



Introduction to EVS

Serge Van Herck
Chief Executive Officer

Quest for Growth Event
August 31st 2024

→ evs.com



Disclaimer



Forward Looking Statements

This presentation contains forward-looking statements with respect to the business, financial condition, and results of operations of EVS and its affiliates.

These statements are based on the current expectations or beliefs of EVS's management and are subject to a number of risks and uncertainties that could cause actual results or performance of the Company to differ materially from those contemplated in such forward-looking statements.

These risks and uncertainties relate to changes in technology and market requirements, the company's concentration on one industry, decline in demand for the company's products and those of its affiliates, inability to timely develop and introduce new technologies, products and applications, and loss of market share and pressure on pricing resulting from competition which could cause the actual results or performance of the company to differ materially from those contemplated in such forward-looking statements.

EVS undertakes no obligation to publicly release any revisions to these forward-looking statements to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events.

Agenda

1. Key figures
2. Who are we ?
3. Customers
4. Products and solutions
5. PlayForward strategy
6. Key results
7. Q&A





Resources at a glance



International footprint
34 nationalities



HQ IN LIÈGE
Belgium



+ 18 offices
accros the globe



173.2M
revenue in 2023



Founded in
1994



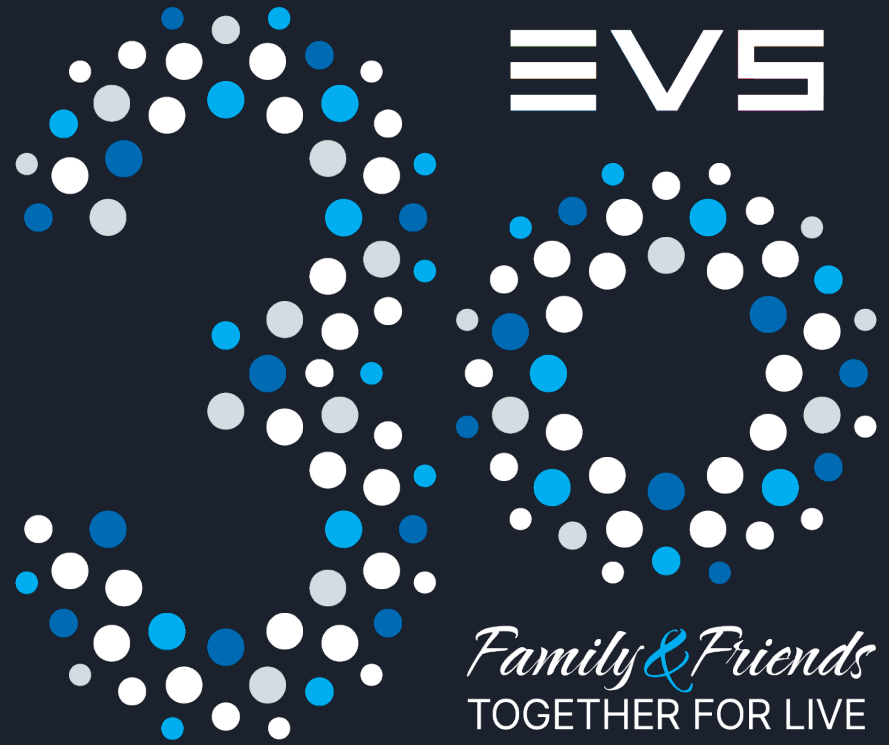
+620
Team Members



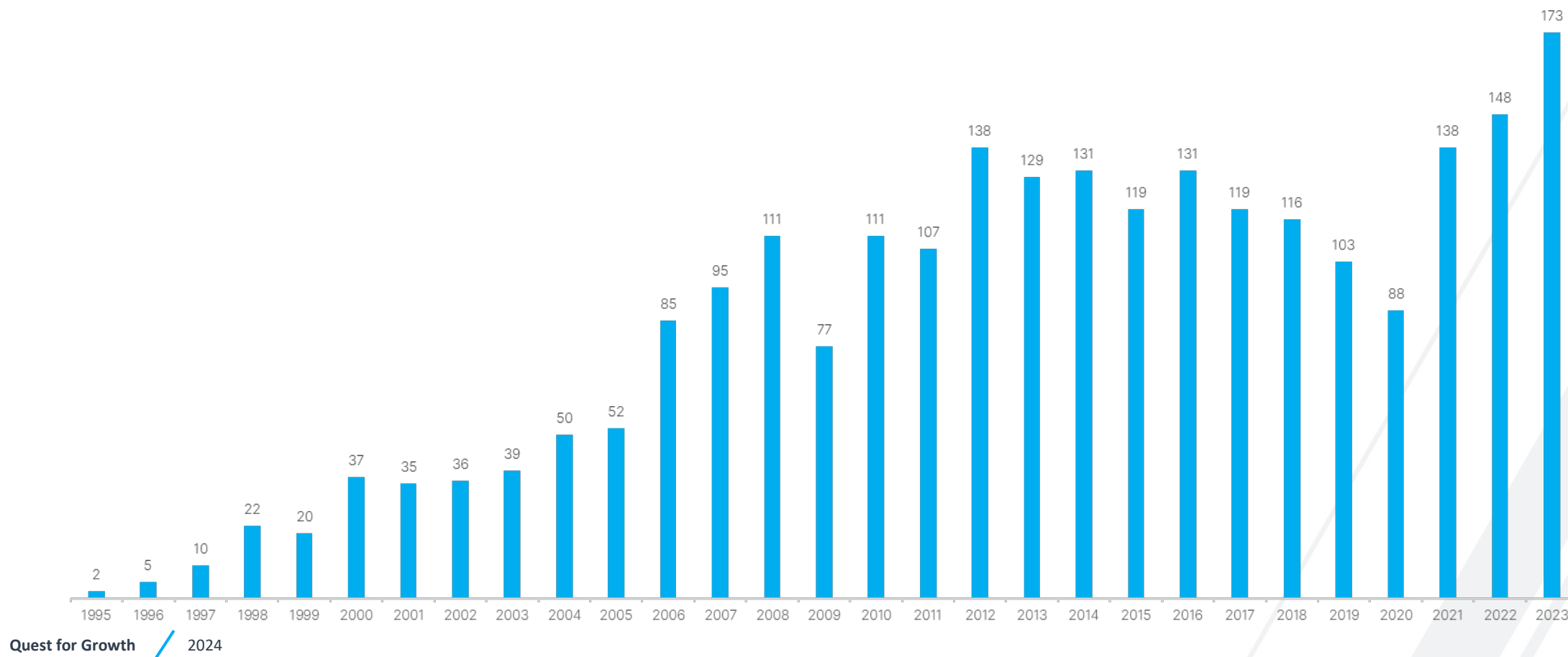
41,1M
EBIT 2023



Publicly traded
Since 1998



Historical revenue performance



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The EVS logo is located in the top right corner of the slide. It consists of the letters 'EVS' in a bold, white, sans-serif font, set against a dark background. The logo is positioned in the upper right quadrant of the slide, above the audience area.

EVS





Worldwide leader in **live** video
technology for broadcast and new
media productions

EV5

OUR MISSION
WE CREATE ...

RETURN ON
EMOTION

EVS



Remember this ...

