

COMPANY OVERVIEW

SHURE

SHURE

Sound is our business.

Good sound is fine for some people. But at Shure, we're only interested in delivering sound experiences that immerse and inspire you.

SHURE

Founded in Chicago, IL in 1925

835M+

Global Sales

Manufactured in China & Mexico

Sold in over

Countries around the world





"We know very well that absolute perfection cannot be attained, but we will never stop striving for it."

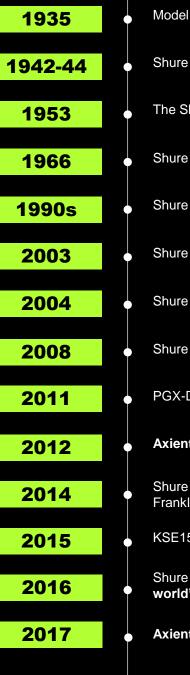
—S.N. Shure

Whether you're a musician, audio engineer, lecturer, broadcaster, videographer, AV integrator, content creator, or simply a music lover, Shure has an innovative audio product to meet and exceed your expectations.

SHURE

A History of Audio Innovation





Model 55 Unidyne is the world's first single-element unidirectional microphone

Shure adopts strict military standards for product durability, supporting the Allied war effort with critical gear

The Shure Vagabond 88 is the world's first wireless microphone system for performers

Shure launches the SM58, still the world's most popular vocal microphone

Shure builds market leadership in wireless microphones and monitoring systems

Shure is awarded a technical GRAMMY®

Shure introduces consumer earphones

Shure introduces Wireless Workbench 5 software for frequency coordination and system management

PGX-D is Shure's first all-digital wireless microphone system

Axient Wireless system introduces comprehensive frequency tools, remote control, and power management

Shure earns **IEEE Milestone Award** for the Unidyne Microphone. Previous recipients include Ben Franklin, Thomas Edison, and Samuel Morse.

KSE1500 are the world's first electrostatic earphones

Shure introduces Microflex Advance **array microphone systems** for conference rooms; KSM8 is the **world's first dual-diaphragm dynamic microphone**

Axient Digital Wireless is the new industry standard in reliability, control, and audio clarity



