



Action Report

PROFESSIONAL AUDIOVISUAL INDUSTRY ACTIVITY REPORT

April 2021



— PJ —
SOLOMON











The background of the entire page is a blue-tinted photograph of a concert stage. In the center, there is a large, circular, metallic-looking structure that resembles a giant's foot or a large drum. A crowd of people is visible in the foreground, their hands raised in the air. The lighting is dramatic, with spotlights illuminating the stage.

April 2021

SPECIAL HIGHLIGHTS IN THIS ISSUE

- AV Industry Emerging From COVID-19 Challenges
 - AV Powering the New Normal
 - Digital Signage Update
 - Trade Shows Poised to Make a Comeback in 2021
 - AV Recent Earnings Summary & Commentary
-

Recent 2021 PJ SOLOMON Transactions

<p>PENDING</p> <p>CONAIR</p> <p>Has agreed to be sold to</p>  <p>AMERICAN SECURITIES</p> <p>Serving as financial advisor to Conair</p>	<p>PENDING</p> <p> </p> <p>Merger with</p> <p></p> <p>Serving as financial advisor to Price Chopper / Market 32</p>	<p>PENDING</p> <p>\$2,666,000,000</p> <p></p> <p>Has agreed to merge with VPC Impact, a SPAC sponsored by</p> <p><u>VICTORY PARK</u></p> <p>CAPITAL</p> <p>Serving as sole financial advisor to Bakkt</p>
<p>MARCH 2021</p> <p></p> <p>Received an investment from</p> <p><u>THE CARLYLE GROUP</u></p> <p>Served as financial advisor to Wyerd</p>	<p>JANUARY 2021</p> <p>  OAKTREE</p> <p>Sale of 28% interest in Linden Cogeneration, a 972 MW Combined Cycle Cogeneration Facility in NYISO Zone J</p> <p>Served as financial advisor to Ares and Oaktree</p>	<p>JANUARY 2021</p> <p></p> <p>RED LOBSTER</p> <p>FRESH FISH • LIVE LOBSTER</p> <p>Refinancing of existing credit facilities</p> <p>Served as co-financial advisor to Red Lobster</p>
<p>JANUARY 2021</p> <p> </p> <p>MOTIVE PARTNERS</p> <p>Have agreed to acquire</p> <p>Wilshire</p> <p>Served as financial advisor to investor group</p>	<p>JANUARY 2021</p> <p></p> <p>Sale of 51 stores to</p> <p></p> <p>Served as financial advisor to Save-A-Lot</p>	<p>JANUARY 2021</p> <p>CAD \$340,000,000</p> <p></p> <p>Has agreed to be sold to</p> <p></p> <p>Served as financial advisor to PayBright</p>

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AV Industry Emerging From COVID-19 Challenges

Continued rebound from the pandemic as the vaccine roll-out provides cautious optimism for a return to normalcy

CONTINUED GROWTH IS A CLEAR POSITIVE

- After a month of slower growth in January 2021, AV sales growth picked back up in February
 - February's AV Sales Index^(a) of 55.9, although lower than pre-COVID levels, marks the ninth consecutive month of growth since the start of the pandemic
- The acceleration of vaccine roll-outs in countries such as Israel, the U.S. and the U.K. is expected to increase AV spending as businesses prepare for a post-COVID future with in-person activities and live events

EMPLOYMENT FIGURES PAINT A CAUTIOUSLY OPTIMISTIC PICTURE

- February employment growth in the AV industry paralleled positive employment growth in the overall economy, with the AV Employment Index^(a) hitting a new high since the start of the pandemic of 52.2
 - Significantly higher than a low of 34.3 in April 2020, but below pre-COVID figures (59.8 in February 2020), indicating a large deficit still to be closed to return to pre-COVID employment levels
- Employment figures tend to paint a more accurate picture as they reflect long-term investments by businesses rather than short-term fluctuations in sales

AV INDUSTRY LEADING THE RETURN TO NORMALCY

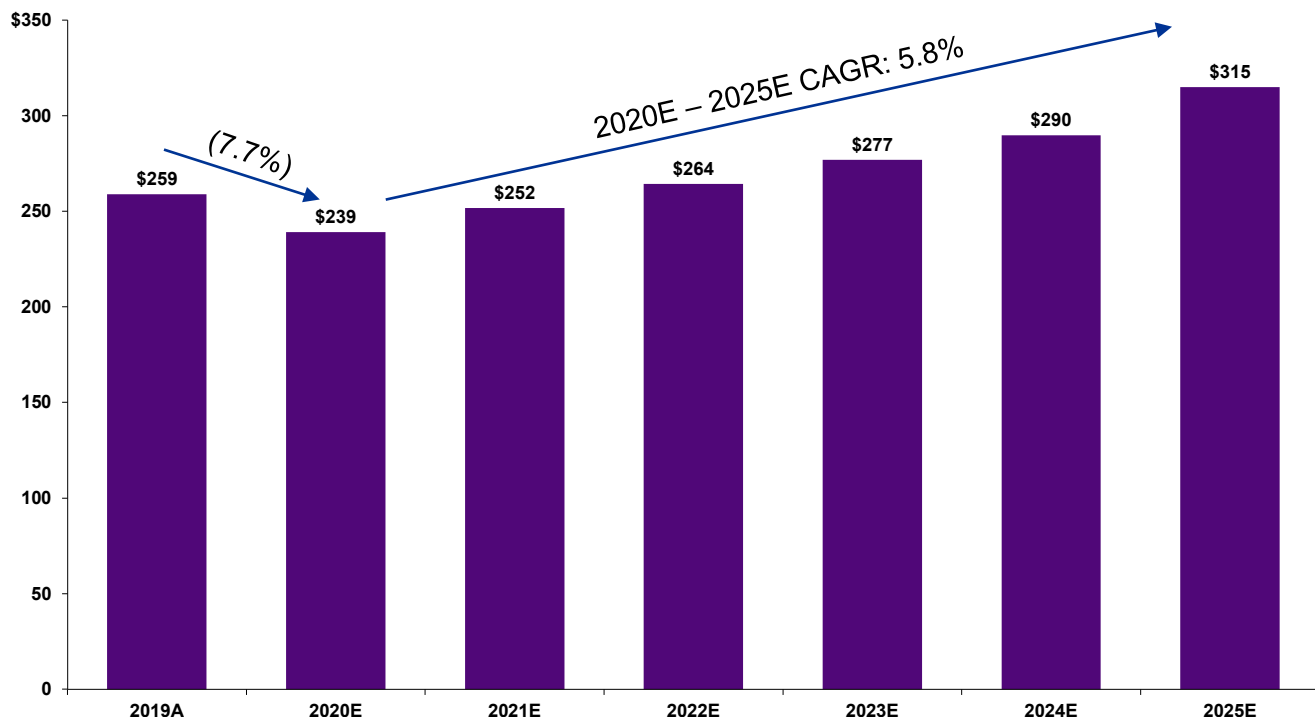
- As businesses and schools prepare for a return to in-person activities, AV hardware, software and services will be vital in reimagining public spaces, offices and classrooms for a post-COVID world
 - With a hybrid work / school model expected to remain the norm in the near future, the AV industry will continue to help mitigate challenges and bridge in-person and remote work and events
- AV technologies such as digital signage, smart buildings and temperature screening solutions will help schools and businesses alleviate re-opening safety concerns

Source: AVIXA and AV Network.

a) AVIXA's Sales and Employment Index based on positive response frequency from businesses who indicated an increase in sales and employment, respectively. An index of 50 indicates no increase or decline in business activity.