- > We create emotion
- > For billions of people
- > All over the world
- > Every day

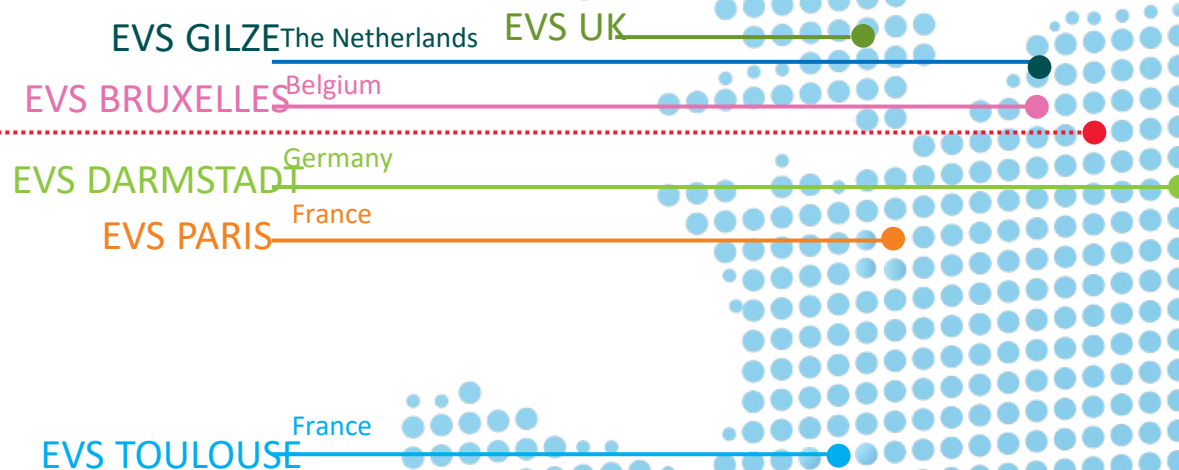




R&D at the core of our business



EVS LIÈGE, BELGIUM



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Passionate since 1994



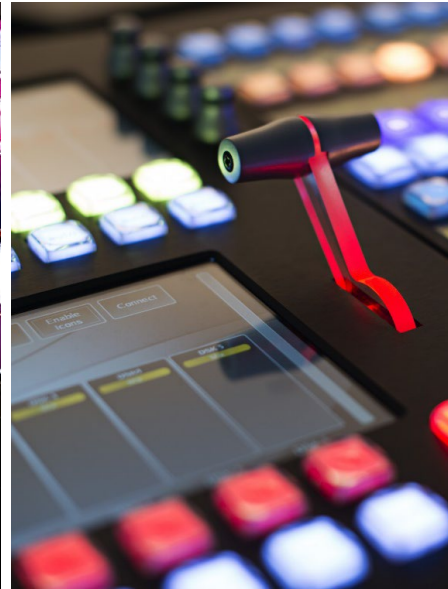
We want to continue to mark the difference



Most **reliable/robust** live content recording & **playout** system



Largest **community** of **highly skilled operators** living and breathing EVS



Practical tools crafted for live production



Responsive and valuable field support & engineers



Solid partner investing in innovation and adding value/cost efficiency to core products



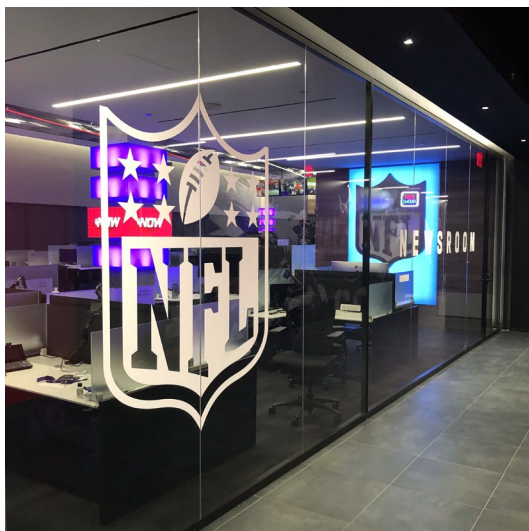
Trusted by **thousands of**
customers worldwide



Markets we serve – structured by market pillars



Broadcast & media networks



Live Audience Business

Customers creating content for their own purpose

Sports & events organizations



Production facilities & service providers



Live Service Providers

Customers serving
“LAB customers”



BER

Revenues from major non-yearly big events rental.

Market pillars illustrated



Broadcast & media networks



Live Audience Business

Customers creating content for their own purpose

Sports & events organizations



Production facilities & service providers



Live Service Providers

Customers serving
“LAB customers”

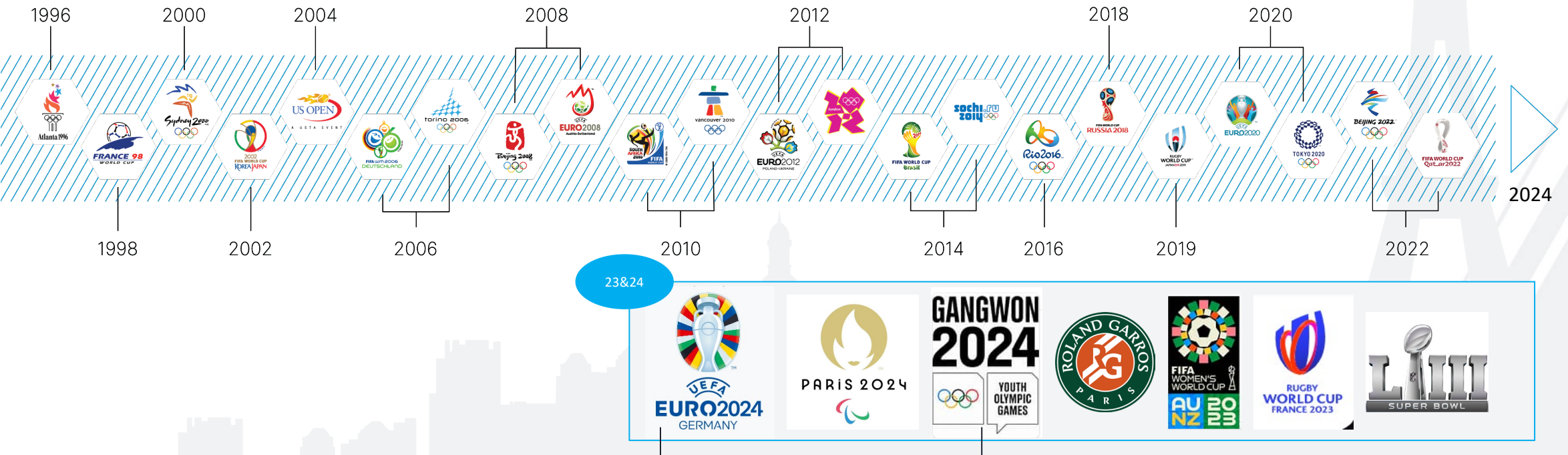


BER

Revenues from major non-yearly big events rental.



Powering the world's biggest live sporting events



BIG EVENTS 2024

Powered by EVS



SUCCESSFUL MAJOR SUMMER BIG EVENTS

We work with EVS for more than 15 years. To our knowledge, it's the only company able to deliver such services.

France TV*

At the Olympics, EVS is everywhere, but invisible.

