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Meet the world
with video communication as it should be

Brief company presentation

March 2022



Pexip is a global technology company

535+ Employees in 35 countries

4,400 Enterprise and public sector customers

300+ Channel partners

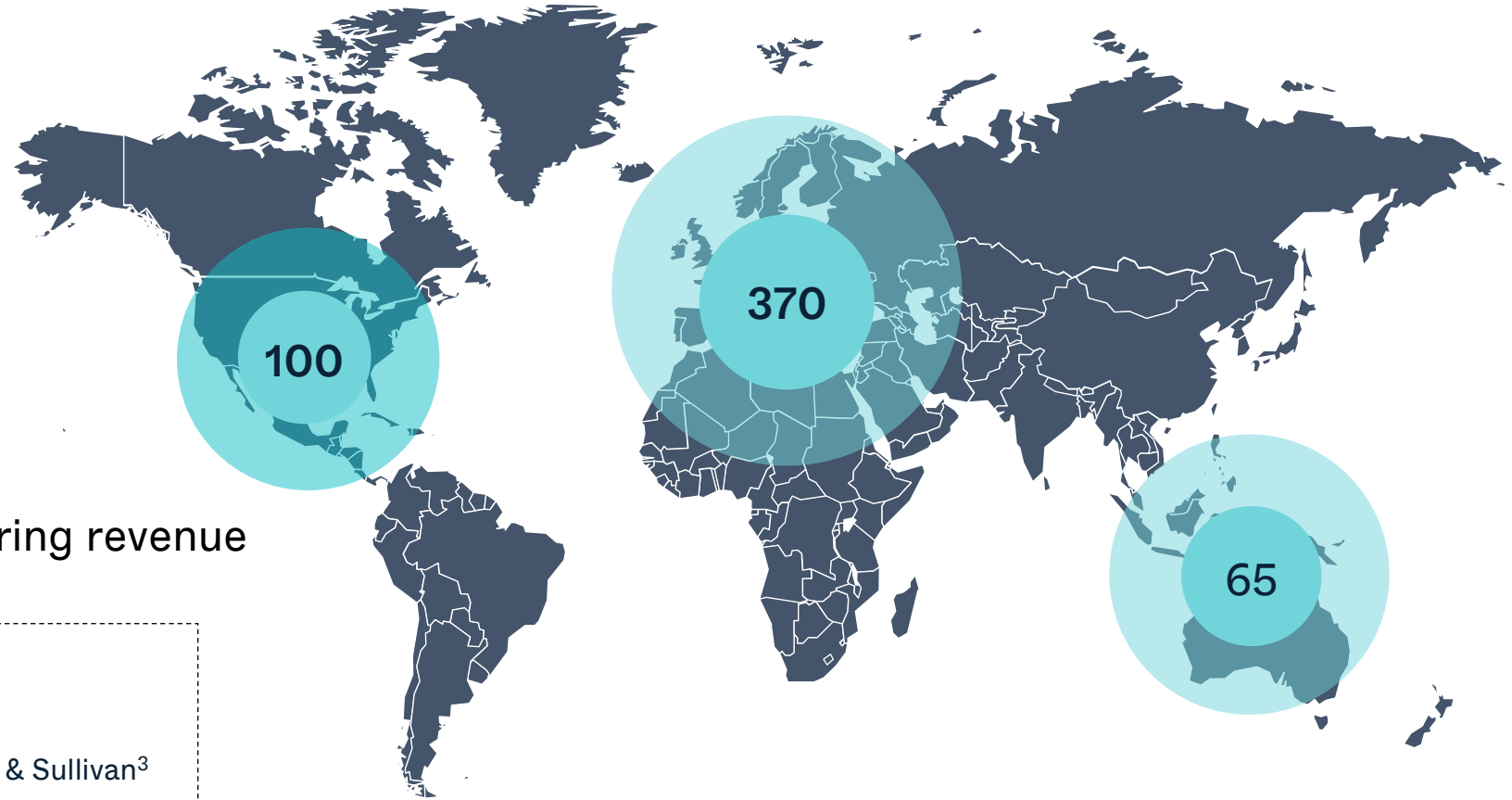
101% Net revenue retention rate

2021 \$106,400,000 annual recurring revenue

Challenger in Gartner Magic Quadrant¹

Ranked #1 in Wainhouse user survey²

