



Creating a European Media Technology Champion

29. August 2023
Ordentliche Hauptversammlung

AVEMIO

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At a Glance – On the way to a Media Champion

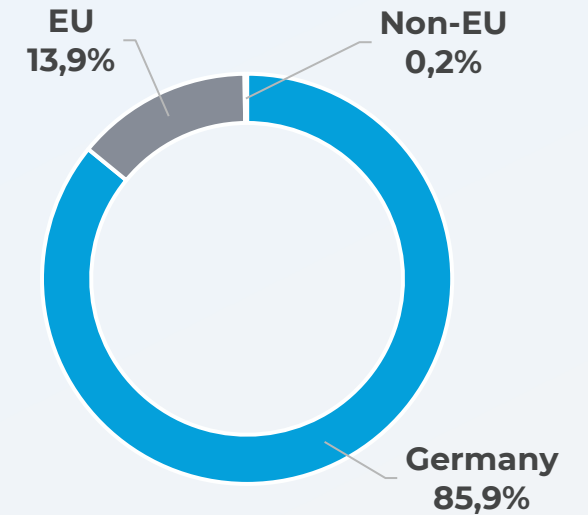
Key Facts

- ▶ The leading system supplier in the German-speaking market for film production, broadcast, professional audio and video solutions
- ▶ Group with 12 individual companies, around 200 qualified employees
- ▶ Organic and inorganic growth in recent years, today addresses more than 35,000 active customers with more than 20,000 products

