

# Focusrite Plc

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Results for the period ended  
**31 August 2022**

**November 2022**

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# Agenda

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**Introduction and Highlights**

**Operational Review**

**Financial Review**

**Growth Strategy**

**Summary and Outlook**



**Tim Carroll**  
Chief Executive Officer



**Sally McKone**  
Chief Financial Officer

# Focusrite plc: A global music and audio products Group



## CONTENT CREATION : 83% of revenue

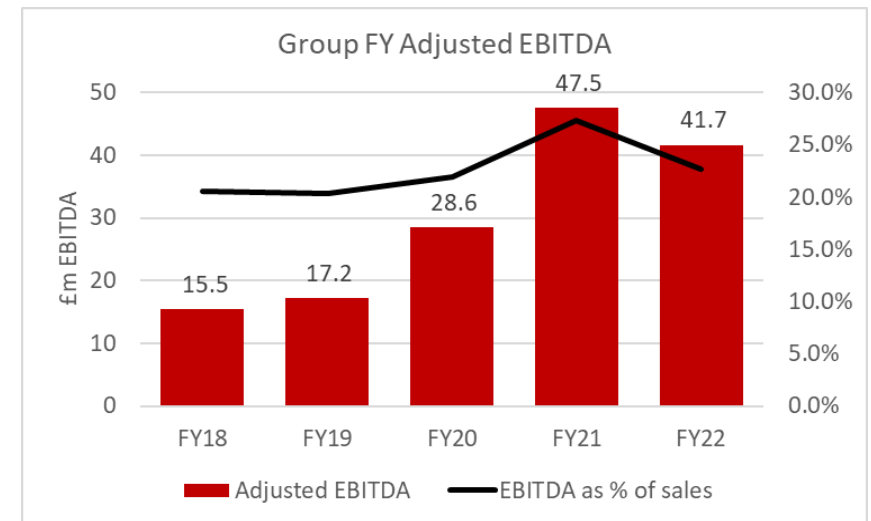
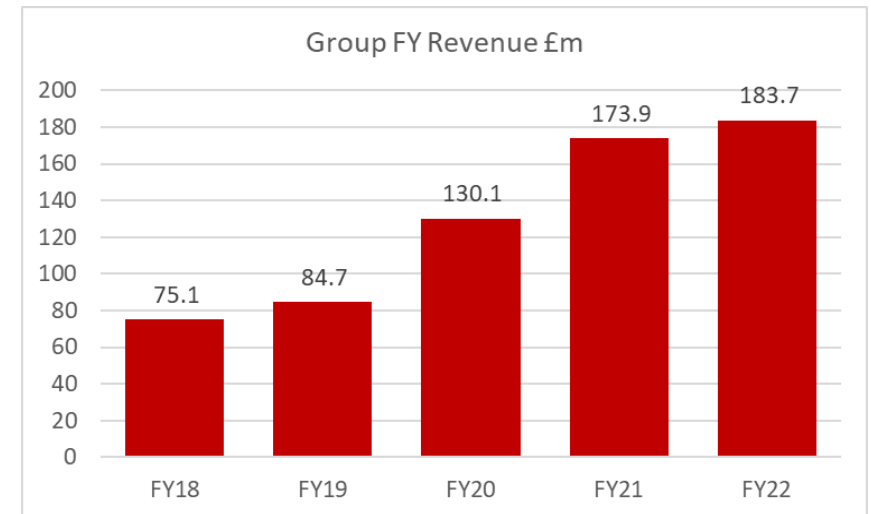
- **Focusrite:** audio recording equipment
- **Focusrite Pro:** audio recording and broadcasting equipment for commercial operations
- **Novation:** hardware and software for creating and playing electronic music
- **Ampify:** software and content for creating music
- **ADAM Audio:** studio monitors, acquired July 2019
- **Sequential:** high end synthesizers, acquired April 2021
- **Oberheim:** high end synthesizers, acquired May 2022

## AUDIO REPRODUCTION: 17% of revenue

- **Martin Audio:** live and installed sound, acquired December 2019
- **Optimal Audio:** commercial audio, launched April 2021
- **Linea Research:** high end amplifiers, acquired March 2022

# Highlights for the year ended 31 August 2022

- A resilient year despite well publicised headwinds
  - Revenue retaining much of demand generated during COVID. 5.6%<sup>1</sup> vs FY21 (-2.8%<sup>2</sup> OCC), and up 41% vs FY20
  - Gross margin down 3.1% points to 45.3%. 1% point due to duty rebates in FY21. Pricing actions offset underlying cost increases but freight and component pressures continued throughout the year
  - Adjusted EBITDA<sup>3</sup> £41.7m down 12% on an exceptional prior year with investment to support growth and reversal of COVID savings
- EMEA and North America stable with RoW growing at 30%
- 22 new products launched during FY22
- Investment in people, technology and IT
- Production quantities at high levels allowing stock to rebuild ready for the holiday season
- Two acquisitions in the year: Linea Research and Oberheim



<sup>1</sup> Calculated as the percentage difference in the reported numbers in £ thousands.

<sup>2</sup> The organic constant currency (OCC) growth rate is calculated by comparing HY22 revenue to HY21 revenue adjusted for exchange rates and the impact of acquisitions.