Entrepreneurial company of the year by Frost & Sullivan³

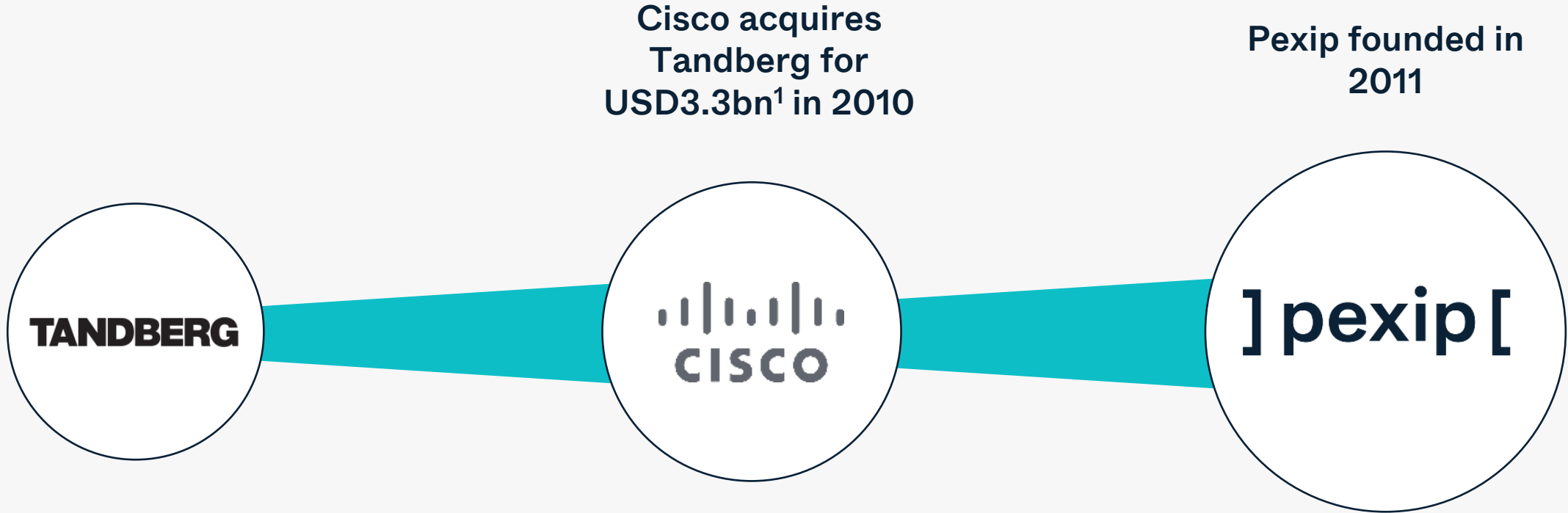


1) Gartner Quadrant for Meeting Solutions 2020, by Mike Fasciani, Tom Eagle, Adam Preset, Brian Dohert

2) Wainhouse Research; Brand Perception Ratings Overview – Video Meeting Solutions, 1 February 2019. NPS, collected from 2,002 users

3) Frost & Sullivan Entrepreneurial Company of the Year Award 2020, the Global Video Conferencing Industry, Author: Robert Arnold, Principal Analyst and Program Manager

