



**DRIVING HUMAN AUDIO EXPERIENCE**



DRIVING HUMAN AUDIO EXPERIENCE

**CREATORS OF THE WORLD'S FINEST AUDIO TECHNOLOGY.**

Corporate Presentation

28-01-2025

# POWERSOFT AT THE GLANCE

Since 1995, Powersoft channeled the **obsession** for **innovation** by **redefining standards** in the professional audio industry.

The technologies and patents developed through the years venture beyond the world of audio amplification and are now **found in multiple industries** and products, allowing Powersoft to solidify its reputation as a **reliable technological partner and innovator**.

*\* 4 production plants are in outsourcing*

**30**  
YEARS OF SUCCESS

**183**  
HEADCOUNTS  
(today)

**€ 36.9 M**  
REVENUES  
+12% YoY

**27.2%**  
EBITDA MARGIN  
+15% YoY

**€ 6.3 M**  
NET PROFIT  
+20% YoY

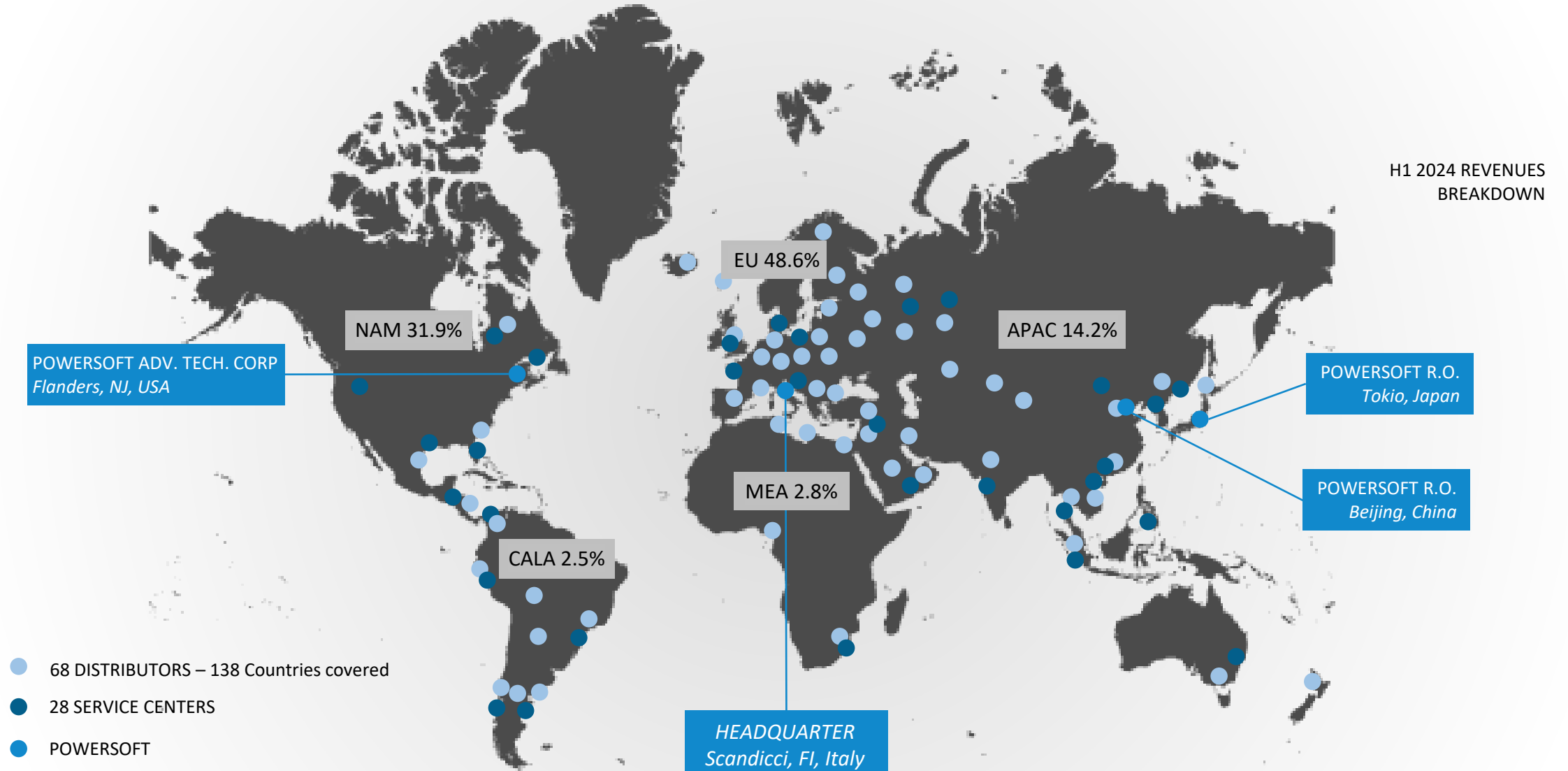
**44**  
INTERNATIONAL  
PATENTS

**€ 0.85**  
DIVIDEND  
Ordinary

**5**  
PRODUCTION  
PLANTS\*



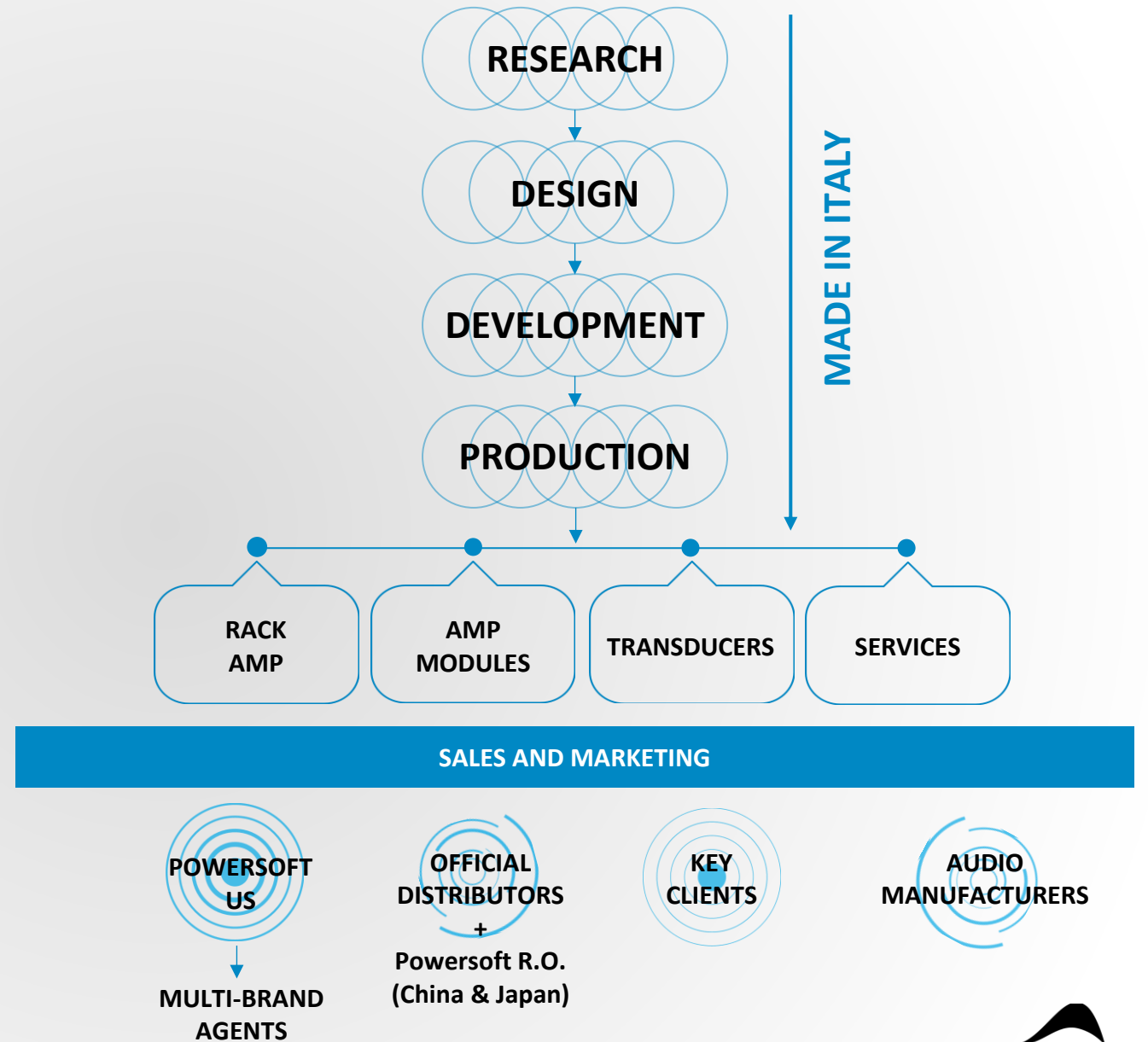
# STRONG INTERNATIONAL PRESENCE



# DIVERSIFIED AND EFFICIENT BUSINESS MODEL

## CORE STRENGTHS

- **R&D Dept.** with a **strong focus on Innovation** and **product design** to address market requirements
- **Purchasing Dept.** with **high-level technical capabilities** and **smart supply chain management skills**
- **Internal «Lean» Production** allows high volume capacity potential to address time to market requirements
- **Diversified sales network** to better enter each market segment



