

A person in a racing suit is seen from behind, holding a helmet. The image is overlaid with a red tint. The person is standing on a track, and other people in racing suits are visible in the background.

Net Insight at Redeye

Fredrik Tumegård, CEO of Net Insight
November 19th, 2015

This is Net Insight

379

SEK Million
Total turnover 2014

35%

Growth in sales 2014

299

SEK Million
Liquid funds Q3 2015

500

customers
across the globe

60

countries

39%

Brand Awareness in 2015

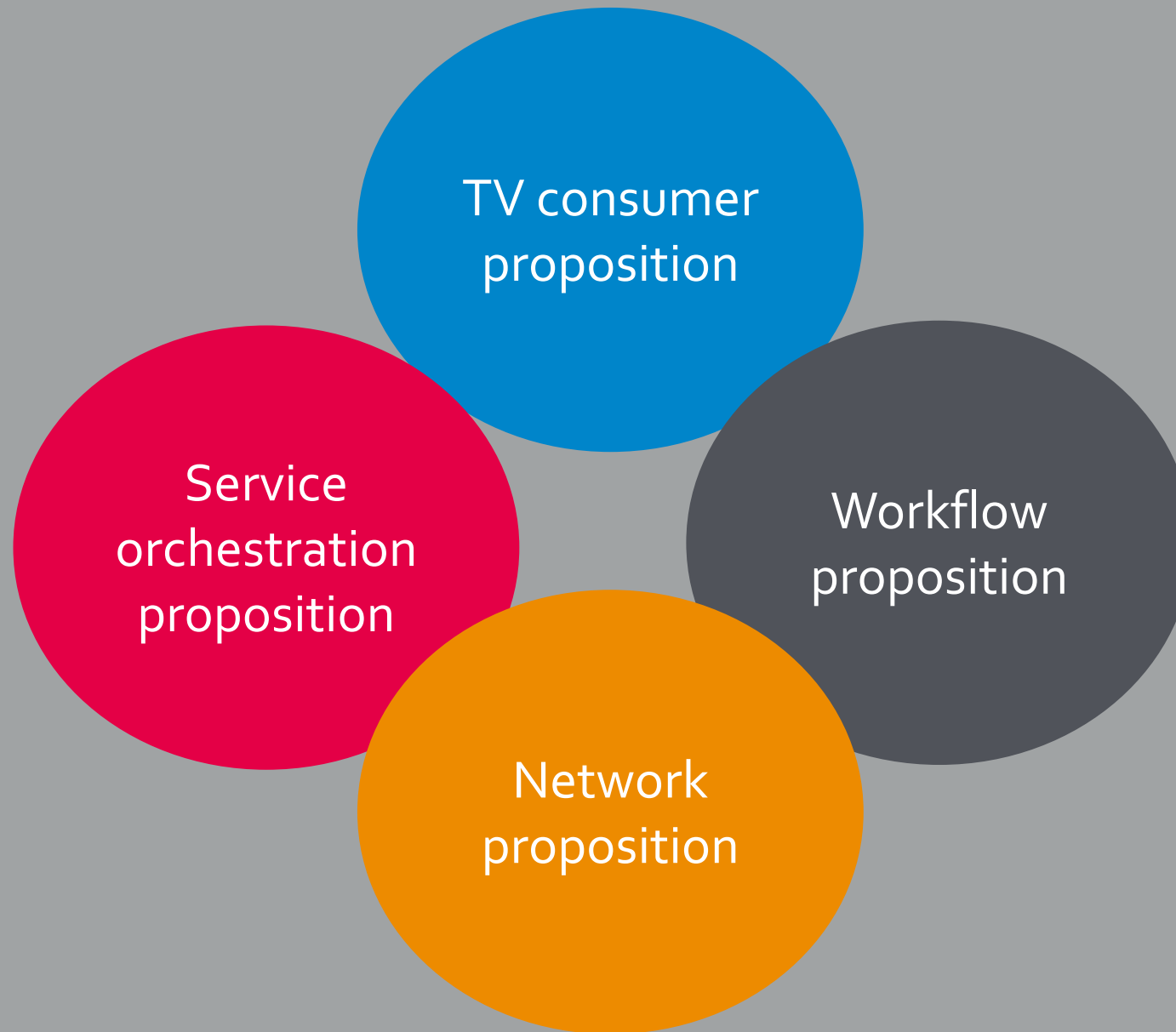
75Nps

% customers likely to recommend
Net Insight

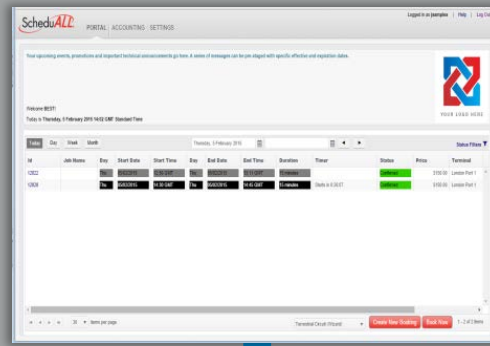
+225

Employees

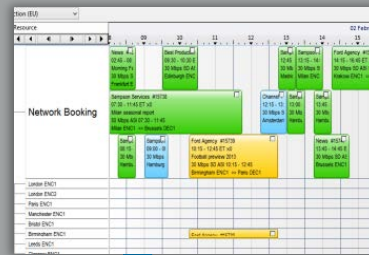
Net Insight's new offering



Customer Provisioned Network Topology



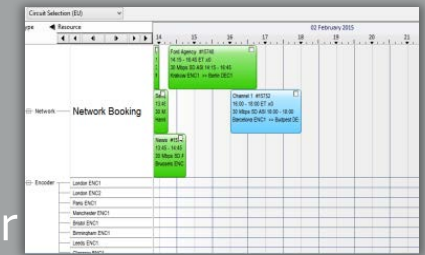
Self-Provisioning Portal



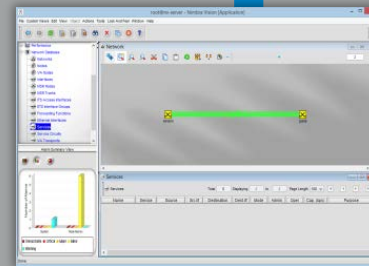
Provider



Customer



Nimbra Vision NMS



London

Paris



Nimbra Network