Pexip represents the Norwegian video communication heritage

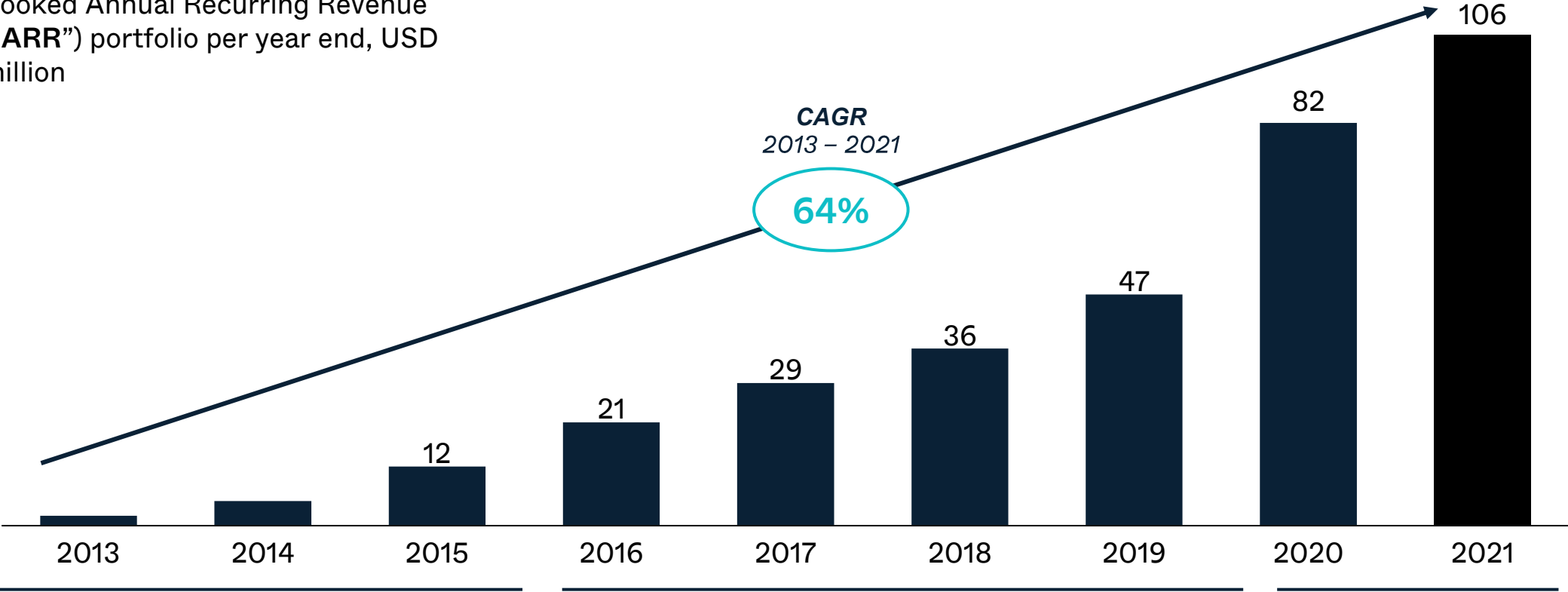


Pexip represents knowledge, talent and culture built up over 30 years

1) At the time of acquisition

Pexip has successfully solved the complex video needs of large organizations since its inception

