



Meet the world
with video communication as it should be

Investor meeting

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18 March 2021





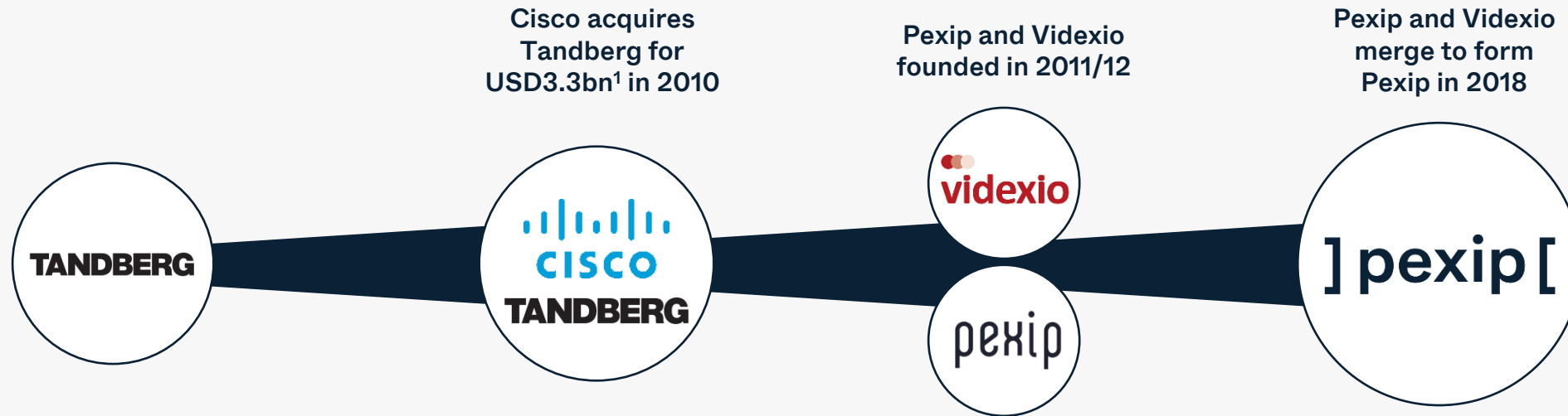
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Video communications as it should be



- ✓ A better way to meet with business-quality audio/video
- ✓ Securely join from anywhere across multiple technologies
- ✓ Customize the platform to meet the unique needs for the organization
- ✓ Full control of data privacy and sovereignty, and compliance with data security standards