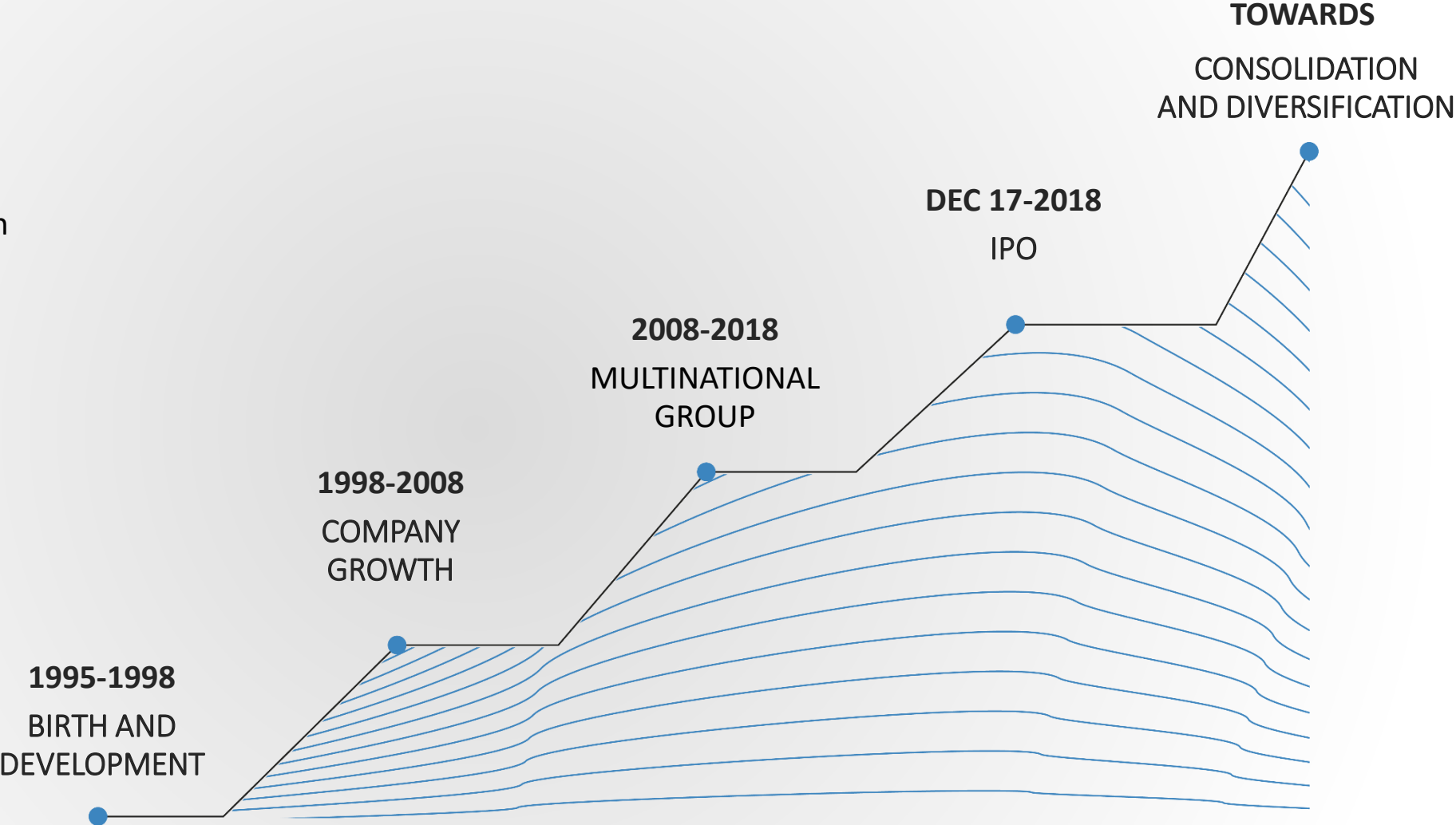
MADE IN ITALY



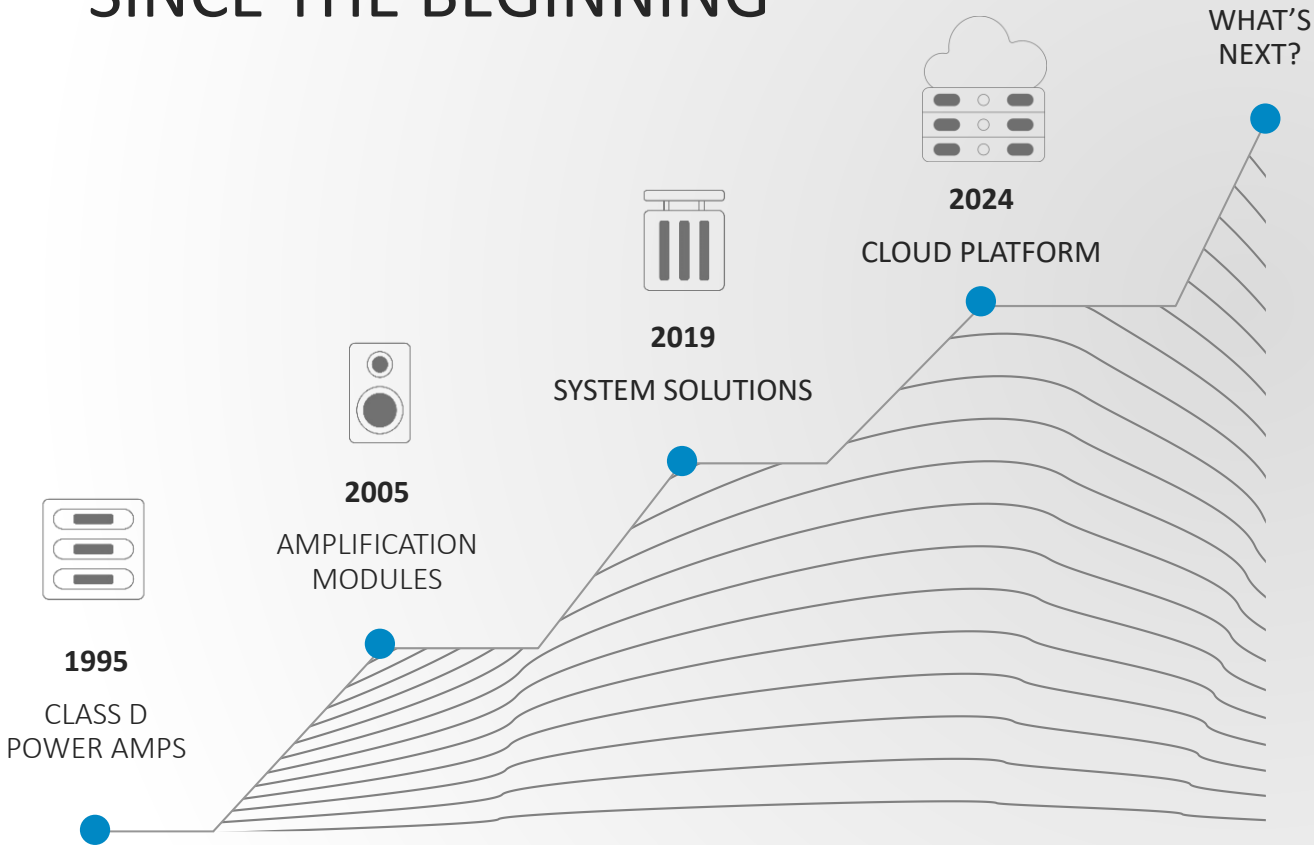
# A HISTORY OF CONSISTENT GROWTH

**Specialized** in design, production and marketing of high-end **patented technologies** for professional audio applications.

Globally recognized as **pioneers in energy-efficient technology**, setting industry standards and driving innovation.



# REDEFINING THE PRO AUDIO INDUSTRY BY SETTING NEW BENCHMARKS SINCE THE BEGINNING



## IoT CONNECTIVITY

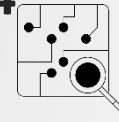


44



INTERNATIONAL PATENTS

44



R&D PERSONNEL (27% OF EMPLOYEES)

3.1M



~ 4.5% OF REVENUES INVESTED IN R&D IN FY 2023



Powersoft's own growth accelerator to support new projects and innovative technologies.



# SPHERE LAS VEGAS

## IMMERSIVE SOUND AND HAPTIC SEATING

“Sphere Immersive Sound has set a new standard in every aspect of live audio, and tens of thousands have already been immersed in its crystal-clear, individualized sound...”

“Powersoft’s cutting edge and energy efficient technology made them the perfect partner to help achieve our sustainability goals without compromising audio or haptic quality.”

*David Dibble, MSG Ventures CEO*



# ESTABLISHING PARTNERSHIPS WITH STRATEGIC PLAYERS

## FORGING ALLIANCES WITH STRATEGIC STAKEHOLDERS STANDS AS A PIVOTAL TACTIC FOR EXPANDING INTO NEW MARKETS.

Powersoft announced a technology partnership with **Ferrari S.p.A.**, bringing together Italian excellence in acoustic innovation and automotive engineering.

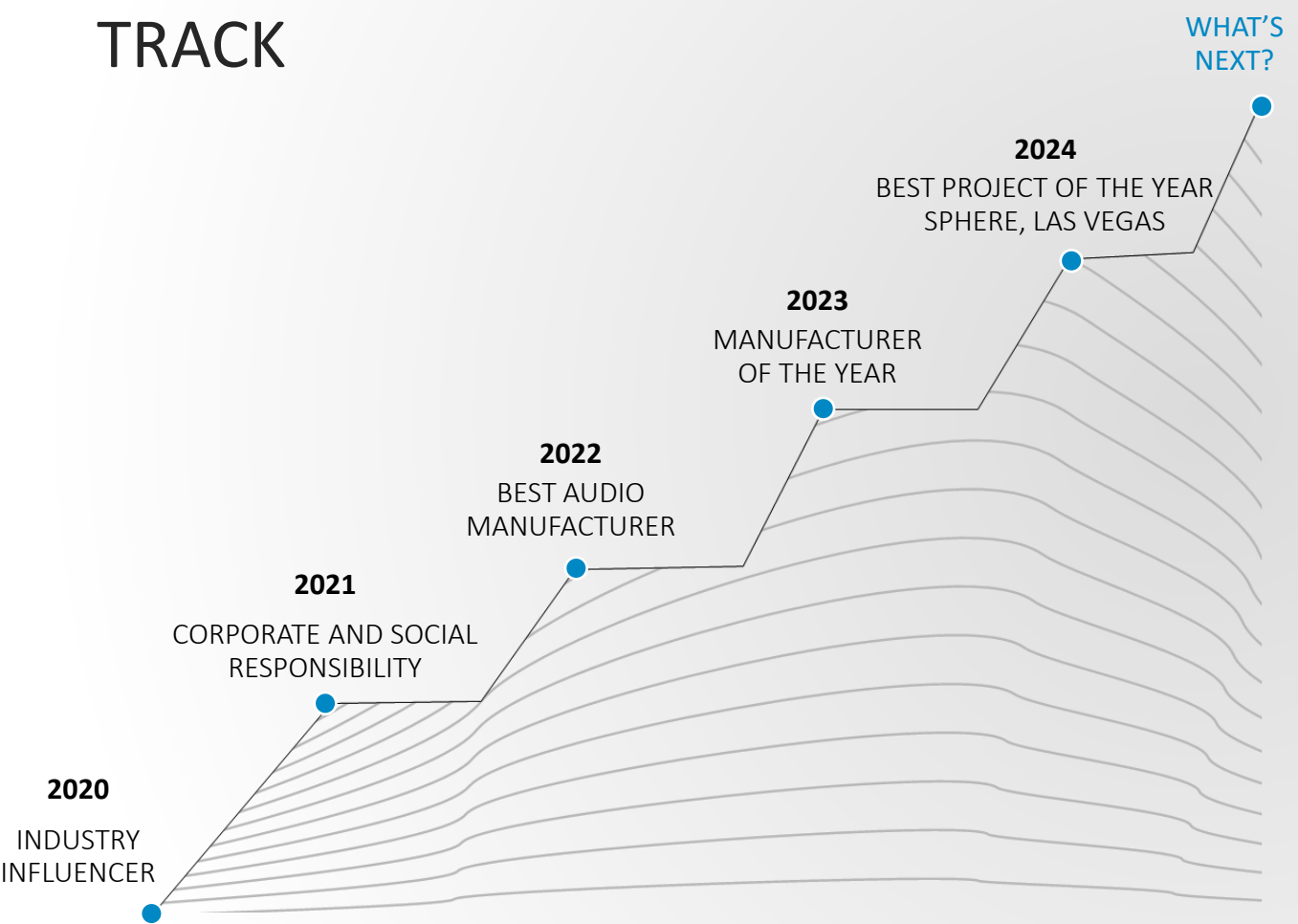
“We’re overjoyed by the technology partnership with Powersoft, which will enable us to deliver exceptional audio experiences. Our goal is to develop cutting edge solutions and offer superior sound quality”.