Booked Annual Recurring Revenue (“ARR”) portfolio per year end, USD million



Total funding ~25 MUSD 2012-2015

Cash-flow positive and profitable growth 2016-2020

Raised 120 MUSD to accelerate

Unique technology drives our success in three core market



Video infrastructure

including interoperability to Microsoft Teams and Google Meet



MUSD 63 in ARR
+40% y-o-y



Critical video meetings

for secure environments

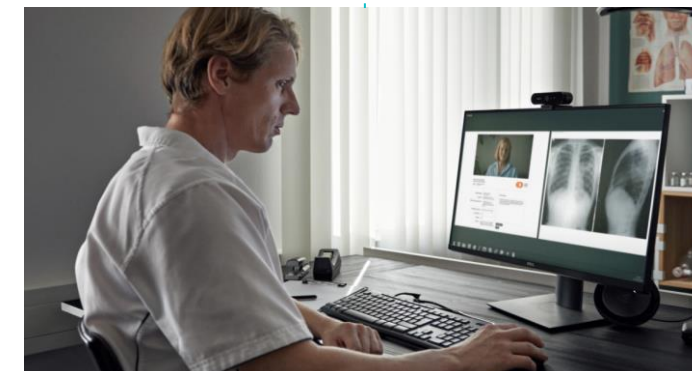


MUSD 11 in ARR
+109% y-o-y



Video enablement

for healthcare, judiciary, government, retail and finance



MUSD 19 in ARR
+42% y-o-y

Connecting more video endpoints and video platforms than anyone else

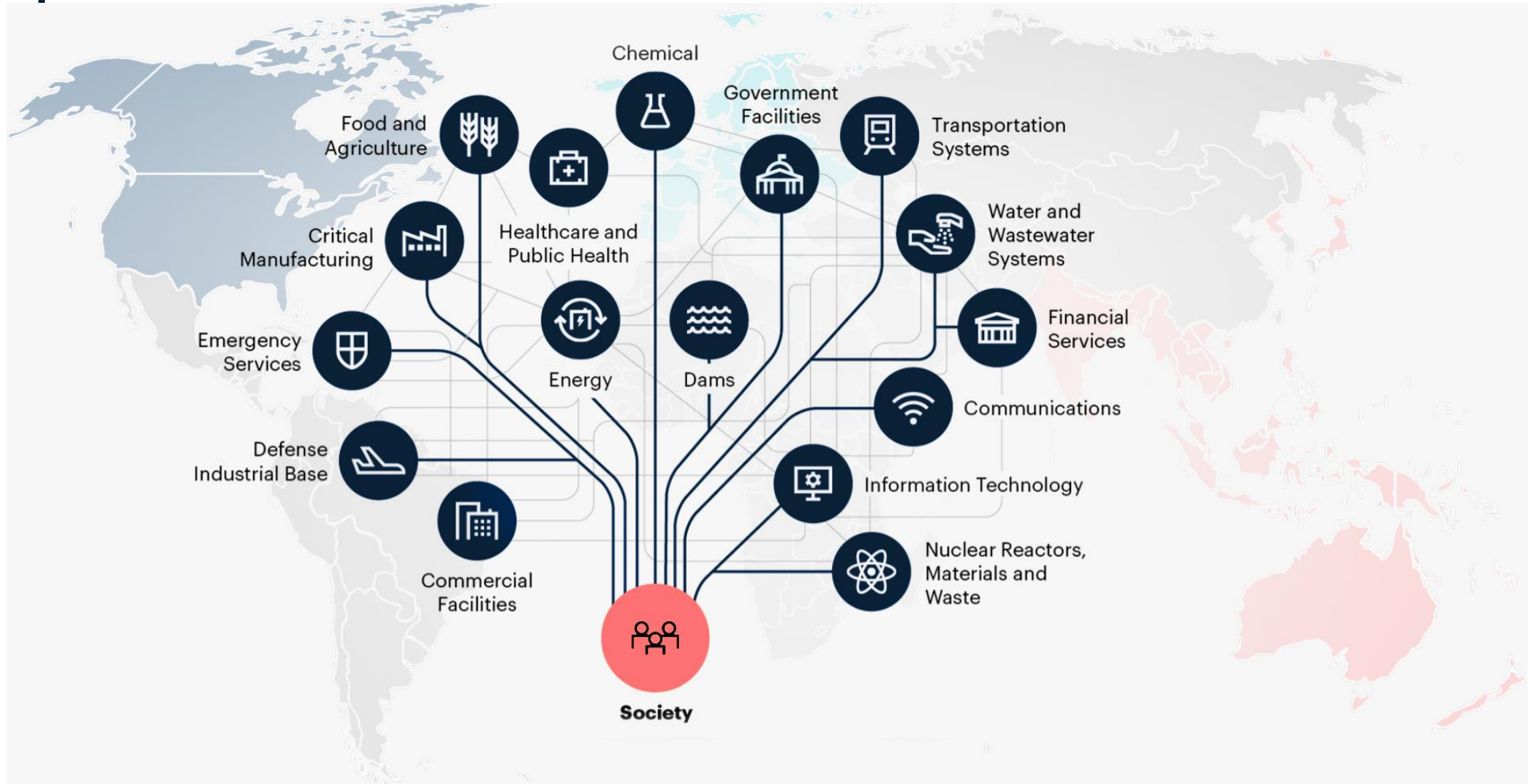


Delivering frictionless connectivity

- Allowing otherwise incompatible platforms to connect
- Enhancing and simplifying the end-user experience



