

## Atomos Delivers Record Sales in excess of \$82m

### Highlights:

- Unaudited revenue in excess of \$82m for FY22, a record sales result
- Strong finish to the year with sales up 37% on the prior corresponding period (pcp) in the final quarter providing good momentum for the start of FY23

Atomos (**ASX: AMS**, '**Atomos**' or the '**Company**') is pleased to announce another record sales result with full year unaudited revenue in excess of \$82m for FY22. There was a strong finish to the year with a Q4'22 result of \$37.5m which was up 37.0% on pcp, which will provide strong momentum going into FY23.

| Quarterly Sales |                 |                 |                 |                 |           |
|-----------------|-----------------|-----------------|-----------------|-----------------|-----------|
| \$m             | Q1<br>(Jul-Sep) | Q2<br>(Oct-Dec) | Q3<br>(Jan-Mar) | Q4<br>(Apr-Jun) | Full Year |
| FY22            | 12.8            | 28.1            | 3.6             | 37.5+           | 82.0+     |
| FY21            | 11.4            | 21.4            | 18.5            | 27.3            | 78.6      |
| Growth          | +13.0%          | +31.4%          | -80.5%          | +37.0%          | +4.3%     |

Atomos' Q3'22 result, as previously reported, was impacted by a change in marketing approach and lower promotional activity. This approach was corrected in mid-April with significant positive impact in Q4'22.

Q4'22 also saw the launch of the Atomos cloud strategy, with the successful launch of its first 'Connected' products in June (Atomos Connect, Shogun Connect and Zato Connect). These are the first of the Company's new Series 2 generation of connected devices and will further support the strong momentum going into FY23.

The Company expects its FY22 pro forma EBITDA margin to be at the lower end of the 6% - 8% guidance range.

Commenting on today's announcement Trevor Elbourne, Atomos' Chief Executive Officer said: *"It is extremely pleasing to be reporting another year of record sales. Given the challenges we faced through the year, including supply chain difficulties, disruption to tried and proven marketing strategies and leadership changes, it is a testament to the entire team that we have been able to deliver this growth despite those challenges. I want to thank the team for all their hard work, and I am looking forward to a strong FY23 with our new pipeline of cloud enabled products"*.

Authorised for ASX release by the Atomos Board of Directors.

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**About Atomos:**

Atomos is a global video technology company delivering award-winning, simple to use monitor-recorder content creation products. These products give content creators across the rapidly growing social, pro-video and entertainment markets a faster, higher quality and more affordable production system.

Atomos' range of products take images directly from the sensor of all major camera manufacturers, then enhance, record and distribute them in high-quality formats for content creation using the major video editing software programs. Since being founded in 2010, Atomos has established strategic relationships with key technology providers within the ecosystem including Apple, Adobe, Sony, Canon, Panasonic, Nikon and JVC Kenwood.

Atomos is based in Australia with offices in the USA, Japan, China, UK and Germany and has a worldwide distribution partner network.

For more information, please visit **[www.atomos.com](http://www.atomos.com)**