**Ernesto Lasalandra, Ferrari Chief Research & Development Officer**

The screenshot shows a news article from LA STAMPA. The page header includes the logo 'LA STAMPA', navigation links for 'MENU', 'CERCA', 'IL QUOTIDIANO', 'ABBONATI', and 'ACCEDI'. The article is categorized under 'Economia' and 'TELEBORSA'. The main headline is 'Powersoft, collaborazione tecnologica con Ferrari per migliorare esperienza audio'. The article text states that Powersoft, a group listed on Euronext Growth Milan, has announced a technological collaboration with Ferrari to improve the audio experience. The article is dated 13/02/2024. To the right of the article is a search bar and a 'LEGGI ANCHE' section with two related articles: 'Powersoft corre in Borsa sulla collaborazione tecnologica con Ferrari' (dated 13/02/2024) and 'Powersoft, Alantra incrementa target price e conferma Buy' (dated 15/02/2024). An image of a Ferrari wheel is also visible.



# IT SOUNDS LIKE A WELL RECOGNIZED AUDIO TRACK



**17**   
PRODUCT AWARDS

**4**   
CORPORATE RECOGNITION



Powersoft's Trademark to identify environmentally friendly products



# NEW POWERSOFT HQ

## HUMAN AUDIO EXPERIENCE CENTER

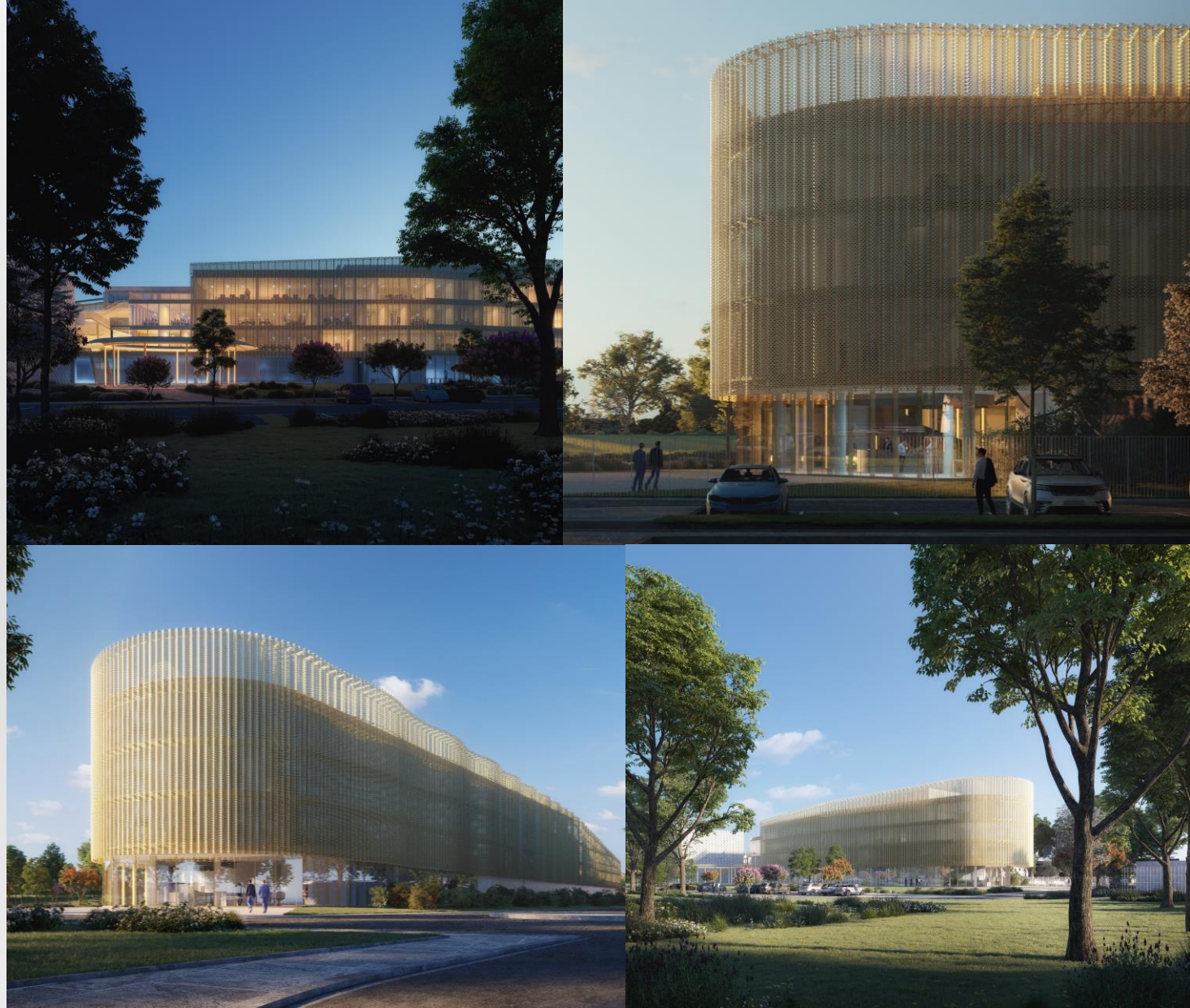
**Centralized Efficiency:** Enhanced collaboration and cost savings through unified corporate functions.

**Innovation Hub:** A global center for cutting-edge audio technology and development.

**Growth-Ready Design:** Built to support increasing workforce and operational demands.

**Sustainable Operations:** Energy-efficient technologies for reduced environmental impact.

**Collaborative Spaces:** Synergistic work environments promoting innovation and employee well-being.



©ATELIER(S) ALFONSO FEMIA srl AF517\*



# EFFICIENCY IS OUR SUSTAINABILITY PLEDGE

**3.1 GWatt**

Total nominal power sold

**4.9 TWatt\*h**

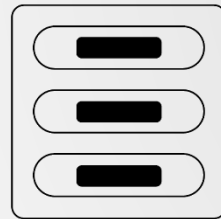
Total used energy

**11.6 TWatt\*h**

Total saved energy

**987,500**

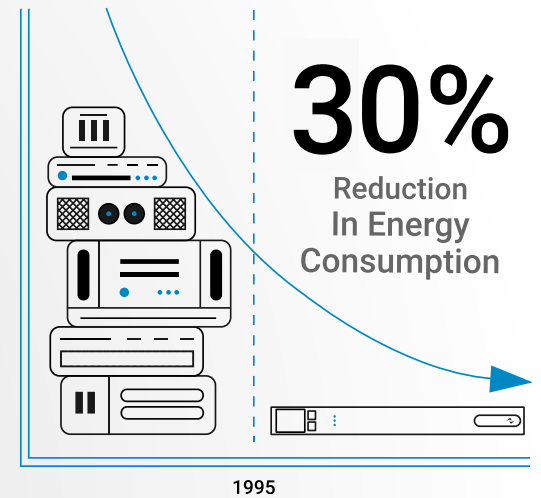
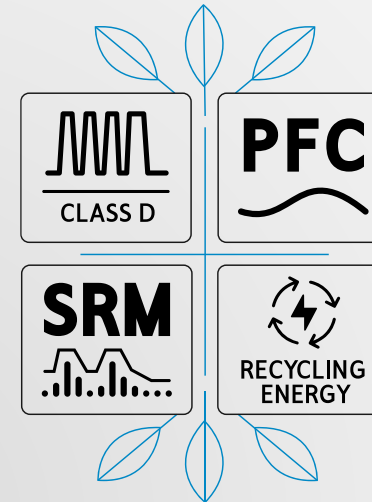
Amplifiers sold