Pexip represents the Norwegian video communication heritage



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

1) At the time of acquisition

Large organizations choose Pexip for three main use cases

High-quality video **meetings** with focus on privacy and security



Vertical market applications and integrations

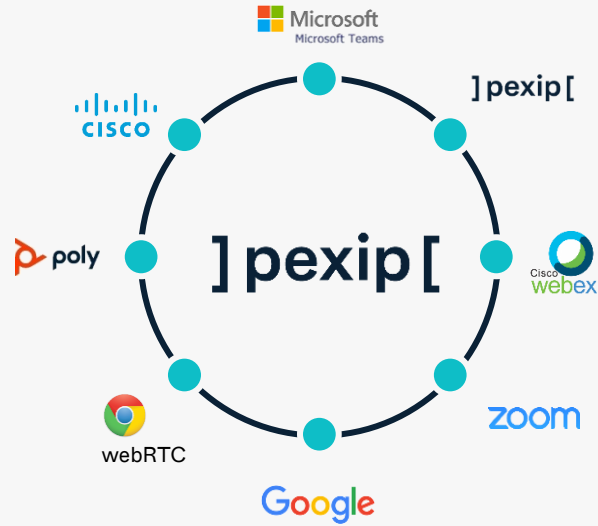


Expanding **access** to Microsoft Teams and Google Meet



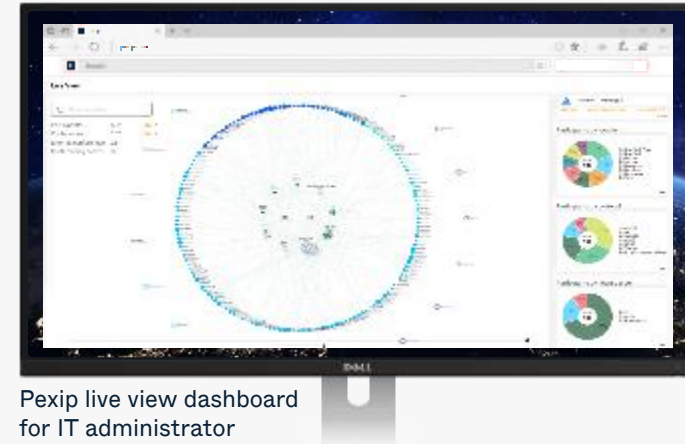
Pexip's unique technology

Smart transcoding



- Proprietary real time media engine
- Unique interoperability
- Unique AI capabilities in the cloud

Cloud agnostic



- Proprietary technology that allows Pexip's experience to be delivered on any existing platform or cloud provider (On-premise, GCP, Azure++)
- Unique total data privacy and control
- Unique security capability through by-passing the internet
- Unique customization capabilities

Pexip ideally positioned for enterprises' reality as organizations return to the office

Conference rooms



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The new normal will be hybrid working

- People combining working from home and the office
- “Every” room in the office will have a video device
- “Every” meeting will be a video meeting
- Need to connect everything from the browser to the board room – internally and externally