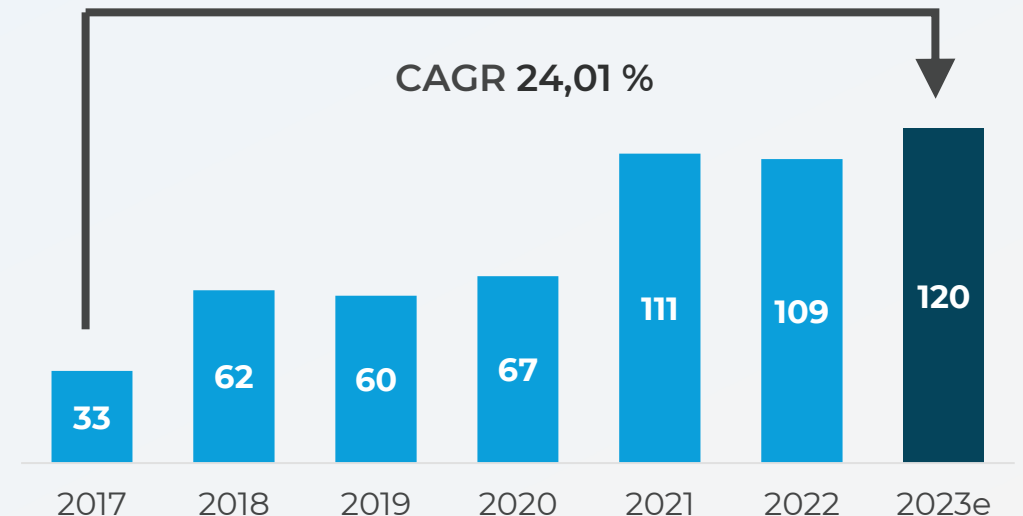
Key Figures FY22

Revenue
108.7 EURm
EBITDA
4.4 EURm
Net Profit
1.8 EURm

Sales Split



Revenue EURm





Management – Strong Track Record



Ralf P. Pfeffer, CEO
Strategy & Development



Norbert Gunkler, CFO
Finance & Controlling

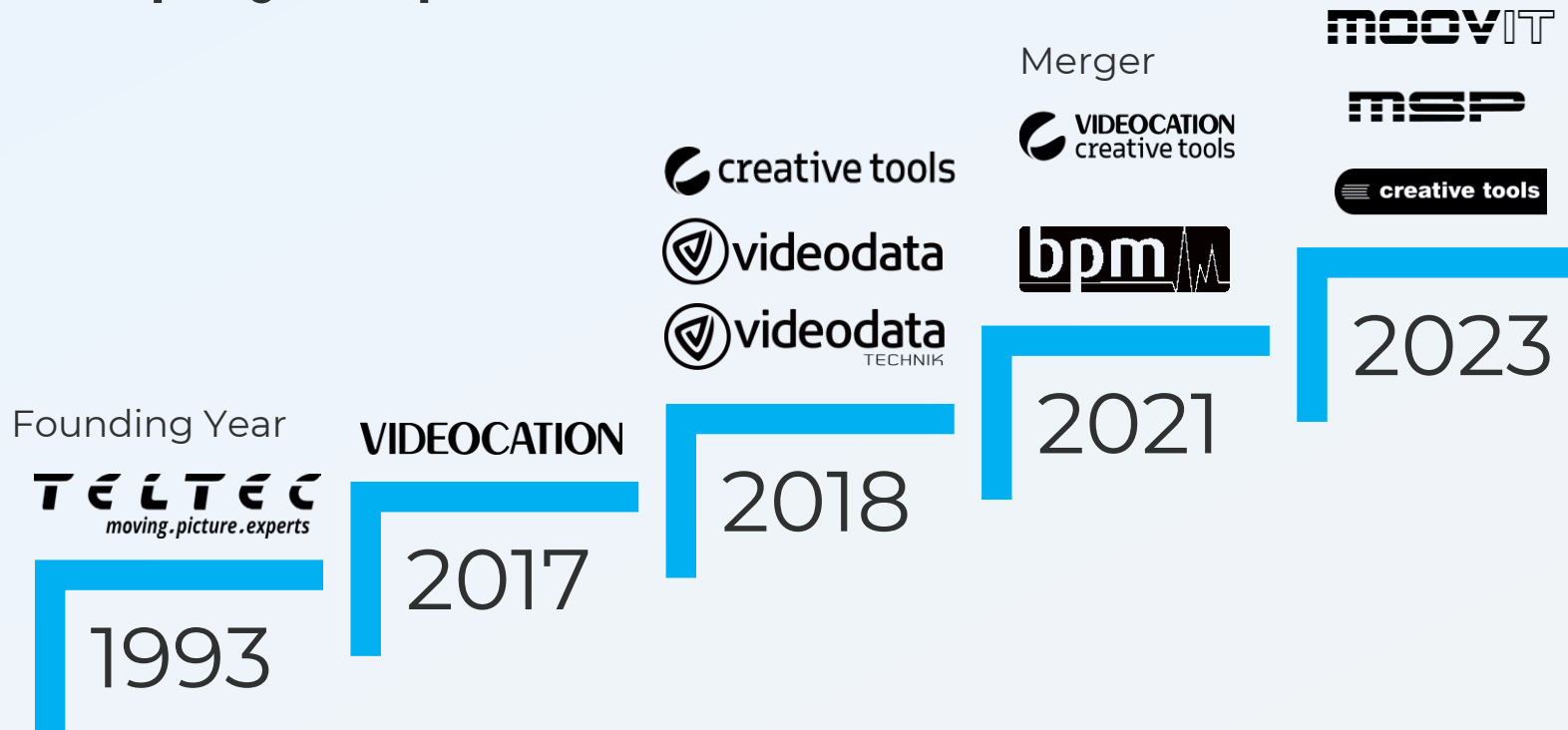


Steffen Schenk, COO
Operations

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Track Record

Step by Step



Our Jet fuel for growth

- ▶ Precise response to customer needs through a manufacturer-independent and broad product portfolio
- ▶ Utilization of economies of scale through positioning as the largest trading group for professional audio and video equipment in the German-speaking market
- ▶ Value added services:
 - Financing options
 - Various insurance services and best price guarantee

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Completing our
Value Proposition

Media Technology Corporation



E-Commerce
& Retail

TELTEC
moving-picture.experts



Software &
System Integration

MOOVIT
Broadcast IT Solutions

- ▶ Full-service provider of professional technology for film production, post-production, archiving and broadcasting
- ▶ A manufacturer-independent product range that now comprises over 20,000 products

- ▶ Consulting and software for workflow optimization in professional video production
- ▶ Services for expert advice on product selection as well as system integration, repair and maintenance services



Innovation Lab



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Retail

Products

More than
20,000



TELTEC
moving.picture.experts

All major
Brands

ARRI

dji

RØDE
MICROPHONES

ROSS

ZEISS

SENNHEISER

Blackmagicdesign

Canon

RED

SanDisk
PROFESSIONAL

FUJINON

Panasonic

SONY

(...)

Customers

Approx 35,000

Broadcast
Film Production
Corporate
Amateur and Influencer

ZDF HD

RTL

UEFA

GRENKE

NETFLIX

RIOT GAMES

SWR

NDR

(...)

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Software and System Integration



Products & Service



Systemintegration



Hardware Equipment



IT Support



Customized
Software Solutions



Standard
Software Development

Brands



Lenovo



Synology®



Quantum®

Hardware (Workstations & Storage)



Video Editing Software



VULCANO



MoovIT Software

(...)