France TV*

*Quotes extracted & translated from
L'Echo – Aug 9th, 2024 – JF Sacré





– New York Rockefeller building

EVS



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Combining products to create the perfect solutions



Live production, replays and highlights solutions that **elevate the fan experience**



Production asset management solutions for **fast and easy content turnaround**



Routing and infrastructure solutions to **control and process all media workflows**



LiveCeption[®]

Live production, replays and highlights



Live production
server integrating
all new formats



IP-based
new replay
experience



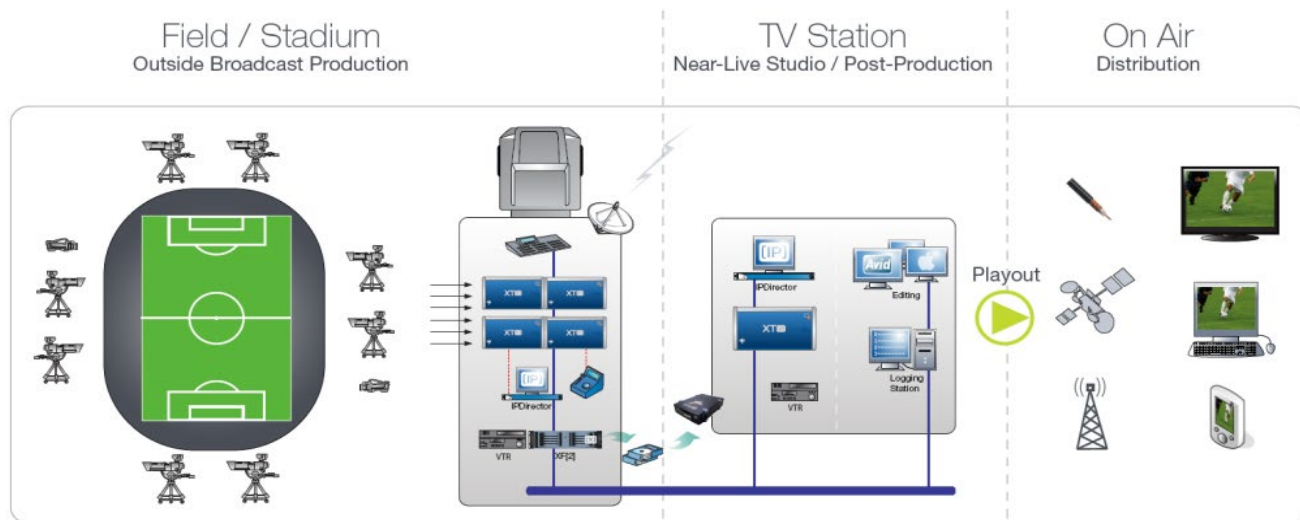
Seamless file transfer
and
archive



AI-based super slow-
motion
service

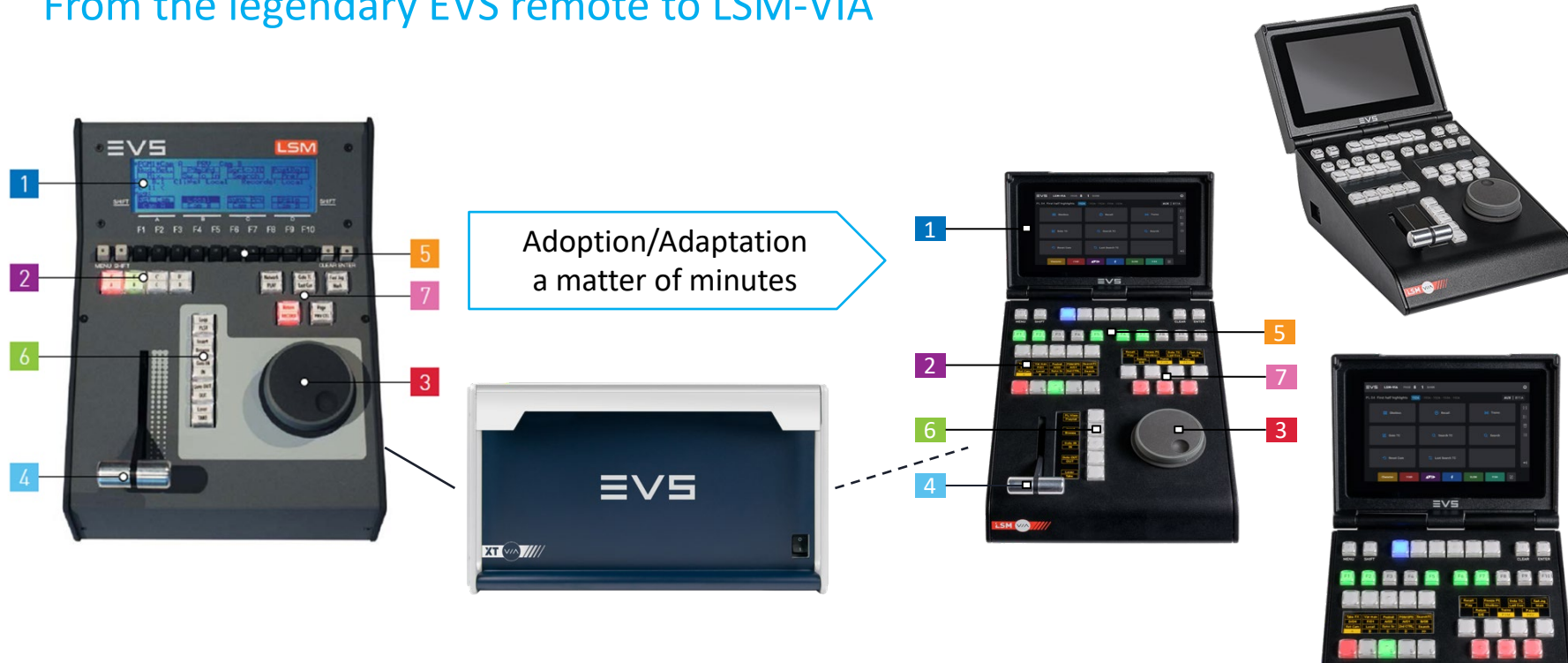
EVS at the heart of live TV production

EVS



LSM-VIA – the new evs remote for replay & slow motion ...

From the legendary EVS remote to LSM-VIA



- 100 units ordered the first week
- Successfully used during summer
- Strong appetite from EVS operator community
- 2 awards:
Crowned as 2020 Product Innovation by TVB Europe & TV technology

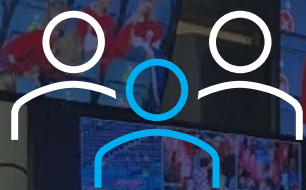
Keeping the best of the legend:

- Same feeling with jog & lever
- Same functions
- Same robustness

And further enhance it with:

- IP & scalability
- Touch screen, shortcuts & programmability
- Many more functions for more convenience

