



## **Fiscal Second Quarter 2021 Earnings Conference Call**

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Yossi Aloni, Chief Executive Officer

Chad Hassler, Chief Commercial Officer

Michael Prinn, Chief Financial Officer

September 8, 2020

# Safe Harbor

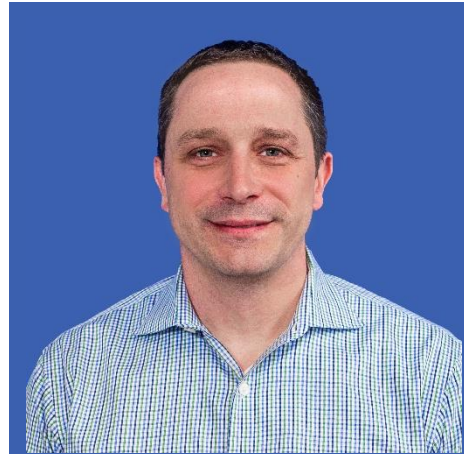
*During the course of this presentation, we will provide projections and other forward-looking statements regarding future events or the future financial performance of SeaChange International, Inc. (the Company), including expectations concerning our business strategy for this year and beyond. Such statements are only current expectations and actual events or results may differ materially. We refer you to the Company's filings with the SEC, particularly our most recent Reports on Form 10-K, Form 10-Q and Form 8-K. These documents identify important risk factors that could cause actual results to differ materially from our projections or other forward-looking statements. We will also present financial metrics determined on a "non-GAAP" basis. These items, together with the corresponding GAAP numbers and a reconciliation to GAAP, are contained in this presentation and the related earnings press release on our website at [www.seachange.com/about/news-events/](http://www.seachange.com/about/news-events/).*