Customers

Broadcast

Post Production

Industry



B/S/H/



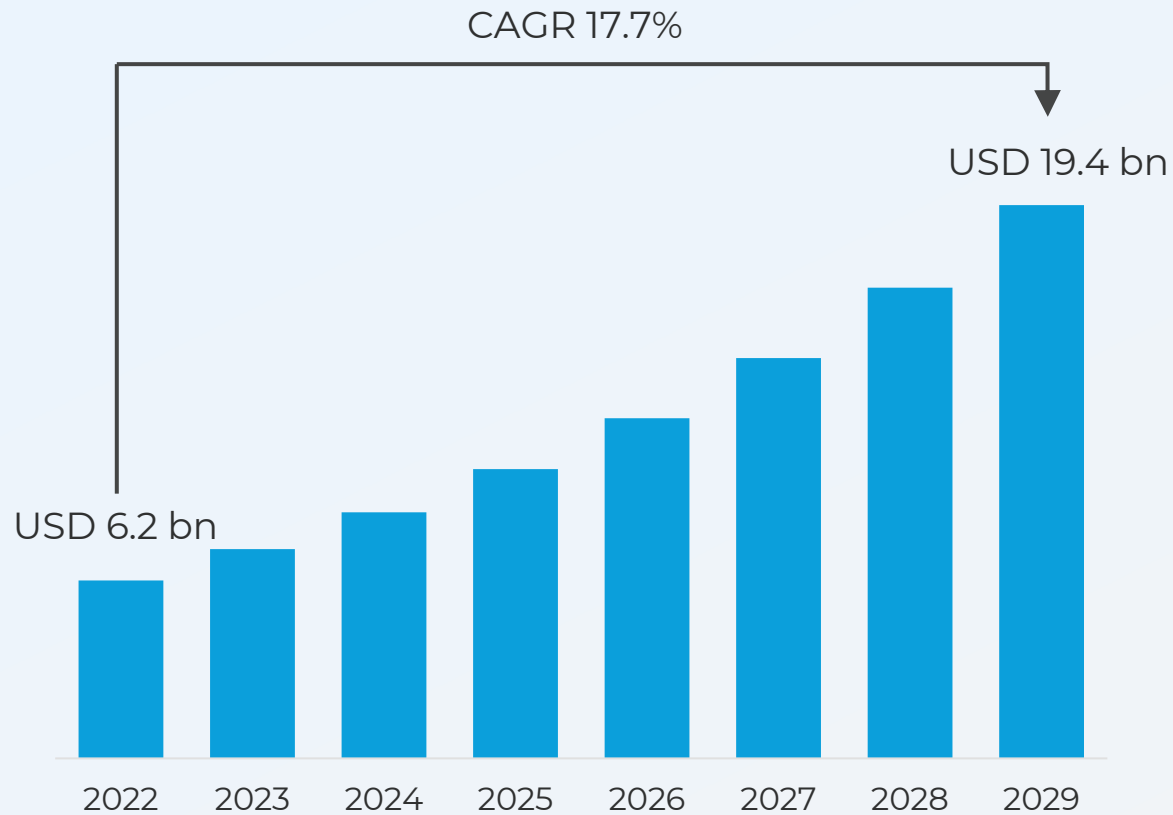
KONICA MINOLTA

(...)



In the Middle of the Growth Market

Global Broadcast Equipment Market



Source: Fortunebusinessinsights

Market Setting

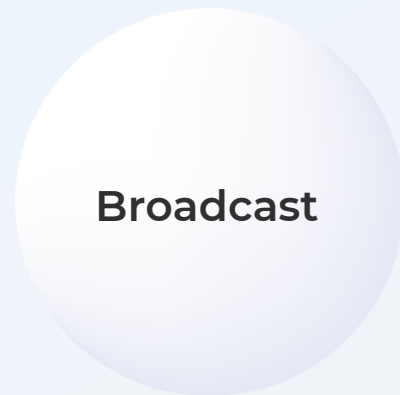
- ▶ Characterized by a large number of participants
→ correspondingly competitive
- ▶ Highly fragmented international market
enables organic and inorganic growth
opportunities
→ Can be value-adding in conjunction with visible
economies of scale
- ▶ Consolidation and merging of many niche
markets into one large moving picture market



Market Development

“The global broadcast equipment market is projected to grow from \$6.24 billion in 2022 to \$19.40 billion by 2029, at a CAGR of 17.6% in the forecast period”