Microphones

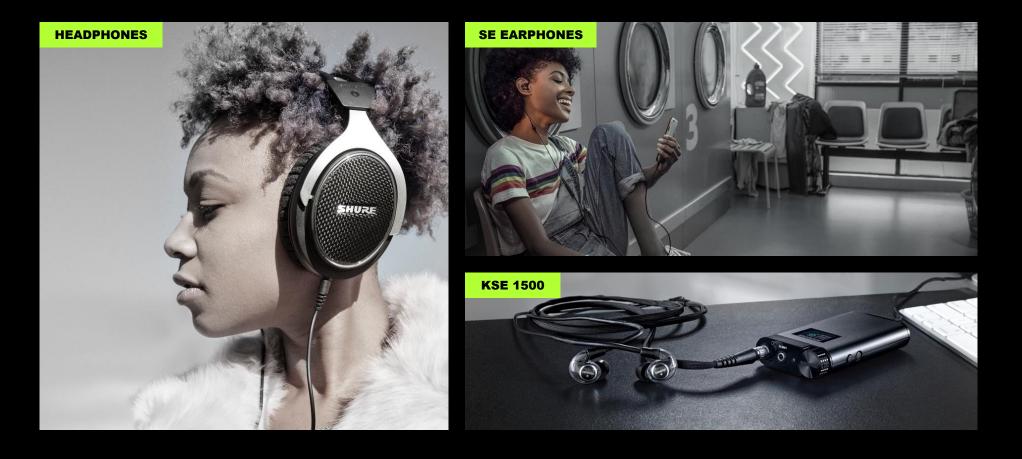


Wireless Microphones & Monitors





Headphones & Earphones





Conference Room Audio





Discussion Systems



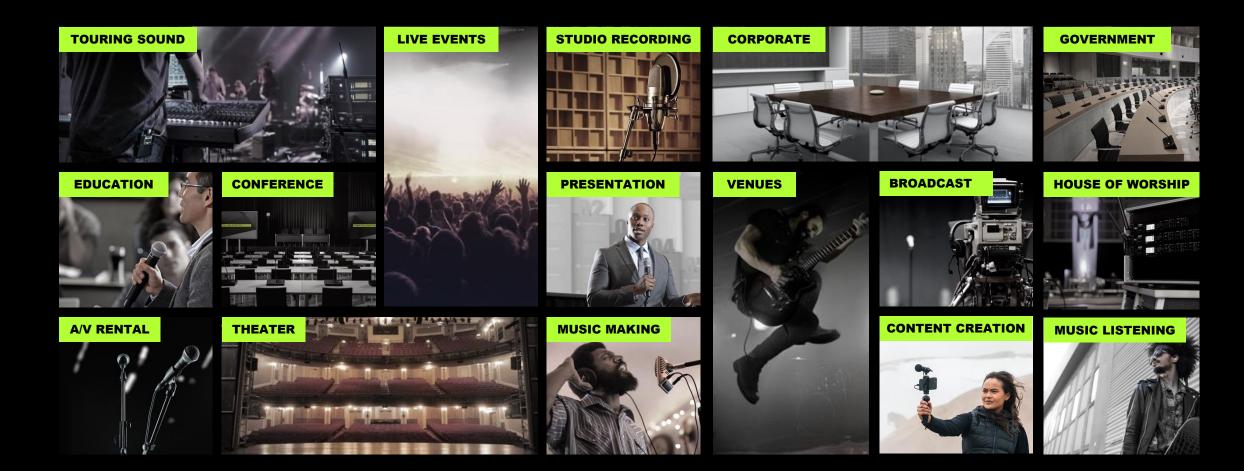


Software Ecosystem



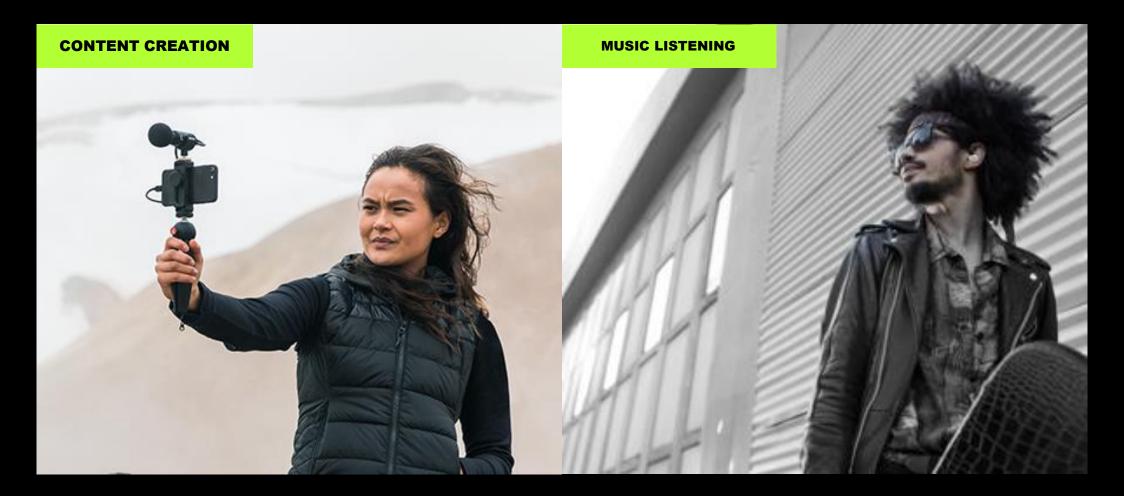


Markets We Focus On





CE Markets We Focus On

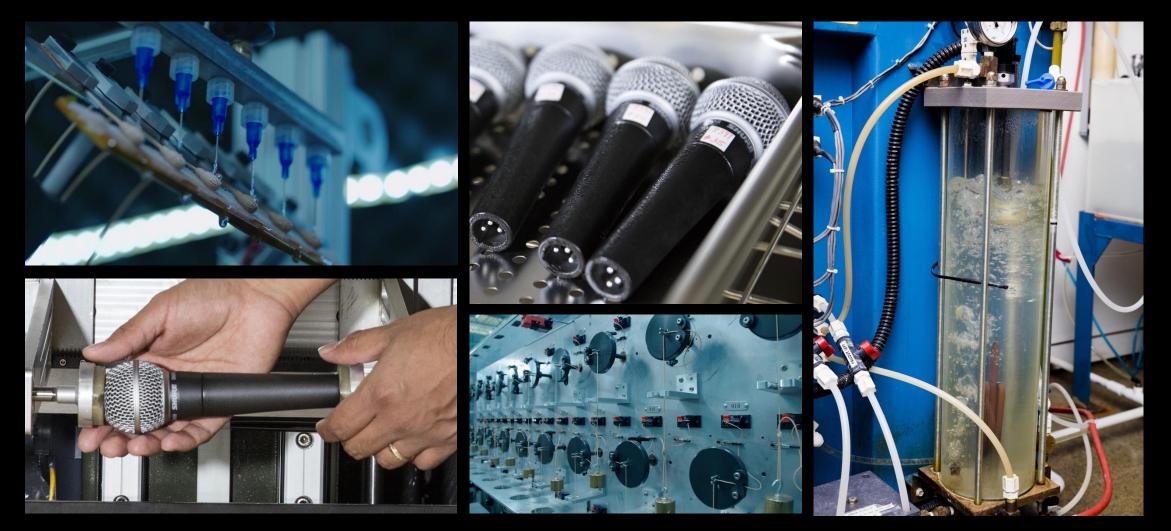




Our products are designed to outlast and outperform your highest expectations. They're not created to be just ok. They're built to be the very best.

SHURE

Quality Testing





We're right there by your side in every moment that matters - large and small. Have a question? We're always ready to help.





(Best Sales **Operation**)



2016



SCN Stellar Service Award

The Number You Have On Autodial (Best Tech Support)