Professional AV Industry Expected To Recover By 2022

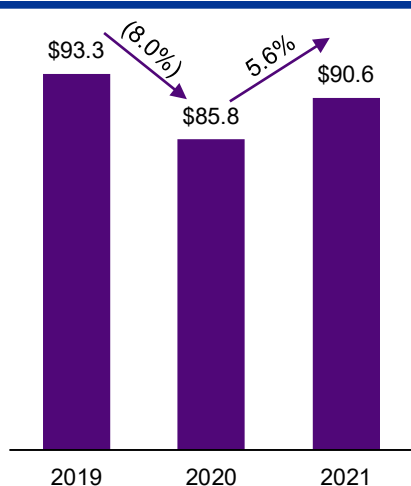
Industry expected to return to 2019 market size by 2022 and grow to \$315 billion by 2025...^(a)



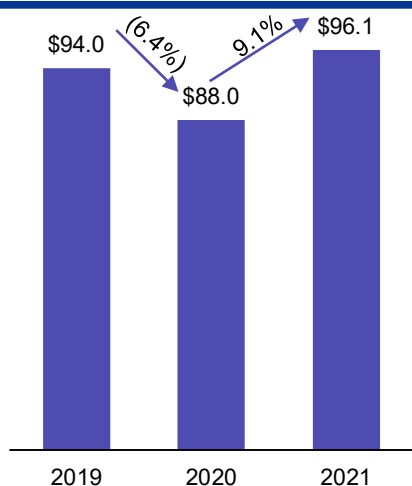
But the rate of recovery is uneven across regions

- 1 EMEA was the hardest hit due to a more challenged economy going into COVID-19
- 2 Americas projected to have a similar decline as EMEA as pandemic continues
- 3 China's decline is projected to be less severe as it was hit early and recovery in world demand improves

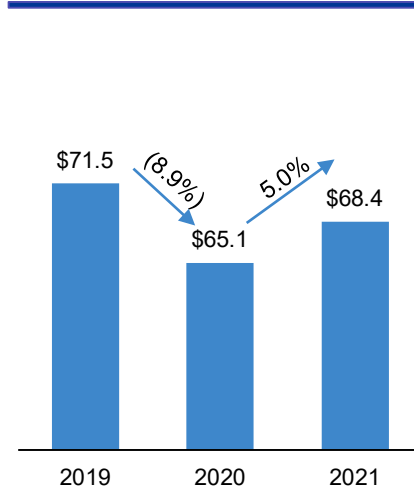
Americas



APAC



EMEA



Source: AVIXA Research.

a) Represents global market figures and estimates.

AV Powering the New Normal

The AV industry is playing a critical role in business re-openings and a return to the new normal

SMART BUILDINGS



- Smart building systems are currently being implemented to safely bring employees back to the office
- Lobby technology, including virtual receptionists and digital signage, will play a key role in directing traffic and maintaining occupancy limits
- Real-time tracking of indoor air quality can be visualized by sensor-driven technologies, helping to provide peace-of-mind that workplaces are safe
- Apps can inform building staff and occupants of when workspaces, meeting rooms and other facilities need to be sanitized after use and which locations have been recently sanitized
- Building automation technology is expected to grow from a \$75 billion industry in 2019 to \$122 billion in 2024

VACCINE ROLLOUT

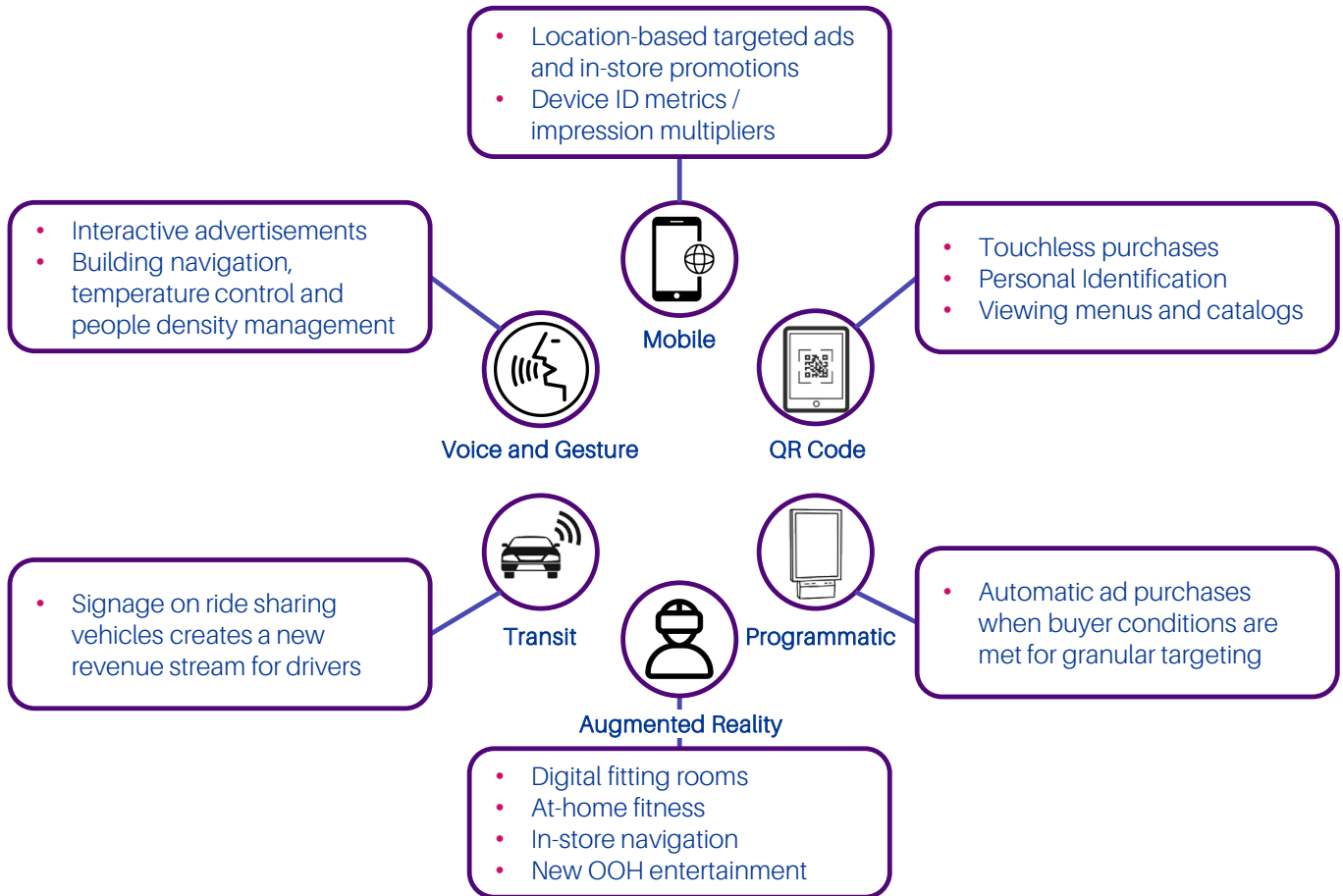


- Digital signage has become a vehicle for communicating important public health and safety messages to the public
- As the vaccination effort continues to ramp, vaccination sites increasingly rely on digital signage to provide information to health workers and the public
- The New York City mass-vaccination effort is currently using Smart Digital Solutions and BrightSign media players to power displays and signage in the Javits Center
- These displays provide navigation and other information in eight languages, assisting in directing foot and auto traffic
- Additional displays once inside relay critical information on the vaccination process, resulting in a decrease in the amount spent indoors and an increase in the number of daily vaccines administered

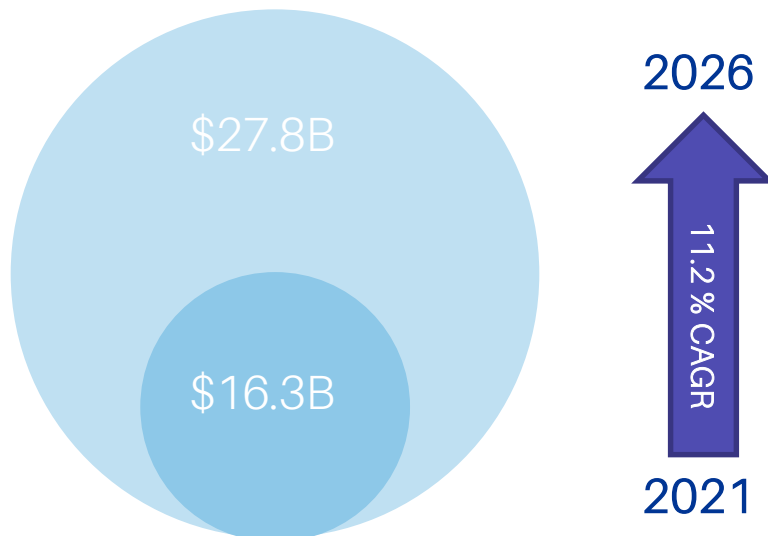
Source: Digital Signage Today, AVIXA.