# Presenters



**Yossi Aloni**  
**CEO**

*Previously*  
CCO, Euronext: ATEME SA



**Chad Hassler**  
**CCO**

*Previously*  
VP North America, ATEME

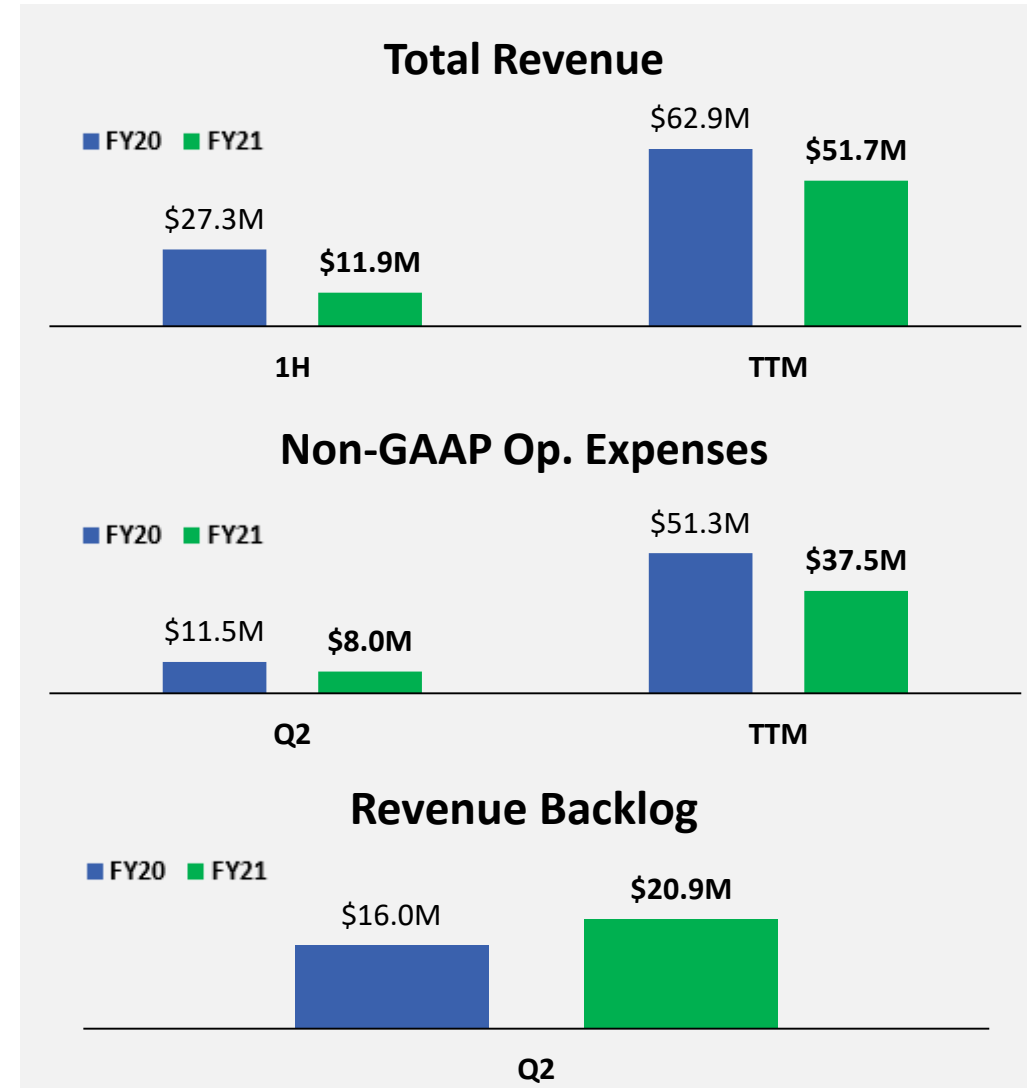


**Michael Prinn**  
**CFO**

*Previously*  
VP Finance, Brightcove

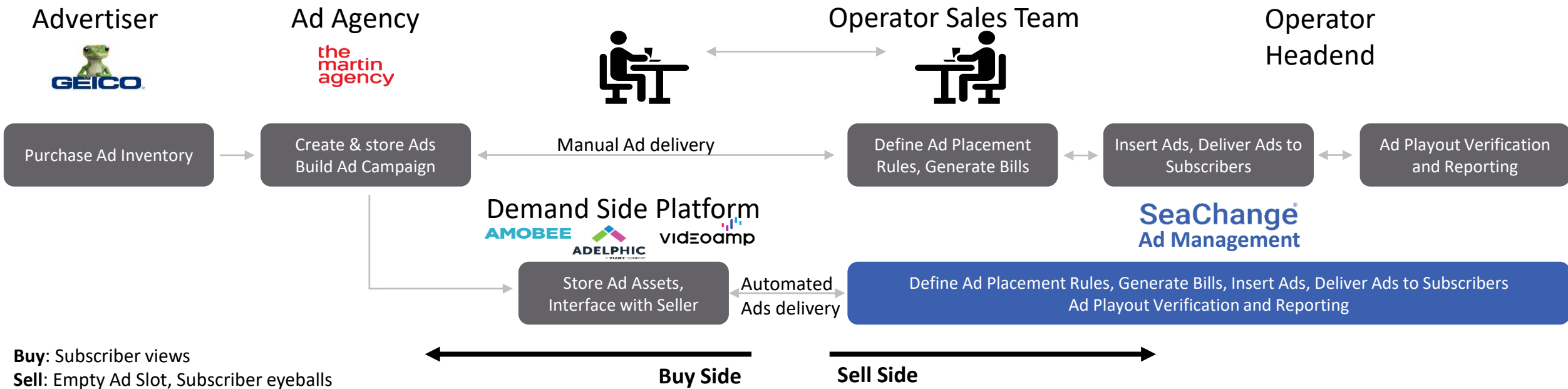
# Q2 and First Half FY21 Highlights

- Secured one new Framework win with a U.S.-based regional cable TV provider
- Cost-optimization measures produced a 9% sequential decrease and 31% y/o/y decrease in opex in Q2-21
- Expanded relationship with AWS that provides Framework with machine learning services and new functionalities
- Solid cash position: \$9.8M