<https://www.fortunebusinessinsights.com/broadcast-equipment-market-107019>



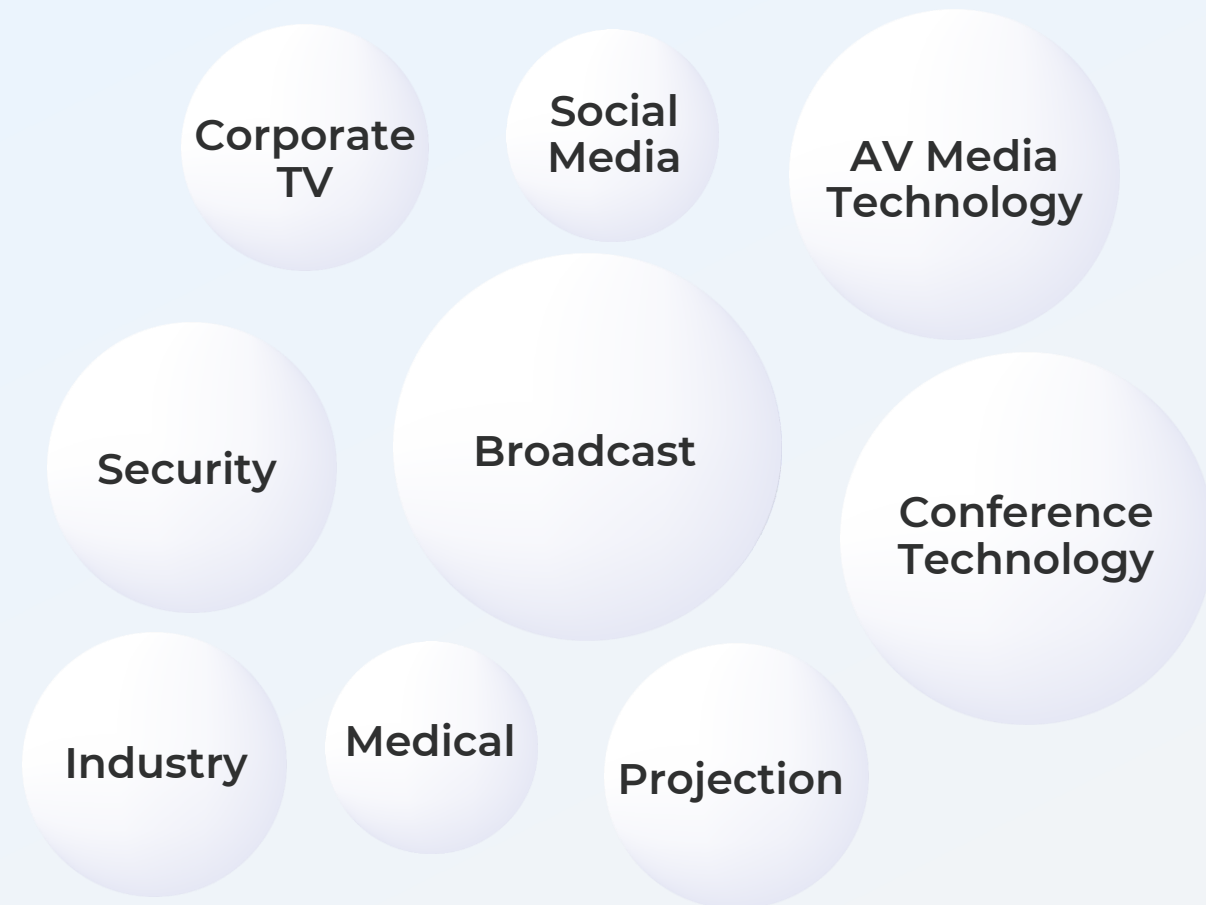
Solutions...

- ▶ ... for content distribution: Storage, streaming, broadcasting, archiving
- ▶ ... to monetize video content: Micropayments, clip reselling
- ▶ ... for production: AI- & cloud-based processing services



Market Development

New Businesses coming up as growth potentials for Avemio's current business.