For easier remote production, faster highlights & custom workflows



Supported by a passionate
user community

7,000+

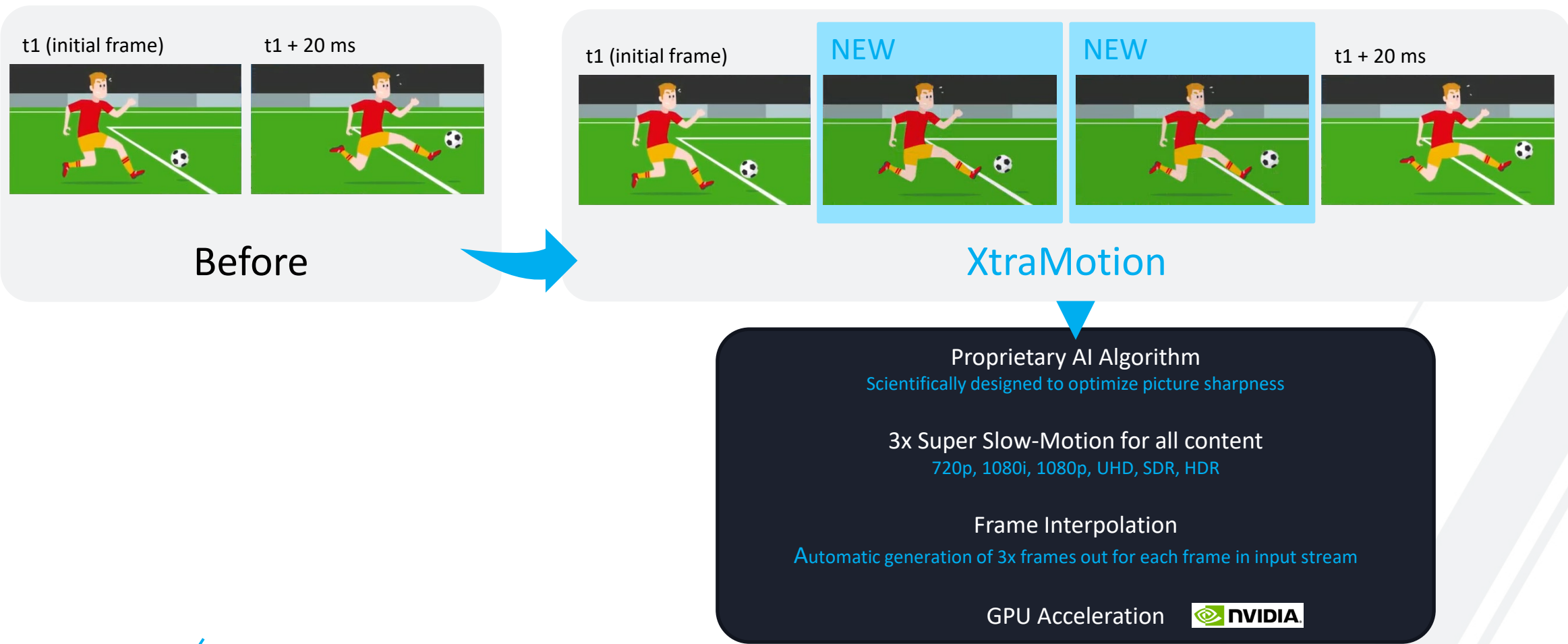
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Spotlight on Lisa Menzies, Freelance

A promotional graphic for a Q&A session. It features a large red circle on the right side containing a portrait of Lisa Menzies, a woman with long brown hair wearing a pink top. To the left of the circle, the EVS logo is displayed. Below the logo, the text 'Q&A SESSION' is in white on a black background, followed by 'WITH' in white. Below that, 'LISA MENZIES' is in red, and 'FREELANCE EVS OPERATOR' is in black. A red, 3D-style arrow points from the bottom left towards the portrait, containing the text 'PEOPLE OF LIVE PRODUCTION' in white, with a small EVS logo at its base.

Artificial Intelligence in action





without
XtraMotion

Super motion
camera

Super motion
camera

Super motion

Super motion

Super motion

Super motion

Super motion

Super motion
camera

Super motion

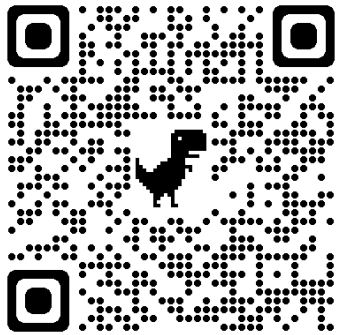
Super motion
camera

Super motion

Super motion

with
XtraMotion

XtraMotion - F1 – US Grand Prix – Fernando Alonso

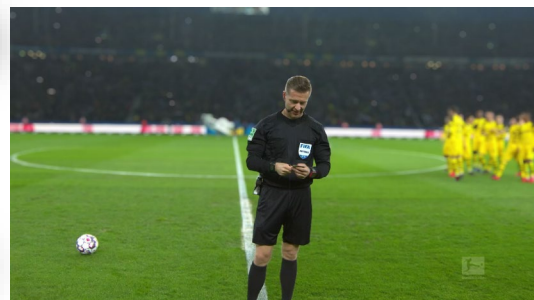


Continuous innovation

EVS investing in broadcast specific GenAI



XtraMotion to replace
Super-slowmotion cameras



Cinematic effects to replace
Lenses with shallow DoF

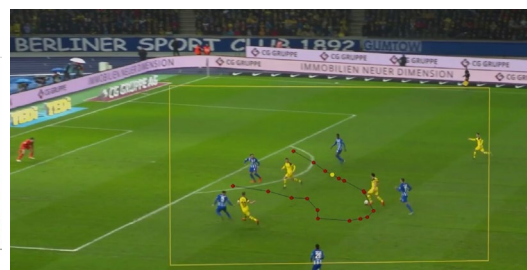


Deblurring to
Maximize image sharpness

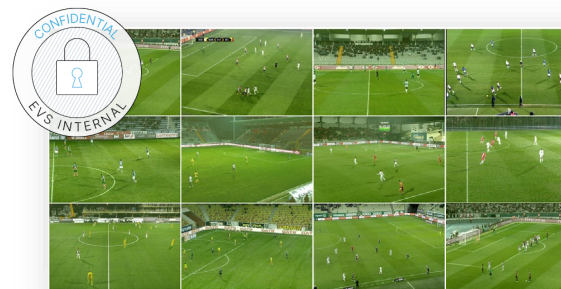
16/9 to 9/16 for social media



Saliency tracking to directly publish
on 9x16 social networks



Auto-Zoom to replace
painful manual key frame detection



Auto-shading to align colors and reduce
shading staff

EVS has developed a set of near real-time graphical effects based on own generative AI computer vision expertise.

Thanks to these effects accessible from any broadcast camera, LSPs don't have to rent special cameras, redirecting a part of the production budget towards EVS.



MediaCeption®

Live production asset management



Flexible multi-feed
and multi-format
ingest



End-to-end SDR/HDR
workflow
management



Access, manage, edit
and share
from anywhere



Integrated with major
editing
suites

What are the **main challenges** when it comes to **production centers**?



- Production teams need to **quickly find** the right content for producing post-event shows & **publish** on social media or linear channels
- Need to **share** fast-turnaround live content with **post-production** as **quickly** as possible
- Need to easily **adapt** & **extend workflows** to match changing production needs
- Production platform requires interoperability & **integration with 3rd party** technologies
- Editorial teams need quick **access** to a **wide range** of content from **any location** (trucks, remote office, on the field, from home)