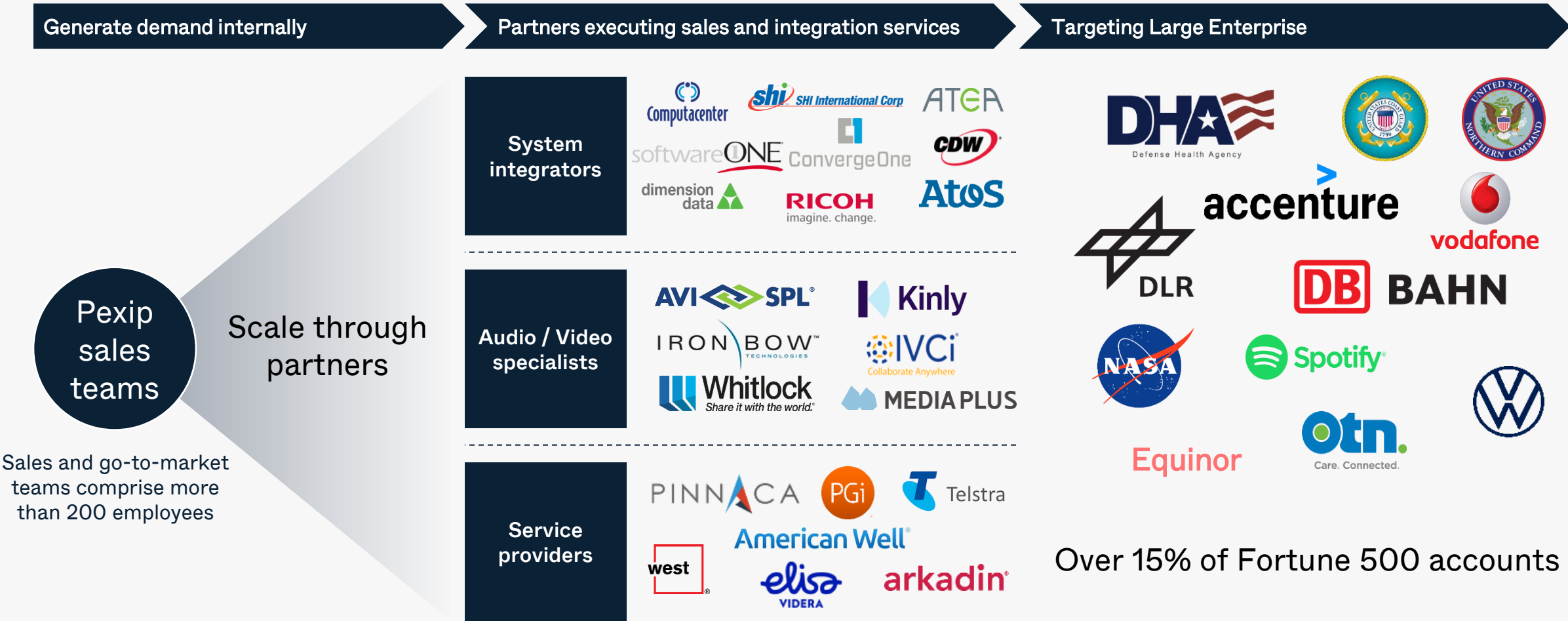


Small huddle rooms



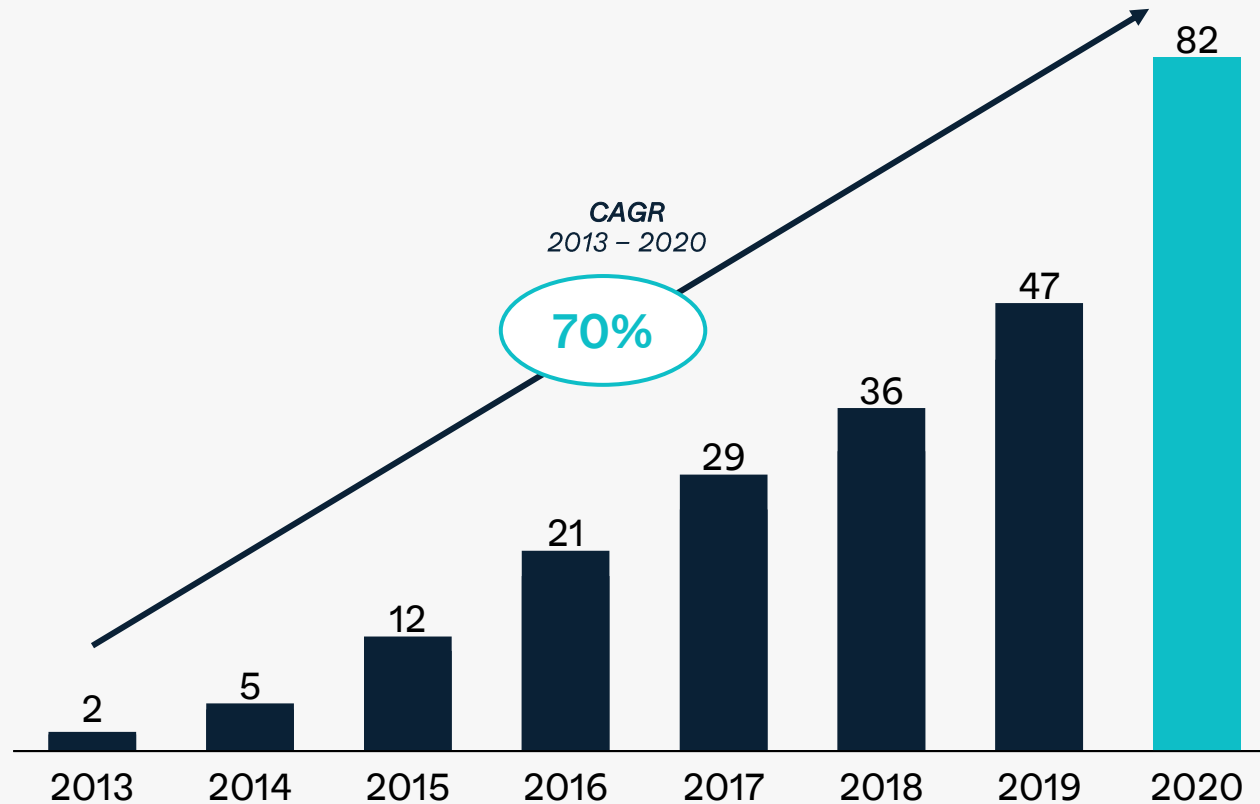
Working from home

Pexip's product and go-to-market model designed for large enterprise



Addressing a global market with a recurring revenue business model

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