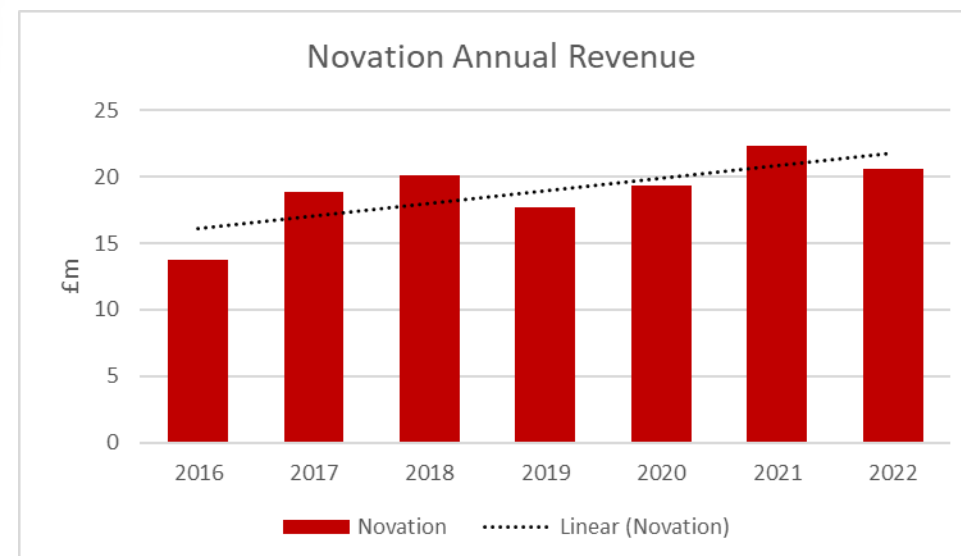
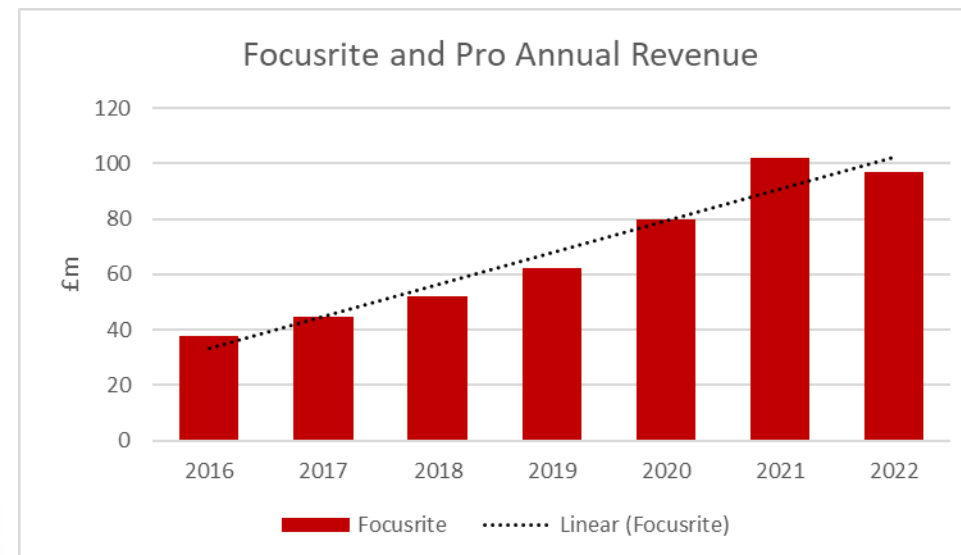
<sup>3</sup> Comprising earnings adjusted for interest, taxation, depreciation, amortisation, goodwill impairment and non-underlying items

# Revenue by brand

	FY22	FY21	FY22 to FY21 reported growth	FY22 to FY21 OCC <sup>1</sup> growth	FY20	FY22 to FY20 growth
	£m	£m			£m	
Focusrite (inc Pro)	97.2	102.1	-4.8%	-6.2%	79.7	22.0%
Novation	20.6	22.3	-7.5%	-8.9%	19.4	6.2%
ADAM	17.8	23.8	-25.2%	-24.0%	17.4	2.4%
Martin (inc Optimal & Linea)	31.9	20.4	56.4%	39.5%	12.0	165.7%
Sequential (inc Oberheim)	16.2	5.3	205.7%	17.9%	-	-
Other	-	-			1.7	
<b>Group Revenue</b>	<b>183.7</b>	<b>173.8</b>	<b>5.7%</b>	<b>-2.8%</b>	<b>130.1</b>	<b>41.2%</b>

The Group's broadening portfolio benefitting from both organic and inorganic growth

<sup>1</sup> OCC (organic constant currency growth). This is calculated by comparing FY22 revenue to FY21 revenue adjusted for FY22 exchange rates and the impact of acquisitions.



# Product sectors: Focusrite

- Focusrite -4.8% on a strong FY21 reflecting COVID tailwind
- Growth in customer base during lockdowns maintained post COVID: 22.0% growth on FY20
- Component shortages issues are ongoing, but proactively managed, delivering some of our highest production levels and rebuilding of stock
- Vocaster launched in H2 to critical acclaim

Focusrite	FY22£m	FY21£m	FY22/21 Reported Growth	FY22/21 OCC <sup>1</sup> growth	FY20£m	FY22/20 Reported Growth
Revenue	97.2	102.1	-4.8%	-6.2%	79.7	22.0%



<sup>1</sup> OCC (organic constant currency growth). This is calculated by comparing FY22 revenue to FY21 revenue adjusted for FY22 exchange rates and the impact of acquisitions.

# Product sectors: Novation and Ampify

- Novation -7.5% compared to strong pandemic FY21. Mix of new products performing well and others at late stage of lifecycle
- Three new products to our controller keyboard line: the Launchkey88, the FL Studio Mini and FLStudio 37
- Our Ampify apps had 1.28 million downloads with 44% growth in the annual subscriber base

Novation	FY22 £m	FY21 £m	FY22/21 Reported Growth	FY22/21 OCC <sup>1</sup> growth	FY20 £m	FY22/20 Reported Growth
Revenue	20.6	22.3	-7.5%	-8.9%	19.4	6.2%



<sup>1</sup> OCC (organic constant currency growth). This is calculated by comparing FY22 revenue to FY21 revenue adjusted for FY22 exchange rates and the impact of acquisitions.