MediaInfra

Infrastructure management, routing & processing



Broadcast control and
monitoring system



Real time IP
video and audio
processing



Real time SDI
processing and
multiviewing



IP and SDI
routing

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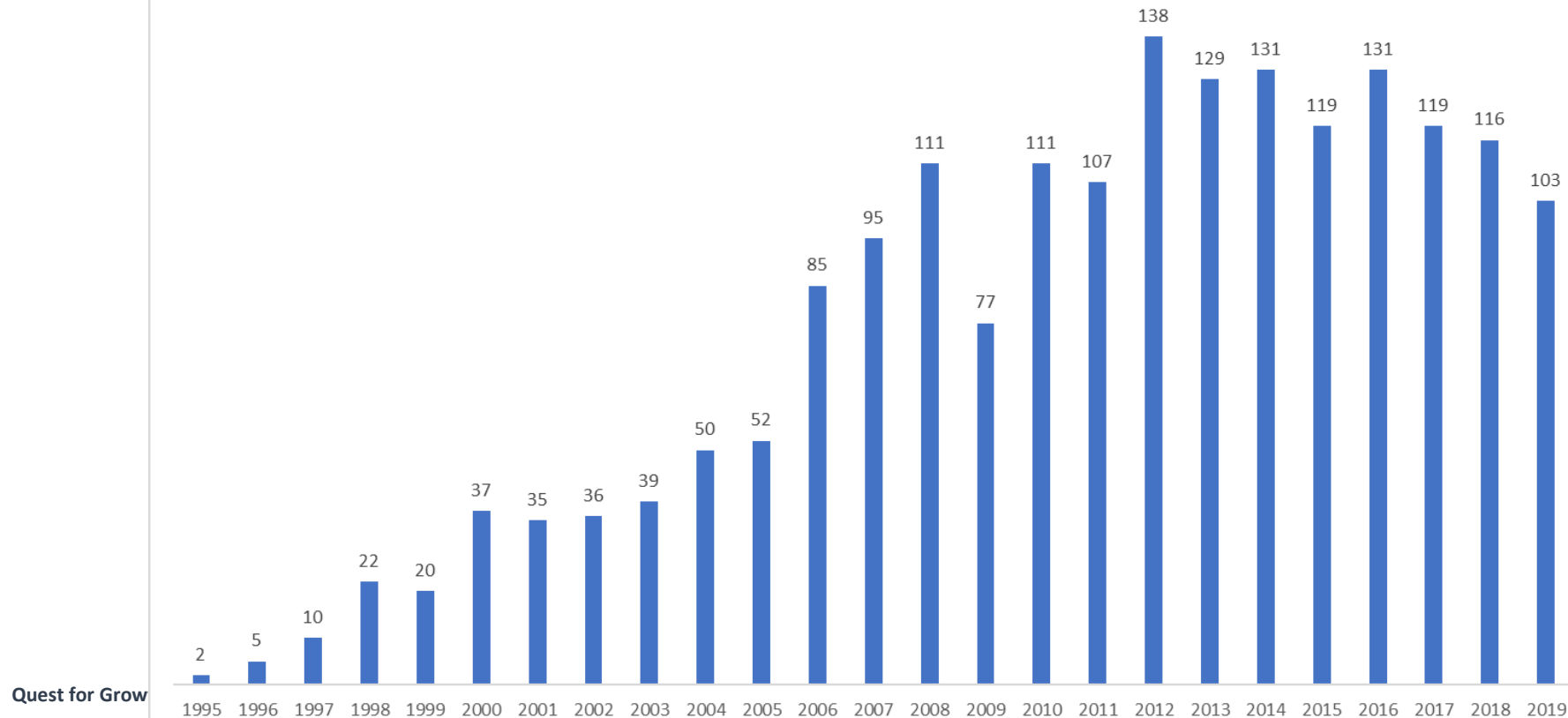


EVS historical revenue performance



EVS phase

EVS scope



What did change since 2019?

a virtuous circle of doing the right things ... right



NEW MANAGEMENT TEAM
INCLUDING INTERNAL PROMOTIONS



PLAYFORWARD STRATEGY
& ALIGNMENT ON DNA

Customer
Intimacy



BEST PRACTICES
WITH THE FEET ON THE GROUND

Blueprint BPM ESG OI based incentives
5YBP Strategy map BCP
BHAG New ERP Stock options
 for key contributors
New ticketing

RESULTS VISIBLE
INTERNALLY & EXTERNALLY

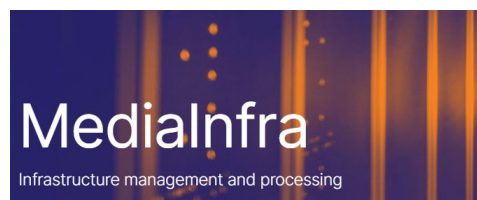
Engagement
survey



Revenues &
Orders



SUCCESSFUL ACQUISITION
OF AXON



ALIGNMENT BETWEEN
BOARD & LEADERSHIP TEAM



The EVS team & The magnet story

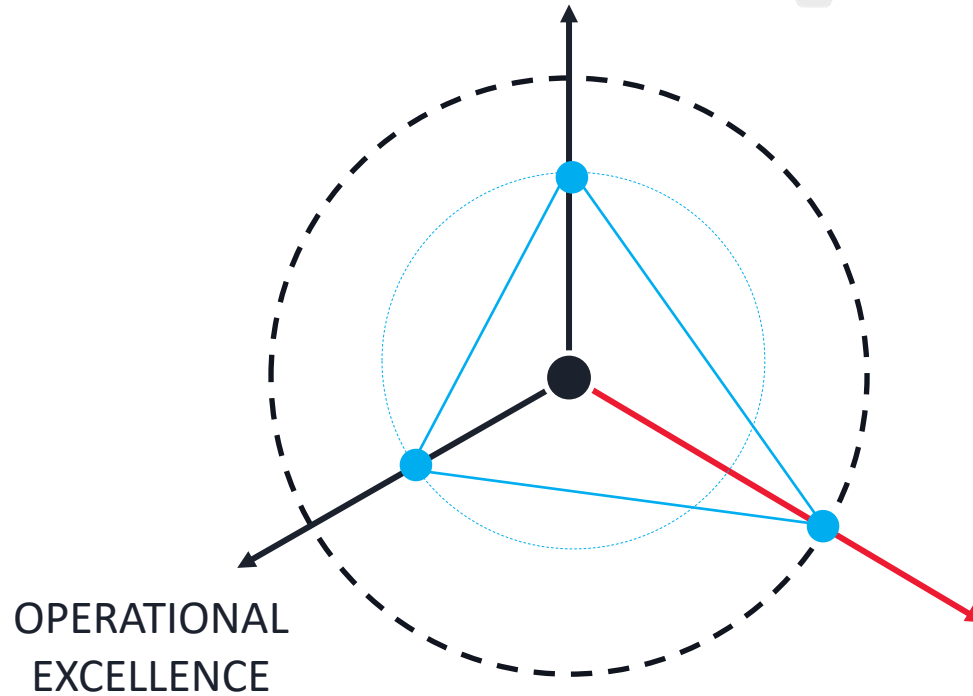
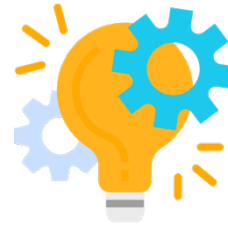


Our DNA

value discipline*



PRODUCT
LEADERSHIP



OPERATIONAL
EXCELLENCE



CUSTOMER
INTIMACY



We provide innovative solutions
& related services that perfectly
meet our customer expectations