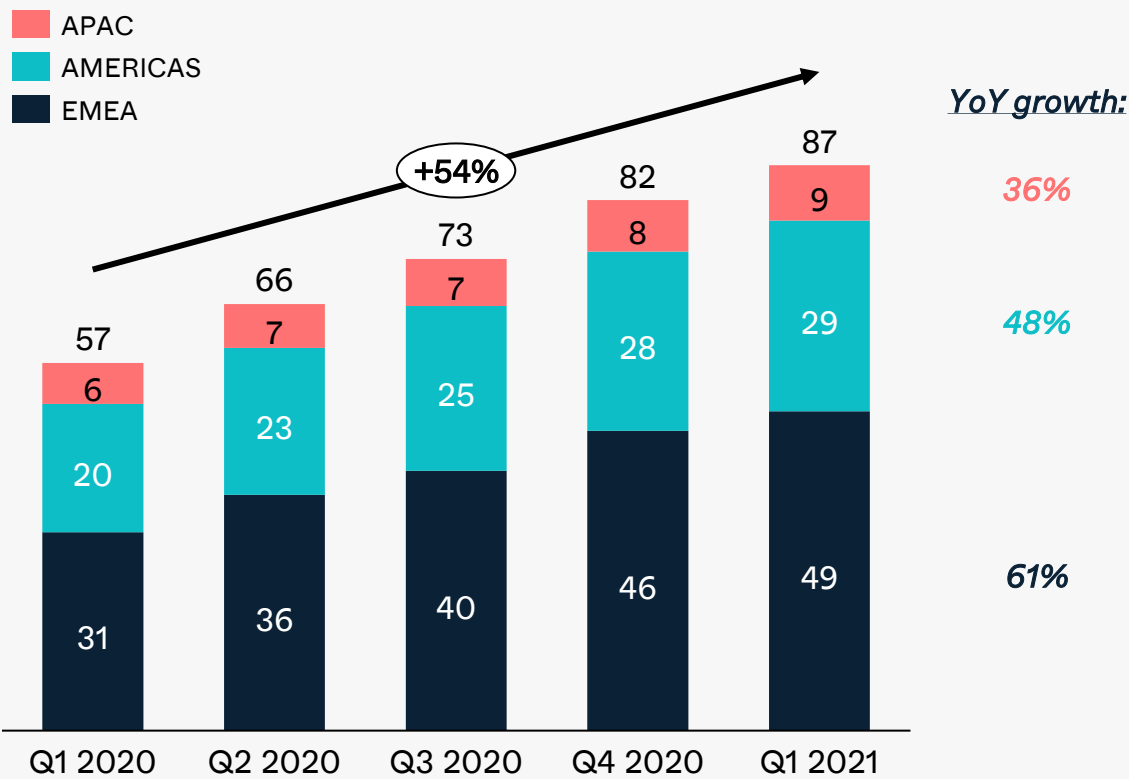
- Users in ~190 countries
- Over 300 partners in 75 countries
- Over 400 employees in 20+ countries
- 97% of revenue from subscriptions

	EMEA	Americas	APAC
Share of ARR	56%	34%	10%

Pexip delivered 54% growth with strong contributions from all geographies and product lines