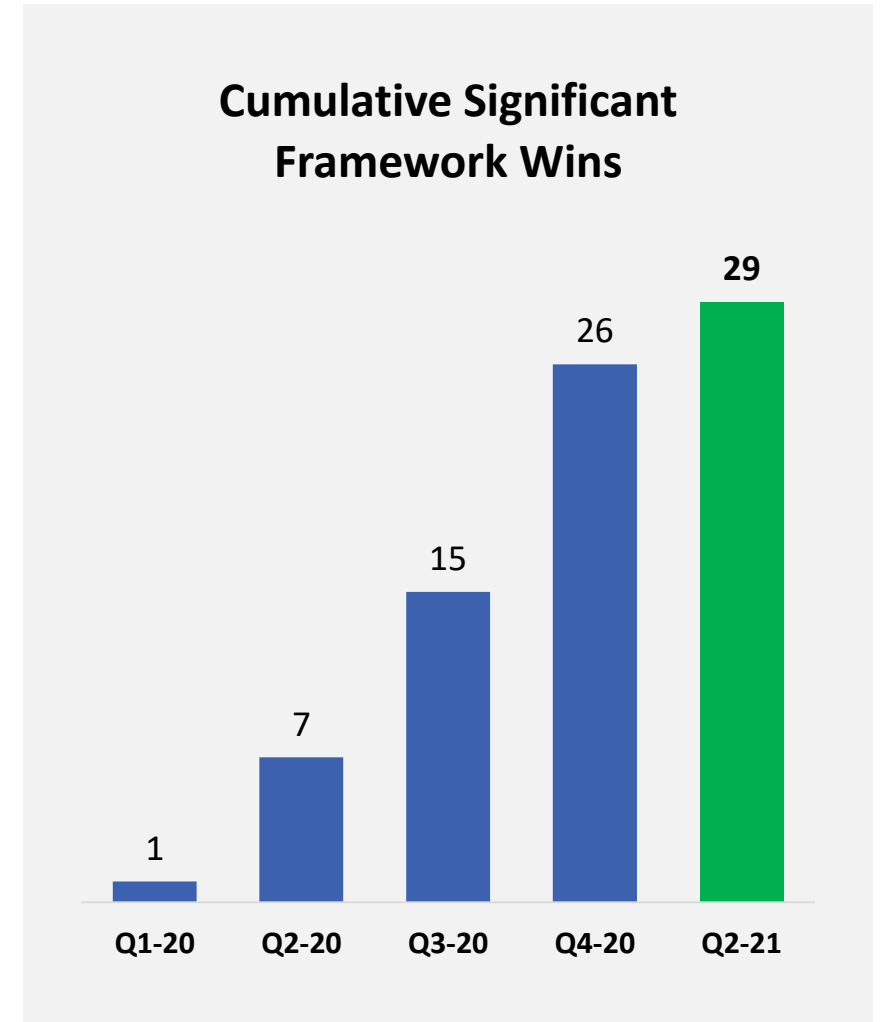
# Revolutionizing the TV Advertising Industry

- SeaChange's technology is positioned to revolutionize the TV advertising industry by enhancing providers' ability to monetize the approximately \$10B of TV ads that go unsold annually without the need for salespeople through our automated auction platform called Unsold



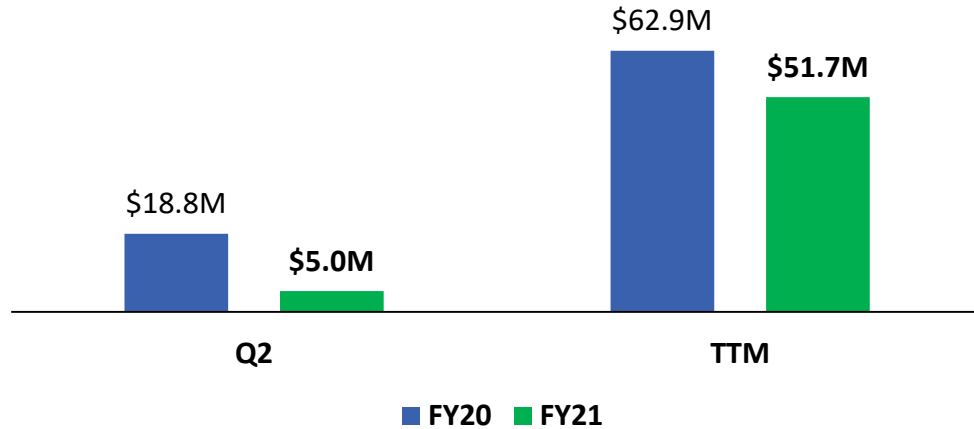
# SeaChange Framework Expansion

- **Framework traction:**
  - 29 significant new wins since March 2019
  - \$62 million total contract value (TCV)
  - Multi-year deals = predicable/recurring revenues
- **Expanding pipeline and interest in Framework:**
  - Reduced and predictable OPEX
  - Monetizing existing install base
  - Expanding service offerings and platforms
  - Cloud based, managed or localized deployment
  - Simplicity of the engagement