**POWERSOFT  
AMPLIFIER**

**8.5 MegaTons**

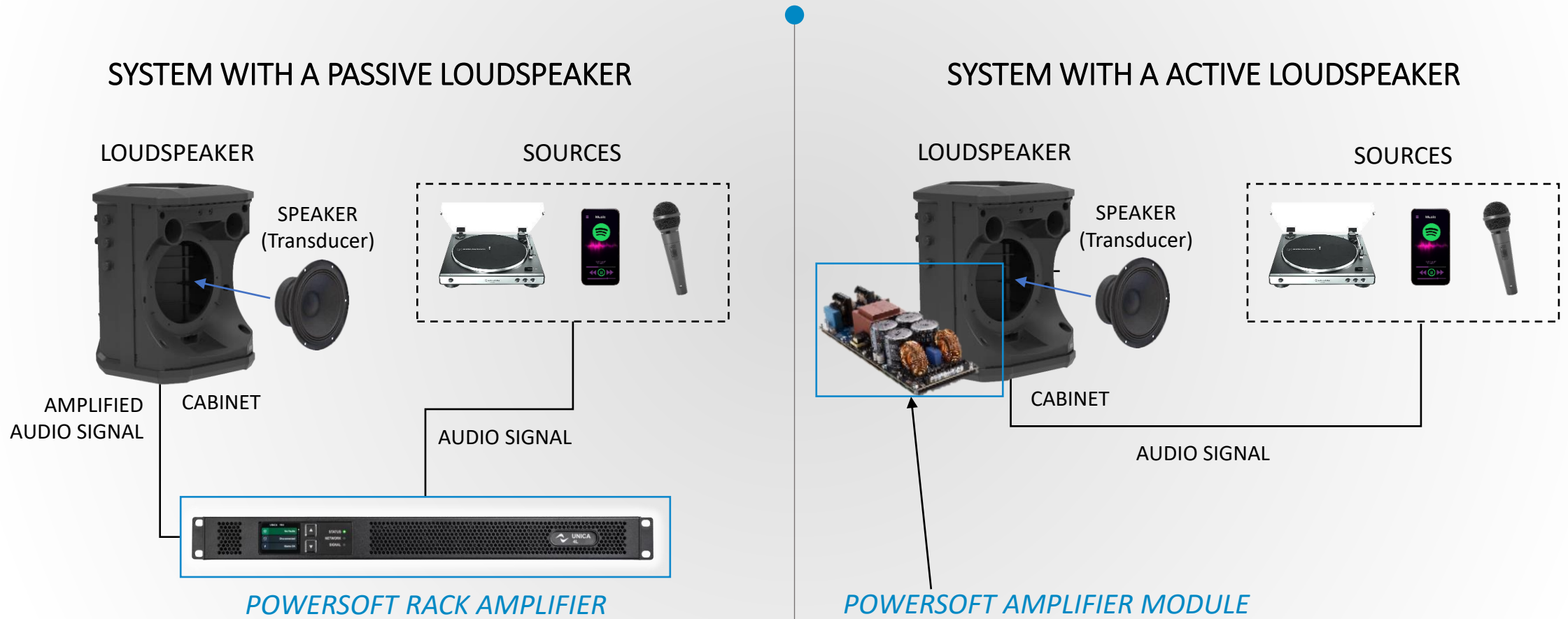
of saved CO2



*All the provided data is based on information updated as of January 2025*

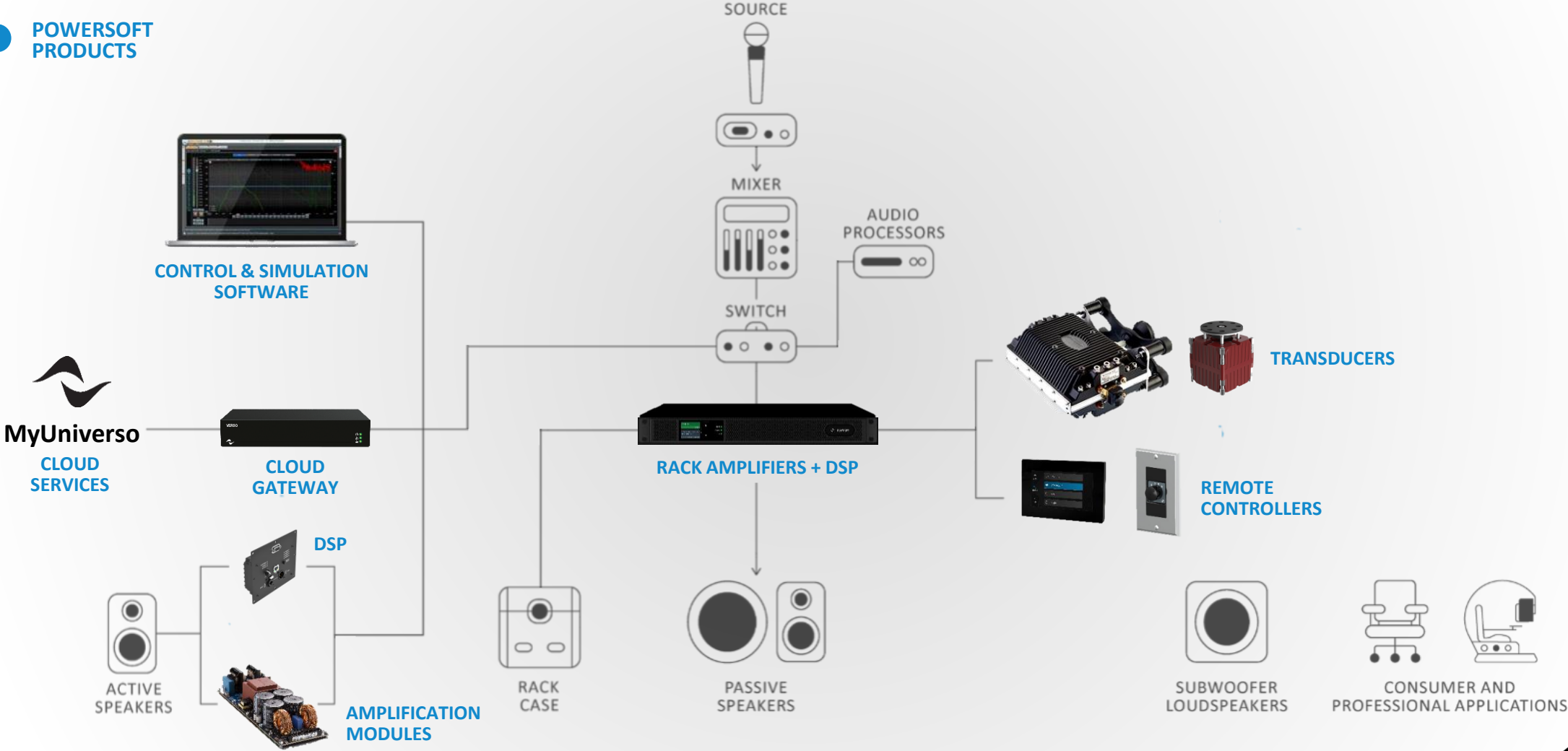


# THE AMPLIFIER IS NOT A SPEAKER WHICH IS NOT A LOUDSPEAKER. LET'S CLARIFY.

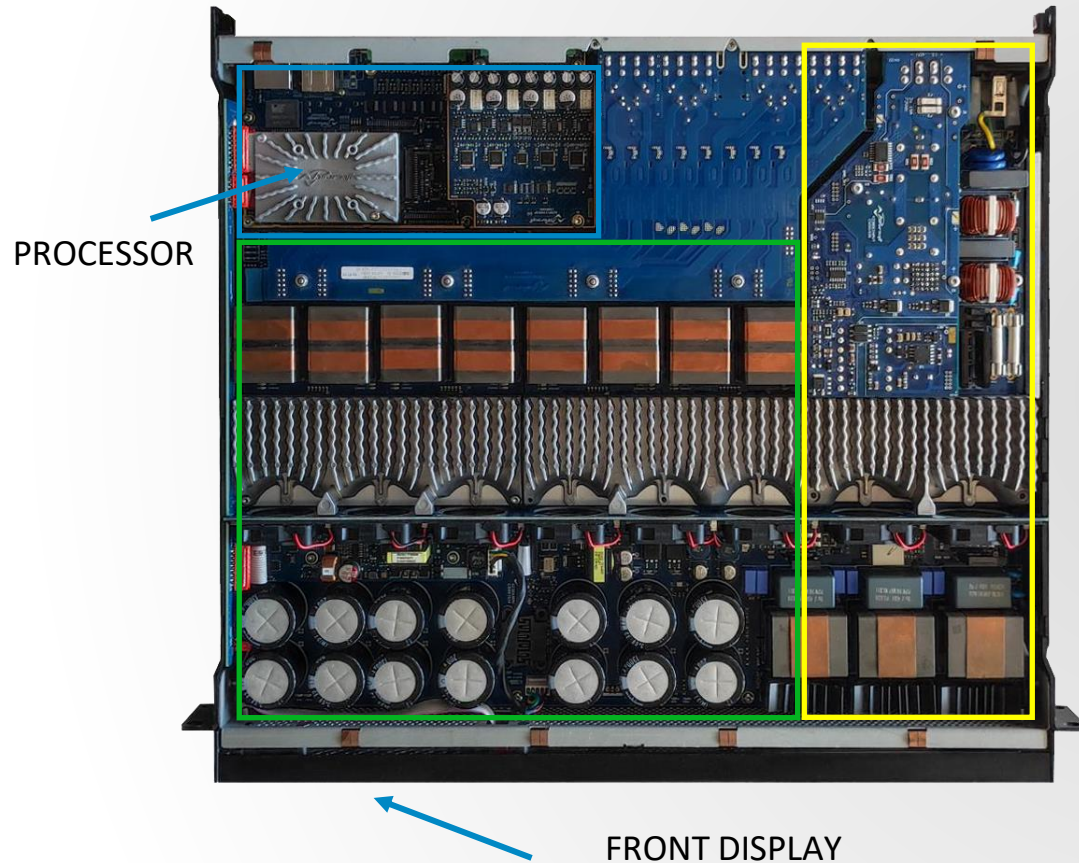


# AT THE HEART OF THE PRO AUDIO SYSTEM

**POWERSOFT PRODUCTS**



# UNICA Amp Platform: internal structure



- Signal Processing and control Section
- Amp Section
- Power conditioning and supply Section



# TRANSDUCER APPLICATION

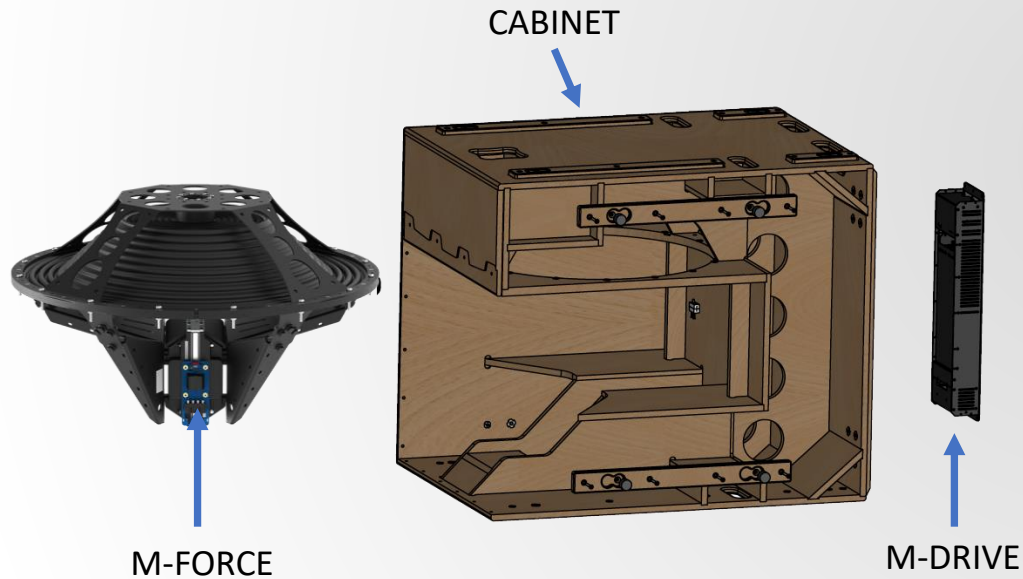
- High-performance vibration and tactile feedback capabilities
- More possibilities for creative sound design in entertainment and simulation environments (flight, driving, etc.)
- 4D cinema seating and motion platforms
- Immersive experiences in ride attractions



# TRANSDUCER APPLICATION

## *M-Force – M SUB reference design*

Together with industry professionals, we have worked on a set of designs to help you harness the power of the **M-Force**.



### **M SUB**

The M SUB is a hybrid transmission line cabinet loaded with the M-Force transducer for infra and subwoofer applications. It can be used as a subwoofer or as infra add-on to your install or touring sound reinforcement system.



## NOTABLE ARTISTS AND FESTIVALS WHO CHOOSE US

- AC/DC
- Andrea Bocelli
- Beyoncé
- Black Eyed Peas
- Bruno Mars
- Calvin Harris
- Caparezza
- Coldplay
- David Guetta
- Drake
- Ed Sheeran
- Elton John
- Eminem
- Foo Fighters
- Iron Maiden
- Jamiroquai
- Jay-Z
- Justin Timberlake
- Katy Perry
- Kendrick Lamar
- Lady Gaga
- Laura Pausini
- Madonna
- Martin Garrix
- Metallica
- Muse
- Radiohead
- Red Hot Chili Peppers
- Shawn Mendes
- Sia
- Taylor Swift
- The Rolling Stones
- The Weeknd
- U2
- Vasco Rossi
- Zucchero
- Burning Man
- Coachella
- Electric Daisy Carnival
- Eurovision Song Contest
- Glastonbury Festival
- Les Dunes Electroniques
- Lollapalooza
- Rock in Rio
- Rockin' 1000
- Roskilde Festival
- Tomorrowland
- Ultra Music Festival
- And many more...