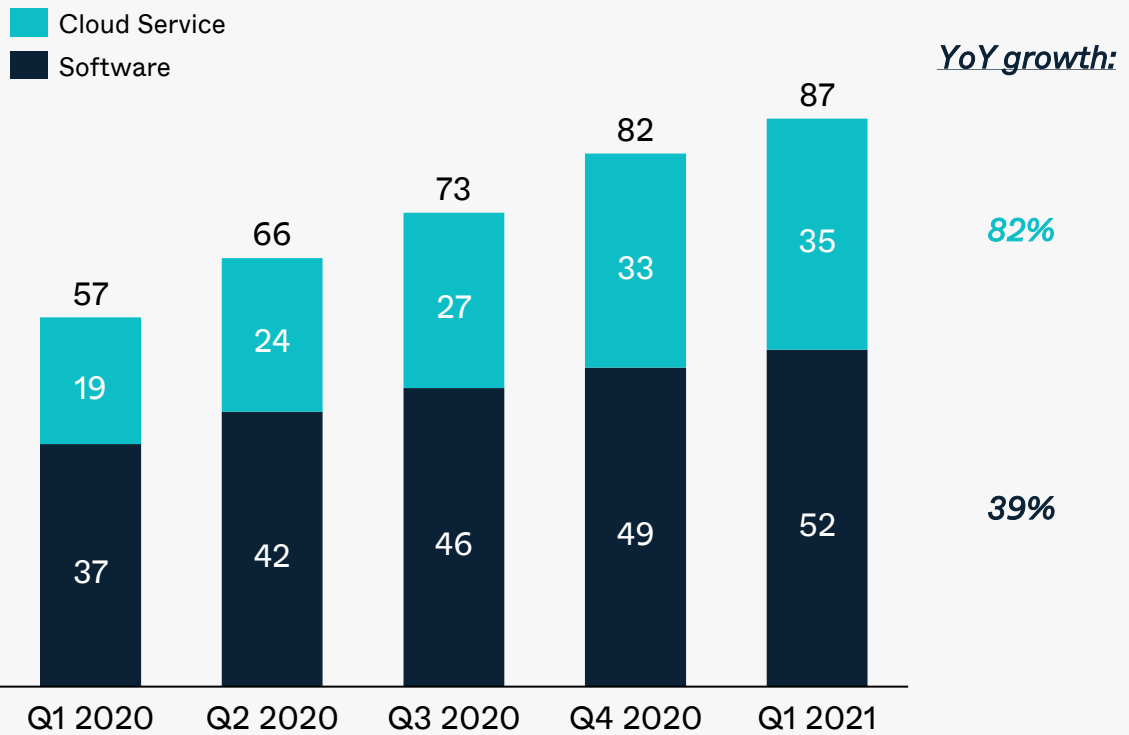
ARR per geo

USD million

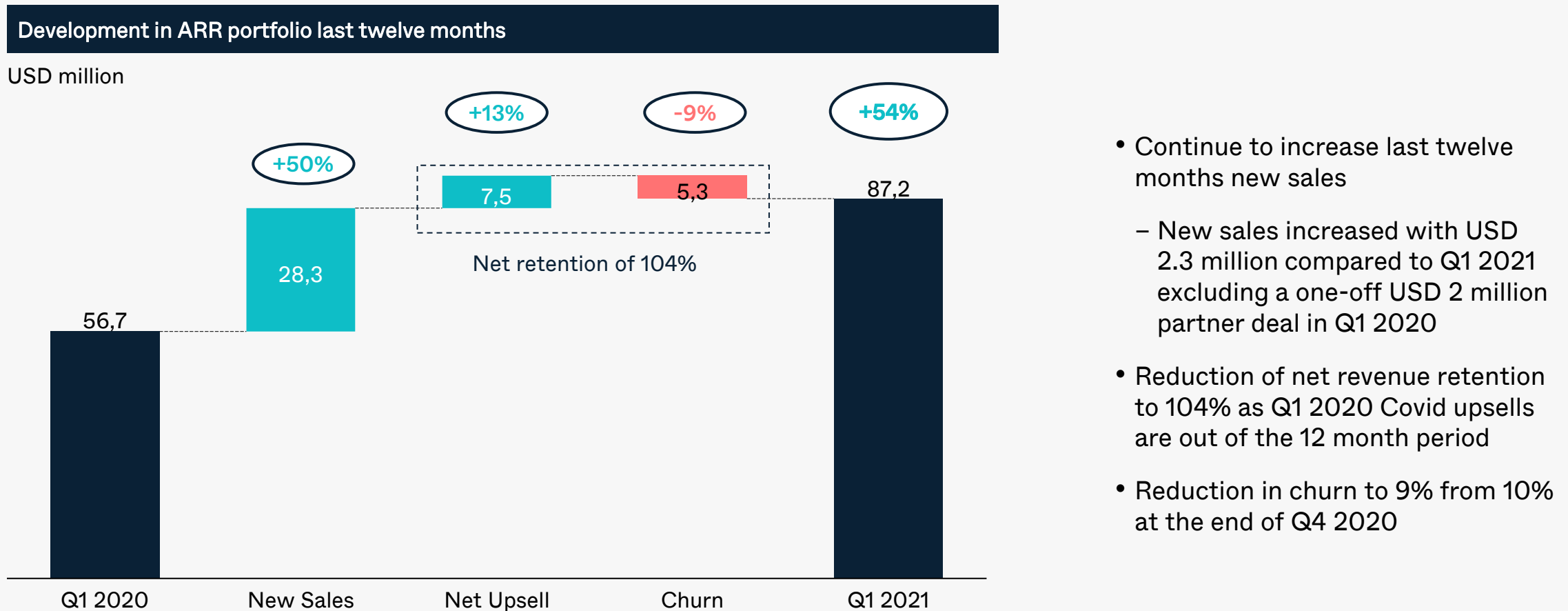


ARR per product