## Product sectors: ADAM Audio

- Revenue -25.2% compared to strong FY21
- Component supply issues impacting supply of entry level T-series during key holiday period
- Core A series range transition delayed due to similar supply issues resulting in large stock outs globally for half the year.
- Supply issues now largely resolved with T series back in stock and new A series launched to industry acclaim

ADAM Audio	FY22 £m	FY21 £m	FY22/21 Reported Growth	FY22/21 OCC <sup>1</sup> growth	FY20 £m	FY22/20 Reported Growth
Revenue	17.8	23.8	-25.2%	-24.0%	17.4	2.4%



<sup>1</sup> OCC (organic constant currency growth). This is calculated by comparing FY22 revenue to FY21 revenue adjusted for FY22 exchange rates and the impact of acquisitions.

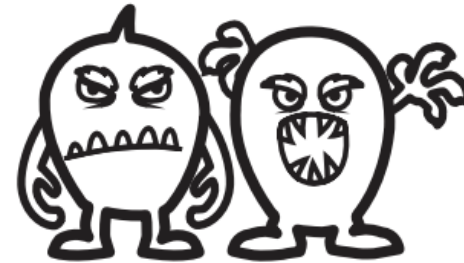
# Product sectors: Martin Audio

- Now includes both Optimal Audio and Linea Research
- Revenue +57% compared to lockdown impacted FY21
  - 32% vs 2019 (Pre Covid)
- Live sound market has shown strong post COVID resurgence
- Optimal brand contributing £1m of revenue and was awarded Manufacturer of the Year at AV Awards
- Acquisition of Linea in March 2022 strengthens Martin's supply chain and grows Linea's customer base

<sup>1</sup> OCC (organic constant currency growth). This is calculated by comparing FY22 revenue to FY21 revenue adjusted for FY22 exchange rates and the impact of acquisitions.

<sup>2</sup> Acquired December 2019– 8 months revenue

Martin Audio	FY22 £m	FY21 £m	FY22/21 Reported Growth	FY22/21 OCC <sup>1</sup> growth	FY20 <sup>2</sup> £m	FY22/20 Reported Growth
Revenue	31.9	20.4	56.4%	39.5%	12.0	165%



**Installations  
without the gremlins.**



Optimal Audio

Commercial audio. Done differently.

[optimal-audio.co.uk](http://optimal-audio.co.uk)

# Product sectors: Sequential

- Leading American synthesizer company and iconic brand headquartered in San Francisco
- Revenues ahead of expectations, despite component supply issues, 18% organic constant currency growth for FY22
- Sequential products now supported by ADAM and FAEL sales and marketing teams throughout Europe and APAC
- Successful acquisition of rights to Oberheim have added a second brand to Sequential team

Sequential	FY22 £m	FY21 <sup>2</sup> £m <sup>1</sup>	FY22/21 Reported Growth	FY22/21 OCC <sup>1</sup> growth	FY20 £m	FY22/20 Reported Growth
Revenue	16.2	5.3	206%	17.9%	-	-

<sup>1</sup> OCC (organic constant currency growth). This is calculated by comparing FY22 revenue to FY21 revenue adjusted for FY22 exchange rates and the impact of acquisitions.

<sup>2</sup> Acquired April 27 2021 – 4 months revenue





Focusrite Group



## Acquisition: Linea Research

- Market leader in amplifier technology based in Letchworth, UK
- Acquired 10 March 2022, £12.3m on completion with up to £0.5m future potential earn out – including approx. £1.3m of cash on the balance sheet at acquisition
- Existing supplier to Martin with the successful IKON series
- Acquisition secures supply chain for Martin and expands customer base for Linea products

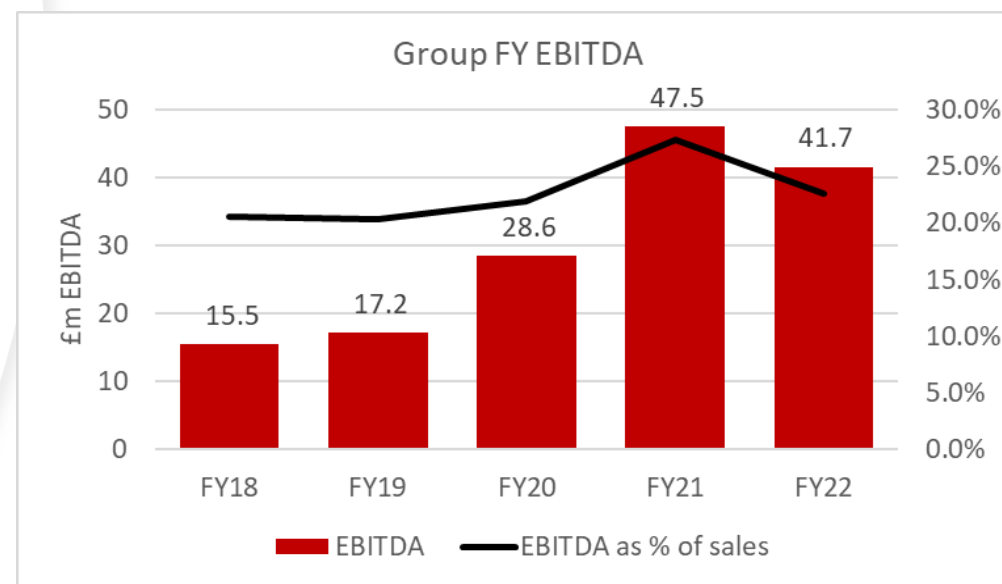
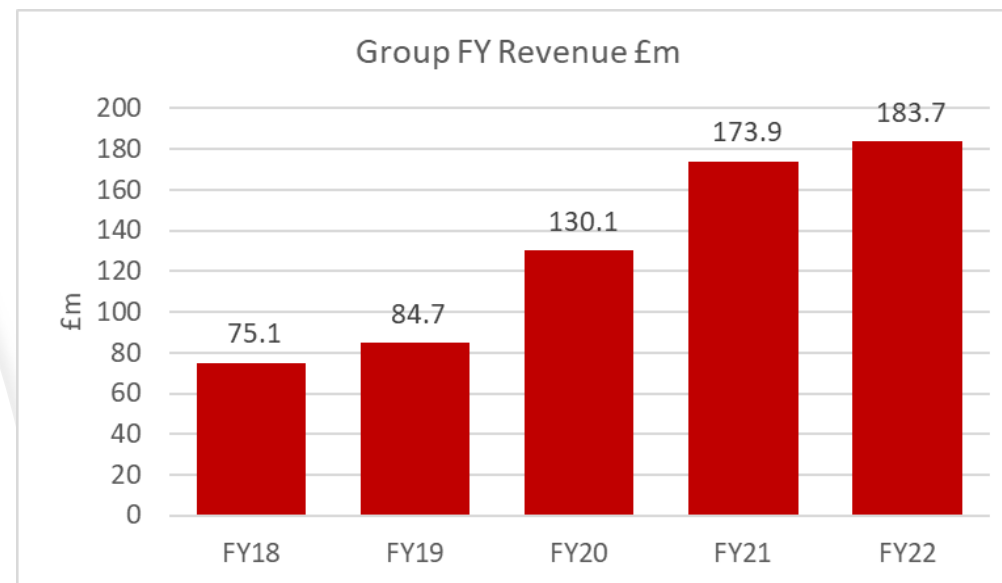
A person wearing a red jacket is playing an Oberheim OB-X8 synthesizer. The synthesizer is black with a light blue control panel. The person's hands are on the keyboard. A large, semi-transparent white circle is overlaid on the left side of the image, containing text and a list of bullet points.