## SOME OF OUR INSTALLATIONS AROUND THE WORLD

- Allianz Arena
- Arena Corinthians
- Audi Dome
- Beijing National Stadium
- Beiteddine Palace
- Burberry
- CERN
- City of Dreams
- Club Cubic
- Domino's Pizza
- Dortmund Stadium
- Estadio BBVA Bancomer
- Fiserv Forum
- Gelora Bung Karno Stadium
- Google Campus
- Grand Theatre de Quebec
- Hard Rock Stadium Miami
- La Cigale
- Las Vegas Sphere
- Madison Square Garden
- McDonald's
- Mercedes-Benz Stadium
- NRG Stadium
- Pala Alpitour
- PPG Paints Arena
- Qudos Bank Arena
- Red Bull Arena
- Royal Albert Hall
- Royal Danish Opera House
- Sapporo Dome
- Scotiabank Arena
- Singapore Sports Hub
- Staples Center
- Sydney Opera House
- T-Mobile Arena
- Wembley Stadium
- And many more...



# OUR PRODUCTS

## SAFETY MULTIMEDIA DEVICES



DEVA

## CONTROLLER



WM TOUCH

## TRANSDUCERS



IPALMOD



M-FORCE



M-DRIVE



MOVER

## GATEWAY



VERSO

## RACK AMPLIFIERS



Q SERIES/D SERIES\*



DUECANALI SERIES



OTTOCANALI SERIES



MEZZO SERIES



QUATTROCANALI SERIES



TTM



UNICA



DIGAM 3000\*



K SERIES



M SERIES



X SERIES



T SERIES



DC RIDER

## AMPLIFICATION MODULES



DIGIMOD



DIGIMOD PFC



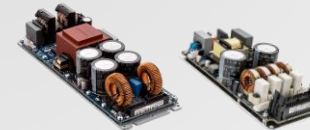
D-CELL 504



DIGIMOD  
PFC2/PFC4



DIGIMOD IS



LITEMOD

MINIMOD



LOTO



WFS

1995-2003

2004-2009

2010-2013

2014-2019

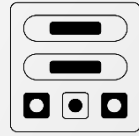
2020-2025



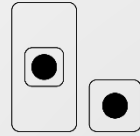
# PRODUCTS AND SOLUTIONS



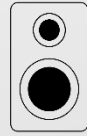
RACK AMPLIFIER



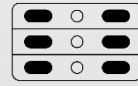
OEM RACK AMPLIFIER



REMOTE CONTROL



ACTIVE SPEAKER AMPLIFIER



DSP SIGNAL PROCESSING



BASS SHAKERS TRANSDUCERS

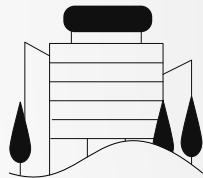


SECURITY MULTIMEDIA DEVICE

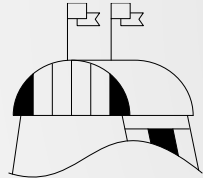


DIAGNOSTIC AND PROGNOSTIC SERVICES

# VS MARKETS



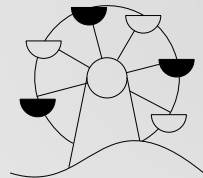
CORPORATE



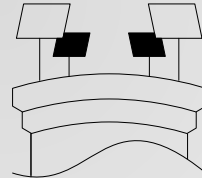
CONVENTION & EXHIBITION CENTERS



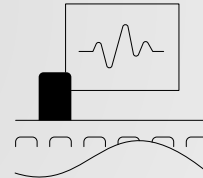
AIRPORTS



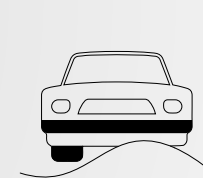
THEME PARKS



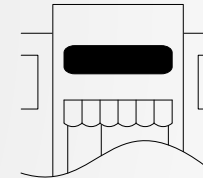
STADIUMS & ARENAS



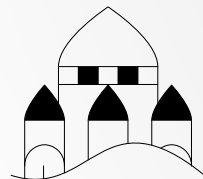
CONFERENCE & BOARD ROOMS



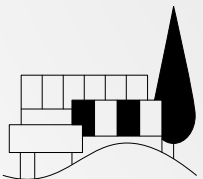
AUTOMOTIVE



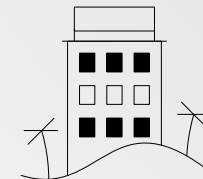
RETAIL



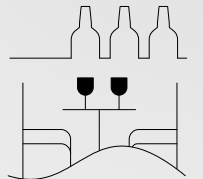
HOUSES OF WORSHIP



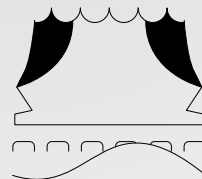
INDUSTRIAL



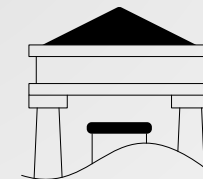
HOTELS & RESORTS



BAR & RESTAURANTS



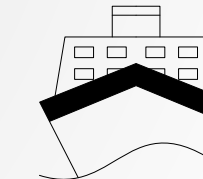
THEATRES



MUSEUMS



MALLS & SHOPPING CENTERS



CRUISE SHIPS





# MARKET TREND AND STRATEGY



# THE ITALIAN EXCELLENCE AT THE TOP OF HIGH-END PROFESSIONAL AUDIO MARKET

## AT THE TOP OF THE PYRAMID

- Top Leader in the **high-end professional audio market**.
- Globally recognized **market setter of cutting-edge products**.
- Serving a diversified range of clients, both **professional customers** and **manufacturers**.
- **29 years as a forefront player in the market**, set to face future challenges and to exploit new opportunities.