SCN Stellar

Best Use of

An Afternoon

(Best Online

Training)

2019

Service Award

SCN Stellar Service Award

> The Number You **Have On Autodial** (Best Tech Support)







When history is in the making – from Elvis to Martin Luther King, Jr., from the GRAMMY Awards to the Olympics – iconic performers, leaders, and communicators trust Shure to deliver their messages clearly, for all to hear.



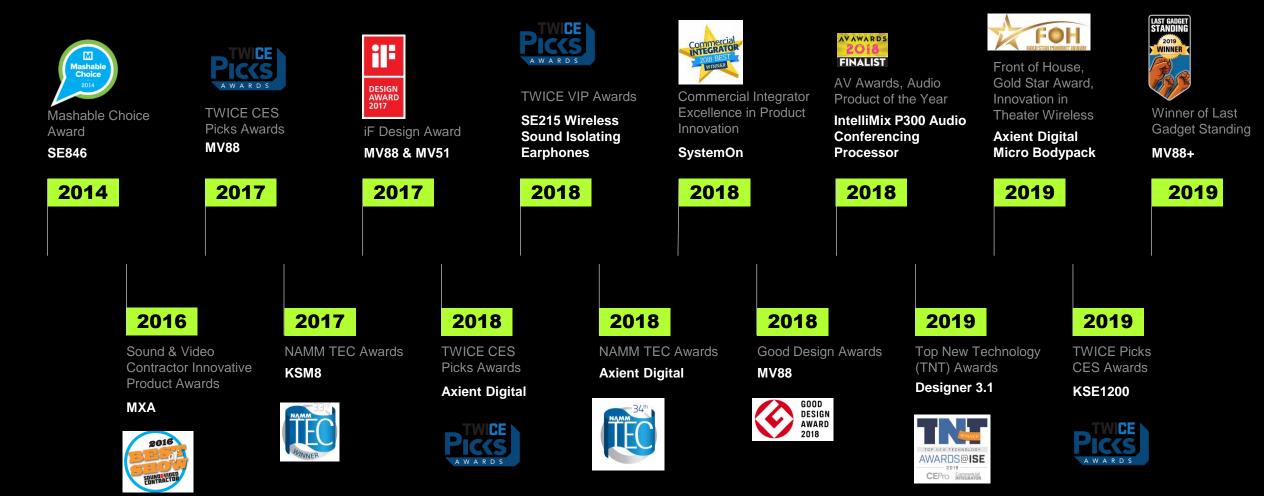








Recent Awards



What's the point of all this engineering and innovation if it doesn't inspire or empower you?

With whatever stage you're about to step onto—be it conference room or concert hall—we empower you with the proven audio engineering you need to experience and make extraordinary happen.