# Acquisition: Oberheim

- Rights to the world famous American synthesizer brand acquired In May 2022
- £1.0m on completion with further staged payments totalling £3.5m over the next 5 years
- Successful launch of the OB-X8 synthesizer with more planned

# Financial highlights

- Group revenue maintains volumes gained during pandemic up 5.6% reported (-2.8% organic constant currency)
- Gross margin at 45.3% is higher than pre pandemic but lower than FY21 due to prior year duty rebates, component pricing and high freight rates throughout the year
- Adjusted EBITDA<sup>1</sup> down to £41.7m from £47.5m in FY21 reflecting lower gross margins, step change in costs to support growth and reversal of COVID savings
- Adjusted free cash flow<sup>2</sup> -£3.4m (FY22: £31.5m): -1.9% of revenue (FY21: 18.1%) principally due to stock rebuilt prior to the holiday season
- Adjusted diluted EPS 52.0p (down 9.6% from FY21 57.5p)
- Reported diluted EPS 42.1p (down 12.7% from FY21 48.2p)
- Net debt<sup>3</sup> of £0.3m (FY21: net cash £17.6m)
- Final dividend of 4.15 pence, up 12.1% from 3.7 pence in 2021

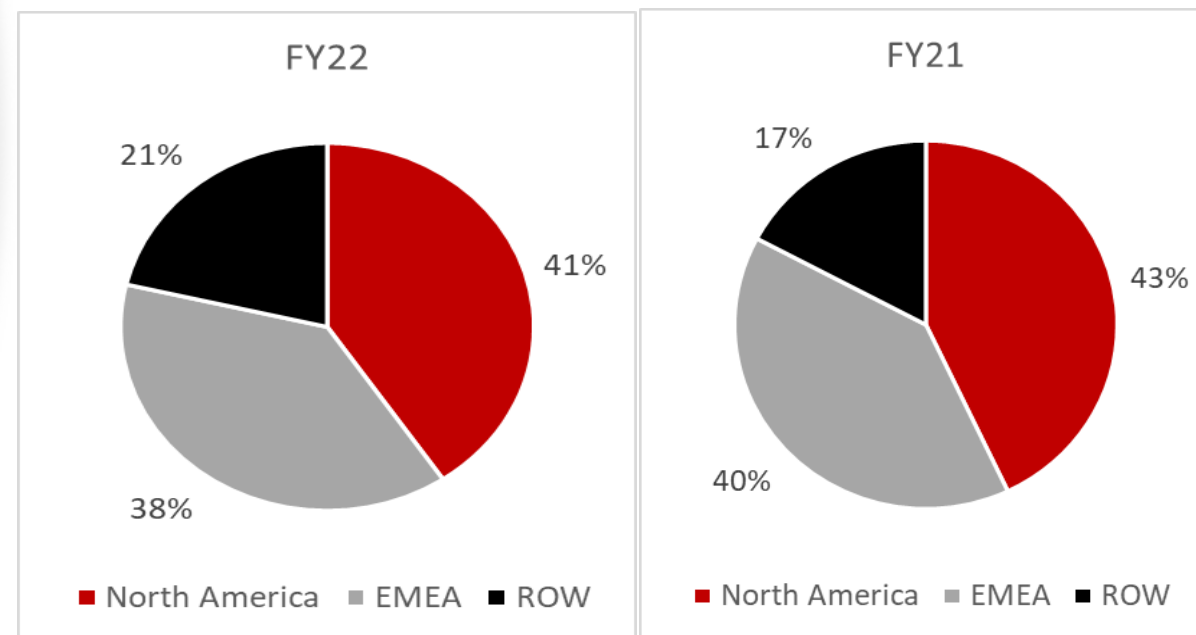


<sup>1</sup> EBITDA earnings adjusted for interest, taxation, depreciation, amortisation, goodwill impairment and non-underlying items  
<sup>2</sup> Adjusted Free cashflow net cash from operating activities less net cash used in investing and financing activities, excluding dividends paid  
<sup>3</sup> Net debt: as cash and cash equivalents, amounts drawn against the RCF including the costs of arranging the RCF