**PRO AUDIO**  
Loudspeaker, Amplifiers, Mixer,  
DSP Transducer & others

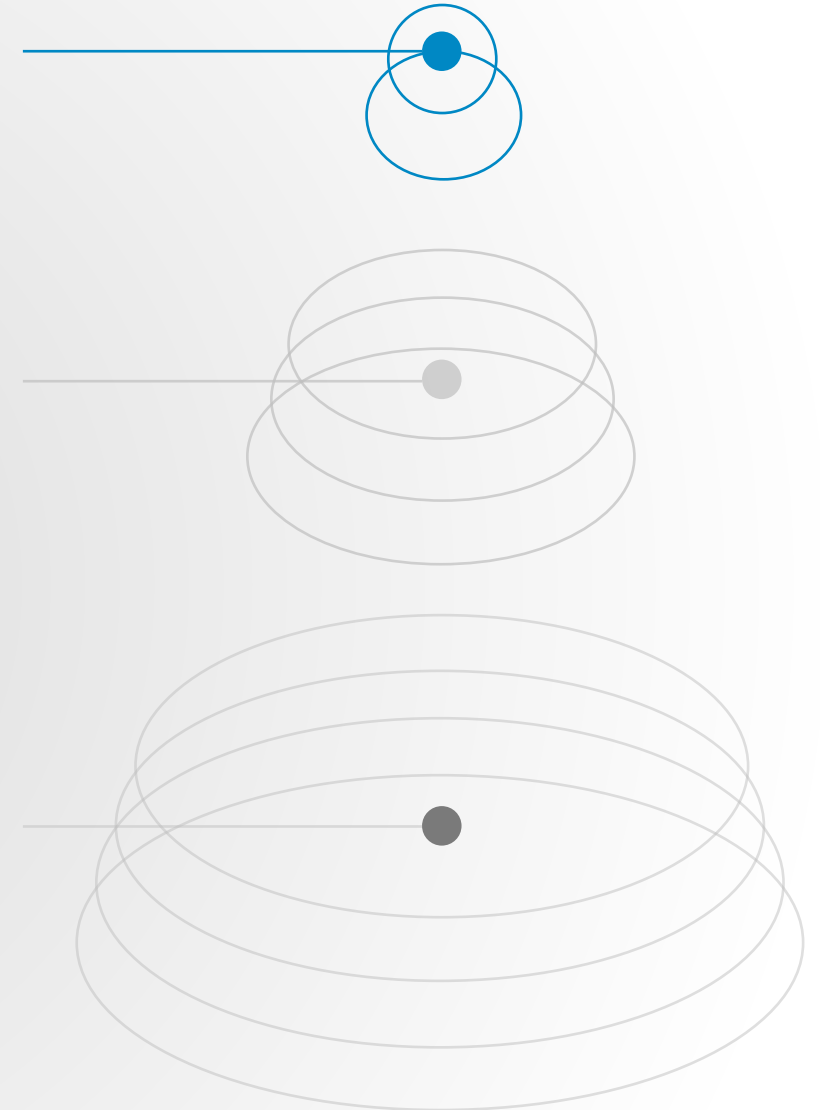


**MID MARKET (SEMI-PRO)**

Portable sound, Headset,  
microphones,  
Mixer Console & others

**MASS MARKET (CONSUMER)**

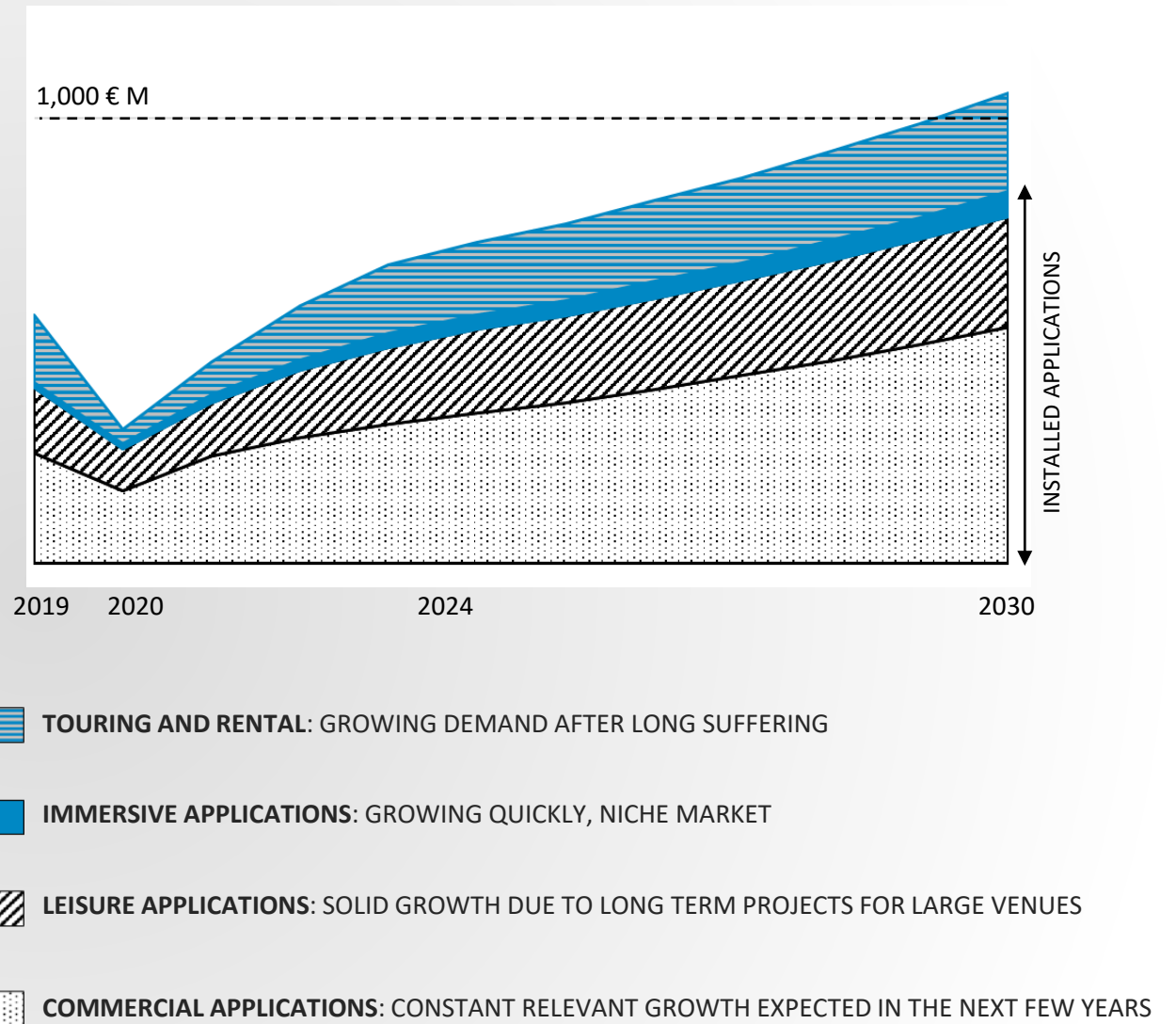
TV Speaker System, Headset, in ear  
audio set & others



# INCREASING FOCUS ON GROWING SEGMENTS

REFERENCE MARKET FOR TARGET APPLICATIONS STEADILY GROWING IN NEXT 5 YEARS EXPECTING TO EXCEED 1 BILLION EUROS BY 2030

- **Powersoft outperforming** vs market average in the past 3 years
- Company **stronger focus on installed business** allows **optimistic forecast** considering relevant market size and growth
- **Business opportunities** in immersive applications confirm brand strength and growing awareness in leisure installed vertical markets

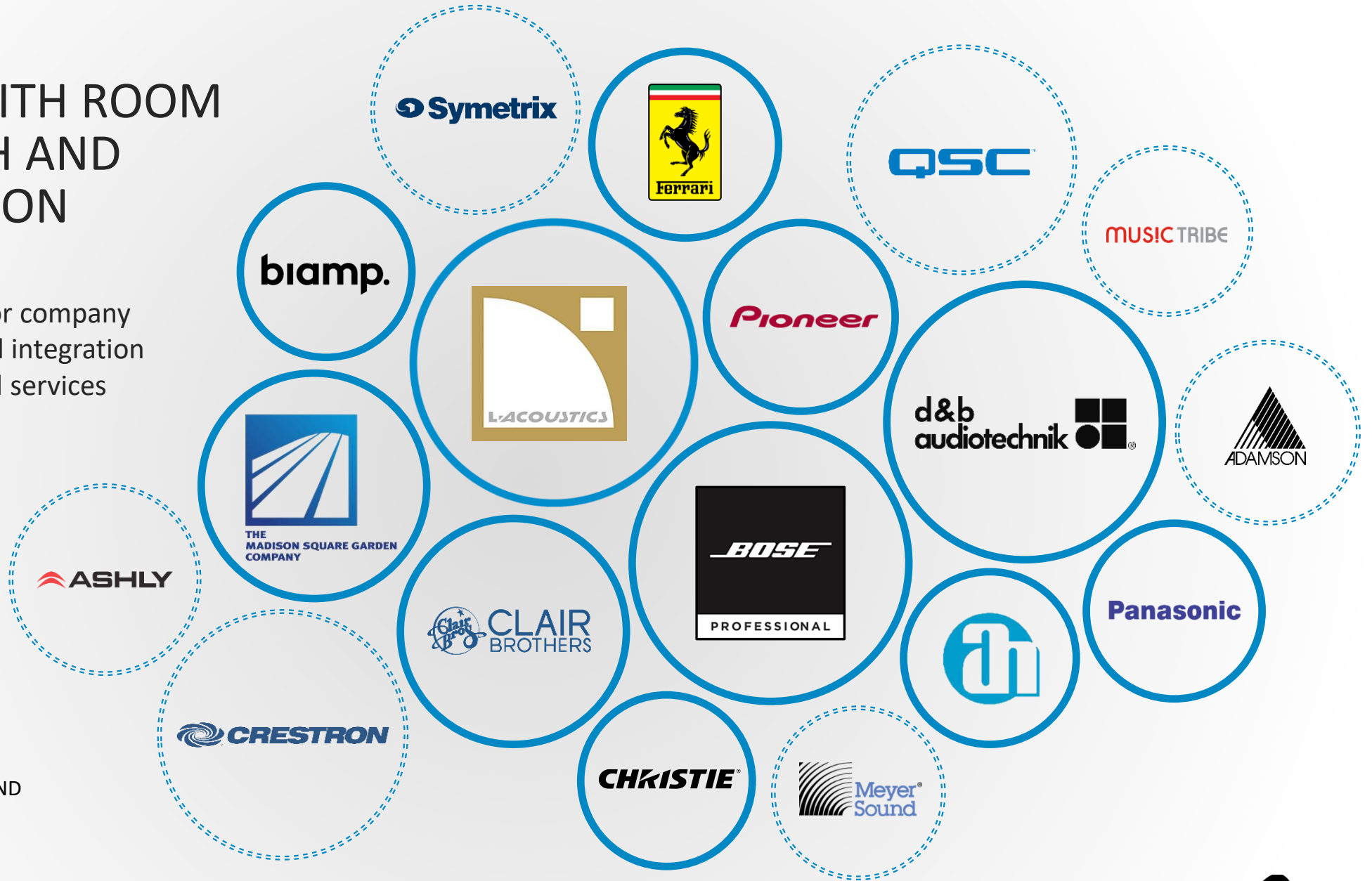
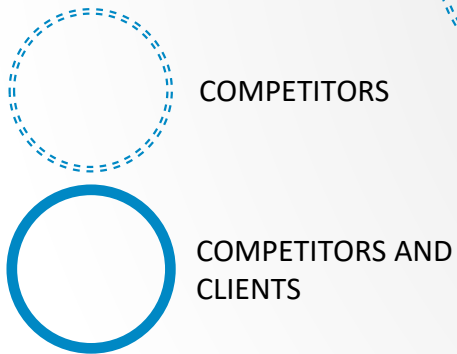


*\*Data is related to reference market for rack amplifiers and transducers (modules excluded)  
Data source: Powersoft elaboration based on primary research panels*



# A MARKET WITH ROOM FOR GROWTH AND CONSOLIDATION

Main market players for company size and level of vertical integration of products and offered services

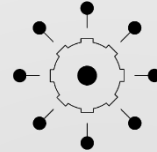


# THREE PILLAR STRATEGY TO KEEP GROWING



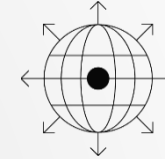
## FOCUS ON INNOVATION AND NEW TECHNOLOGIES

- **Top level R&D** laboratory
- Powersoft's **Ideofarm growth accelerator** to support new projects and innovative technologies
- **Environmentally friendly products**  
Small sizes, huge power, super efficient



## FROM PRODUCT COMPANY TO SOLUTION PROVIDER

- **Proprietary solutions designed** for specific target applications
- **Cloud-native IOT products** to offer custom-related services
- **Software based services** to exploit **upselling/cross-selling potential (cloud services)**
- **Partnership** for the expansion of the product/service catalogue



## STRENGTHENING OF PRESENCE IN STRATEGIC MARKETS

- **Boost presence** in US, UK, Germany and Latin America market
- **Direct presence in China, Japan, Middle East**
- **Partnerships** with strategic players to enter new markets





**STRONG EQUITY STORY BACKED BY SOLID FINANCIALS**



# H1 2024 STRONG GROUP RESULTS KEY FACTS

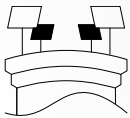


Group's strategy of repositioning **from Product Company to Solution Provider** is bearing fruits.

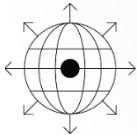


All the main economic aggregates in strong growth:

- Consolidated **Revenues** at **€ 36.9 M** (+11.9% YoY)
- **EBITDA** at **€ 9.9 M** (+14.7% YoY), sound **EBITDA margin** equal to **27.2%** from 26.5% in H1 2023 (+70 bps)
- **Net Profit** at **€ 6.3 M** (+20.0% YoY)
- **Cash Positive NFP** of **€ 5.4 M** due to the payment of the ordinary dividend for a total value of € 10.7 M and the use of resources to strengthen the warehouse



**Significant growth driven by both the Install sector and the Live sector** in the main geographies where the Powersoft Group operates.