Addressing the need for a resilient and super-secure platform



Pexip delivers business innovation through video

Virtual Hearings

Online Public services



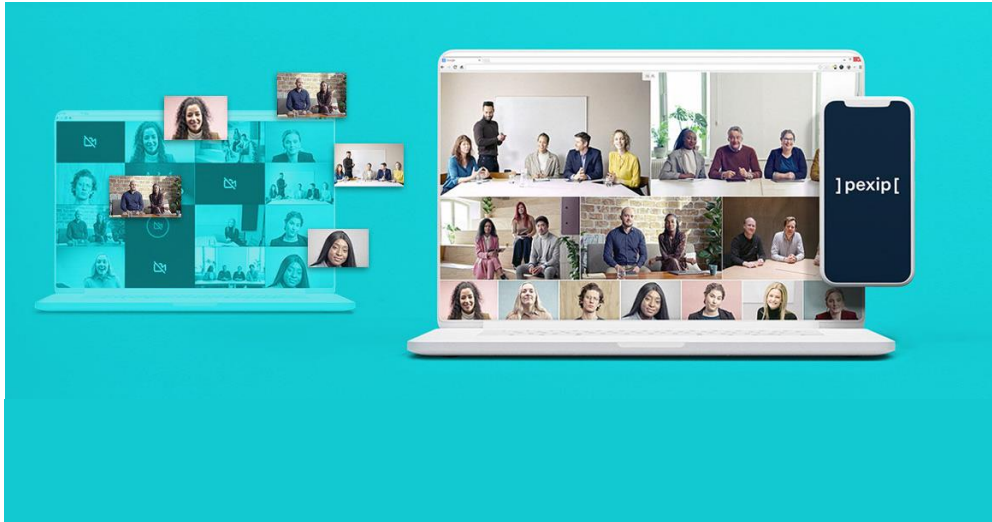
Online retail

Telehealth

Web banking

Pexip's differentiated customer offering is underpinned by unique technology

Patented transcoding architecture



- Unique interoperability & no download experience
- AI using cloud compute
- More environmentally sustainable

Run on any compute platform

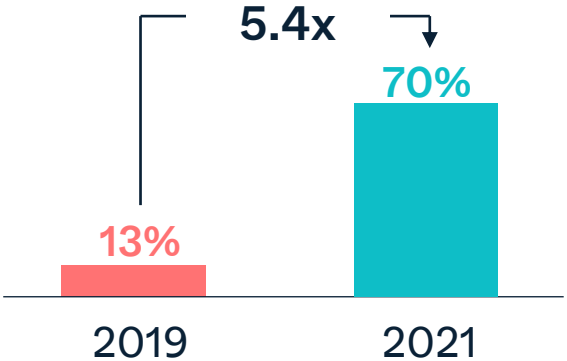


- Total data privacy and control
- Full customization capabilities
- Unique position in sovereign video services

Mass-adoption of video will transform our offices and our economy

End-user adoption in video has exploded, still to impact “old world”

End-user video adoption in the western world during Covid-19



Offices still need to adjust to a hybrid world



Mass-adoption of video will transform our offices and our economy



Transformation of offices in order to enable organizations to retain the best of remote and in-person work through enabling meeting spaces with video



A new video economy as organizations leverage video to deliver personalized services and human interaction in a more flexible, sustainable and efficient way, benefiting from mass video adoption



Enhanced security requirements as critical processes increasingly depend on video, increasing requirements and regulation

Pexip continues to win the trust of new large enterprises and public organizations

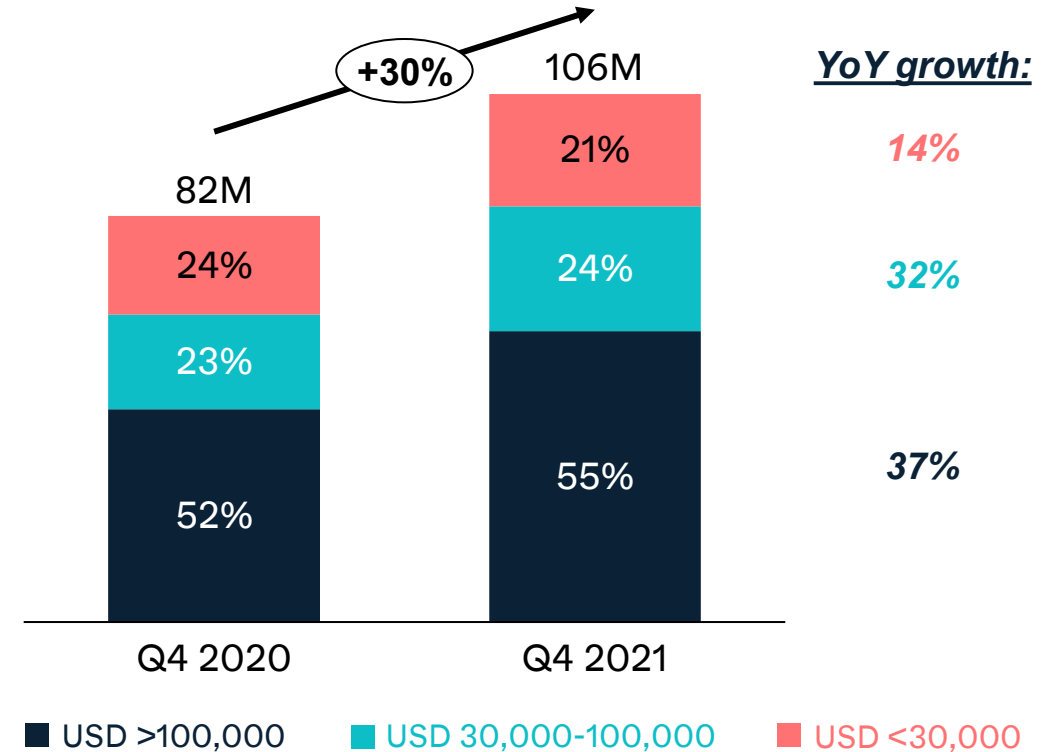
Selected by a range of large organizations

