European
Business Law, DU in Business
English, DU in Legal
Informatics and Master 2 in
Comparative Law



Jean-Francois Galtier
CTO

SQL, Simulog, Aucland,
Monaco Telecom. Joined
Netgem in 2005 as CTO
and Head of Operations.

Paris Higher School of
Computer Science



Sylvain Thevenot
C3O

Founded one of the first
ISPs in France; P&L
management for large
fixed and mobile
telecommunications
operators (Vodafone,
TalkTalk, EE). In charge of
business development
since 2015.

Our CSR commitments

Social

- ✓ Promotion of gender parity at Board of Directors, Comex, managers and among teams.
- ✓ Promotion of diversity within a multicultural team.
- ✓ Actions in favor of people with disabilities.

Environment

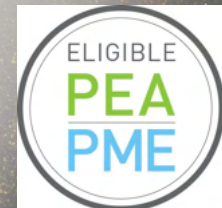
- ✓ Systematic renovation of Videofutur boxes and routers
- ✓ Switching of TV boxes and Video streams to “reduced energy” mode
- ✓ Favor transport by boat instead of air

Market data



- ✓ 52 weeks: € 0.94 - € 1.69
- ✓ 30,721,059 ordinary shares
- ✓ Market cap > 42 M €
- ✓ Liquidity 52 weeks: 69k / day (YTD : 72k)

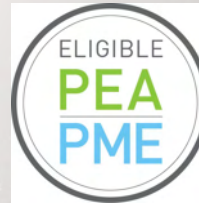
- ✓ Ticker: ALNTG
- ✓ ISIN: FR0004154060
- ✓ Reuters: ETGM.PA
- ✓ Bloomberg: ALNTG FP
- ✓ www.netgem.com
- ✓ analysts: Gilbert Dupont and Oddo BHF
- ✓ listing sponsor: Gilbert Dupont



Transfer to Euronext Growth

- ✓ Listed on Euronext for 21 years, in March 2021 Netgem transferred its listing to EURONEXT GROWTH, a market dedicated to growth companies and consistent with Netgem's profile.
- ✓ This transfer brings Netgem the dynamics and visibility of this market, with additional of its overheads.

ALNTG
EURONEXT
GROWTH



TLDR

- ✓ Growing digital entertainment market
 - drivers: fibre, OTT, cord-cutting, etc.
- ✓ A virtuous business model : B2B software & content as-a-service
- ✓ Competitive edge:
 - Long-term confidence of leading telcos,
 - Deal-making know-how with the largest right owners and OTT platforms,
 - Right combination of hardware and software tech skills to offer customers and end-users the most robust and attractive solutions.
- ✓ Validation of our positioning by new telco customers, including “Tier 1s”

>>> Momentum for a rebound <<<

25 years in 2021



Q&A



Thank you !

Contact

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