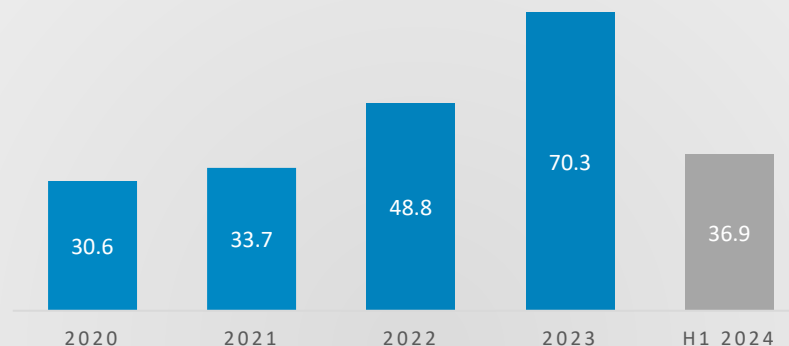
**Bright outlook thanks to a solid order book.**



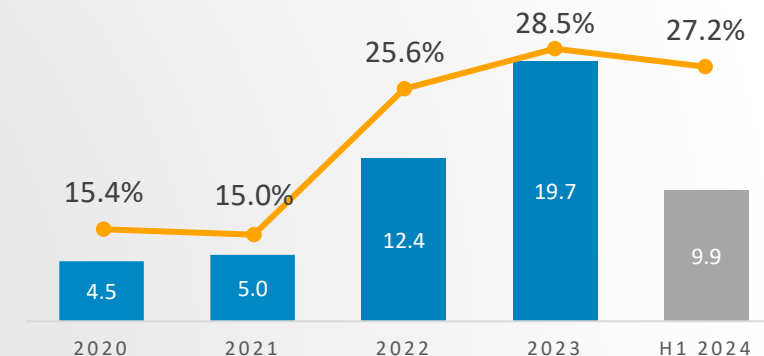
# FINANCIAL HIGHLIGHTS

**A solid equity story and sound financials**, which allows the company to face, with flexibility and speed, the changing commercial and industrial needs, and growth goals

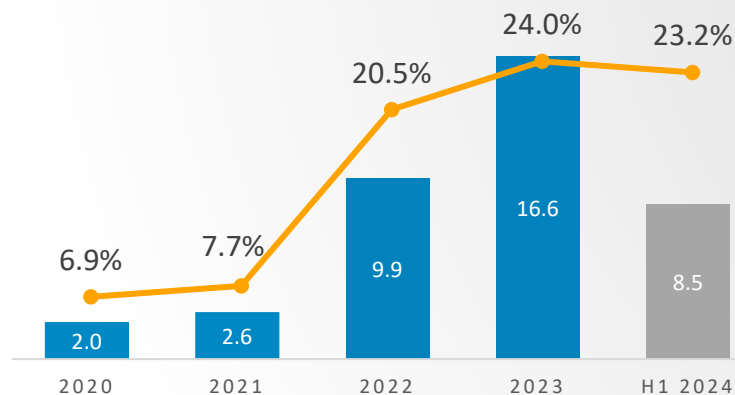
### REVENUES €/M



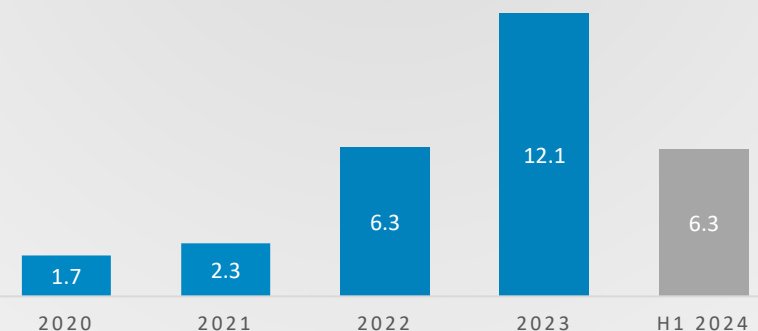
### EBITDA €/M - EBITDA MARGIN %



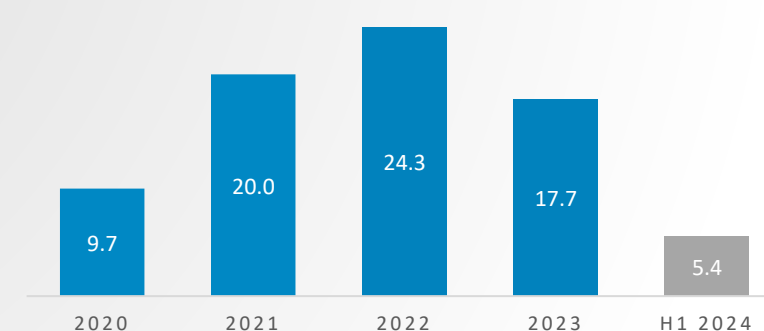
### EBIT €/M - EBIT MARGIN %



### NET PROFIT €/M



### NFP (CASH) €/M



# FOCUS ON H1 2024 RESULTS

(thousands of Euro)

	30/06/2024	% on revenues	30/06/2023	% on revenues	% change
Revenues	36,471	100.0%	32,545	100.0%	12.1%
Other revenues	438	1.2%	436	1.3%	0.5%
<b>Total Revenues</b>	<b>36,909</b>		<b>32,981</b>		<b>11.9%</b>
Cost of sales	(19,240)	-52.8%	(17,449)	-53.6%	10.3%
Increases for internal work	807	2.2%	683	2.1%	18.2%
Commercial and marketing expenses	(3,064)	-8.4%	(3,341)	-10.3%	-8.3%
General and administrative expenses	(6,947)	-19.0%	(5,611)	-17.2%	23.8%
<b>EBIT</b>	<b>8,465</b>	<b>23.2%</b>	<b>7,264</b>	<b>22.3%</b>	<b>16.5%</b>
Financial expenses	(161)	-0.4%	(363)	-1.1%	-55.6%
Financial income	372	1.0%	346	1.1%	7.5%
<b>EBT</b>	<b>8,676</b>	<b>23.8%</b>	<b>7,247</b>	<b>22.3%</b>	<b>19.7%</b>
Income taxes	(2,395)	-6.6%	(2,011)	-6.2%	19.1%
<b>Net Result</b>	<b>6,281</b>	<b>17.2%</b>	<b>5,236</b>	<b>16.1%</b>	<b>20.0%</b>

(thousands of Euro)

	30/06/2024	% on revenues	30/06/2023	% on revenues	% change
<b>EBIT</b>	<b>8,465</b>	<b>23.2%</b>	<b>7,264</b>	<b>22.3%</b>	<b>16.5%</b>
Amortization	1,445	4.0%	1,121	3.4%	28.9%
Funds	-	0.0%	253	0.8%	-
<b>EBITDA</b>	<b>9,910</b>	<b>27.2%</b>	<b>8,638</b>	<b>26.5%</b>	<b>14.7%</b>

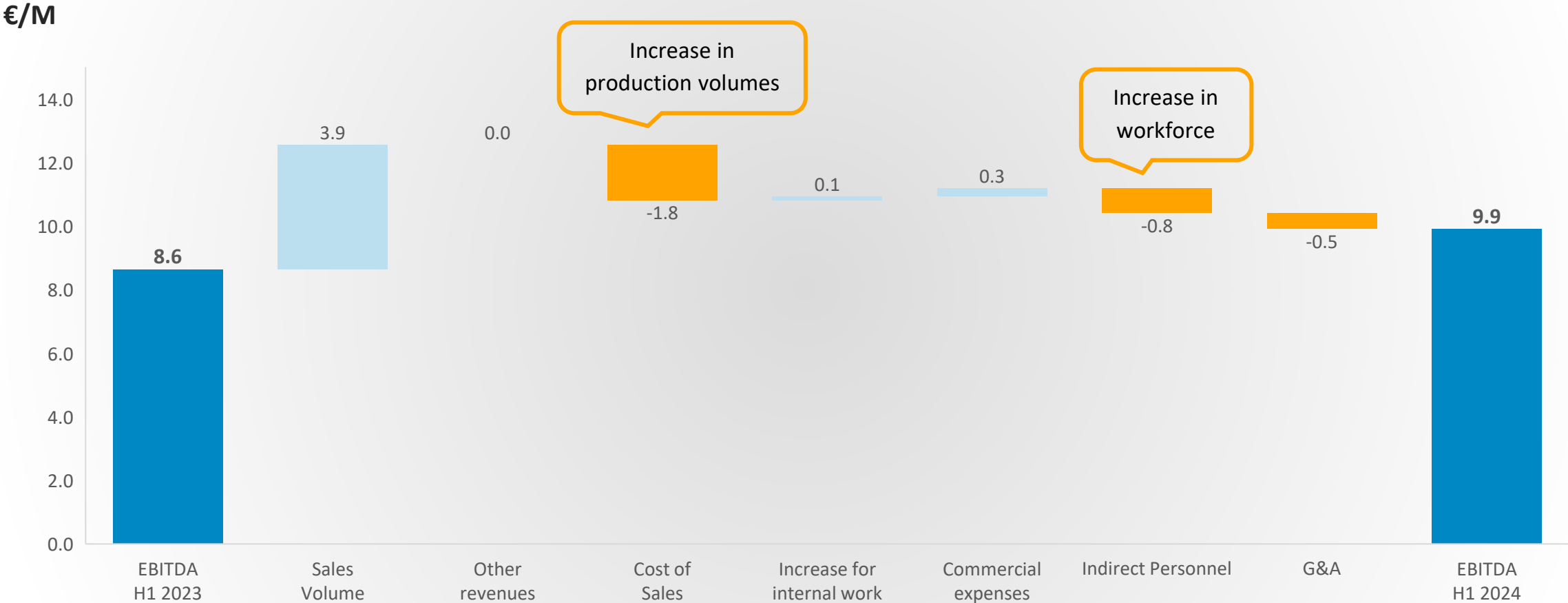
- **Total Revenues** at € 36.9 M, **+11.9%** compared to € 33.0 M in H1 2023, confirming the ongoing success of the implemented penetration strategy

**Growth in main geographies:** Europe +5.8%, NAM +30.9% YoY

- **Cost of sales:** € 19.2 M, +10.3% compared to € 17.4 M in H1 2023, due mainly to the increase in sales volumes
- **Commercial and marketing Expenses** decreasing YoY because of the postponement of trade fairs in the second semester, despite an increase in personnel
- **G&A** had an increase of 23.8% compared to H1 2023, mainly due to an increase in indirect personnel, and also for business consultancy and the purchase of materials linked to R&D
- **EBITDA:** € 9.9 M, **+14.7%** compared to € 8.6 M in H1 2023  
**EBITDA Margin 27.2%**
- **EBIT:** € 8.5 M, **+16.5%** compared to € 7.3 M in H1 2023  
**EBIT Margin 23.2%**
- **Financial expenses** improving YoY thanks to a better management of exchange rates
- **Net result:** € 6.3 M, **+20.0%** compared to € 5.2 M in H1 2023