Digital Signage Update

COVID Continues to Broaden Digital Signage Use Cases



Secular tailwinds are expected to drive sustained growth in Digital Signage^(a)



Source: Digital Signage Today and Wall Street Research.

a) Represents global market figures and estimates.

Trade Shows Poised to Make a Comeback in 2021

After a year of cancellations and virtual events, trade-shows are planning to resume in-person events with virtual options

- Trade shows and exhibitions, a ~\$11 billion industry in the U.S., are slowly resuming in-person events after a year of canceled, postponed and virtual events due to COVID-19
 - However, the industry is not expected to reach pre-COVID levels until 2023, hampered by corporate travel restrictions
- Even with strict COVID-testing and sanitation guidelines, trade shows are still a cost-effective method of advertising and meeting potential clients for many businesses
- The hybrid model trade-show will dominate in the near future, giving participants the flexibility of presenting and viewing products virtually or in-person
- In March 2021, Questex acquired the assets of Digital Signage Expo as it seeks to expand its offerings in the experience economy

2020: Canceled / Postponed Trade Shows & Virtual Events



2021: In-Person and Hybrid Trade Shows



Source: The Wall Street Journal.

AV Recent Earnings Summary & Commentary



Q3 FY21 Results ^(a)	<ul style="list-style-type: none"> Q3 FY21 Sales: \$94.1M <ul style="list-style-type: none"> 26.3% YoY Decline Q3 FY21 Gross Margin: 25.4% <ul style="list-style-type: none"> 6.2 Percentage Point YoY Improvement Q3 FY21 EBITDA Margin: 4.3% <ul style="list-style-type: none"> 8.0 Percentage Point YoY Improvement
Commentary	<ul style="list-style-type: none"> "Areas of our business that were impacted the most are those that serve customers in large gathering spaces which includes our sports and entertainment, mass transit, and airport markets." "Customers using on-premise applications are less impacted and are continuing to utilize audio visual systems to inform and persuade their audiences." "Our backlog going into the fourth quarter is strong and we believe the audiovisual industry fundamentals will drive long-term growth for our business. With the COVID-19 vaccine distribution underway, we remain focused to capitalize on the recovery from this pandemic."

FY20 Results ^(b)	<ul style="list-style-type: none"> FY20 Sales: £711.8M <ul style="list-style-type: none"> 3.7% YoY Growth FY20 Gross Margin: 14.3% <ul style="list-style-type: none"> 1.8 Percentage Point YoY Decline FY20 EBITDA Margin: 2.8% <ul style="list-style-type: none"> 2.0 Percentage Point YoY Decline
Commentary	<ul style="list-style-type: none"> "We believe that the AV industry is well placed for the future...although some segments of the market may be slower to recover, other trends have unsurprisingly accelerated, such as the increased adoption of unified communications technology." "Markets which are largely government funded (such as education, healthcare and defense) have remained relatively strong...the corporate market has been more muted with end users mostly working from home and investment plans largely placed on hold. The most significant impact has been to the live events and hospitality markets."



a) Daktronics Q3 FY21 ended January 30, 2021.

b) Midwich FY2020 ended December 31, 2020.

Midwich Expected Revenue Trends by AV End Market

	Midwich View at Interim (September 2020)	Midwich Current View vs. 2019
End Market	Full recovery by	
Corporate	2021	As expected – potential for limited growth in 2021
Education	Growth accelerates in 2021	Significant double digit growth in 2020, with further growth in 2021
Hospitality	End 2021	As expected – full recovery pushed back to 2022
Broadcast / Media	2021	Decline in 2020 around 15% but recovery not until 2022
Government	N/A	As expected – further growth in 2021
Venues / Events	2022 – or later	As expected
Residential	2021	2020 a little better than expected
Retail	2022	2020 a little better than expected

Source: Midwich FY2020 investor presentation.

Integrators by Revenue

Company	2019 Revenue (\$M)	2018 - 2020 Average Installations	Commentary
 	\$1,275	10,100	AVI-SPL designs, builds, manages and supports collaboration solutions to create meaningful experiences for organizations worldwide
	\$1,025	25,000	Diversified is involved in a variety of industries, including media & entertainment, dynamic signage, content creation, sports fan experience and more
	\$303	4,761	Kinly offers solutions and services including videoconferencing, audiovisual integration, cloud solutions, unified communications, and managed services
	\$250	3,200	AVI Systems specializes in audiovisual systems integration and support, serving various markets, including business, education and entertainment
	\$190	3,142	Avidex specializes in the use of collaborative communication solutions as a national technology integrator providing design, build and support services
	\$150	2,000	Solutionz is a national provider of AV integration, specializing in "any-room" design, implementation and full coverage maintenance plans
	\$155	3,749	CCS Presentation Systems provides design, installation, training and maintenance of AV equipment
	\$145	650	Ford provides design, engineering, project management, installation and service for various AV systems
	\$438	300	Solotech provides turnkey solutions for the design, delivery and service and maintenance of AV systems
	\$155	1,063	SKC designs, builds and manages technology for business collaboration using video, voice and AV technologies

Source: AVNetwork.com SCN Top 50 December 2020 Report and Wall Street research.

Note: Integrators ranked by Revenue from Commercial AV Systems. Total revenue (shown) is higher due to other business segment revenue.

Sector News

Audio / Visual

- **3/24: Disney**
began conducting a 30-day test using facial recognition technology which converts an image of a visitor's face to be used as their access ticket
- **3/24: Sonos**
began offering hi-res music streaming service Qobuz on its wireless speakers in its full 24-bit form
- **3/23: Boxlight**
announced its acquisition of Interactive Concepts, a leader in distributed AV and IT solutions to the Belgium market for ~\$3.3 million in cash, stock and deferred consideration
- **3/17: BT Telecom**
created the first 5G-enabled immersive pod-based classroom in Scotland, featuring a 360 degree 4-wall projection of content
- **3/17: Boxlight**
launched a 2,500 square foot gallery featuring Clevertouch products and showcasing how they can be utilized in a modern, post-COVID work environment
- **3/14: Focusrite Group**
announced that it will introduce Optimal Audio, a new commercial audio brand and its seventh brand
- **3/5: Qualcomm**
unveiled Qualcomm Snapdragon Sound, a new range of audio offerings meant to provide audio in and across devices including smartphones and wireless earbuds
- **3/4: Square**
announced plans to acquire music streaming service Tidal for \$297 million
- **3/3: d&b audiotechnik**
launched a monthly subscription service model that allows venue owners to upgrade their sound experience with a new d&b system without a large, upfront capital investment
- **3/1: Nureva Audio**
outfitted the classrooms of multiple colleges with its HDL300 audio conferencing systems to facilitate "hybrid" in-person and at-home class work
- **2/23: Solotech**
announced plans to acquire Nashville-based production services company Morris Light & Sound for an undisclosed amount

Digital Signage

- **3/24: JCDecaux**
unveiled its programmatic offering across all of its digital signage inventory
- **3/24: LG**
installed over 1,000 digital displays in the Dallas Cowboy's AT&T Stadium to enhance targeted sponsor messaging, increase food and beverage sales and improve the overall fan experience
- **3/24: Advertima**
won a contract from TopPharm to implement its artificial intelligence solution with 240 digital screens in 120 pharmacies in Switzerland by June
- **3/19: OUTFRONT Media**
partnered with ABV Gallery and Nifty Gateway to bring to life one of the first physical Non-Fungible Token art exhibitions in Atlanta, Georgia
- **3/17: Raydiant**
integrated with Toast, a restaurant management provider, to bring its digital signage into Toast's digital menu app and empower restaurateurs to update menus and signage through a single interface
- **3/5: STRATACACHE**
opened a 10,000 square foot facility in Chicago for digital signage, intelligent display and sensor systems research
- **3/4: Lamar**
won a DOOH advertising sponsorship contract from the Indianapolis International Airport
- **3/3: Creative Realities**
was engaged to provide a full suite of integrated digital signage solutions to one of the world's largest convenience store chains with ~14,000 stores in the U.S. and Canada
- **2/25: Roadrunner Media**
raised \$62.5 million from Baseline Growth Capital to expand its commercial vehicle advertising network and evolve its Vehicle Operational Indicator technology
- **2/24: Adomni and Uber**
signed a deal to place Adomni-designed DOOH signs on top of 1,000 Uber vehicles across three cities by April and to create a new business unit "Uber OOH Powered by Adomni"; the advertisements will serve as an additional revenue stream for drivers

Source: Press releases, company filings and Wall Street research.

