

A background image showing a view of Earth from space, with the planet's horizon and a bright sun or star on the horizon, creating a lens flare effect. The sky is filled with stars.

# ENGAGE. EMPOWER. EVOLVE.

IPTV, Video Streaming & Digital Signage Solutions



## Company Overview

# About VITEC

- Private Company Established in 1988
- Worldwide Headquarters in Paris
- Global, Tech-driven Company – US, Europe, Asia & Middle East
- 2021: Acquired Exterity
- 375 Employees: >175 R&D Engineers
- Growth through video innovation, global M&A, and strategic partnerships



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- 26% year-over-year revenue growth from 2020 to 2021



## Worldwide Locations



A world map with location pins indicating worldwide locations. The pins are color-coded: orange for 'Paris Facilities' and blue for 'Regional Sales Offices'. The orange pin is located in Paris, France. The blue pins are located in Los Angeles, California; New York, New York; London, England; Berlin, Germany; Rome, Italy; Moscow, Russia; Beijing, China; Singapore; and Sydney, Australia.

Location	Type
Paris, France	Paris Facilities
Los Angeles, California	Regional Sales Offices
New York, New York	Regional Sales Offices
London, England	Regional Sales Offices
Berlin, Germany	Regional Sales Offices
Rome, Italy	Regional Sales Offices
Moscow, Russia	Regional Sales Offices
Beijing, China	Regional Sales Offices
Singapore	Regional Sales Offices
Sydney, Australia	Regional Sales Offices

Paris Facilities  
Regional Sales Offices

- HQ Paris
- Main Facilities
- Regional Sales Offices



# A world of Innovation Below the Surface

- **Focus**  
On customer requirements  
to identify solutions  
and new opportunities
- **Leverage**  
Our core competencies  
to add value for our customers
- **Capitalize**  
Over 30 years experience  
of new codec development





**Founded** by its current President, VITEC embarked on a legacy of selling know-how in video compression.

**VITEC developed the first MPEG-1**  
From 1993 to 2000,  
VITEC grew the PC  
board market.

**VITEC had the very first  
frame accurate MPEG  
editing software.**

1988

1989

1992-93

1995

Introduction of the  
first product.

VITEC kicked off  
exporting outside  
France after winning  
many awards  
throughout the 90's.

VITEC pivoted from a home user market of 'computer dealers' to professional markets through system integrators & OEMs.

### VITEC ACQUIRES Optibase

From Advanced Video Streaming and management solutions to Specialised Video Recorders, this joining of forces introduced a wide array of products and solutions.

VITEC ACQUIRES Focus/Como

VITEC ACQUIRES  
Stradis

VITEC ACQUIRES  
Visual Circuits

VITEC ACQUIRES  
ATEME Defense & Security

VITEC ACQUIRES  
Telairity

VITEC introduced  
the first HEVC  
hardware encoder

2001

-05

2001

-05

Exterity  
founded in  
2001

2008

2009

2010

2011

2015

2018

2006

-08

Exterity developed  
the complete end-  
to-end solution.

2015

-18

Exterity opens new HQ to  
meet accelerating demand.



VITEC launched an initial line of openGear compatible encoder and decoder cards for the Broadcast market.

VITEC committed to going Carbon Neutral. GreenPEG initiative launched.



VITEC continues to grow, the combined entity will be the leading IPTV and Digital Signage provider for Corporate, Government, Military, Venues, Hospitality, and Broadcast customers.

2019

2020

2021

2022

2020

Exterity is awarded a prestigious Queen's Award for Industry: International Growth 2020.

### **VITEC ACQUIRES Exterity**

Creating a Global IPTV and Digital Signage Powerhouse.



# VITEC Core Values



**We Dream Big**  
*Innovation Inspired*



**We Earn  
Confidence**  
*Customer Driven*



**We Trust  
Teams to Lead**  
*Team Culture*

## OUR VISION

Build a brighter video future for the  
world and beyond

## OUR MISSION

Master video technology to pioneer  
innovative streaming solutions

# VITEC Markets



## Enterprise, Finance & Education

Deliver timely, impactful communications that engage and inform in business enterprise, finance and education.