*The Discipline of Market Leaders' M. Treacy and F. Wiersema



Olympic Minimum

EVS Leadership team – who is in front of you



Veerle De Wit

Chief Financial Officer



Serge Van Herck

Chief Executive Officer



Nicolas Bourdon

Chief Customer Officer



Quentin Grutman

Chief Strategic Accounts Officer



Xavier Orri

Chief eXperience Officer



Pierre Matelart

Chief People Officer



Alex Redfern

Chief Technology Officer



Oscar Teran

EVP Markets & Solutions





Our Ambition
for 2030



Become the
#1 solution
provider in
the live video
industry

350Mio€

OUR BHAG

BECOME THE #1 **SOLUTION
PROVIDER** IN THE LIVE VIDEO
INDUSTRY





Sustainable & Profitable Growth Strategy Plan

3 Axis Strategy



Portfolio & Market
Growth Plan



An Ecosystem for
Premium Live



Sustainable
Value Creation

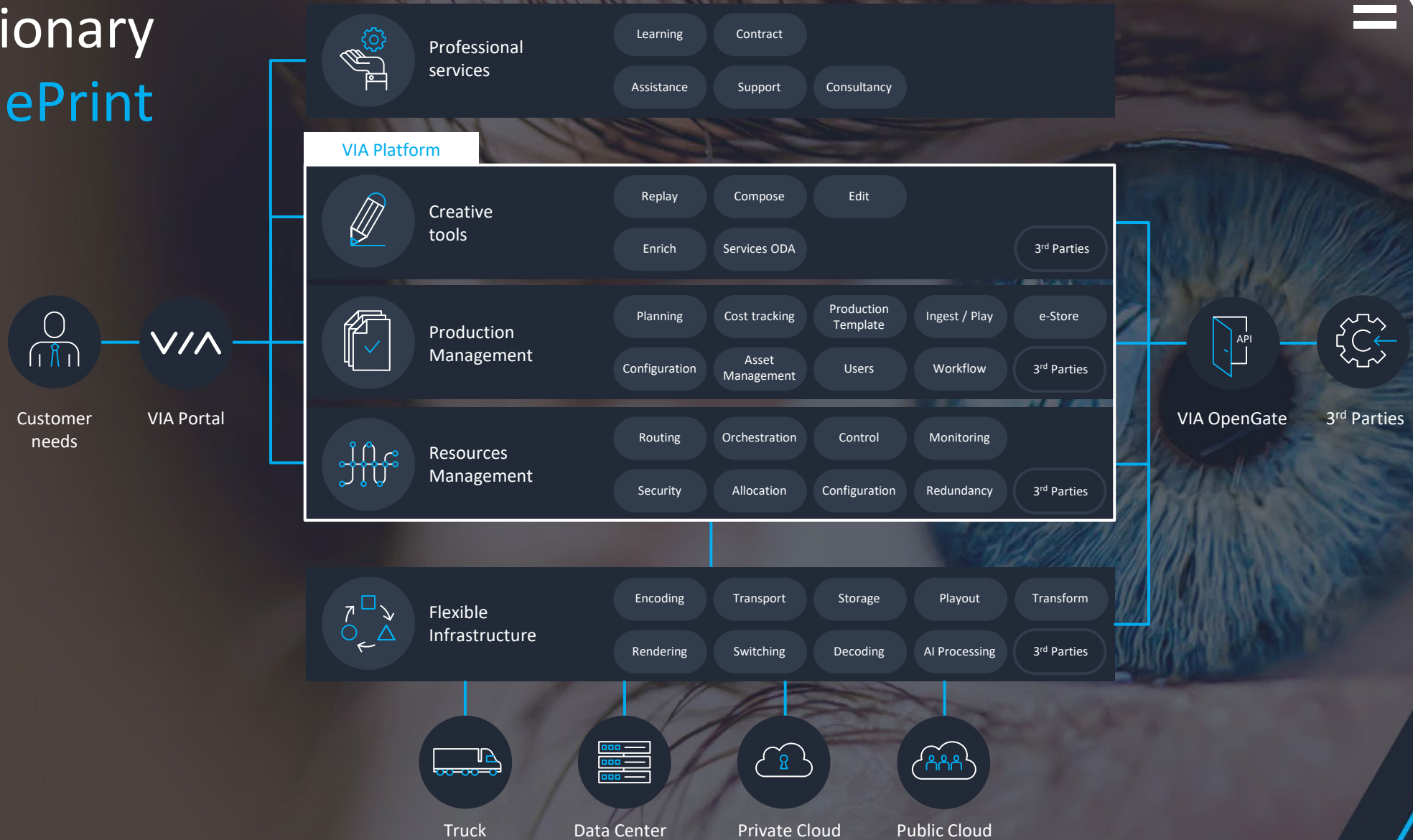


Visionary BluePrint

Build an **ecosystem** where all live stories are created,
managed and distributed

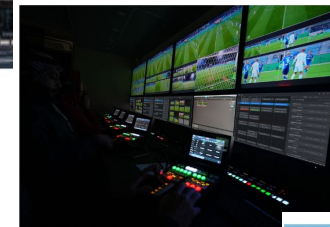
→ evs.com

Visionary BluePrint



Acquisitions: Media Infrastructure growing success

Building confidence



EVS NEWS

Alamiya presents new OB van equipped with EVS LiveCaption & MediaInfra solutions for UHD-4K productions



EVS NEWS

Photron deploys Neuron Compress to facilitate IP processing for leading Japanese broadcast network

16 December 2021

EVS Acquires MOG Technologies



Company

- Founded in 2002, in Porto
- 47 team members (mostly based in Portugal)
- Revenue 2023 < 4MEUR
- 8000 systems deployed worldwide (including well-known broadcasters in the industry)
- Expertise in video and media technology (leading role in MXF video file format)
- SW and cloud-based products focused on recording, transcoding, streaming and OTT white label platform, optimized for digital media beyond pure broadcast
- On-prem CAPEX and SaaS business model

Transaction

- Full acquisition: < 5MEUR (incl. earn-out)
- Closing scheduled early Q4 - pending on 3rd-party confirmations

Strategic Intent

- Strengthen **MediaCeption**® and **MediaHub**® solutions with new SW solution components, especially for digital and cloud components
- Leverage technical expertise to accelerate enhancements of VIA MAP®
- Increase product offering for EVS Channel Partners
- Potential to hire Portuguese R&D talent in the future

EVS Becomes Shareholder of TinkerList



Company

- Scale-up founded in 2014 by Erik Hauters and Vero Vanden Abeele
- Based in Leuven, Belgium
- 24 persons globally
- >1MEUR recurring revenue in 2023
- Mainly European presence (top references with high customer satisfaction)
- Deep understanding of media production workflows (from preparation to archive)
- Products aimed to ensure consistency between preparation and live production to leverage efficient and consistent media production automation workflows
- SaaS business model

Transaction

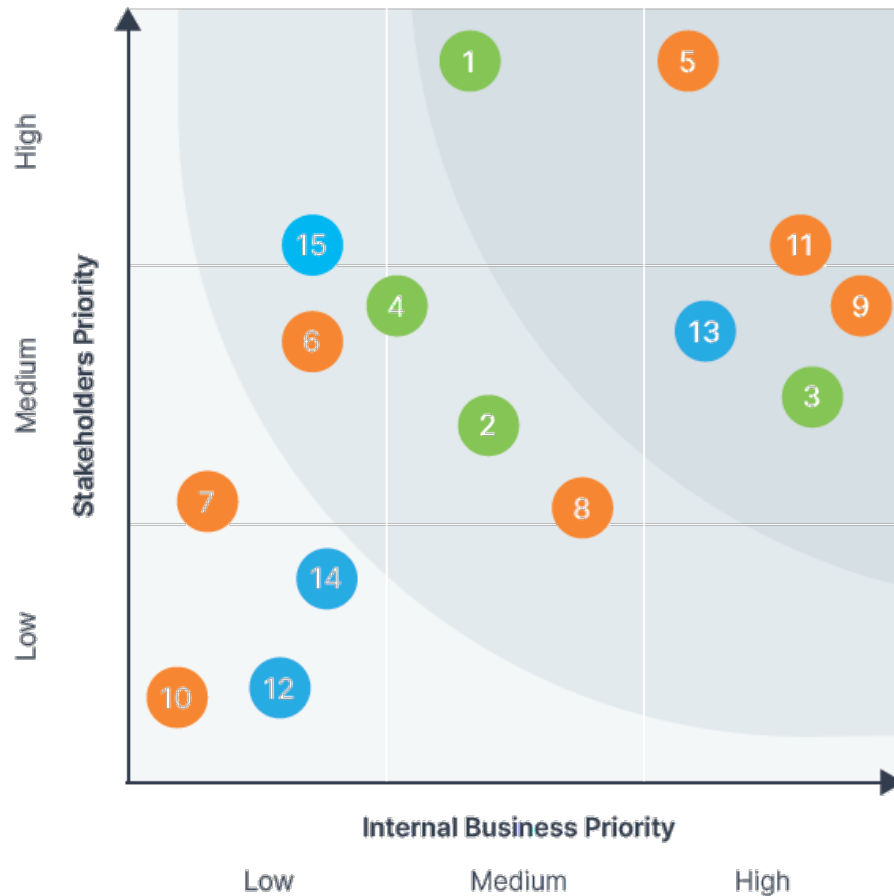
- Important minority stake by EVS for a total investment of less than 3MEUR (including a capital increase and a convertible loan)