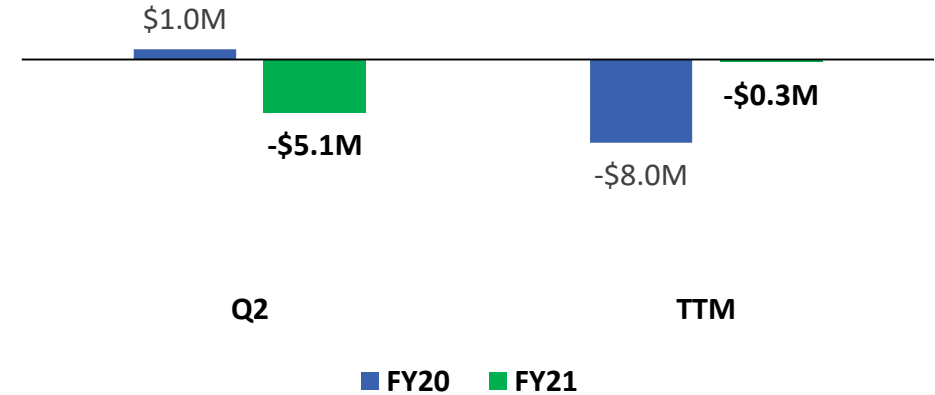


# Financial Performance

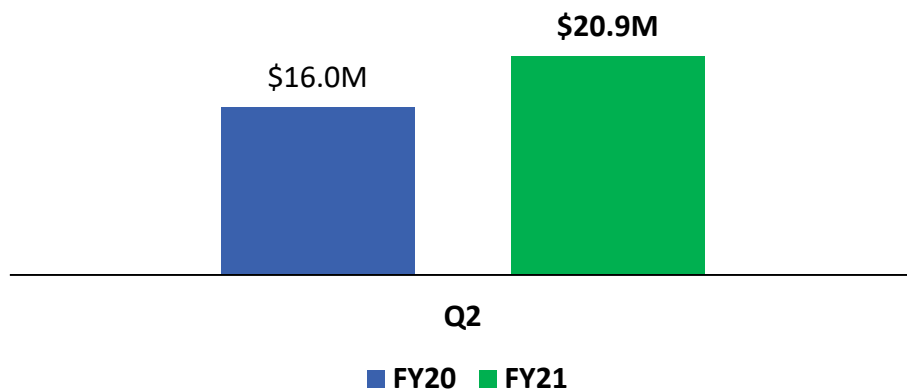
## Total Revenue



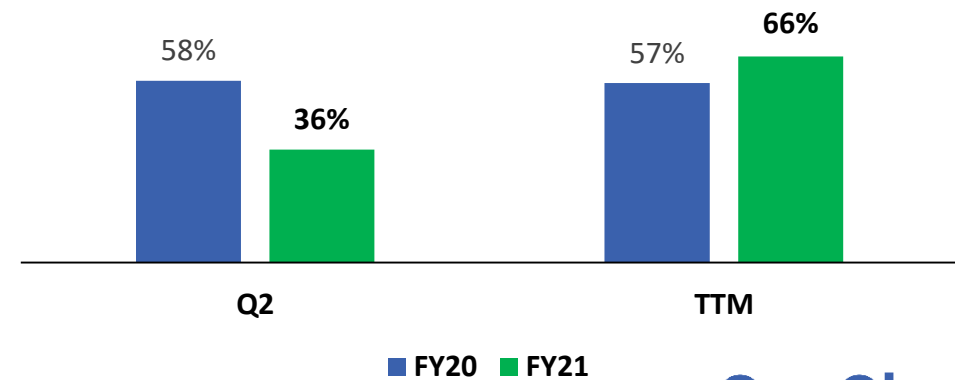
## Non-GAAP Operating Income/(Loss)



## Revenue Backlog



## Gross Margin



# Key Takeaways

- ✓ \$250M technology investment and proven go-to-market strategy has positioned company as ***The Video Delivery Platform Leader*** with a unique linear ad monetization solution
- ✓ 29 Framework wins totaling **\$62M in total contract value**
- ✓ **Expanding backlog** and multi-year deals provide revenue visibility
- ✓ **Optimized cost structure and cash position** enable company to execute growth strategy
- ✓ Positive outlook for **growth in second half of FY21 and into FY22**



# Q&A