

Press release:

# ATOMOS REPORTS FIRST HALF OF THE FY21 RESULTS

*H1 FY21 confirms strong, sustainable sales growth drive with record EBITDA of \$3.0m and the strongest half in Atomos' sales history*

**Melbourne, Australia – 15 February 2021** – Atomos is pleased to report its half year results for the period ending 31 December 2020. Despite the pandemic, 2020/21 has been an overall profitable time for the business, with the first half of the FY21 seeing its most successful period to date.

This period has seen a heavy investment in research and development efforts, with Atomos providing continuous product upgrades and replacement. The Ninja V, has seen an increasing number of major camera manufacturers embracing the Apple ProRes RAW ecosystem, as well as the development of the new modular approach adding RAW over SDI upgrade for new and existing Ninja V users.

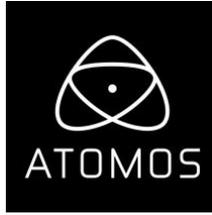
To continue to drive the business forward the company has seen the addition of new senior management and plans to expand the Atomos team to fulfill the plans for the year ahead.

Commenting on the 1H'21 results, Chris Tait, Atomos' Executive Chairman said:

“The record results that we have delivered at all financial levels, highlight the fact we have emerged from COVID-19 as a leaner and more efficient business. Heading into 2H'21 we have a solid tailwind of sales momentum which will be further enhanced by new RAW enabled cameras coming to market, the result of substantial work by our product and development team, along the roll-out of several new products including our streaming product.”

## **1H'21 Key highlights**

**Sales:** Company sales of \$32.8m represent the strongest half in Atomos' history, a significant turnaround from the \$11.6m sales generated in 2H20. These have been driven by the accelerated integrations of ProRes RAW with 28 cameras across 10 different camera makers now capable of supporting ProRes RAW with the addition of an Atomos monitor. Atomos is the only licenced monitor recorder device capable of recording ProRes RAW. The Sales momentum will be continuing, providing confidence throughout 2H'21.



**Product update:** H1 FY21 has seen the continuous and upward trend into the adoption of the Apple ProRes RAW video format. Atomos, through its longstanding relationship with Apple, is the only monitor-recorder licensed to record natively in ProRes RAW, 2020 saw an uptake of the adoption of the format from key camera manufacturers. This has been a key player in ensuring Atomos' continued success.

The Ninja V has pioneered the development on a new expandable tech platform, which all future Atomos products will share. An example of this is the RAW over SDI upgrade for Ninja V, the ability to create apps which 'plug-in' to Atomos products opens the potential to charge additional revenue either as a one-off transaction or on a subscription basis. Existing Ninja V and AtomX SDI users can enable RAW over SDI for only \$99 via an activation key on the [Atomos website](#). The expandable functionality of the Ninja V includes accessory products like the AtomX SYNC module and the AtomX SDI unit which has just seen a new product combination launch, the [Ninja V Pro Kit](#) (February 10).

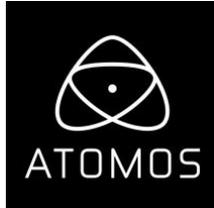
The Ninja V has also been Atomos' flagship product for bringing to life Apple ProRes RAW. The ProRes RAW format established in 2018 in conjunction with Apple has continued to build momentum throughout the previous years. 2020 saw the biggest adoption to date from camera manufacturers who are embracing the ProRes RAW eco-system and its benefits for users. ProRes RAW is currently supported via HDMI & SDI covering 28 cameras. In 2020 the number of cameras capable of ProRes RAW increased by 175% and Atomos foresee that by the end of 2022 43 cameras will be supported. This shows Atomos' commitment to democratising video content for content creators with big or small budgets.

**Management update:** Jeromy Young, founder of Atomos, will be focussing on the development of future products, partnerships and growth opportunities. Chris Tait will be continuing his role as Executive Chairman and Mark Harland joined as new Chief Operating Officer in November 2020.

**Financial:** Gross profit for 1H'21 was \$14.7m compared to \$14.9m pcp, implying a gross profit margin of 44.9% compared to 45.7% pcp. Atomos believes there is potential upside to margin upon future new product launches (including further ProRes RAW integrations) and/or the introduction of paid software upgrades.

Record half year EBITDA of \$3.0m up 210% on pcp, represents the most profitable period in Atomos history, largely reflective of a leaner fixed operating cost base (notably no major trade show spending) whilst continuing to maintain R&D spending relating to future growth products and services.

Atomos generated positive cash flow of \$4.3m for the half, a significant improvement over the \$12.1m reduction in cash during 1H'20. Driven by the strong cash generation, Atomos had \$23.3m of cash as at 31 December 2020, along with access to a working capital facility of \$5m (currently undrawn).



**Outlook:** In February 2021, Atomos launched their first 'paid for' software upgrade, with an SDI RAW upgrade available for Ninja V. Additionally, the ability to create apps which 'plug-in' to Atomos products opens the potential to charge additional revenue either as a one-off transaction or on a subscription basis, paving the way for a recurring revenue base. New products within our planned product roadmap, including further ProRes RAW integrations, remain on schedule with several new releases targeted for 2H'21.

For the full 1H21 results please head to: [www.atomos.com/asx-announcements/](http://www.atomos.com/asx-announcements/)

For more information like this head to: [www.atomos.com/investor-centre](http://www.atomos.com/investor-centre)

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## About Atomos

Atomos exists to help creative professionals cut through technology barriers by creating easy to use, cutting-edge 4K and HD Apple ProRes monitor/recorders. These products give video professionals a faster, higher quality and more affordable production system, whether they create for social media, YouTube, TV or cinema. Atomos continues to demonstrate its commitment to putting users first through continual innovation at amazing price points. The company developed the AtomOS operating system dedicated to video recording with an elegant and intuitive touchscreen user interface and was also the first to implement the professional Apple ProRes RAW format for recording with cinema cameras. Atomos is based in Australia with offices in the USA, Japan, China, UK and Germany and has a worldwide distribution partner network.

## Contact Atomos PR

Press information and image requests

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