Strategic Intent

- Support growth of TinkerList through EVS worldwide presence
- Embed TinkerList products as options inside EVS Flexible Control Room and **MediaCeption®** solutions
- Provide TinkerList with full autonomy to apply SaaS compliant go-to-market strategy for media production (beyond pure broadcast)



ESG Materiality matrix



ENVIRONMENT	
1	Energy requirements of EVS products & solutions
2	Recycled input materials used
3	Sustainable sourcing of materials
4	Climate changes and major incidents

SOCIAL	
5	Well-being of team members
6	Diversity & inclusion (workforce)
7	Local social contribution
8	Talent management
9	Attraction and retention of talents
10	Anti-discrimination
11	Customer experience

GOVERNANCE	
12	Suppliers ESG practices
13	Cyber-security
14	Local suppliers
15	Sustainable supply chain

High importance for external stakeholders and for EVS business

Medium importance for external stakeholders and for EVS business

Low importance for external stakeholders and for EVS business



Sustainable Value Creation

SILVER | Top 15%

ecovadis

Sustainability Rating

JAN 2024

13.5
Low risk



**ESG Risk
Rating**



Read our latest Sustainability report

This report describes why and how we address and implement sustainability at EVS Broadcast Equipment. The report is based on the GRI reporting framework.



→ evs.com

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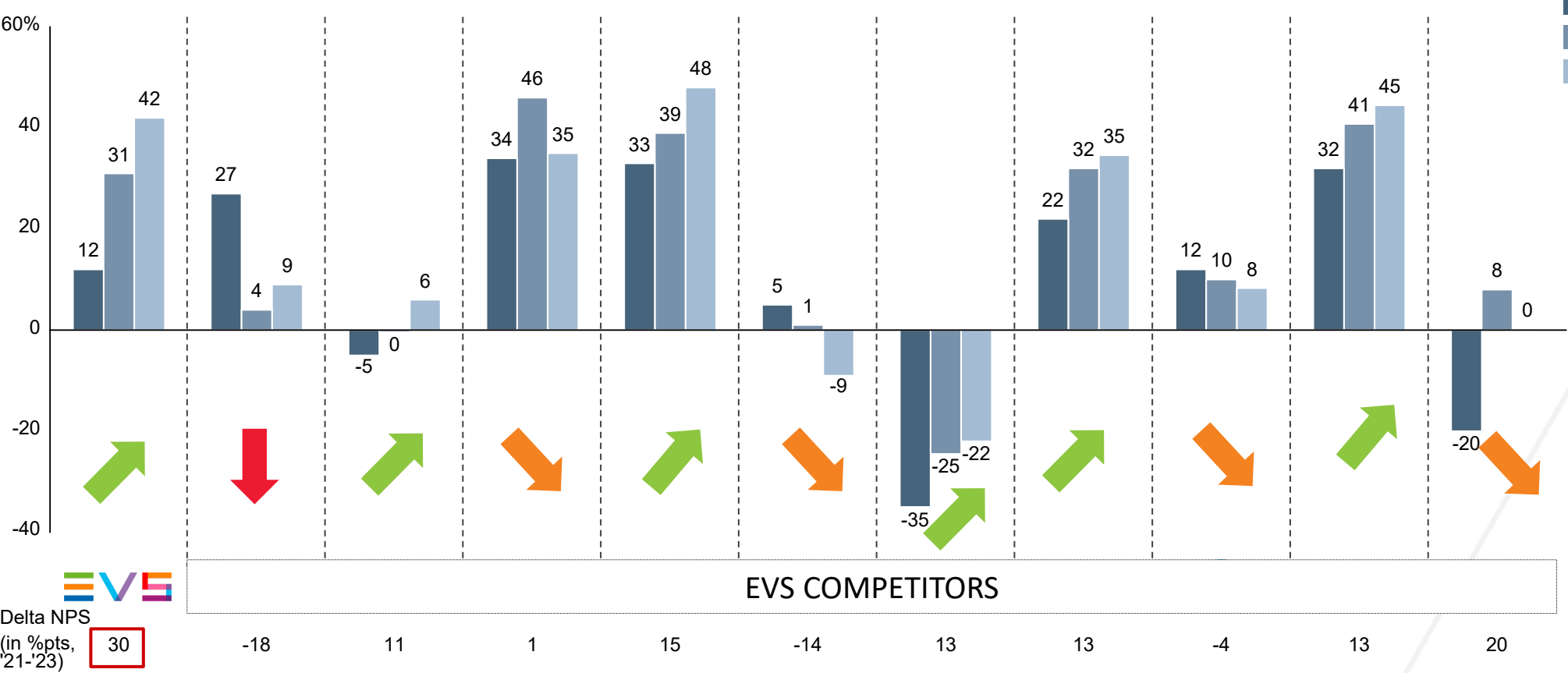
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EVS shows largest NPS growth over last 3 years



Net Promoter Score (NPS) by competitor ('21-'23)





We are a Top Employer!

We are proud to have renewed our Top Employer® Belgium certification for 2024, a recognition that acknowledges our commitment to creating an exceptional working environment for our team members. And it's just the beginning! We believe that to maintain a culture of excellence, it's essential to continuously challenge ourselves and strive for greatness as a team

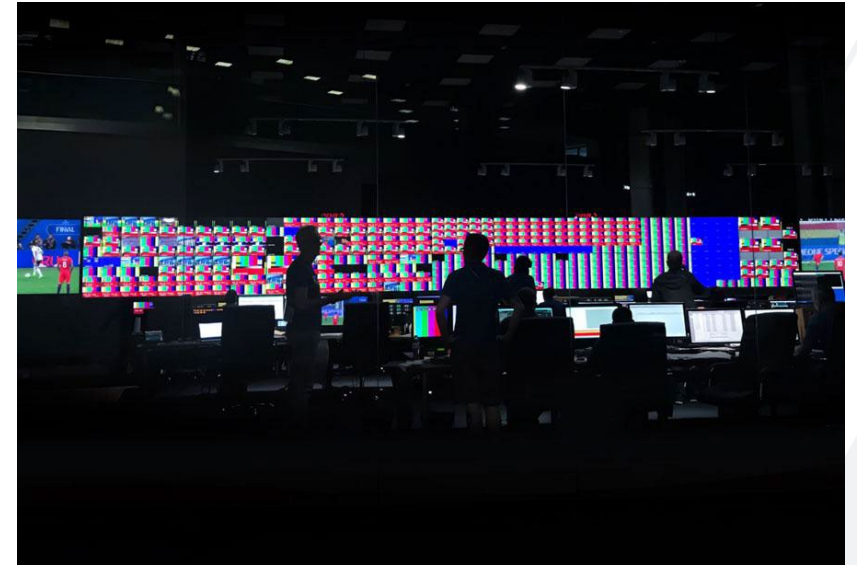


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BIG TECH Contract 2022



- “Big tech’s move into live sports has sparked a chain reaction in the broadcast industry, where broadcasters and live service providers are looking to expand their production capacity while investing in future-proof technology.” Serge Van Herck
- Big Tech contract 22 is
 - A 10 years 50MUSD+ agreement
 - With a major US-based broadcast and media production company (LSP)
 - Including CAPEX, a plan for further extensions and an SLA
- Which
 - confirms EVS position as a trusted technology partner
 - proves confidence in the capabilities of EVS to deliver the right solutions in the next decade
 - brings predictability for both parties