# FY22 Revenue: Regional performance

- North America: -0.2% growth to £74.5m Particularly strong comparators for US
  - US reorganised to one entity across all brands
- EMEA: 1.2% to £70.1m
  - FAEL (-16.6%) and ADAM (-26%) both down compared to FY21
  - Martin very strong at +67.8% compared to FY21
- Rest of World: +30.3% to £39.1m
  - Direct to reseller channel in place since December 2021 and performing well
  - APAC performing particularly well at 40% increase

	FY22	FY21	FY22 to	FY22 to FY21	FY20	FY22 to FY20
	£m	£m	FY21 growth	OCC <sup>1</sup> growth	£m	growth
North America	74.5	74.6	-0.2%	-9.4%	50.9	46.5%
Europe, Middle East and Africa	70.1	69.3	1.2%	-6.1%	56.5	24.2%
Rest of World	39.1	30.0	30.3%	20.5%	22.8	71.4%
<b>Group Revenue</b>	<b>183.7</b>	<b>173.9</b>	<b>5.6%</b>	<b>-2.8%</b>	<b>130.1</b>	<b>41.2%</b>



<sup>1</sup> OCC (organic constant currency growth). This is calculated by comparing FY22 revenue to FY21 revenue adjusted for FY22 exchange rates and the impact of acquisitions.

# Income Statement

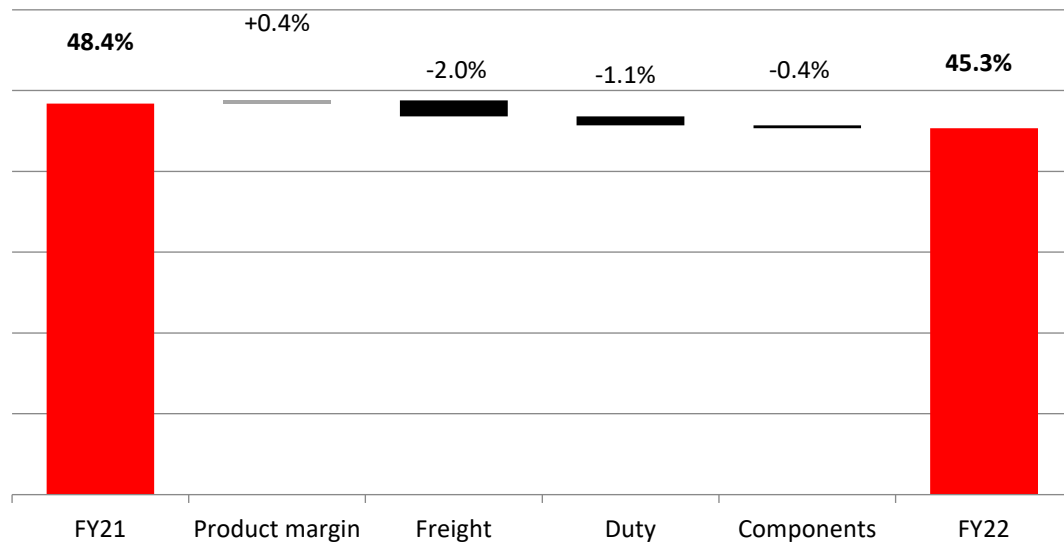
- Revenue 5.6% (organic constant currency -2.8%)
- Gross margin 45.3% (FY21: 48.4%)
  - One off rebate benefit in FY21, pricing actions taken to offset underlying cost increases and short term increased freight costs
- Overheads increase of £5.9m, impacted by acquisitions (£1.6m), COVID savings reversing, investment to support growth, increased depreciation and development of central functions
- Adjusted EBITDA -12% to £41.7m. 22.7% of sales, higher than FY20 and significantly more than pre pandemic levels of 18%
- Significant FX gain in finance income due to USD strength at year end
- Tax £5.8m with an underlying tax rate of 16.2% moving closer to UK headline rate

	FY22	FY21	FY20
	£m	£m	£m
<b>Revenue</b>	183.7	173.9	130.1
Cost of sales	(100.4)	(89.8)	(70.2)
<b>Gross profit</b>	83.3	84.1	59.9
Operating expenses before non-underlying items	(48.6)	(42.7)	(36.9)
<b>Operating profit before adjusting items</b>	34.7	41.4	23.0
Adjusting items	(6.0)	(5.6)	(15.1)
<b>Operating profit</b>	28.7	35.8	7.9
Net financing credit/(charges)	1.9	(0.7)	(0.9)
<b>Profit before tax</b>	30.6	35.0	7.0
Tax	(5.8)	(6.8)	(2.9)
<b>Profit after tax</b>	24.8	28.3	4.1
<b>Operating profit before adjusting items</b>	<b>34.7</b>	<b>41.4</b>	<b>23.0</b>
Add back depreciation and amortisation	<b>7.0</b>	<b>6.1</b>	<b>5.5</b>
<b>Adjusted EBITDA</b>	<b>41.7</b>	<b>47.5</b>	<b>28.6</b>
<b>Adjusted EBITDA as % of sales</b>	22.7%	27.3%	22.0%



# Gross Margin

FY21 to FY22 margin bridge



- FY21 benefited from a one off US duty rebate of £1.5m (0.9% pts of 1.1% pt delta)
- Brand strength has enabled price increases to offset cost increases – with underlying product margin largely stable with a 0.4% points increase. Promotional activity also in place over the holiday season.
- Freight costs have increased by c 2% of sales, due to an increased mix of air freight and high sea freight costs throughout the year - reducing since year end
- Component spot buys have enabled us to secure production throughout the year, but at a premium for certain parts