**2015 an
eventful year**



OUR VISION

To enable a live and interactive media experience for anyone on Earth.

We want to lead a revolution in real time. Letting people engage with media and one another in perfect synchrony. Creating a global media marketplace, where live content is exchanged in real time, and great content is rewarded every time.



Acquisition of ScheduALL

- To take the leading position in the future media industry
- To strengthen the position in media services and workflow orchestration
- To accelerate growth by cross selling and enable new business opportunities
- Stronger market presence in the US and UK
- Large part of ScheduALL's revenues (58%) are recurring
- Going from hardware to software

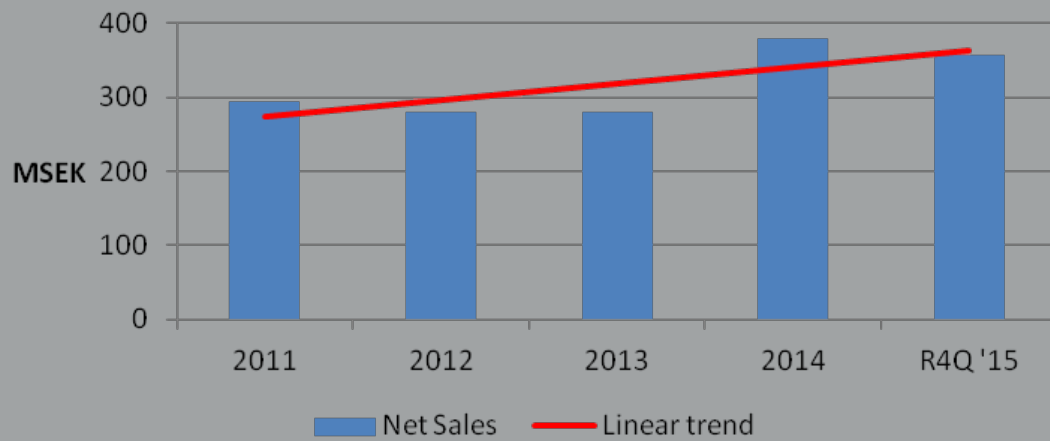




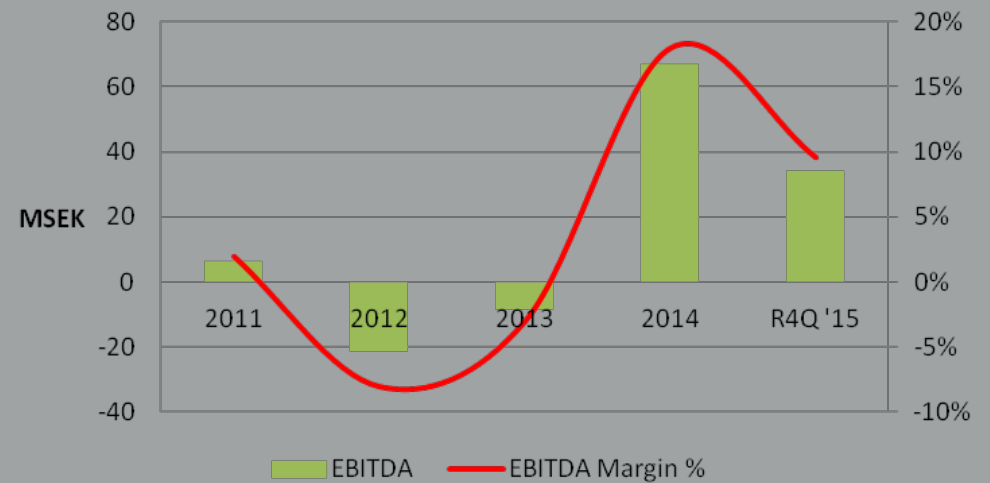
Business opportunities
Get more out of live
Harmonize the TV experience
Live premium CDN
Entering the ad value chain
Get a global audience