Sector News

Augmented Reality & Event Production

- **3/24: AppliedVR**
a provider of VR therapeutics and immersive treatments, announced a \$29 million Series A funding round from investors including F-Prime Capital, JAZZ Venture Partners and Sway Ventures
- **3/23: Niantic**
the creators of Pokémon Go, announced a partnership with Nintendo to jointly develop real world AR mobile games
- **3/19: Facebook**
showcased a wrist-worn AR interface concept aimed at providing an alternative computer interface
- **3/11: Unity**
announced the acquisition of VisualLive, a provider of AR solutions for the architecture, engineering and construction industry
- **3/4: TeamViewer**
announced the acquisition of AR software company Upskill to strengthen its enterprise AR offering
- **3/2: Microsoft**
debuted a new application, Microsoft Mesh, giving users a cross AR/VR meeting space to interact with other users and 3D content
- **2/12: Apple**
launched an official AR companion app for its popular Apple TV+ original series *For All Mankind* ahead of the release of Season Two of the series
- **2/11: Riot Games'**
League of Legends' World Championship, the world's most watched esports event, was broadcast live for over 240 hours using XR (extended reality) and MR (mixed reality) technologies
- **2/3: TouchCast**
a developer of a platform that allows companies to produce virtual conferences, raised \$55 million led by Accenture Ventures

Diversified AV

- **3/30: Sony**
announced new features to its "Visual Story" mobile application for professional event photographers that simplifies delivery photos to clients after events
- **3/30: Panasonic**
announced a partnership with McAfee to build a Vehicle Security Operation Center to commercialize vehicle security monitoring services
- **3/29: Samsung**
announced a partnership with Marvell to develop a new System-on-Chip (SoC), which will be integrated with Samsung's MIMO and other radios to support 4G and 5G networks
- **3/24: Microsoft**
is in advanced discussions to acquire California-based text, voice and video platform Discord at a valuation in excess of \$10 billion
- **3/16: Nokia**
announced a series of collaborations with Microsoft, Google and Amazon to expand various 5G compatible cloud services
- **3/16: Apple**
announced that the iPhone 12 has begun production in India via its contract manufacturer Foxconn Technology
- **3/5: Volaris Group's**
media and communications software division Lumine Group completed its acquisition of U.K.-based content supply chain software provider TransMedia Dynamics for an undisclosed sum
- **3/4: WhatsApp**
launched a private and secure one-to-one voice and video call service through its desktop app
- **3/4: Facebook**
indicated that it may add facial recognition technology to its upcoming smart glasses, which will reportedly debut in the latter half of 2021

Source: Press releases, company filings and Wall Street research.

Audio / Visual M&A

Recent deals in the Audio / Visual market

(\$ in millions)

EV as a Multiple of:

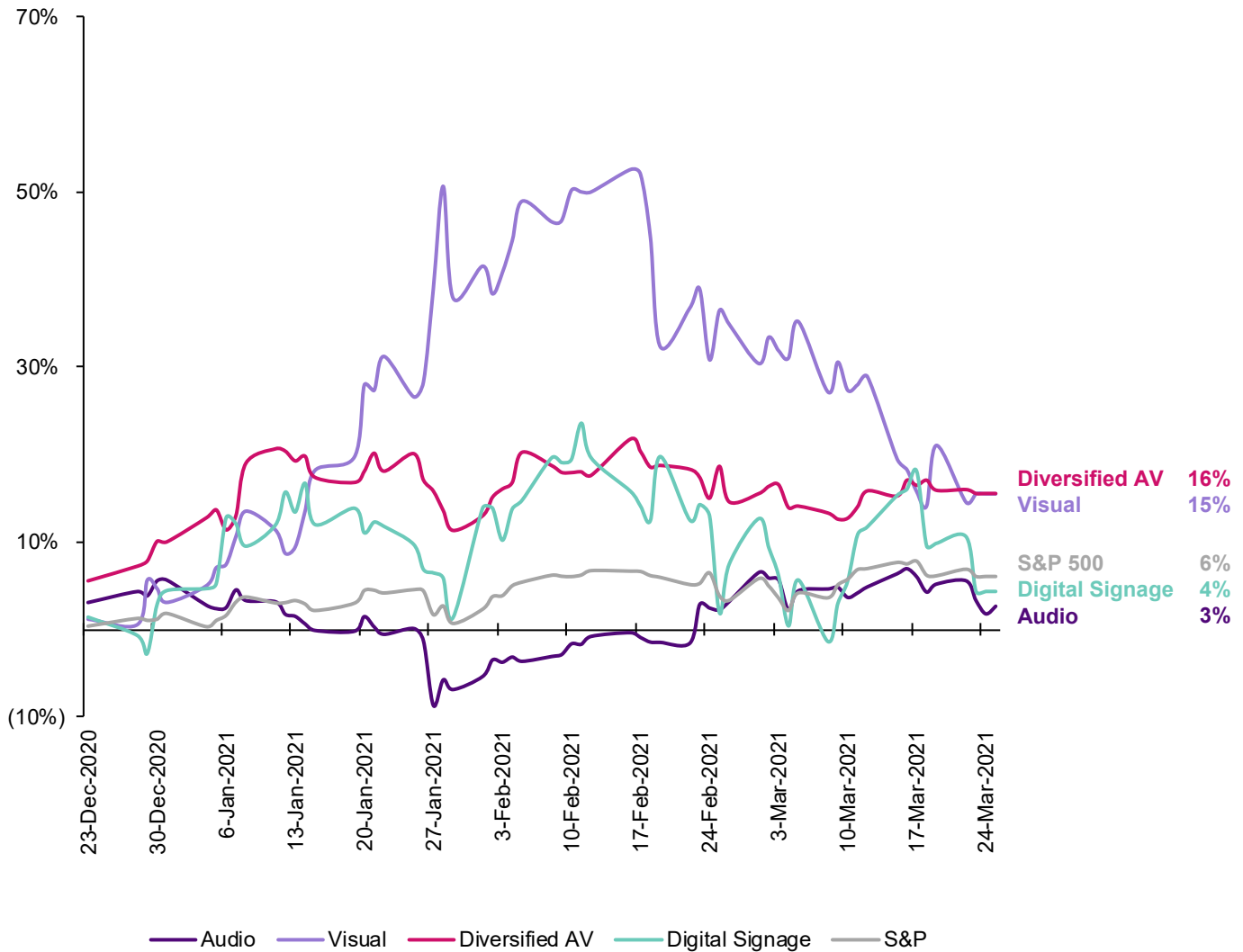
Date Announced	Acquiror	Target	Enterprise Value	LTM Sales	LTM EBITDA
Mar-21	Spectrio	Enplug	ND	ND	ND
Mar-21	Questex	Digital Signage Expo	ND	ND	ND
Mar-21	Altamont Capital Partners	WAVE Electronics	ND	ND	ND
Mar-21	Four Winds Interactive	Poppulo	~\$1,000 ^(a)	ND	ND
Feb-21	Solotech	Morris Light & Sound	ND	ND	ND
Feb-21	Uniguest	Janus Displays	ND	ND	ND
Feb-21	Fortissimo Capital Fund	Kramer Electronics	ND	ND	ND
Feb-21	Appspace	The Marlin Company	ND	ND	ND
Feb-21	SageNet	Convergent Media Systems	\$23	ND	ND
Jan-21	Spectrio	ScreenScape	ND	ND	ND
Dec-20	Circle Graphics	Anthem Displays	ND	ND	ND
Dec-20	The Jordan Company	Spectrio	ND	ND	ND
Dec-20	Vector Capital	Mood Media	ND	ND	ND
Nov-20	AVI Systems	Avyve	ND	ND	ND
Aug-20	MelodyVR Group	Napster	ND	ND	ND
Aug-20	FARO Technologies	Advanced Technical Solutions	ND	ND	ND
Aug-20	Four Winds Interactive	Smart Space	ND	ND	ND
Jul-20	VOXX International	Directed Electronics RSS and CC businesses	~\$11	~0.2 x	ND
Jun-20	Kinly	AVMI	ND	ND	ND
May-20	Apple	NextVR	ND	ND	ND
Apr-20	Verizon Communications	BlueJeans Network	~\$400	~4.0	NA
Apr-20	Sony	Bilibili (5% stake)	ND	ND	ND
Apr-20	Midwich	Starin Marketing	46	ND	ND
Mar-20	Ever Harmonic	Clear Media	\$253	ND	11.9 x
Mar-20	Sharp	NEC Display Solutions	ND	ND	ND
Feb-20	Lyft	Halo	ND	ND	ND
Feb-20	AVDG	Maverick Integration Corp.	ND	ND	ND
Feb-20	AVI-SPL	Whitlock	ND	ND	ND
Feb-20	Yorktel	Video Corporation of America	ND	ND	ND
Feb-20	Diversified	Sensory Technologies	ND	ND	ND
Jan-20	Circle Graphics	Metromedia Technologies	ND	ND	ND
Dec-19	Solutionz	Unified Technology Systems	ND	ND	ND
Nov-19	Sony Pictures Television Networks	Internet Media Services	ND	ND	ND
Nov-19	Pfingsten	Environmental Lights	ND	ND	ND
Nov-19	iMedia Brands	Float Left Interactive	ND	ND	ND
Nov-19	Sonos	Snips SAS	\$38	ND	ND
Nov-19	Acuity Brands	LocusLabs	ND	ND	ND

