



Please find below our weekly update covering themes that we feel that are of interest to investors and participants in the small and mid-cap TMT sector as well as commentary on recent newsflow. The cost of Allenby Capital's research on individual clients is paid for by our research clients.

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Allenby Capital TMT Update - 18.01.21 - TERN.L, BOOM.L

Tern plc* (TERN.L, 7.1p/£23.5m)

Portfolio update: Strong business momentum (12.01.21)

- **Device Authority:** Closed 2020 strongly with five orders secured in its primary sectors and achieved record trading in Q4. This comprised the conversion of two pilot customers in the connected vehicle/automotive sectors; an initial engagement with an EU-headquartered FMCG customer working with Wipro; a renewal with a medical device company as it moves from pilot to production; and a new pilot with an EU/US medical device company. Three of these orders resulted from the Microsoft and Wipro partner channels.
- **Wyld:** The shareholders of Wyld Networks and Wyld Technologies have reached agreement on a consolidation of the business into Wyld Networks. Tern was the sole shareholder of Wyld Networks and now holds 96.7%. Wyld continues to supply both development services and products for its existing terrestrial Lower Power Wide Area Network (LPWAN) modules into the IoT connectivity market. In November, it signed an agreement with a global satellite operator to co-design, co-develop and co-market a combined terrestrial and satellite LPWAN IoT module. Marketing agreement signed with Alliance Corporation for North America. In Wyld Mesh and Connect, a marketing agreement was signed with Ascom in November for its solution to monitor, alert and measure social distancing in multiple sectors, including healthcare and education.
- **FundamentalVR:** Signed three contracts in late November and early December for a combined value of £1.7m, including two significant follow-on orders with existing customers. The third contract is a three-year contract with a new medical industry client. FundamentalVR is also working with other leading pharma companies for the use of its platform in gene and cell therapies in Regenerative Medicine applications.
- **InVMA:** Contract wins with both existing and new customers in Q4 2020. AssetMinder SaaS sales continue to increase as a percentage of revenue and there are currently 14 AssetMinder quotations to UK customers alone in its pipeline.
- **Talking Medicines:** Doubled the size of the team since Tern's investment in November 2020. New SaaS data platform for pharma companies scheduled for Q1 2021.

Allenby Capital comment: Commercial progress in all of the portfolio companies during Q4 2020 and this momentum has continued into 2021. Management sees this progress not just in terms of the current trading performance of the portfolio companies but also the critical proof points of their business models and processes, elements that are required in order to secure third party investment, especially from US VC firms, that will unlock value for shareholders.

* Allenby Capital acts as Nomad and Broker to Tern plc.

Audioboom plc* (BOOM.L, 276p/£43.3m)

Expanded content network (15.01.21)

- Extension its co-production partnership with Formula 1 until 2023. Audioboom's in-house production unit will continue to produce the *F1: Beyond The Grid* podcast and will take on the production of *F1 Nation*. As well as co-producing the official Formula 1 podcasts, Audioboom will provide exclusive advertising sales, technology and distribution.
- *The Fantasy Footballers*, a popular fantasy sports podcast focused on the NFL, has joined Audioboom's premium network. Audioboom will provide exclusive advertising sales and marketing support to the podcast until 2022, following the successful partnership launch during the 2020 NFL season.
- Audioboom Originals Network (AON) has launched *RELAX! with Colleen Ballinger and Erik Stocklin* with Colleen Ballinger is a comedian, actor, producer and New York Times Best Selling Author, known for her YouTube character Miranda Sings, and her husband, Erik Stocklin, who also starred in *Haters Back Off*. The show launched on January 13th 2021 and went straight to number 1 in the Apple US comedy podcast chart.
- Forecasts [unchanged](#).

Allenby Capital comment: Securing content remains central to the Audioboom investment case and attracting proven talent to its network reflects the company's ability to build audiences and successfully monetise content through advertising.

* Allenby Capital acts as Nomad and Broker to Audioboom plc.

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