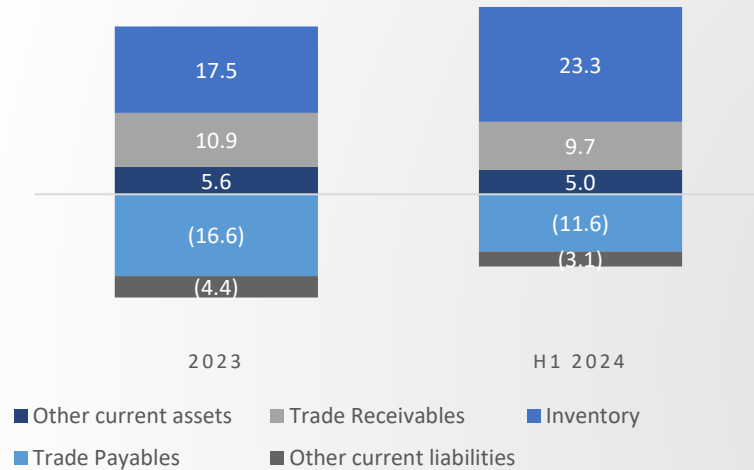


# CONSOLIDATED EBITDA – EVOLUTION H1 2023 – H1 2024



# SOUND BALANCE SHEET

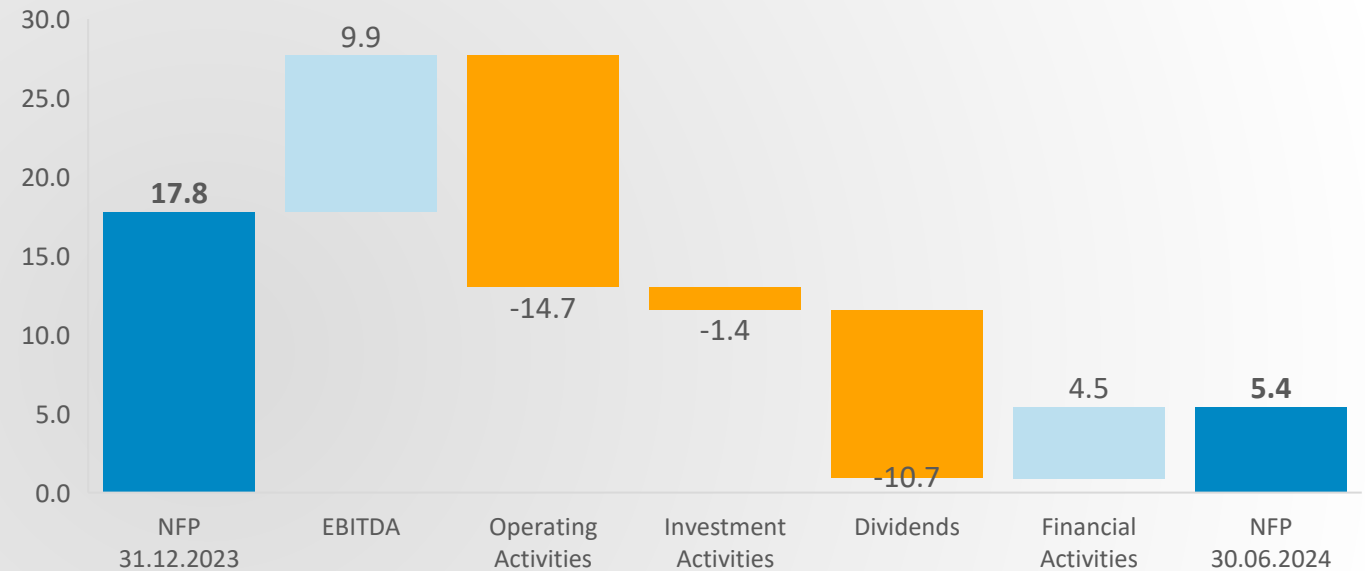
## NET WORKING CAPITAL €/M



**NWC up to € 23.4 M** in H1 2024 because of:

- an **increase of Inventory** due to forecasts of increasing demand from market intermediaries subsequently postponed due to excess stocks of the intermediaries themselves
- A **decrease in Trade payables** because of the concentration of higher purchases in the first part of the semester and to the neutralization of VAT management
- A **decrease in Trade receivables** thanks to sales to a mix of clients with better payment conditions compared to 31 December 2023

## NET FINANCIAL POSITION €/M – EVOLUTION FY 2023 – H1 2024



**NFP (cash positive) at € 5.4 M**, compared to € 17.8 M as of 31 December 2023 and € 15.0 M as of 30 June 2023, mainly driven by:

- **Relevant distribution of dividends:** € 0.85 ordinary dividend per share for a total of € 10.7 M
- **Use of resources to strengthen the warehouse**



# KEY TAKEAWAYS

- **Successful repositioning** from Product Company to Solution Provider
- **Faster growth and strong competitive positioning** thanks to **R&D investments** in product innovation and offering expansion
- **Improving market share** in US and in China, Japan, South East Asia by strengthening traditional sales channels and the **development of new ones**
- **Partnerships** with industry players and opportunities for long-term organic growth
- **Large install projects** and audio immersive venues: potential add on



# APPENDIX



# GOVERNANCE

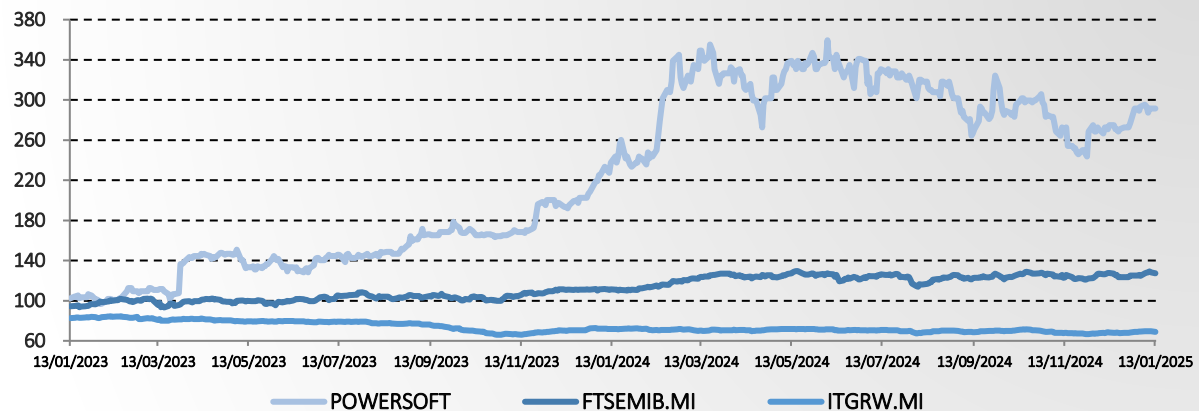
## BOARD OF DIRECTORS



## BOARD OF STATUTORY AUDITORS



## STOCK FIGURES

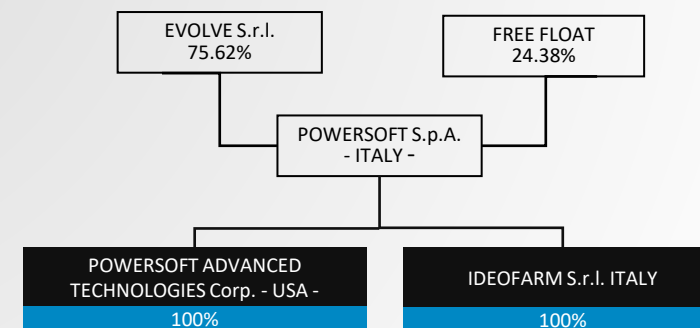


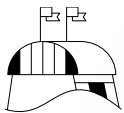
**IPO:** 17/12/2018  
**Shares:** 12,535,062  
**Market:** Euronext Growth Milan

**Price (13/01/2025):** € 14.10  
**Market Cap (13/01/2025):** ≈€ 170 M  
**Average Daily Volume YTD:** ≈ 1.1 K

AUDIT FIRM **EY**

## SHAREHOLDINGS AND GROUP ORGANIZATION CHART





**TREETOP ADVENTURE GOLF**  
NEWCASTLE, ENGLAND

## LEISURE VENUE

### CHALLENGE:

With a huge variance in visitor demographics, and hundreds of visitors a day, ensuring that all voice lines are intelligible in all circumstances, and that the site is well balanced and not cacophonous, is vital.

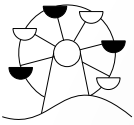
### SOLUTION:

16x **Unica 8M** and **Mover**

### RESULT:

The resulting product elevates the aspect of any AV immersive experience while reducing concerns about low-frequency noise pollution.





LINGBAO FAIRYLAND NIGHT TOUR PROJECT,  
SHANGRAO, CHINA

## THEME PARK SYSTEM

### CHALLENGE:

Enjoy a spectacular visual and sound journey over the Gexian Town Resort, famous for its religious culture and natural scenery.

### SOLUTION:

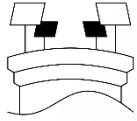
2x Mezzo 602AD amplifiers providing overall control.

### RESULT:

«Firstly, Mezzo amplifiers are small in size but that doesn't compromise the quality of the sound. Secondly, it is quite cost-efficient as the budget of the whole project is relatively limited.» The available Dante version of Mezzo amplifiers also makes the sound system more reliable with a faster transmission speed»

*Alan Ho, EZPro Team Leader*





**STADIUM OF EBIMPÉ**  
ABIDJAN, IVORY COAST

## STADIUM SYSTEM

### CHALLENGE:

Complete renewing of the original P.A. built in 2020 because all loudspeakers were damaged due to weather conditions.

### SOLUTION:

61x **Quattrocanali 4804 DSP+D**

14x **Duecanali 6404 DSP+D**

### RESULT:

«Of course, there are other brands that also do good work, but when it comes to challenging spaces and installations, you know you can count on Powersoft.»

***Ricardo Castro, RCOE Consulting***





**BASE NIGHTCLUB**  
DUBAI, UAE

## EVENT ARENA

### CHALLENGE:

Open-air nightclub with the requirement to complete the project in 23 days.

### SOLUTION:

9x X4 DSP + ETH to save on power consumption and gain amplification output.

### RESULT:

Powersoft provided the most cost-efficient power solution per channel, with much simpler configuration requirements than competing products.





**ABERCOMBIE HOTEL**  
SYDNEY, AUSTRALIA

## HOTEL SYSTEM

### CHALLENGE:

A major challenge with the Abercrombie was containing all the sound – patrons, voices and music – as, unlike in days of old, the venue is now surrounded by accommodation.

### SOLUTION:

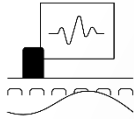
**16x Mezzo 604 A+, 13x Quattrocanali 1204 DSP+ amplifiers,**  
all AES67 compatible, and **2x X8**

### RESULT:

«With this project delayed over two years due to Covid and delivery in the heat of the component shortage, Powersoft's quick development migrating to AES67 has kept projects going.»

***Dave Coxon, Projects Designer***





**QINGDAO WORLD EXPO CITY**  
QINGDAO, CHINA

## CONFERENCE CENTER

### CHALLENGE:

To deliver a high-quality sound system for multi-purpose spaces with a dedicated platform for control and monitoring.

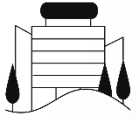
### SOLUTION:

46x **Quattrocanali 1204**  
23x **Quattrocanali 2404 DSP+D.**

### RESULT:

Full integration with Symetrix for audio processing and in-depth control and monitoring of all the audio signals via ArmoníaPlus, so that the sound can be tailored to suit customer's needs.





**VAN CAEM KLERKS GROUP**  
AMSTERDAM, THE NETHERLANDS

## WORK SPACE SYSTEM

### CHALLENGE:

Import and export Company of A-branded products, namely liquor, beer, fine wines, fragrances, luxury and fast-moving consumer goods.

### SOLUTION:

**WM Touch** and **Mezzo** amplifiers

### RESULT:

«Compared to a more traditional install, the Dynamic Music Distribution solution is very cost-effective: it's great to have the processor and the amplifier in one single system.»

*Harry Scheringa, Van Brienen AV Senior sales*



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It should be noted that the audit of the Draft Financial Statements has not yet been finalised and that the Independent Auditors' Report will therefore be made available within the terms required by law. It should be also noted that Income Statement and Balance Sheet shown in this Presentation are reclassified and not subject to audit by the Independent Auditors.”





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