Financial Development

Net Sales Development



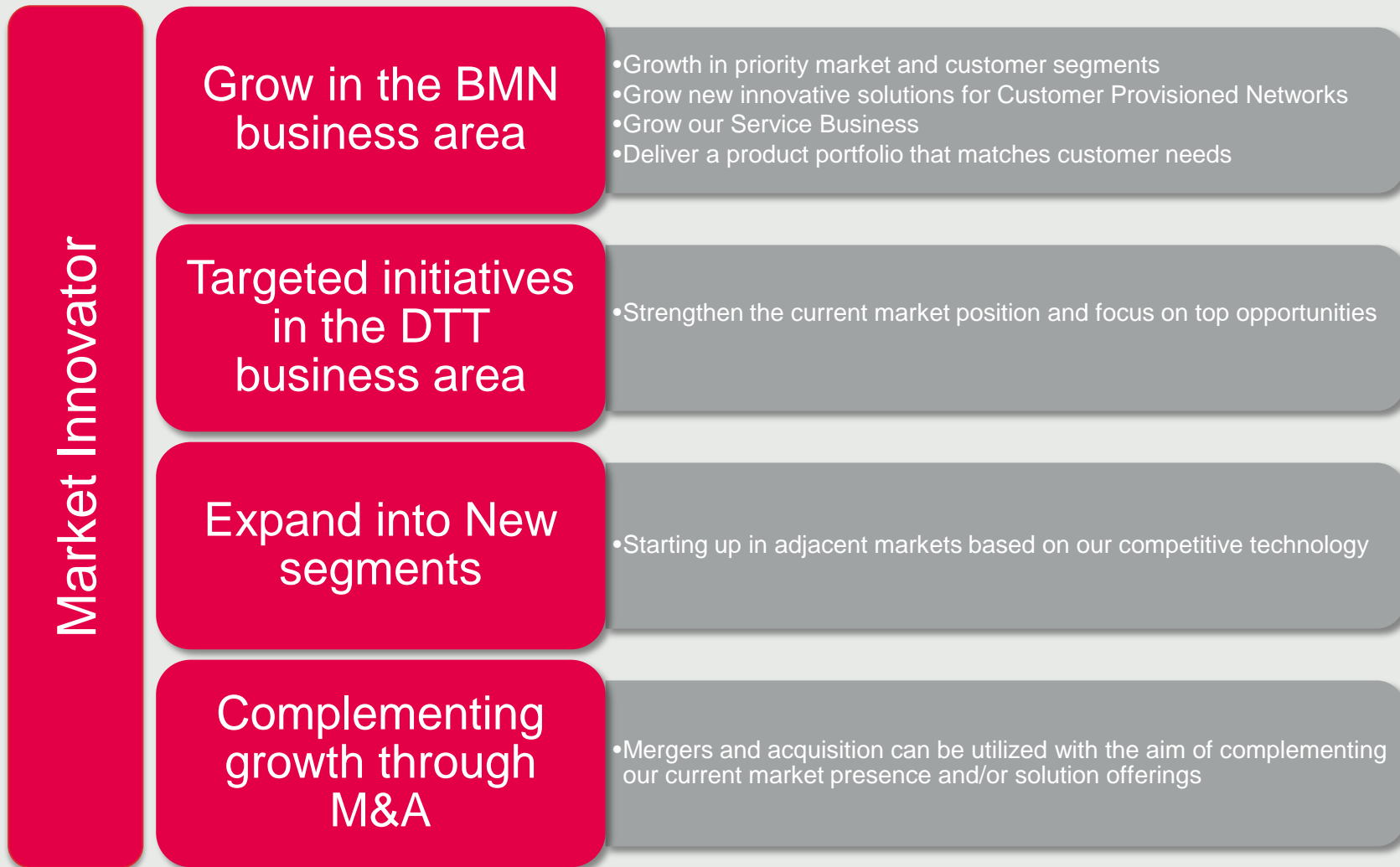
EBITDA Development



- New level of sales volumes
- Improved profits
- but, volumes need to grow



Net Insight Strategy



Value Drivers

Market Transition

- Expanding video traffic
- Expanding in live streaming
- Centralized production demands more network capacity
- TV distribution over the Internet (OTT) driving new content production
- Increase in file-based workflows

Innovative Technology

- Improving QoS over IP networks
- End-to-end orchestration
- Reducing TCO
- Optimizing bandwidth utilization
- Patents related to QoS, synchronization, scalability

Global Reach

- 500 customers
- 60 countries
- 50 resellers
- International professional media brand
- Customer Net Promoter score



netinsight