Selected customer wins in 2021



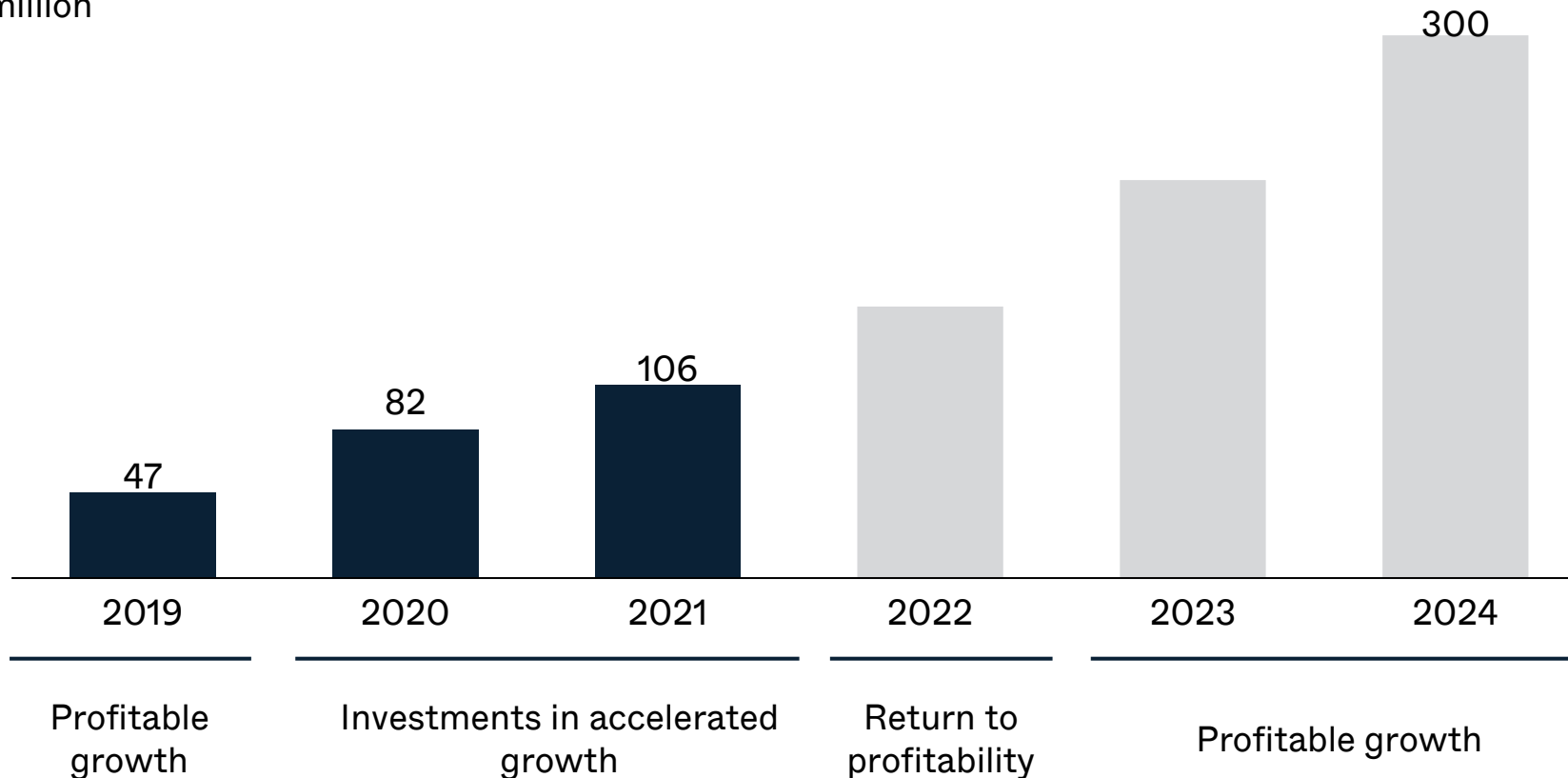
Large organizations driving growth

Share of ARR by account size in ARR, USD



Approaching the next phase of investment plan

Booked Annual Recurring Revenue (“ARR”) portfolio per year end, USD million

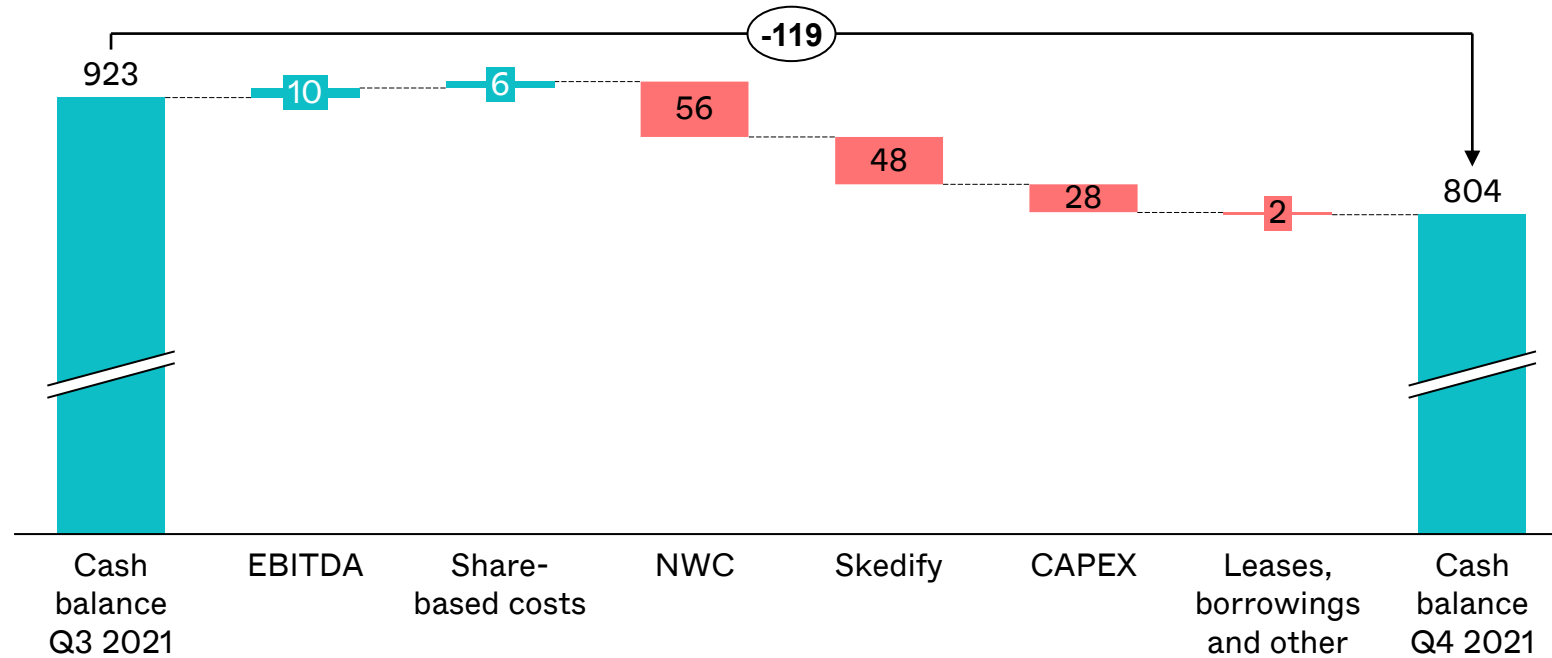


- In 2022 ARR growth and normalized investment level will improve profitability
- Return to profitable growth during 2023
- On track to reach USD 300 million in 2024

Cash flow bridge

Cash flow bridge Q4 2021

NOKm



Comments

- Negative net working capital development main contributor to negative cash flow
 - Trade receivables increased NOK 78 million due normal seasonality due to high Q4 invoicing
- Acquisition of Skedify including debt repayments as part of the transaction contributed negative NOK 48 million for Q4 2021
- Pexip has a solid cash position to fund the acceleration plan, including the announced repurchase of shares to cover future share option obligations

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Q&A