AONIC 50 Noise Canceling Wireless Headphone

Tech Specs

- 30 hrs of battery life
- Extended high end clarity
- Unparalleled low-end performance
- 50 mm Premium drivers
- Hi-Res Streaming: 24/96
- Premium on-board DSP
- Premium ANC + controllable environment mode
- BT5.0
- CODECS: SBC, AAC, aptX, aptX HD, aptX-LL, LDAC
- App control w/OTA FW updates
- USB-C cable for charging and playback
- 3.5 mm straight audio cable





True Wireless

Tech Specs

- MMCX Pendant Design
- 8 hours battery life
- 3 additional charges from case
- Environment Mode
- BT 5.0
- CODECS: SBC, AAC, Apt-X Support
- App control
- OTA FW update
- USB-C for charging
- Price point and availability pending









Sound Isolating[™] Wireless Earphones Clear sound & extended bass



CUSTOM FIT Secure, over-theear design and choice of sleeves deliver longlasting comfort SEAMLESS CONTROL Take calls,

control music and activate voice commands.

SOUND ISOLATION Blocks outside noise for immersive listening.

Color Variants







Hear it all

SHUR

SHURE

Sound Isolating™ Wireless Earphones Accurate, natural sound



3

CUSTOM FIT

SHURE

Secure, over-theear or hang down design with choice of sleeves deliver longlasting comfort SEAMLESS CONTROL Take calls, control music and activate voice

commands.

SOUND ISOLATION Blocks outside noise for immersive listening.

Color Variants



Immersive

SHURE

Sound Isolating[™] Wireless Earphones Clarity and Warmth







True to Life

SEAMLESS CONTROL

Take calls, control music and activate voice commands.

CUSTOM FIT Secure, over-theear design and choice of sleeves deliver longlasting comfort

SOUND ISOLATION Blocks outside noise for immersive listening.

Color Variants





Sound Isolating™ Wireless Earphones Spacious sound & rich bass



SELECT YOUR SOUND Adjustable frequency response puts you in control.



SEAMLESS CONTROL Take calls, control music and activate voice commands.

CUSTOM FIT Secure, over-theear design and choice of sleeves deliver longlasting comfort

SOUND ISOLATION Blocks outside noise for immersive listening.

SHURE

Color Variants





SE 846

Sound Isolating[™] Wireless Earphones Extended high-ended clarity & unparalleled low-end performance

2/

WIRELESS

HIGH DEF DRIVERS

3.5 MM D



MIC + REMOTE

> CUSTOM FIT Secure, over-theear design and choice of sleeves deliver longlasting comfort

SELECT YOUR SOUND Adjustable frequency response puts you in control.

FEEL THE BASS True sub-woofer performance

SEAMLESS CONTROL

Take calls, control music and activate voice commands.

SOUND ISOLATION Blocks outside noise for immersive listening.