USD million



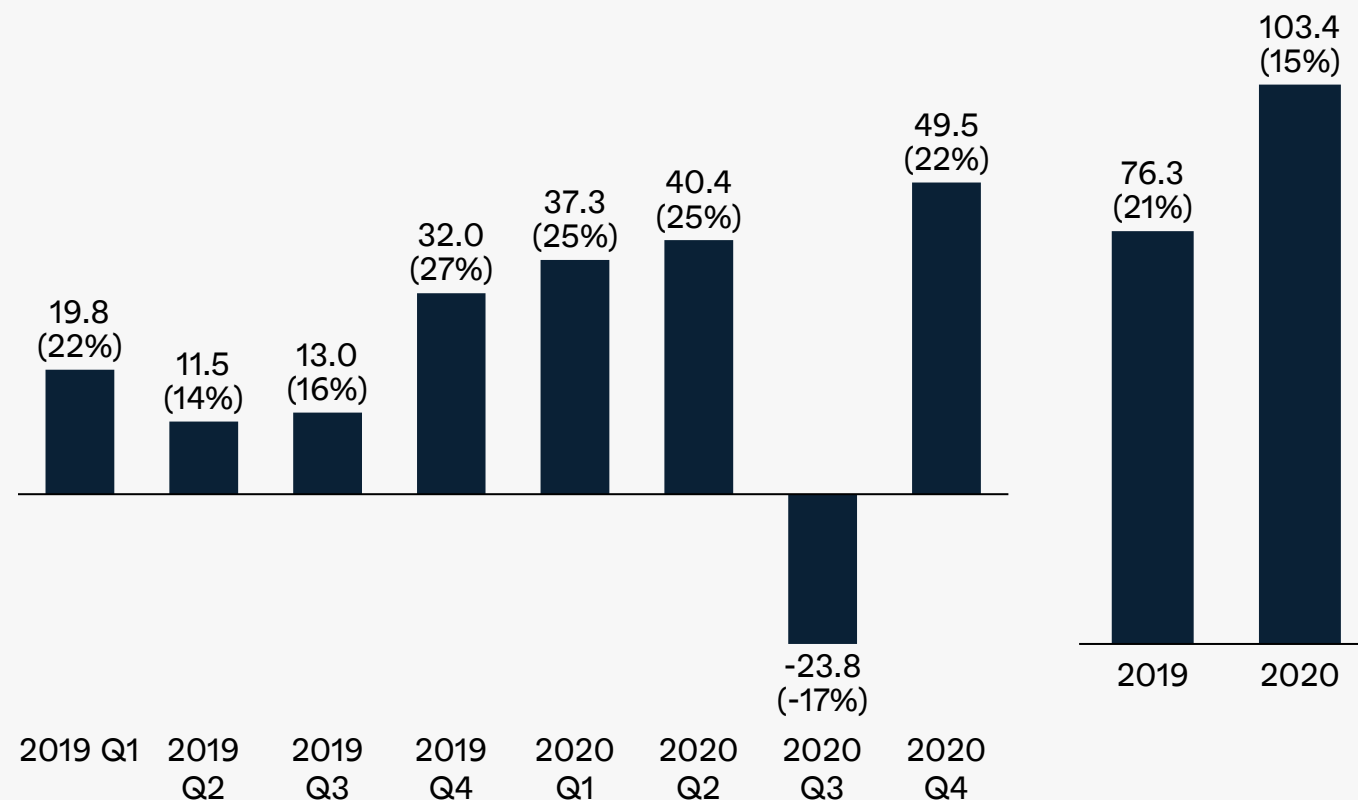
New sales is the main driver for ARR growth with 50% in the last twelve months