EVS historical revenue performance



EVS phase

Start-up

Scale-up

Hesitate

Focus on growth

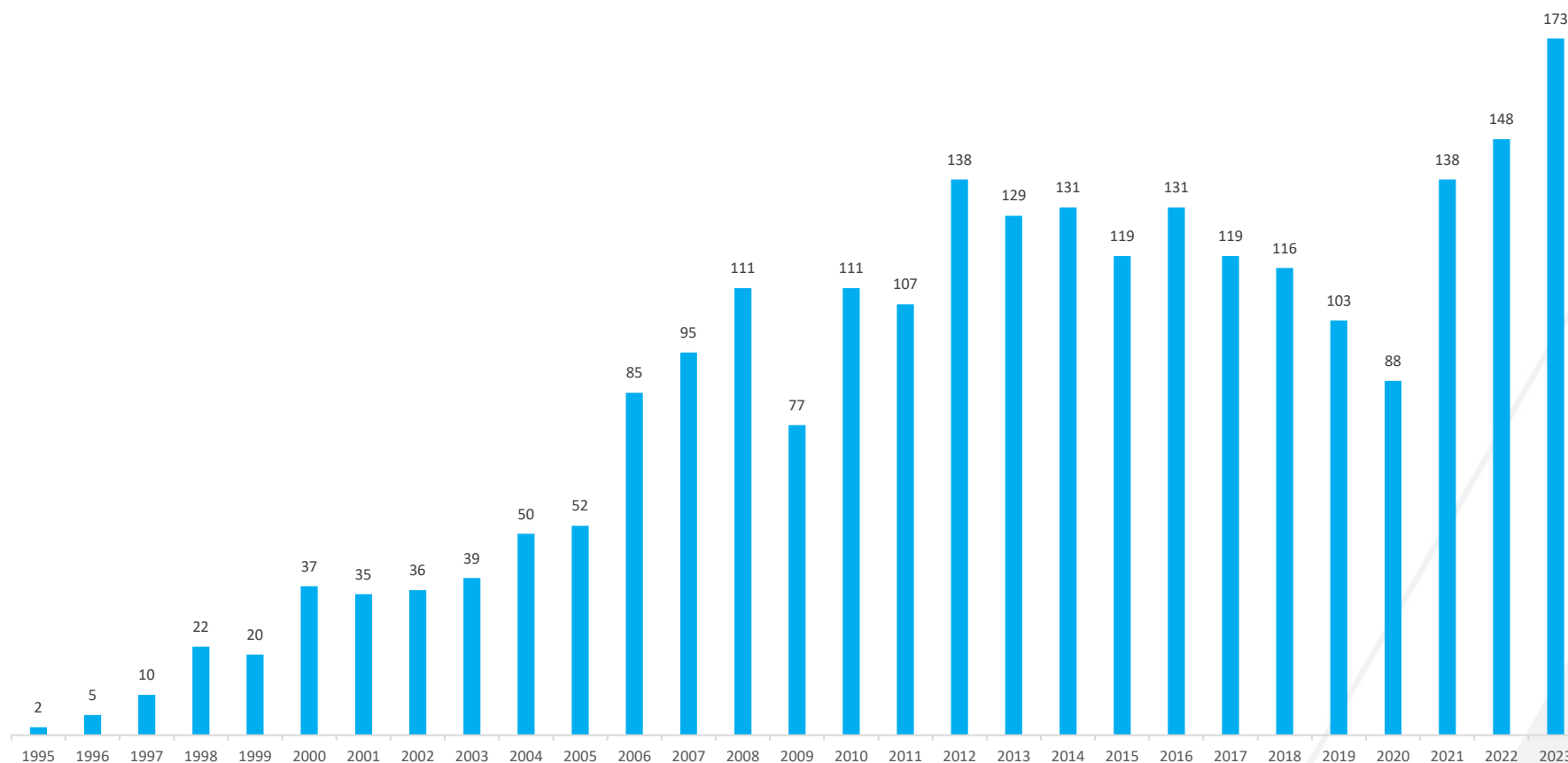
EVS scope

REPLAY

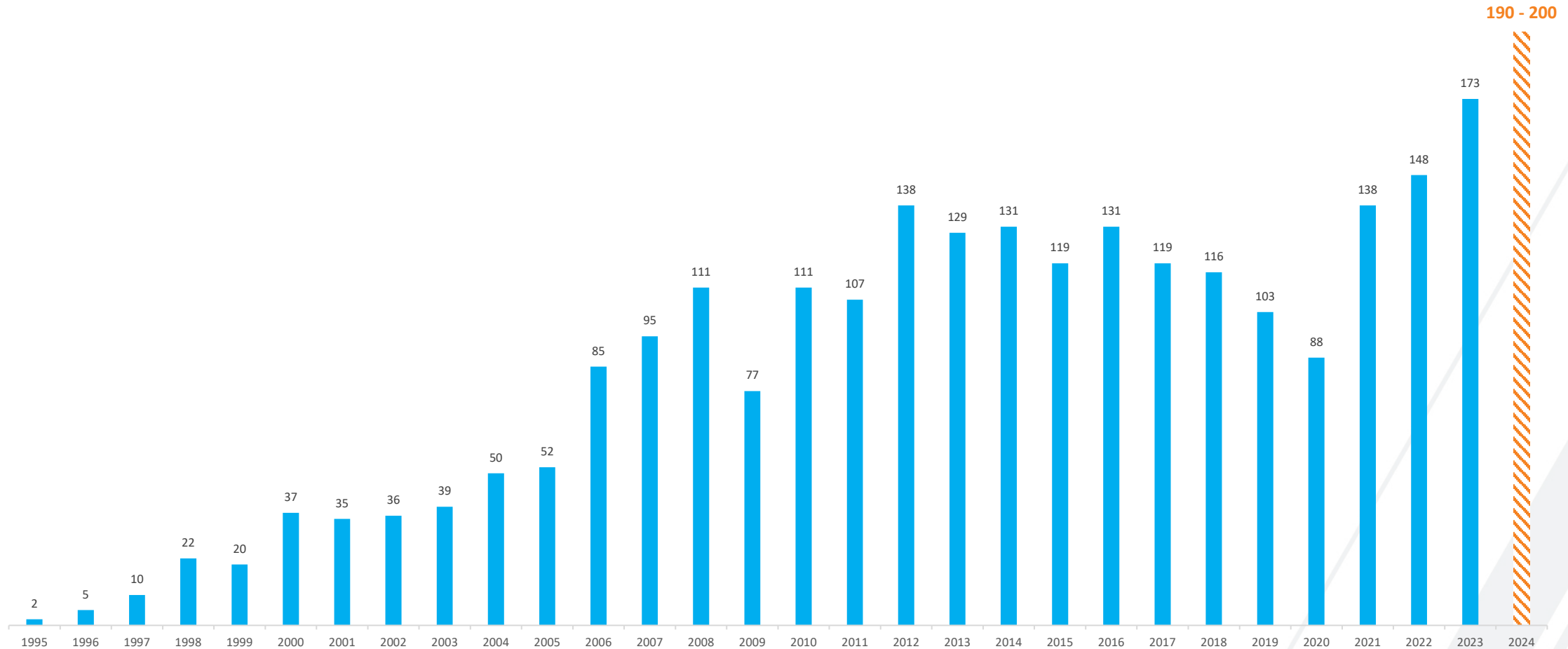
HD WORKFLOWS

ADOPTION
OF 4K & IP

PRODUCTION
OPTIMIZATION



2024 - revenue guidance announced to the financial market



The most dangerous poison is the feeling of achievement. The antidote is to every evening think what can be done better tomorrow.

Ingvar Kamprad, founder of IKEA



Questions & Answers





Thank you!

→ evs.com

in

f





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