# Balance Sheet

- Intangible fixed assets
  - Acquisitions: £6.5m increase from Linea, £4.5m for Oberheim,
  - Investment: £7.9m of R&D and £1.7m of licences
- Tangible assets increase of £7.3m due to new leases (Martin and FAEL) and Linea property purchase (£1.5m)
- Working capital 19.9% of revenue: at historic averages
  - Supply chain restocked with inventory and ready for the holiday season
  - £2m of additional raw materials to ensure supply
- Net debt of £0.3m, cash of £12.8m and year end draw-down of £13.2m with arrangement fee of £0.1m
- Non-current liabilities £18.0m impacted by addition of lease liabilities, £6.9m, and future Oberheim payments of £3.6m

	FY22	FY21	FY20
	£m	£m	£m
Intangible assets	76.6	59.1	48.2
Tangible assets	10.9	3.6	4.1
<b>Total non current assets</b>	<b>87.5</b>	<b>62.8</b>	<b>52.3</b>
Inventories	48.3	20.7	19.4
Debtors and other investments	28.9	16.4	18.0
Cash	12.8	17.3	15.0
<b>Total current assets</b>	<b>90.0</b>	<b>54.4</b>	<b>52.4</b>
Current liabilities	(54.2)	(25.5)	(26.0)
<b>Net current assets</b>	<b>35.8</b>	<b>28.9</b>	<b>26.4</b>
<b>Total assets less current liabilities</b>	<b>123.3</b>	<b>91.7</b>	<b>78.7</b>
Non current liabilities	(18.0)	(7.3)	(21.8)
<b>Net assets</b>	<b>105.3</b>	<b>84.3</b>	<b>56.9</b>
<b>Working capital</b>	36.2	11.6	23.0
Working capital as % sales	19.9%	6.6%	17.7%

# Cash flow

- Adjusted Free cash flow<sup>1</sup> as a % of sales -1.9% of revenue
  - Long term average 10-12%
  - Rebuild of stock and debtors phasing at period ends
- Investing £12.5m
  - Capitalised R&D £7.9m: investing for future roadmap and expected to continue at this level
  - Oberheim brand £1.0 m and Licences £1.7 m
- Net debt of £0.3 m
  - HSBC/NatWest revolving credit facility of £40m until December 2024
- Final dividend of 4.15p
  - Adjusted diluted EPS dividend cover of 8.7x
  - Cash cover impacted this year by the inventory build at year end

<sup>1</sup> Net debt: net cash from operating activities less net cash used in investing and financing activities, excluding dividends paid

	FY22	FY21	FY20
	£m	£m	£m
<b>EBITDA</b>	<b>41.7</b>	<b>47.5</b>	<b>28.6</b>
<b>Non cash items</b>	<b>0.2</b>	<b>(0.2)</b>	<b>(1.3)</b>
Movement in working capital	(26.8)	1.6	13.7
<b>Operating cash flow</b>	<b>15.0</b>	<b>49.0</b>	<b>40.9</b>
Interest paid	(0.3)	(0.3)	(0.4)
Tax paid	(3.4)	(9.7)	(3.5)
<b>Net cash from operating activities</b>	<b>11.3</b>	<b>39.0</b>	<b>36.9</b>
Investing (exc acquisitions)	(12.5)	(6.6)	(9.6)
Payment of lease liabilities	(1.2)	(1.1)	(1.0)
FX movement	(1.9)	(0.6)	(0.3)
<b>Free cash flow</b>	<b>(4.3)</b>	<b>30.7</b>	<b>26.0</b>
Acquisitions	(10.9)	(13.9)	(35.3)
Bank loan	13.2	(12.0)	11.6
Dividends	(3.2)	(2.6)	(2.3)
<b>Net change in cash</b>	<b>(5.2)</b>	<b>2.3</b>	<b>0.1</b>
Opening cash	17.3	15.0	14.9
Foreign exchange movement	0.7	-	-
<b>Closing net cash</b>	<b>12.8</b>	<b>17.3</b>	<b>15.0</b>
<b>Free cashflow</b>	<b>(4.3)</b>	<b>30.7</b>	<b>26.0</b>
Adjusting items	0.9	0.8	2.1
<b>Adjusted free cashflow</b>	<b>(3.4)</b>	<b>31.5</b>	<b>28.1</b>
Free cashflow as a % of sales	-2.3%	17.7%	20.0%
Adjusted free cashflow as a % of sales	-1.8%	18.1%	21.6%

# Ongoing challenges have been well managed

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- **Freight and logistics challenges**

- Freight costs have remained high throughout the year, but have declined significantly since the year end, with sea freight more readily available
- Now direct in Australia enabling us to supply that market from our own inventory