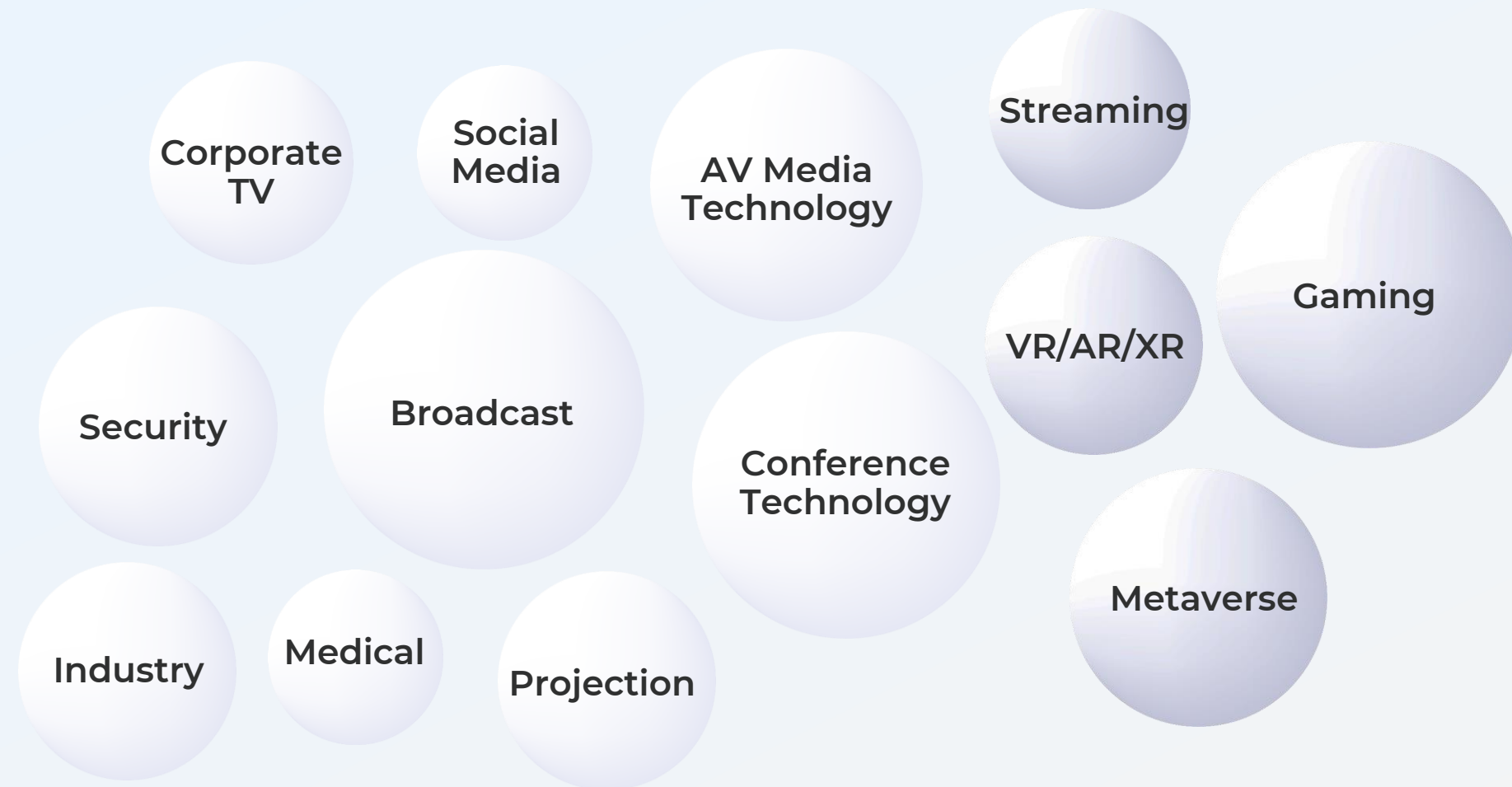
Solutions...

- ▶ ... for content distribution: Storage, streaming, broadcasting, archiving
- ▶ ... to monetize video content: Micropayments, clip reselling
- ▶ ... for production: AI- & cloud-based processing services

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Market Development

Many niche markets emerge around this one big technology topic.



Solutions...

- ▶ ... for content distribution: Storage, streaming, broadcasting, archiving
- ▶ ... to monetize video content: Micropayments, clip reselling
- ▶ ... for production: AI- & cloud-based processing services

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Market Development

- The global metaverse gaming market is valued at US\$ 51 billion in 2023.
- Global demand for metaverse gaming is projected to surge at a CAGR of 38.2% from 2023 to 2033.
- The market for metaverse gaming is anticipated to reach US\$ 1,300 billion by 2033.



Solutions...

- ▶ ... for content distribution: Storage, streaming, broadcasting, archiving
- ▶ ... to monetize video content: Micropayments, clip reselling
- ▶ ... for production: AI- & cloud-based processing services

Consolidation and merging
of many niche markets into
one large moving picture
market.

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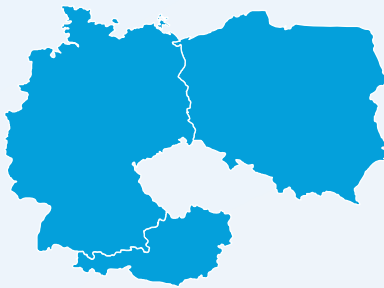
**Moving
Picture
Market**



Mission | Vision

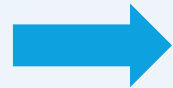
Mission

Internationalization
of business model



Now

Sales: >100.0 EURm
Customers: 30.000



Vision

European Market Leader and
globally operating media
technology group



Goal

Sales: >1.0 EURbn
Customers: 300.000



Grow | Innovations

Growth

Organic

- ▶ Organic growth of Teltec's trading business
- ▶ Historic growth
CAGR 2017-2022: 26,99%
- ▶ Extremely low external advertising costs of less than 0.5% of turnover