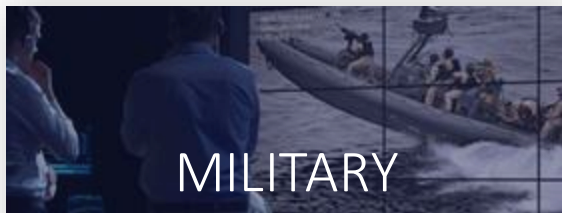
## Broadcast & Media

Stream live broadcast quality content to any device, anywhere with continuous, error-free coverage.



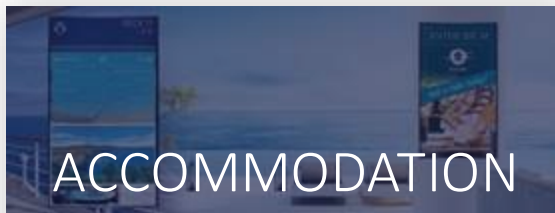
## Government & Federal Agencies

Keep staff informed and support critical missions from ground to space with VITEC's secure IPTV and digital signage solutions.



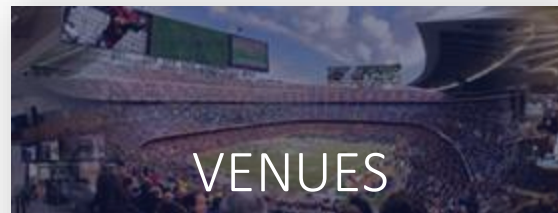
## ISR & Communication

Securely ingest motion imagery for exploitation, dissemination and display of critical information around military bases and live environments.



## Hotels, Cruise & Healthcare

Create unique viewing experiences by harnessing the power of TV, video and digital signage to engage with your audience.



## Stadiums, Arenas & Casinos

Distribute high-quality live TV, video, advertising, alerts and more to any screen around your venue.

# Global customer base across all markets

VITEC Confidential

## Corporate



## Sports / Venues



## Broadcast



## Government



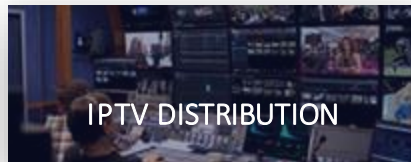
## Military



## Accommodation



# VITEC Solutions



## IPTV DISTRIBUTION

Leverage your IT network to harness engaging new IPTV distribution experiences for your audience



## DIGITAL SIGNAGE

Create, manage and display impactful digital signage to enhance communications



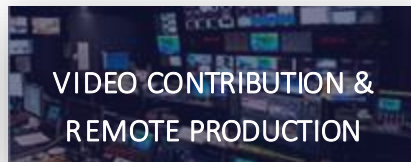
## VIDEO STREAMING

Reliably stream high-quality live and recorded video across any network to any device and single or multiple sites with enterprise video streaming



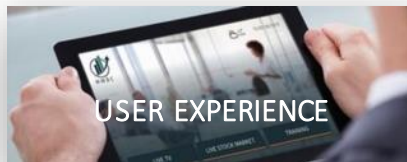
## SITUATIONAL AWARENESS & ISR

Comprehensive ISR military and situational awareness solution for high-quality delivery, recording and management of live and on-demand video over IP networks



## VIDEO CONTRIBUTION & REMOTE PRODUCTION

Reliable and secure contribution of video between multiple points using a private or public network connection



## USER EXPERIENCE

Enhance the user experience through IPTV technology excellence



## SECURITY

Digital Signage & Video Streaming Security for end-to-end protection, from source to display