Source: Press releases and company filings.

a) Represents estimated pro forma enterprise value reported by Bloomberg.

COVID-19 Recovery

Over the last 3 months, AV Industries' market values have continued a strong recovery, with some sectors surging ~15%



Note: Represents changes in total sector market capitalizations.

Source: Capital IQ as of March 25, 2021.

Audio includes: Dolby Laboratories, Poly, Sonos, Bang & Olufsen and VOXX International.

Visual includes: TCL Technology Group, Sharp Corporation, Barco, Konka, Japan Display, Technicolor, Funai Electric and ClearOne.

Diversified AV includes: Samsung, Sony, Koninklijk Philips, Hitachi, Panasonic, Toshiba, LG Electronics, Logitech, Hisense Visual Technology and Midwich.

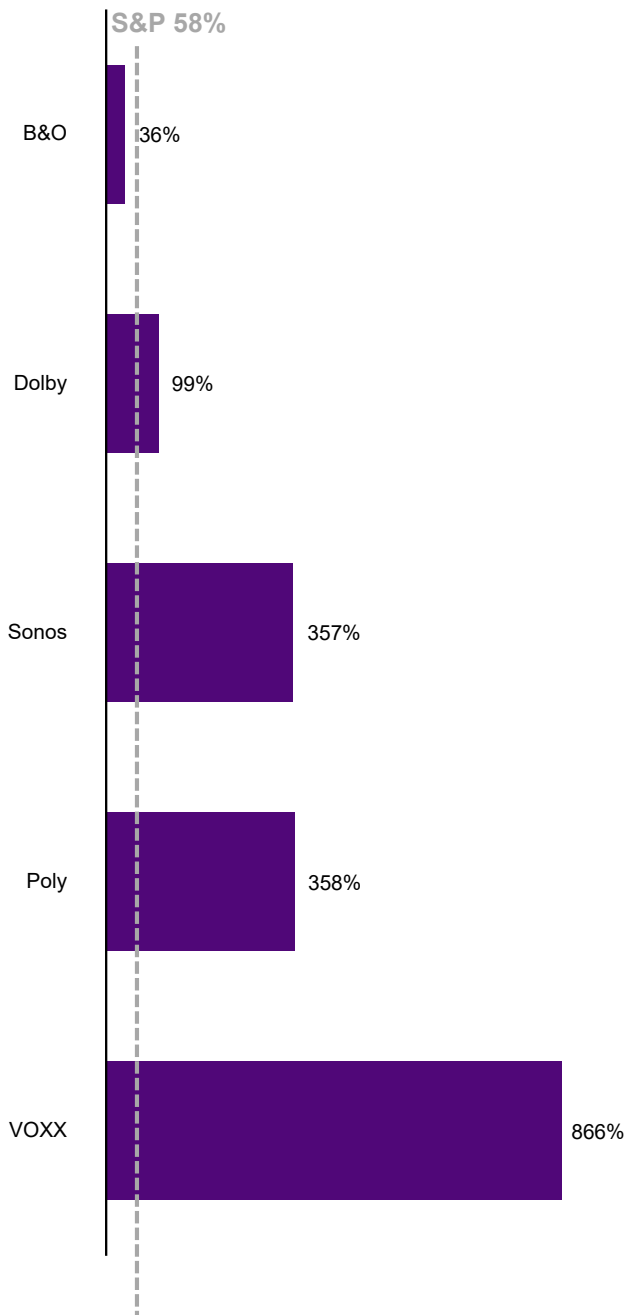
Digital Signage includes: NEC Corporation, Cree, Acuity Brands, AU Optronics, Leyard, Unilumin, ENNOSTAR, Everlight, Daktronics, Dialight and LSI Industries.