Buy-and-Build

- ▶ M&A to support the internationalization of business activities
- ▶ Buy & Build Strategy for national /international
- ▶ Pursues the goal of realizing clear competitive advantages in product range, services and purchasing conditions through economies of scale



Profitability

Post digital products

- ▶ Expansion of group value chain with digital & cloud-based Services for video production & distribution
- ▶ Developing new own brands to improve margins
- ▶ Developing new revenue drivers

currently: 20%

**Avemio:
gross margin**

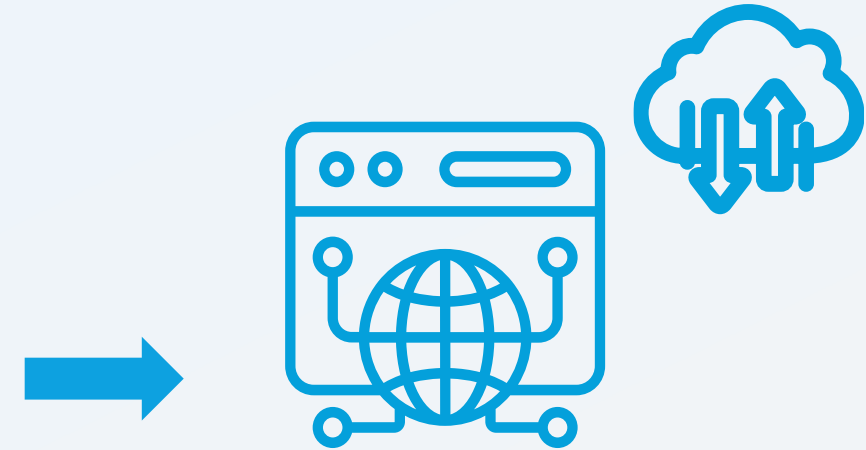
target: 30%
(→ increase through software products)


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Expansion of Group Value Chain



Acquisition of **MOOVIT** Broadcast IT Solutions



- 
- ▶ Added value services in post digital production with growth opportunities, new customer potential and high profitability
 - ▶ Increasing revenue share of MoovIT's faster-growing and more profitable IT business
 - Increase long-term EBIT margin to 11.0% (currently: 3.0%)

Tapping into attractive growth market as starting point to become international media technology group