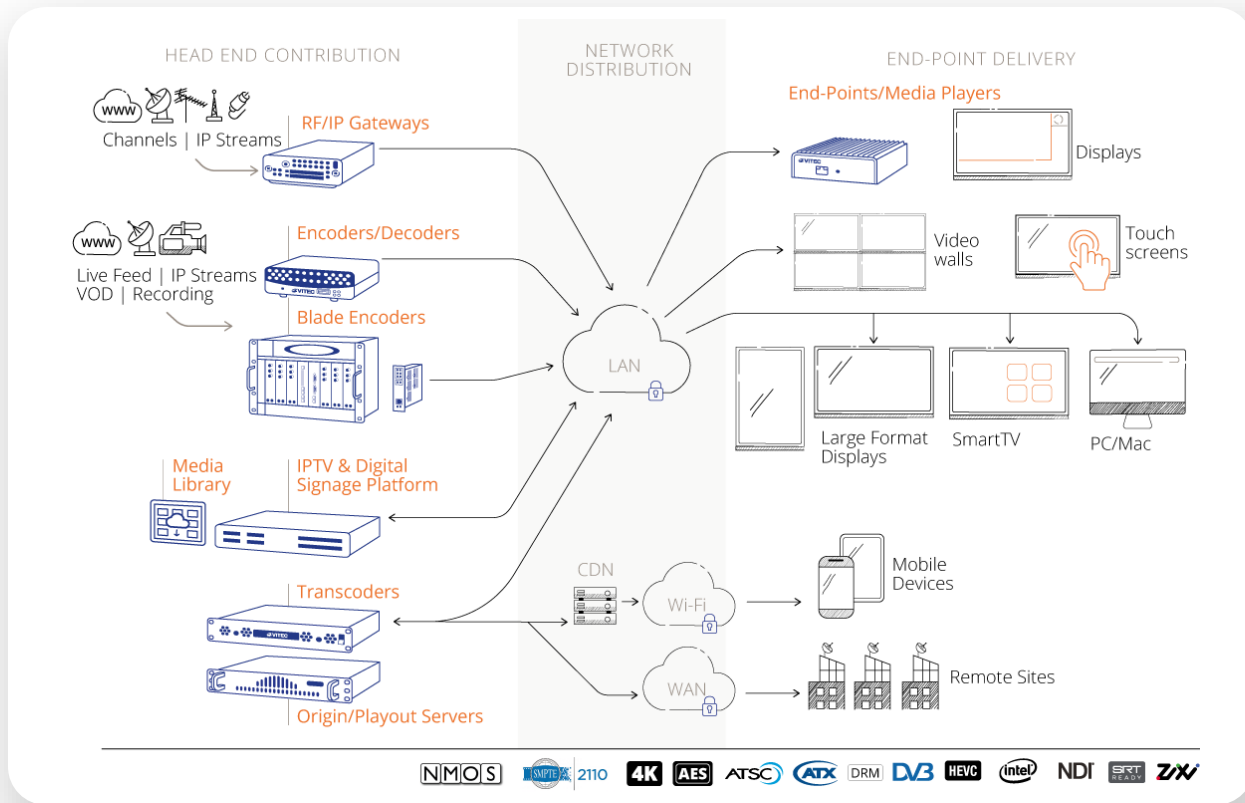


## SYSTEM MANAGEMENT

Easily manage your complete end-to-end IP video system from a central point of control with intuitive features



# VITEC Solutions



# VITEC Product Families

## Encoders & Decoders



## IPTV & Digital Signage



## Gateways & Transcoders



## Cards, Converters



# VITEC Customer Support

## Support Services options include:

- Software & Firmware downloads
  - Remote and onsite diagnostics
  - 24 x 7 phone and on-line contacts
  - Fast repair cycles
  - Enterprise-grade system design services
  - Installation, training, and data management services
- Services are available for customers, dealer OEM partners, and system integrators
  - Support contracts available at Bronze, Silver, Gold, Platinum or customised service packages



# VITEC Green Initiative

- VITEC - carbon neutral since 2021
- VITEC has taken actions to reduce greenhouse gas emissions and fully offset residual emissions by investing in approved and audited carbon reduction projects
- Carbon-neutral video solutions reduce the environmental impact of enterprise video resources and contributes to achieving climate change objectives
- VITEC launched a GreenPEG <sup>™</sup> initiative to optimise MPEG technology by addressing - and minimising - the size, weight, and power of devices that contribute to energy consumption
- Carbon balanced video products from VITEC are a competitive advantage for customers who share our commitment to the environment





# The VITEC Advantage



## EXPERTISE

Deep audio/video and data signal engineering knowledge



## QUALITY

Proven 24/7 product performance, even in harsh environments



## NETWORK AGNOSTIC

Robust and scalable platform designed to run on any IP network



## LIFECYCLE SUPPORT

Dedicated technical support for customers and integration partners



## EXPERIENCE

Global company with over 30 years of successful video deployments



## CUSTOMER FOCUS

Strive to exceed expectations and deliver innovative IPTV solutions

**Your Video Technology Partner**



Thank you