COVID-19 Recovery

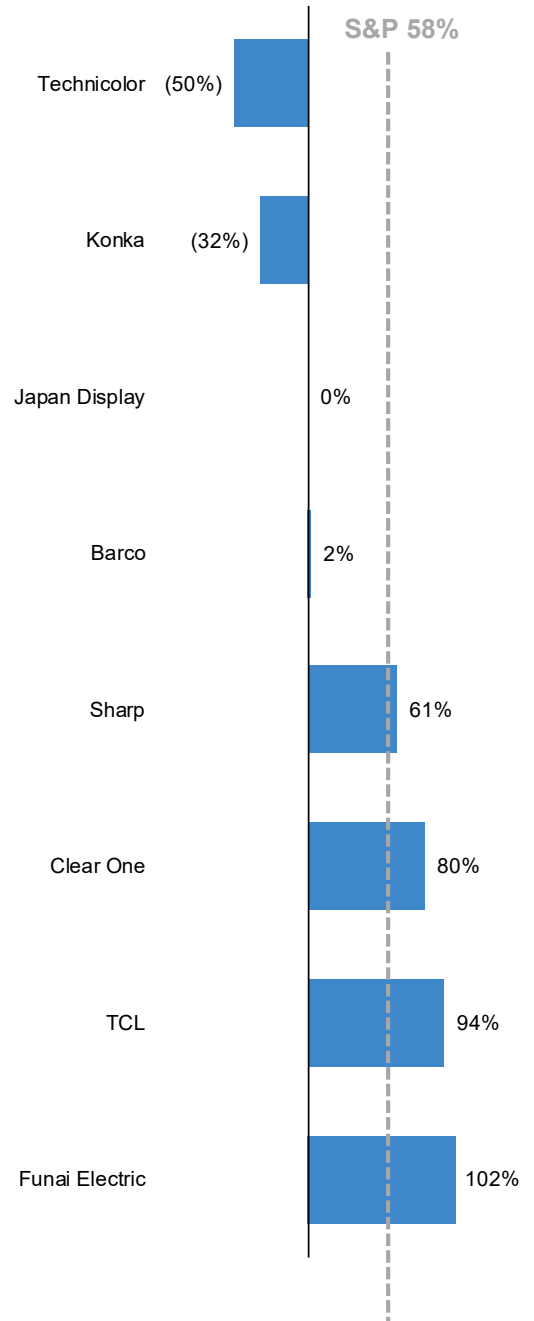
Change in Stock Price

From March 25, 2020 - March 25, 2021

Audio Companies Stock Price Change



Visual Companies Stock Price Change



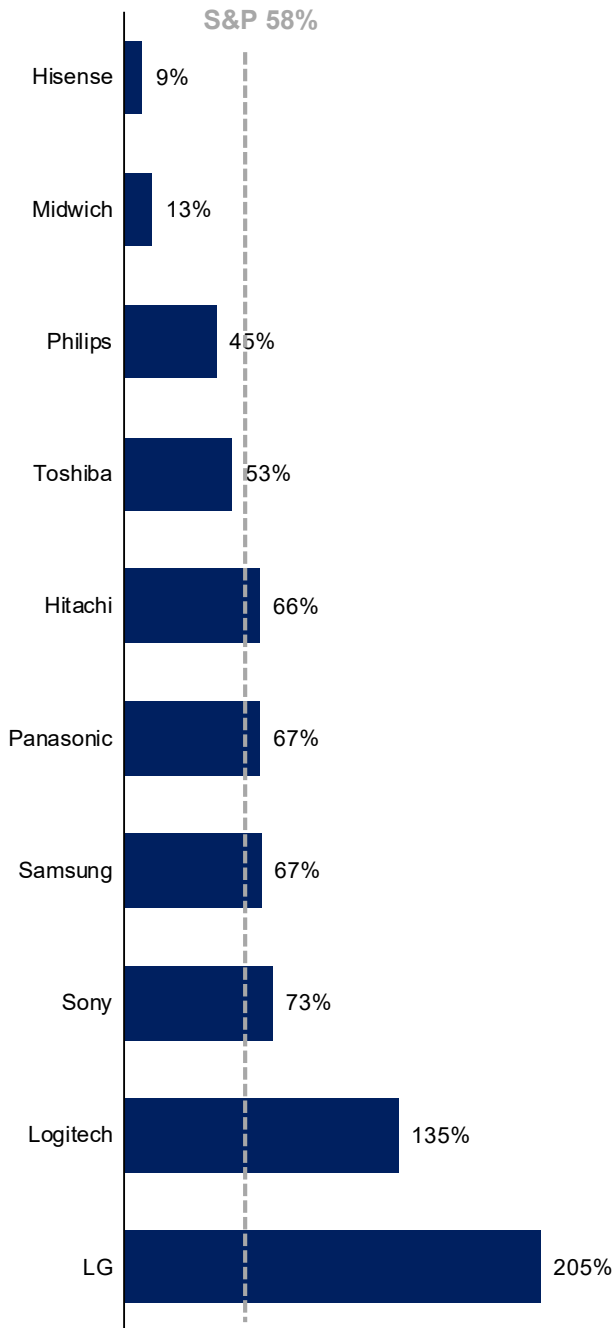
Source: Capital IQ as of March 25, 2021.

COVID-19 Recovery

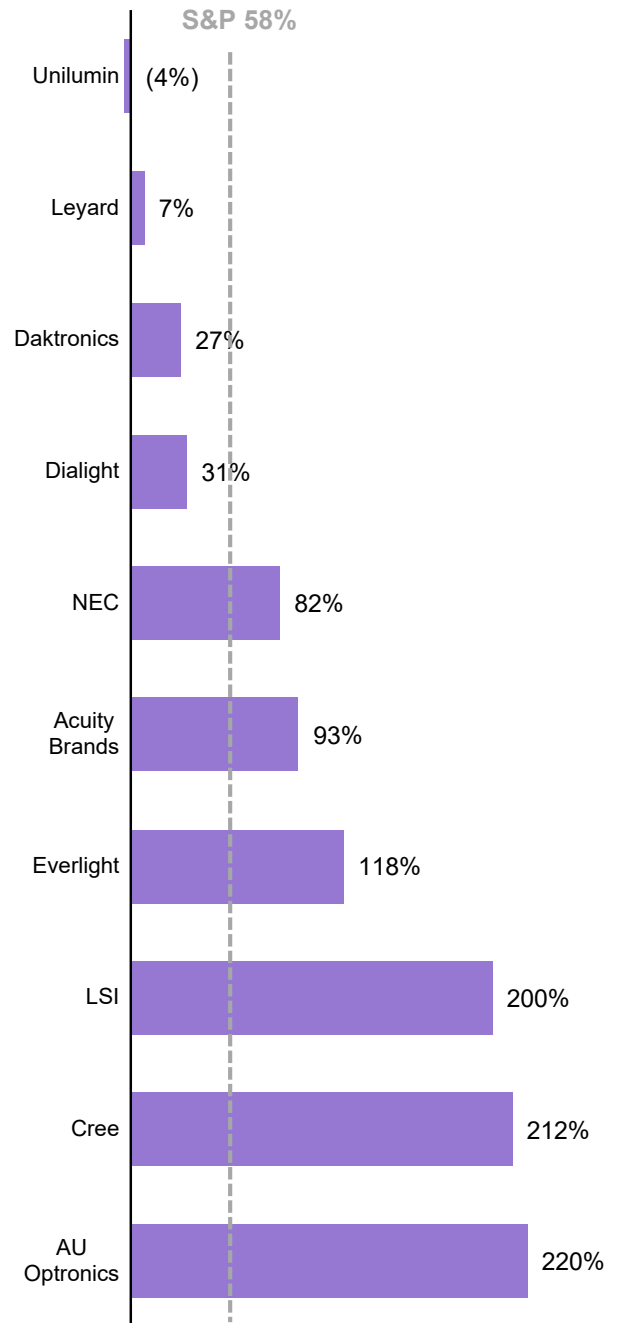
Change in Stock Price

From March 25, 2020 - March 25, 2021

Diversified AV Companies Stock Price Change



Digital Signage Companies Stock Price Change



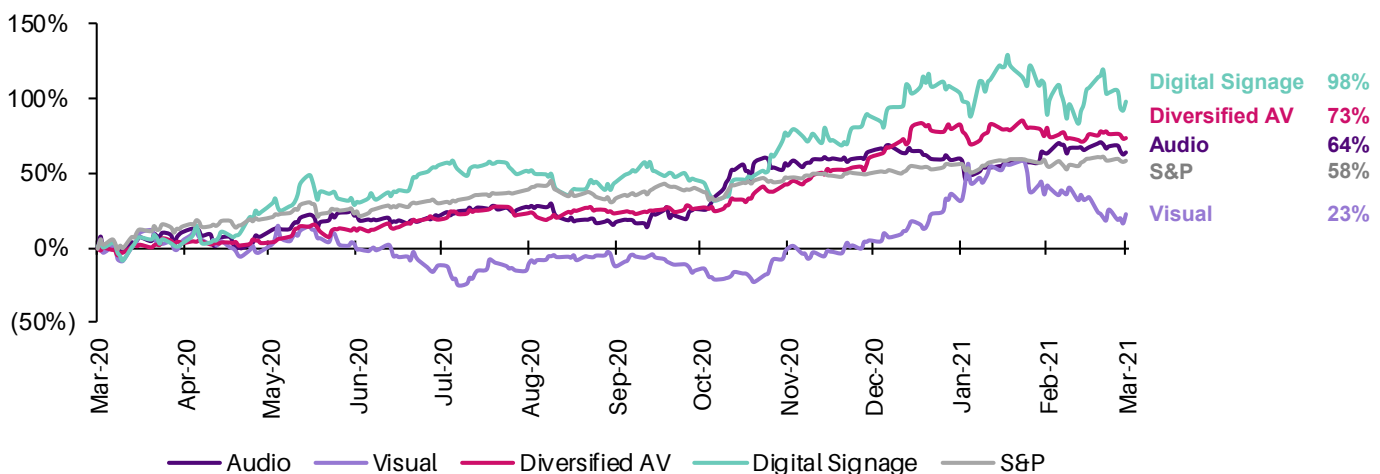
Source: Capital IQ as of March 25, 2021.

Market Indicators

Share Price Performance

Audio					Visual				
Stock Price	1-Week %	1 - Month %	YTD%		Stock Price	1-Week %	1 - Month %	YTD%	
3/25/21	Change	Change	Change		3/25/21	Change	Change	Change	
Audio					Visual				
Dolby	\$96.94	(2%)	0%	(0%)	TCL	\$1.40	(9%)	8%	30%
Plantronics	39.55	(4%)	(5%)	46%	Sharp	17.06	2%	(8%)	20%
Sonos	37.49	(7%)	(5%)	60%	Barco	23.10	(6%)	(7%)	10%
B&O	4.83	(3%)	(1 1%)	(9%)	Konka	0.92	--	(2%)	(9%)
VOXX	19.80	(10%)	(5%)	55%	Japan Display	0.45	(4%)	2%	9%
					Technicolor	3.01	1%	28%	40%
					Funai Electric	8.47	26%	96%	127%
					ClearOne	3.37	(14%)	7%	48%
Audio Median		(4%)	(5%)	46%	Visual Median		(2%)	5%	25%
Audio Mean		(5%)	(5%)	30%	Visual Mean		0%	15%	34%
Diversified AV					Digital Signage				
Samsung	\$71.81	(2%)	(5%)	0%	NEC	\$58.95	(4%)	8%	17%
Sony	102.34	(4%)	(3%)	9%	Cree	102.74	(3%)	(2%)	(3%)
Philips	57.09	2%	6%	11%	Acuity Brands	137.08	(0%)	11%	13%
Hitachi	48.66	(1%)	4%	31%	AU Optronics	0.68	2%	(2%)	39%
Panasonic	12.81	1%	(3%)	18%	Leyard	1.06	(3%)	(1%)	9%
Toshiba	34.81	1%	10%	32%	Unilumin	1.31	(3%)	(1%)	(9%)
LG	130.88	(5%)	(4%)	10%	ENNOSTAR	2.90	(3%)	(4%)	NA
Logitech	101.61	1%	(3%)	11%	Everlight	1.58	(1%)	0%	7%
Hisense	1.70	(4%)	(15%)	(3%)	Daktronics	5.95	(9%)	10%	27%
Midwich	6.14	(1%)	(1%)	(11%)	Dialight	3.38	(3%)	(5%)	(6%)
					LSI	8.35	(10%)	(10%)	(2%)
Diversified AV Median		(1%)	(3%)	10%	Digital Signage Median		(3%)	(1%)	8%
Diversified AV Mean		(1%)	(1%)	11%	Digital Signage Mean		(3%)	0%	9%