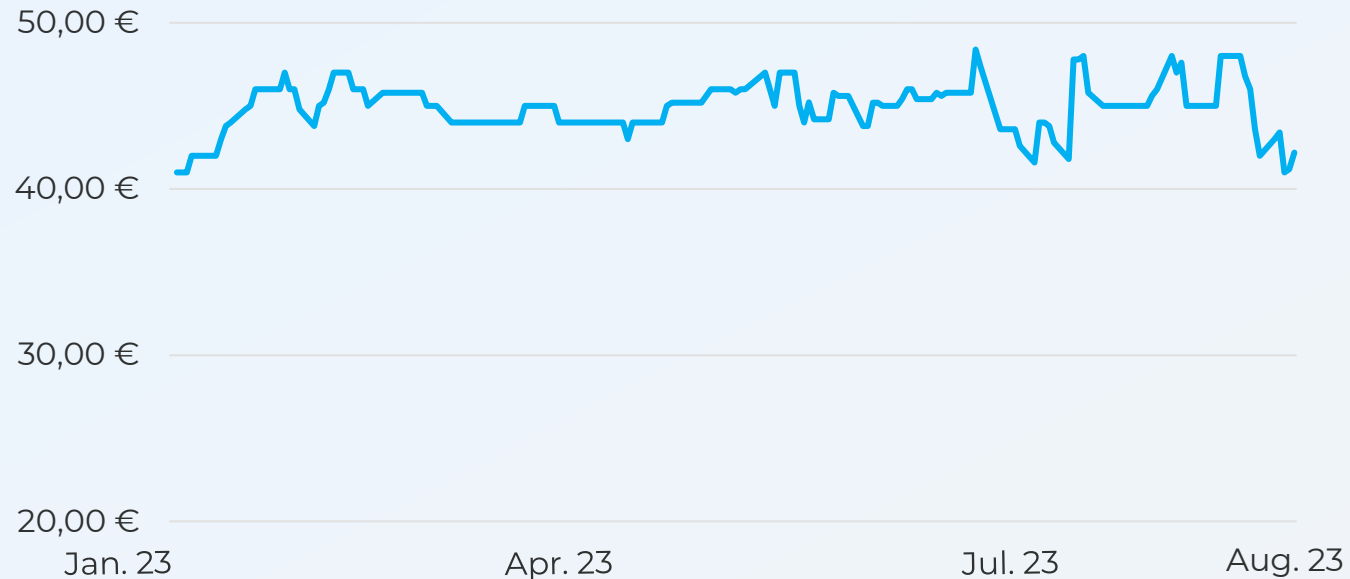


Path to Value Creation

- 1_ **Market leader** in the German-speaking market for professional audio and video equipment with constant growth
- 2_ **Great opportunities** through development from a niche market to a holistic market
- 3_ **Broadest product portfolio** as a key competitive advantage
- 4_ **High economies of scale** driven by purchase volume
- 5_ **Negotiation power** against hardware manufacturer
- 6_ **Strong stationary and online platform** through value-added-reselling
- 7_ **Proven M&A track record**: 5 acquisitions (including all German competitors) successfully executed and integrated since 2017



Share Price Development

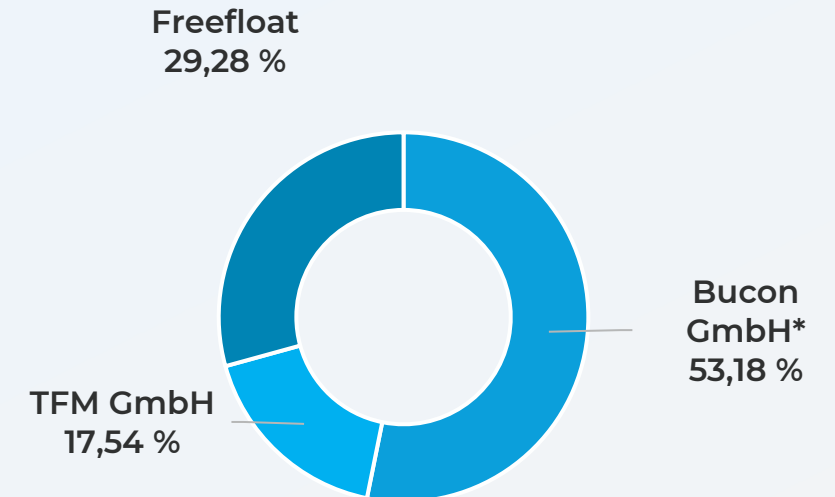


Share information

Avemio AG Bearer Shares o.N.
ISIN: DE000A2LQ1P6
WKN: A2LQ1P

Market Segment: Freiverkehr
Trading Place: Dusseldorf
Market Capitalization: 157,2 Mio. EUR

Breakdown of Shares - Total

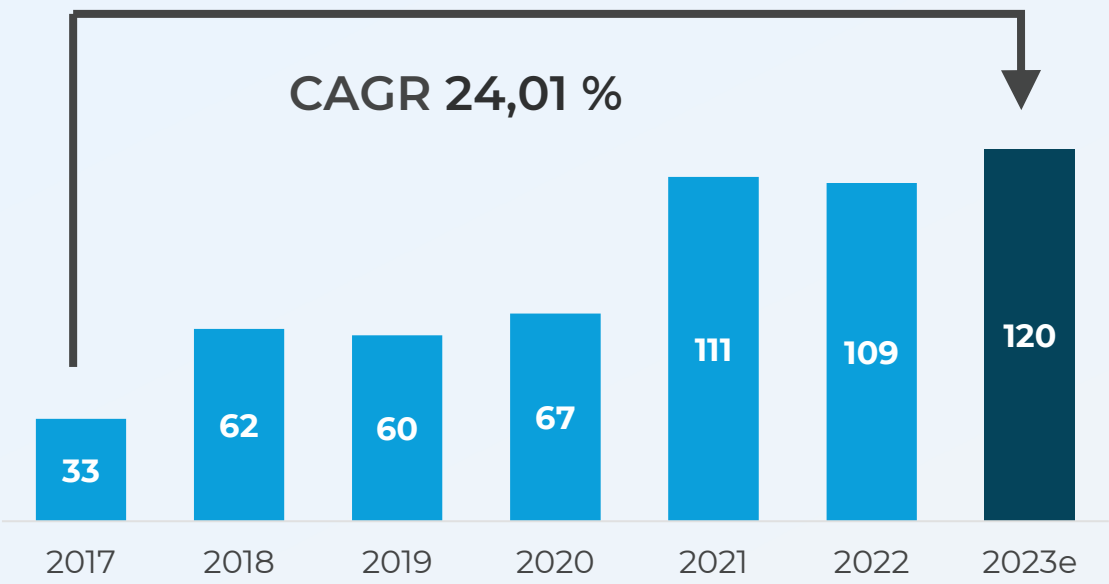


*CEO Ralf P. Pfeffer holds 50% of BuCon GmbH

Shareholder	Shares %	Shares
BuCon GmbH*	53,18 %	2.038.115
TFM GmbH	17,54 %	672.035
Freefloat under 5 %	29,28 %	1.122.000
		3.832.150