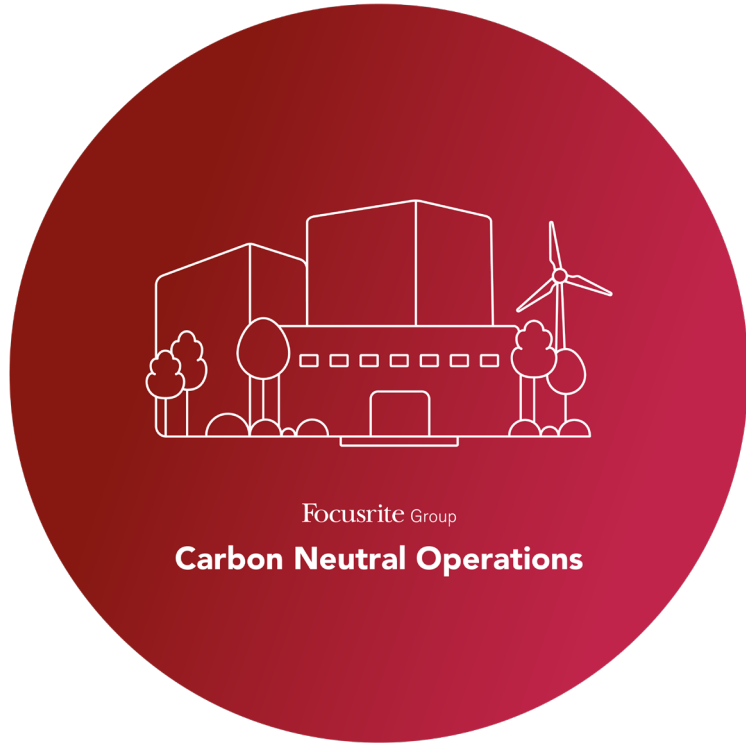
- **Cost inflation**

- Inflationary increases impacting material costs are monitored and pricing actions taken across all brands
- Assess market pricing to ensure our products remain competitive, leveraging promotions where relevant

- **Component supply issues**

- Ongoing challenges constraining supply, with sporadic issues still a concern for key components
- Well managed by the Operations teams working closely across the supply chain with some stabilisation and components bought ahead of demand to ensure supply

# Our Environmental Strategy



We need to start by getting our own house in order.

*Target: Ensure our internal business operations have no GreenHouseGas (GHG) impact by the end of FY24.*



Our products are over 99% of our CO2e footprint, and we need to reduce that.

*Target: Reduce and Neutralise product GHG Emissions by the end of 2030.*



Setting bold, robust and public targets will set us up for long term success.

*Target: Commit to Science Based Targets for decarbonisation by 2025 at the latest, and then set a Net Zero target.*

# Focusrite Growth Strategy



## **Create a Great Place to Work**

*We embrace the diverse foundations of the world of audio and nurture our talent to build a culture of equity and inclusion.*

- First ever Group engagement survey
- Global Head of People in place
- Global Employee led D&I teams



## **Grow the Core Customer Base**

*We invest in R&D to ensure our products are constantly evolving to inspire people across music, podcasting and gaming*

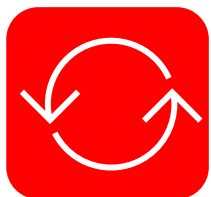
- 22 new products this year
- Vocaster, OB-X8
- Queen's Award for Innovation



## **Expand into new markets**

*We invest in local markets as part of our go to market strategy, and seek to grow organically and through acquisition*

- Linea Research
- Oberheim
- Direct to reseller in Australia



## **Focus on Life Time Value for Customers**

*We deliver world class tech support and best in class out of box experiences and continue to generate industry leading NPS scores*

- Industry leading sustainability initiatives in place

# Summary and Outlook

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- Revenue broadly maintained 5.6% reported, -2.8% organic constant currency<sup>1</sup>
- EBITDA<sup>2</sup> £47.1m (22.7% of sales), lower than prior year due to reversal of COVID savings and investment to support growth and expansion but ahead of pre pandemic levels (FY20: £28.6m – 22% of sales)
- Strong production levels enabling the Group to rebuild stock to support demand
- Successful integration of Sequential and acquisitions of Linea Research and Oberheim, expanding portfolio to 10 brands
- Continued investment in people and systems to deliver on our strategy to be a Great Place to Work
- Investment in new products, with 22 new product launches across all brands
- Q1 has performed in line with expectations leaving us optimistic for the coming year

<sup>1</sup> The organic constant currency (OCC) growth rate is calculated by comparing HY22 revenue to HY21 revenue adjusted for exchange rates and the impact of acquisitions

<sup>2</sup> Comprising earnings adjusted for interest, taxation, depreciation, amortisation, goodwill impairment and non-underlying items

# Focusrite Plc

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## Additional Information

November 2022



## Our Audience

### Content Creation

	The Aspiring Creator	The Passionate Maker	The Serious Producer	The Music Master	The Facility
Market size	£450m-£500m	£625m-£675m	£250m-£275m	£200m-£250m	£300m-£350m
Products	Audio Interfaces, Audio software, Keyboard and pad controllers	Audio Interfaces, Audio software, Grooveboxes, Keyboard and pad controllers, Monitor speakers, Synthesizers	Audio Interfaces, Audio software, Grooveboxes, Keyboard and pad controllers, Monitor speakers, Synthesizers	Audio Interfaces, Grooveboxes, Keyboard and pad controllers, Monitor speakers, Synthesizers	Audio Interfaces, Monitor speakers, Synthesizers
Customer use	Inspired by artists and influencers, the Aspiring Creator wants to capture ideas and express themselves. Making their own songs or podcasts brings them into the same world that their favourite artists occupy. Excited but impatient, they want fast results and are eager to share what they've made with friends and followers.	Considering themselves as artists or music-makers, they feel a sense of achievement when they complete a track they can call their own. They know enough to create their music but are hungry to improve. Unsure of the quality of their output, they're cautious about what they share, and with whom. All too often, the tracks they create remain ideas, never to be refined and polished. New music-making tools excite them, though they consider these new purchases independently.	The Serious Producer feels a sense of achievement when they complete a release-ready track. Actively networking within groups of like-minded people, they're constantly honing their skills, and adding to their studio. Some earn a living in music production, while music production is a 'side hustle' for others. The Serious Producer is committed to a weekly, if not daily, music routine with self-imposed deadlines. Any new purchases must contribute to the refinement of their music production process.	The Music Master produces music for a living. They accept the deadlines and pressures that come with the job, and get a sense of achievement when their hard work receives both critical acclaim and financial success. The Music Master is proud to be part of a community that produces music for a living. Having mastered their craft, they understand that they'll always be learning. Gear purchases are either professional or passion-based, but any purchase must have a positive impact on their workflow.	The facility is often made up of multiple decision-makers, all focused on playing their part to ensure the business's success. Every facility's requirements are unique and often complex, from the largest post-production houses and sprawling media arts campuses, to live and broadcast stages and beyond. Driven to remain competitive, they're always looking for ways to grow their business. Dolby Atmos and Apple's Spatial Audio are good examples that have spurred investment in multichannel networked audio.
Brands					

Market sizing determined using a combination of US Retail data for Recording and Electronic Music equipment (source - Music Trades Industry Census) and management input.