LTM Indexed Stock Performance

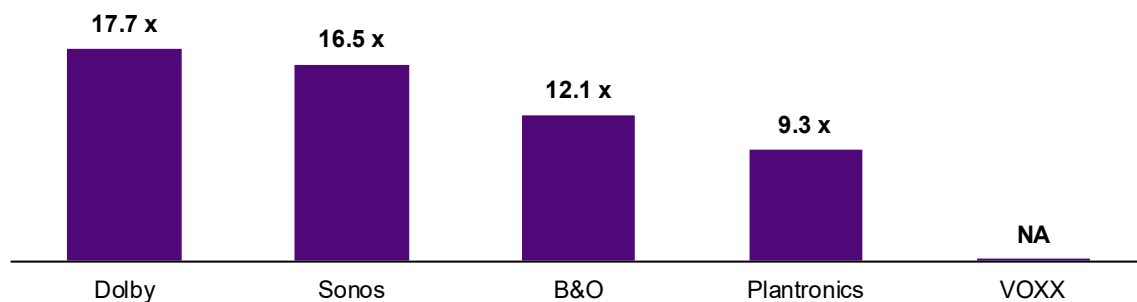


Source: Capital IQ as of March 25, 2021, Bloomberg and Wall Street Research.

EV / 2021E EBITDA

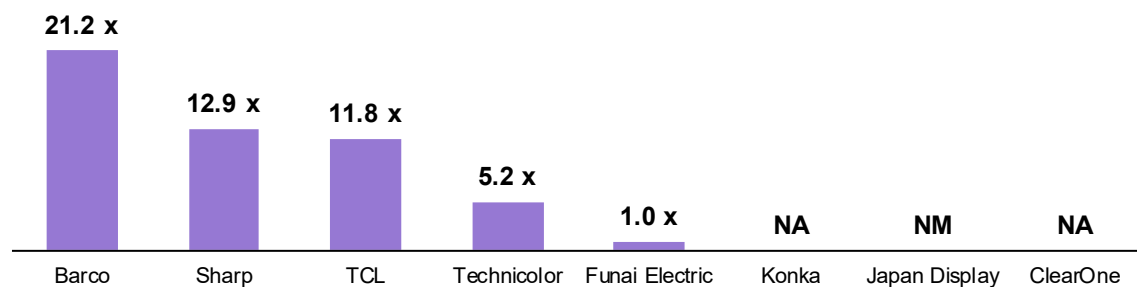
Audio

Median: 14.3 x



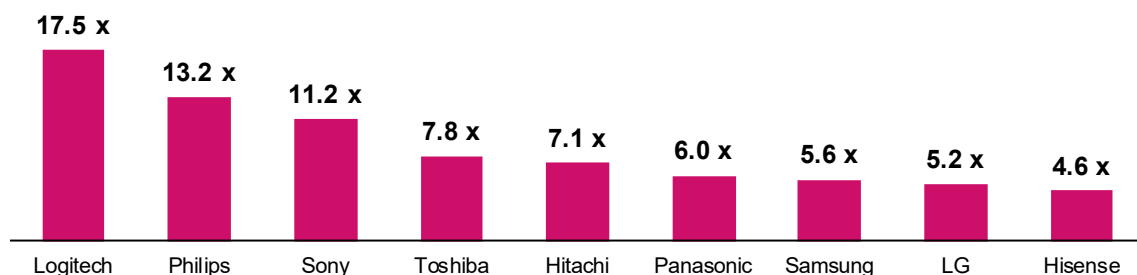
Visual

Median: 11.8 x



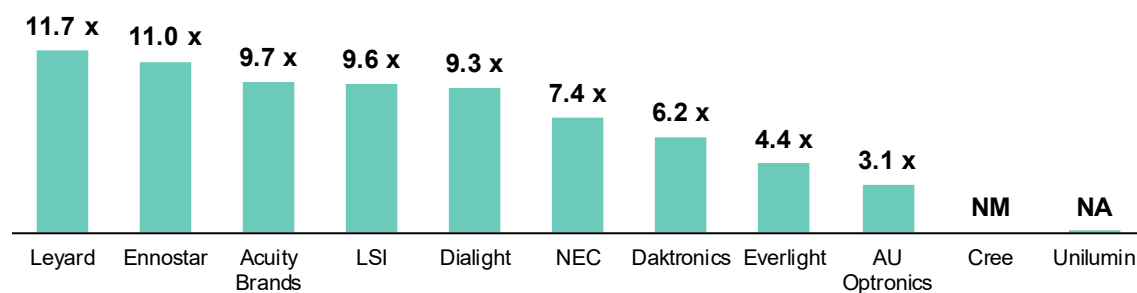
Diversified AV

Median: 7.5 x



Digital Signage

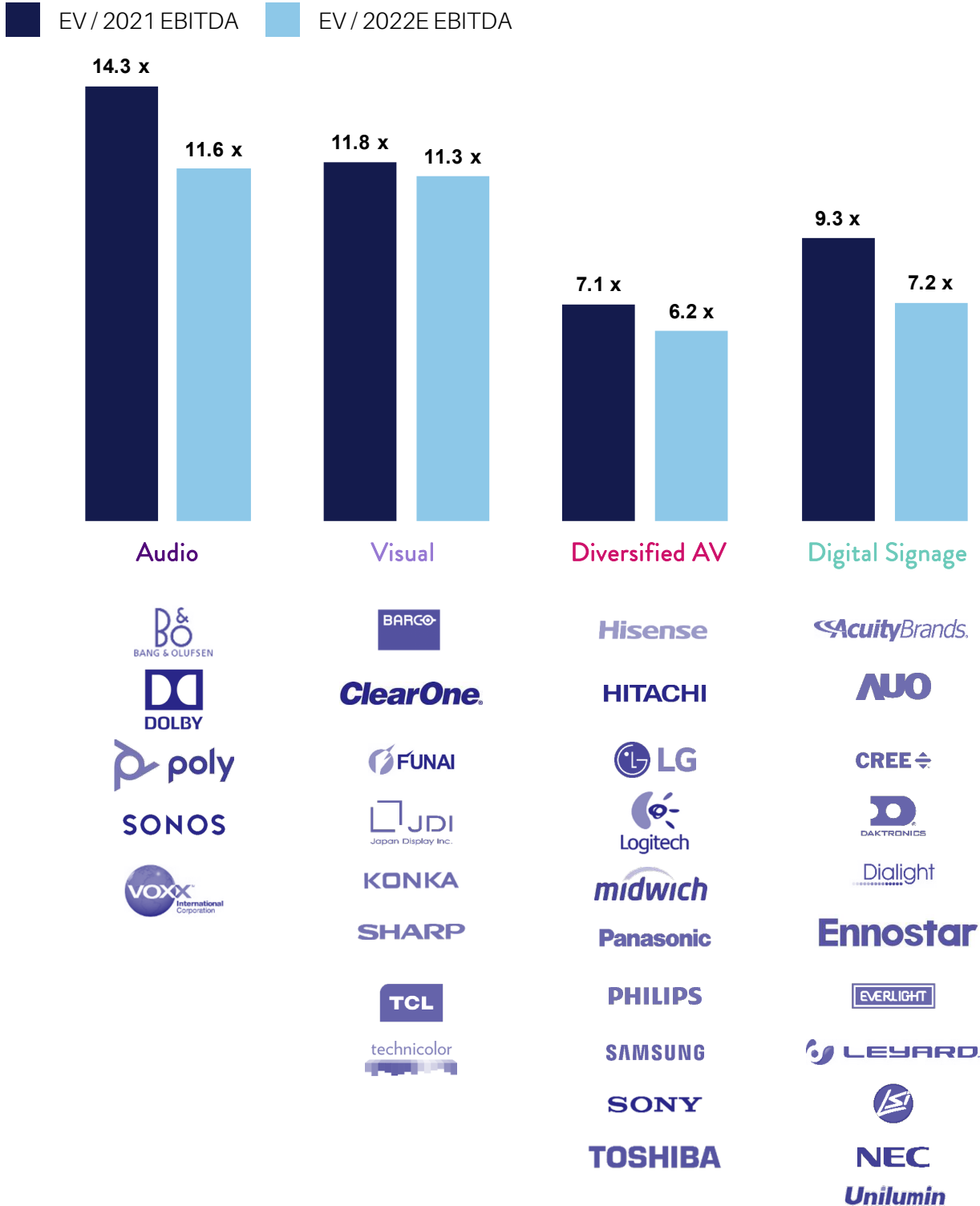
Median: 9.3 x



Source: Capital IQ as of March 25, 2021, Bloomberg and Wall Street Research.

Valuation Summary

Current market trading multiples



Source: Capital IQ as of March 25, 2021.

Valuation Metrics

(\$ in Millions, Except Per Share Values)

(\$ in Millions, Except Per Share Values)						Valuation Multiples		Growth	
	Stock Price	52-Week	52-Week	Equity	Enterprise	EV / Revenue	EV / EBITDA	'19A - '21E CAGR	
	3/25/21	Low	High	Value	Value	CY 2021	CY2021	Revenue	EBITDA
Audio									
Dolby	\$96.94	\$51.85	\$100.81	\$9,850	\$8,694	7.0 x	17.7 x	0%	17%
Plantronics	39.55	7.44	44.72	1,539	2,871	1.6 x	9.3 x	2%	31%
Sonos	37.49	7.98	43.09	4,489	3,836	2.4 x	16.5 x	10%	NM
B&O	4.83	1.85	6.10	582	526	1.2 x	12.1 x	7%	NM
VOXX	19.80	2.64	27.18	474	430	NA	NA	NA	NA
Audio Median						2.0 x	14.3 x	(7%)	14%
Audio Mean						3.0 x	13.9 x	(3%)	18%

Visual

TCL	\$1.40	\$0.63	\$1.57	\$19,031	\$41,839	2.1 x	11.8 x	32%	69%
Sharp	17.06	9.40	21.44	10,423	15,080	0.7 x	12.9 x	(1%)	(6%)
Konka	0.92	0.88	1.39	1,734	4,872	NA	NA	NA	NA
Japan Display	0.45	0.37	0.57	1,135	1,532	0.5 x	NM	(25%)	NM
Barco	23.10	15.04	28.37	2,041	1,858	1.9 x	21.2 x	(12%)	(27%)
Technicolor	3.01	1.37	7.61	709	1,647	0.4 x	5.2 x	(8%)	34%
ClearOne	3.37	1.56	4.14	63	59	NA	NA	NA	NA
Funai Electric	8.47	3.70	8.47	289	9	0.0 x	1.0 x	(7%)	NM
Visual Median						0.6 x	11.8 x	(7%)	14%
Visual Mean						0.9 x	10.4 x	(3%)	18%

Diversified AV

Samsung	\$71.52	\$40.34	\$80.16	\$480,191	\$395,491	1.7 x	5.6 x	7%	19%
Sony	102.19	56.75	113.45	126,559	134,783	1.7 x	11.2 x	2%	8%
Hitachi	48.60	26.33	49.49	46,984	66,087	0.8 x	7.1 x	1%	11%
Philips	56.95	40.71	56.95	51,544	55,943	2.4 x	13.2 x	1%	12%
Panasonic	12.79	6.74	13.65	29,840	32,550	0.5 x	6.0 x	(5%)	(2%)
LG	130.37	42.37	162.96	22,286	28,371	0.5 x	5.2 x	5%	12%
Toshiba	34.76	21.28	35.45	15,777	18,137	0.6 x	7.8 x	(4%)	28%
Logitech	101.72	42.03	113.31	17,184	15,872	3.3 x	17.5 x	30%	58%
Hisense	1.69	1.42	2.34	2,217	1,236	0.2 x	4.6 x	13%	70%
Midwich	6.13	4.29	6.89	540	604	0.6 x	14.0 x	4%	(3%)
Diversified AV Median						0.7 x	7.5 x	3%	12%
Diversified AV Mean						1.2 x	9.2 x	5%	21%

Digital Signage

NEC	\$58.95	\$34.45	\$61.78	\$16,063	\$22,139	0.8 x	7.4 x	0%	18%
Cree	102.74	31.45	128.28	11,840	11,692	19.7 x	NM	(12%)	NM
AU Optronics	0.68	0.22	0.72	6,470	8,101	0.7 x	3.1 x	9%	NM
Acuity Brands	137.08	74.49	146.85	4,884	4,877	1.5 x	9.7 x	(4%)	(2%)