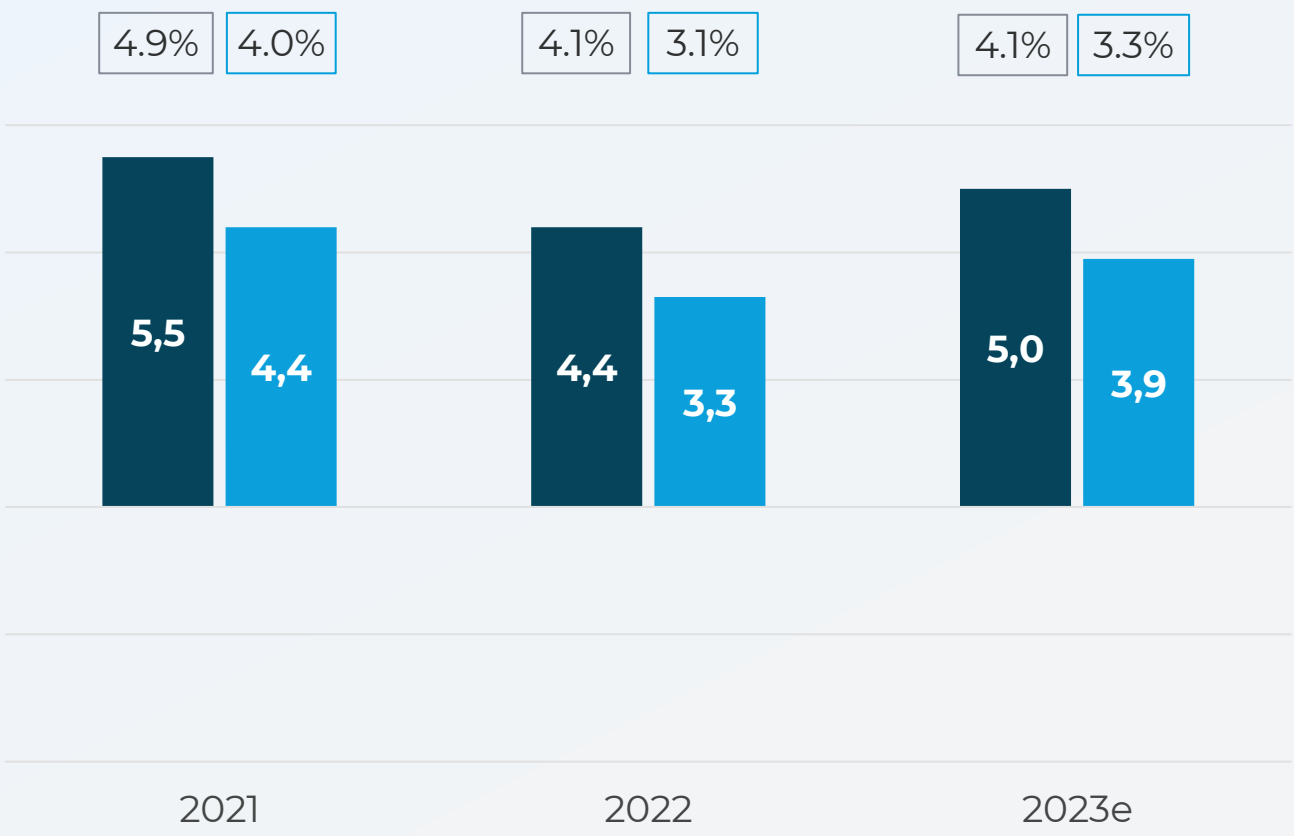
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Sales development



Sales EURm

In EURm



■ EBITDA ■ EBIT □ EBITDA-Marge □ EBIT-Marge



Key Financial Figures

Avemio AG Consolidated Figures

in EURm	2020	2021	2022	2023e
Revenues	66,8	111,2	108,7	120,0
Gross Margin*	10,1	19,8	19,8	21,6
Gross Margin Ratio	15,1%	17,8%	18,2%	18,0%
EBIT	1,4	4,4	3,3	3,9
EBITDA	2,2	5,5	4,4	5,0
EBITDA Ratio	3,3%	4,9%	4,0%	4,2%

*Revenues – Material Input



Key Financial Figures

Avemio AG Consolidated Figures

in EURm	2020	2021	2022
Equity	7,8	13,3	15,5
Cash	4,5	5,5	12,0
Net Cash/Debt*	1,8	3,2	0,3
Working Capital	7,7	10,2	12,4
Free Cash Flow**	2,8	1,0	6,5

*Cash – Bank Liabilities

**Change in Liquid Funds