## Our Audience

### Audio Reproduction

Throw range	Less than 15 metres	15-30 metres	30+ metres
Market size	£960m-£1,200m	£960m-£1,200m	£480m-£600m
Products	Point source portable and on-wall speakers	Micro or mini line arrays as well as constant curvature arrays	Large-scale line arrays
Customer use	Intimate gigs or corporate events, permanent installations into smaller nightclubs, houses of worship and hospitality venues.	Medium-sized auditoria, theatres, houses of worship and nightclubs.	Concerts and festivals of up to 100,00 people as well as being installed into superclubs, megachurches or large-scale theatres or arenas.
Brands	 MARTIN AUDIO  Optimal Audio  LINEA RESEARCH	 MARTIN AUDIO  Optimal Audio  LINEA RESEARCH	 MARTIN AUDIO  LINEA RESEARCH

Market sizing determined using a combination of US Retail data for Recording and Electronic Music equipment (source - Music Trades Industry Census) and management input.

# Product sectors: Focusrite

## Focusrite



**Scarlett:** Mass market interface. Home user  
\$100 to \$500



**Clarett:** Intermediate / Professional user  
\$400 to \$1,200

## Focusrite Pro



**RedNet:** Enterprise, Live, Broadcast, Education.  
Networked Audio over IP  
\$3,000 upwards



**Red:** Creative Professional, Music, Post  
\$2,000 to \$3,500

# Product sectors: Novation *including Ampify*

## Novation



## CONTROLLERS

*Physical interfaces to control music creation software*

Grid controllers: **Launchpad** - \$100 to \$300.

Keyboard controllers: **Launchkey** - \$100 to \$250.

## STANDALONE

*Function on their own as sound generating devices*

Grid: **Circuit** - \$330.

Keyboard: **Bass Station II** - \$400.

## Ampify



## SOFTWARE

*iOS apps that allow creation of music on iPhones/iPads*

Freemium iOS apps and add-on packs starting from \$1

# Product sectors: ADAM Audio



## T Series

Entry level studio monitor:  
**\$400-\$500 per pair**



## AX Series

Mid level studio monitor:  
**\$700-\$2,000 per pair**



## S Series

High end studio monitor: **\$1,750-**  
**\$20,000 per unit**



## Subwoofers

**\$700-\$8,000 per unit**



## Headphones

SP-5 headphones: **\$500**



# Product sectors: Martin Audio

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## Small Sound Systems

For up to 250 people. From \$500



## Medium Format Systems

From 250-1500 people: prices from \$2,000



## Large Format Systems From

1500 to 10,000+ people. Prices from \$40,000

# Product sectors: Optimal Audio



ZonePad wall controllers



Zone processors



SmartAmp DSP amplifiers



Up ceiling speakers



Sub sub-woofers



Cuboid on-wall speakers

Systems start from £2,000

# Product sectors: Sequential



Pro 3 / Pro 3 SE  
\$1,599 - \$2,099



Prophet 6 Module / Kbd  
\$2,299 - \$2,899



OB-6 Module / Kbd  
\$2,399 - \$3,099



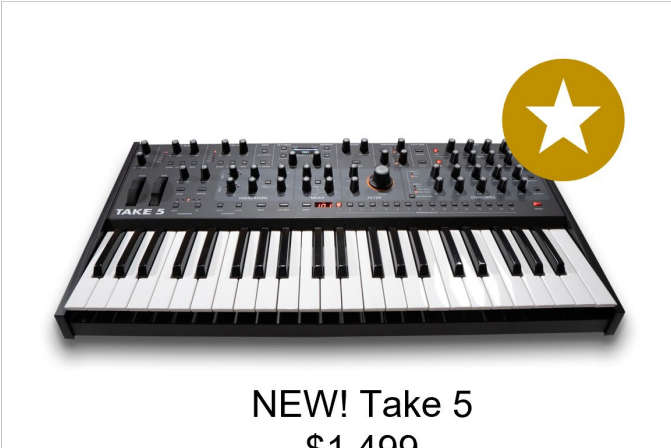
Prophet 5 (& 10)  
\$2,599 - \$4,399



Prophet Rev 2 8/16 Module / Kbd  
\$1,399 - \$2,099



Prophet X / XL  
\$3,499



NEW! Take 5  
\$1,499



# Product sectors: Linea Research



M Series Touring amplifiers- **£4,500 - £6,400**



C Series Installation amplifiers- **£4,200 - £6,000**



ASC Loudspeaker and System Processor - **£1,650**



XiB installation amplifiers - **£1,650**

# Foreign exchange

Exchange rates	FY22	FY21
Average		
US\$:£	1.31	1.36
€:£	1.18	1.14
Average rate of forward contracts		
€:£	1.13	1.12
Weighted average applicable rate		
US\$:£	1.31	1.36
€:£	1.14	1.12
Year end rate		
US\$:£	1.16	1.38
€:£	1.16	1.17

- Natural hedge for USD
  - US and ROW revenue.
  - Total c50% of revenue but almost all cost of sales so minor net profit inflow
- Euro hedged
  - c75% of major Euro flows hedged for year
  - 50% for the following year

# Focusrite Plc

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## Removing Barriers to Creativity