Solid EBITDA in 2020 from strong sales

Quarterly Adjusted¹ EBITDA development

NOK million, (Percent of revenue)

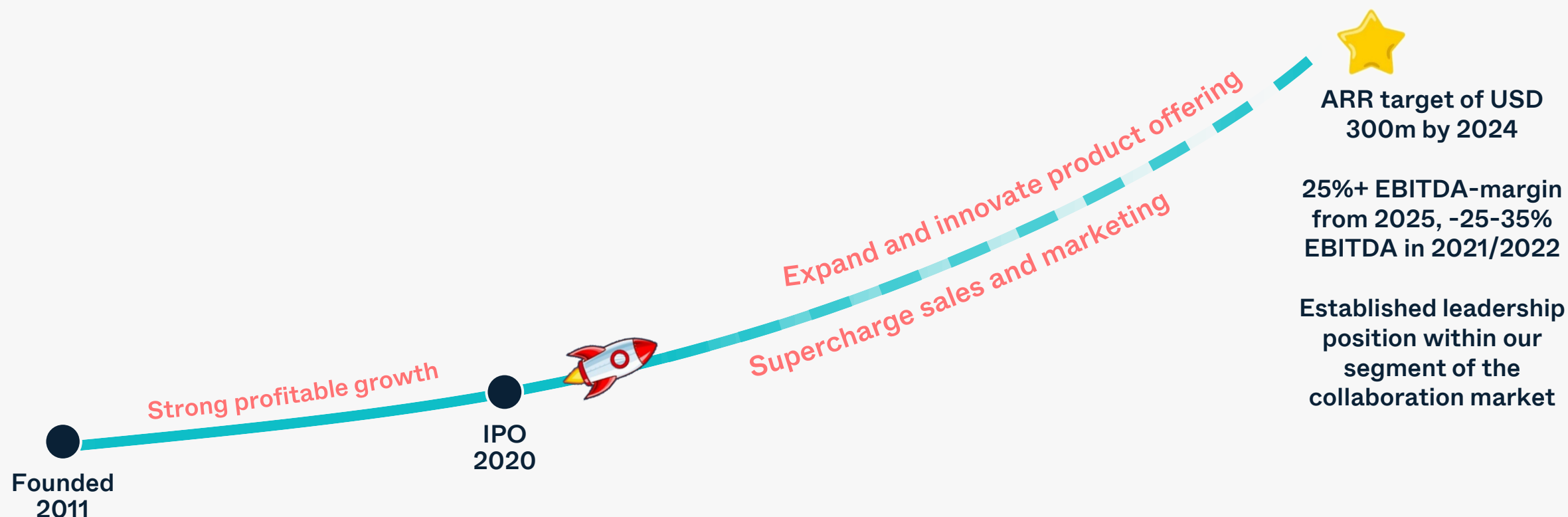


Comments

- FY 2020 adjusted EBITDA of NOK 103 million, or 15% margin
– Adjusted for NOK 47.7 million in IPO transaction costs in Q1 and Q2 2020
- Increase in 2020 EBITDA due to higher sales, while reduction in EBITDA-margin is due to planned acceleration investments in Sales and R&D capacity in line with strategy
- Investing heavily to increase growth capacity – increased headcount by 98% in 2020 in sales and marketing as well as R&D

¹ Less of IPO transaction costs in Q1 and Q2 2020

Pexip has started on the next phase of our video communication adventure



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Q&A