Leyard	1.06	0.81	1.39	2,680	2,683	1.9 x	11.7 x	0%	(1%)
Ennostar	2.90	2.70	3.18	1,989	2,109	1.8 x	11.0 x	43%	NM
Unilumin	1.31	1.21	1.72	1,234	1,264	NA	NA	NA	NA
Everlight	1.58	0.85	1.70	699	499	0.6 x	4.2 x	6%	8%
LSI	8.35	3.51	10.78	221	209	0.7 x	9.6 x	(2%)	37%
Daktronics	5.95	3.79	7.22	268	197	0.4 x	6.2 x	(6%)	72%
Dialight	3.38	2.42	4.69	110	152	0.9 x	9.3 x	(8%)	43%
Digital Signage Median						0.8 x	9.3 x	(1%)	18%
Digital Signage Mean						2.9 x	8.0 x	3%	25%

Source: Capital IQ and Wall Street Research as of March 25, 2021.

Upcoming Events

Dates	Name	Location	Description
June 1 – 24, 2021	Integrated Systems Europe (ISE)	Barcelona / Munich / Amsterdam / London	<ul style="list-style-type: none"> Integrated Systems Europe (ISE) is the world's largest professional AV and systems integration show. The annual event provides a unique showcase of technologies and solutions for commercial and residential applications In 2021, ISE will host a series of four regional events in lieu of a large international event
July 19 – 21, 2021	2021 ANA Digital and Social Media Conference	Carlsbad, CA	<ul style="list-style-type: none"> The ANA Digital & Social Media Conference will feature CMOs and leaders who will cover important topics such as AI, augmented reality, influencer marketing, voice, virtual reality, social media, chatbots, content marketing, measurement and more
July 21 – 23, 2021	Integrate 2021	Sydney, Australia	<ul style="list-style-type: none"> Australia's premier annual AV and Integration trade show, providing a venue for local and global brands to showcase solutions and products to AV technicians and corporate end users and meet with buyers, integrator and distributors
October 11–13, 2021	AES Fall Show 2021 / NAB Show 2021	Las Vegas, NV and Virtual	<ul style="list-style-type: none"> The convention will focus on several audio disciplines and applications, including cinema, broadcast and online delivery, immersive audio, sound recordings, productions and live events
October 23 – 29, 2021	Infocomm 2021	Orlando, FL	<ul style="list-style-type: none"> InfoComm is the largest professional audiovisual trade show in North America, with thousands of products for audio, unified communications and collaboration, display, video, control, digital signage, home automation, security, VR, and live events
January 5 – 8, 2022	CES 2022	Las Vegas, NV and Virtual	<ul style="list-style-type: none"> CES® 2022 will digitally convene businesses, thought leaders, policymakers, media and the broader tech community to launch products, build brands and form partnerships. Hear from technology innovators, see the latest product launches, and engage with global brands and startups from around the world

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