Color Variants



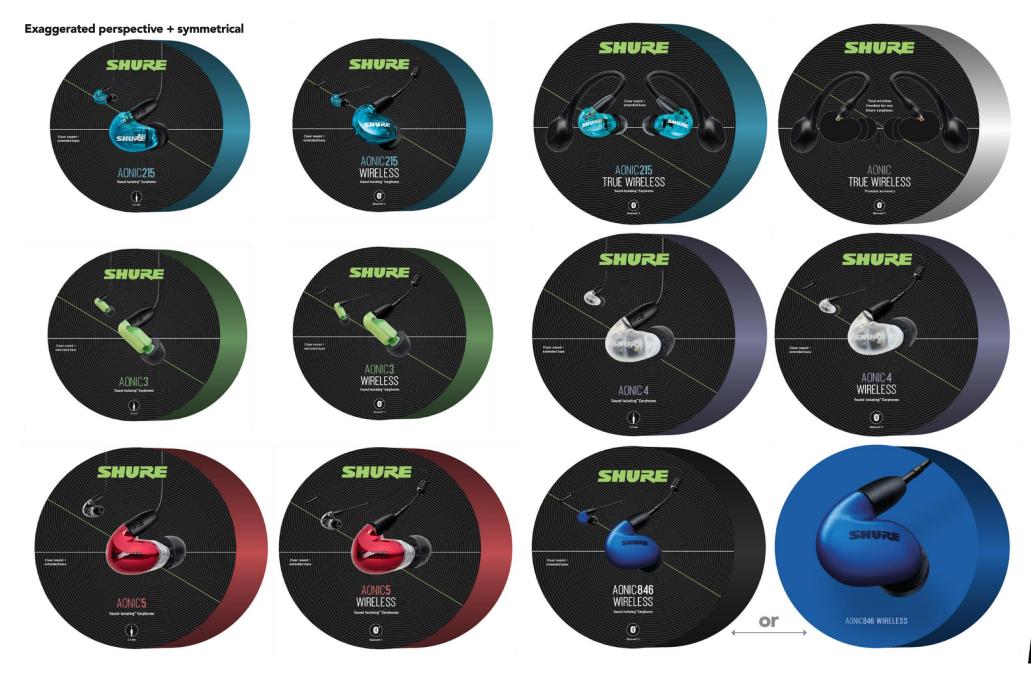
State of the Art











SHURE

Headphones



- High-performance headphones designed from the inside out. From professional musicians to audio purists, there's a perfect fit for you
- As the high-performance headphone of choice for the pros, we're now beloved by audiophiles, DJs and commuters alike. All because we stayed focused on the sound

AONIC 50 Noise Canceling Wireless Headphone

Announced at CES 2020

Tech Specs

- 30 hrs of battery life
- Extended high end clarity
- Unparalleled low-end performance
- 50 mm Premium drivers
- Hi-Res Streaming: 24/96
- Premium on-board DSP
- Premium ANC + controllable ambience
- BT5.0
- CODECS: SBC, AAC, aptX, aptX HD, aptX-LL, LDAC
- App control w/OTA FW Updates
- USB-C cable for charging and playback
- 3.5 mm straight audio cable





SRH240A

Closed-back headphone

Closed-back headphones offer ambient noise rejection and powerful bass response. Features include compatibility with almost all professional and personal audio equipment and a wide frequency range.



Closed-back headphone

Professional closed-back headphones provide strong sound quality with enhanced frequency response for accurate audio playback at any volume. Features include a collapsible design for convenience and portability.

COLLAPSIBLE DESIGN Allows for easy transportation



GREAT SOUND Enhanced frequency response delivers accurate audio across an extended range

> DETACHABLE CABLE Cable secured to ear cup by bayonet clip for a reliable connection



Closed-back headphone

Closed-back studio headphones offer tailored frequency response, including rich bass, clear mid-range and extended highs. Includes a padded headband and ear cups, a collapsible frame for transport, and a 3 m coiled detachable cable for movement.

COLLAPSIBLE DESIGN Allows for easy transportation GREAT SOUND Rich bass, clear mid-range and extended highs

> DETACHABLE CABLE Cable secured to ear cup by bayonet clip for a reliable connection



Closed-back headphone

Closed-back reference studio headphones deliver precise linear signal qualities with tight bass, smooth, extended highs, and minimal distortion. Includes threaded 3.5 mm gold-plated adapter, coiled and straight cable, and replacement ear pads.

COLLAPSIBLE DESIGN Allows for easy transportation LINEAR SOUND SIGNATURE Smooth high-end extension with tight bass and superior transient response

SHURE

DETACHABLE CABLE Cable secured to ear cup by bayonet clip for a reliable connection

SHURE

Open-back headphone

Open-back headphones provide full-range audio with detailed highs and rich bass. Features include copper cable with Kevlar reinforced jacket for performance and durability, and dual-exit cables with MMCX connectors for secure connection.

OPTIMIZED IMPEDENCE For connectivity to most portable audio devices SHURE

NATURAL SOUND

Open back circumaural design promotes natural audio response

> DETACHABLE CABLE Dual-exit MMCX detachable straight cable



Closed-back headphone

Premium closed-back headphones offer an expansive soundstage with clear highs and warm bass. Includes replacement ear pads, 3.5 mm adapter and hard case. Features include individually matched drivers for high audio quality and dual-exit MMCX detachable cables.

> **COMFORT** The Alcantara ear pads ensure absolute comfort

EXPANSIVE SOUNDSTAGE

High audio quality from individually matched drivers

> DETACHABLE CABLE Dual-exit MMCX detachable straight cable



Open-back headphone

Professional open-back headphones provide unparalleled acoustic performance for all critical listening applications. Includes a 3.5 mm adapter, replacement ear pads, cables, and hard case. Includes individually matched drivers for high audio quality.

> OPTIMIZED IMPEDENCE For connectivity to most portable audio devices

SRH1840 **R** NATURAL SOUND High audio quality from individually matched drivers

> DETACHABLE CABLE Dual-exit MMCX detachable straight cable





MV88+ Video Kit

- Made for Vloggers, Filmmakers, Live Streamers, Musicians, Podcasters
- Professional quality portable microphone
- 'Just add phone' for amazing audio anywhere
 - Improved audio quality
 - Real time headphone jack
 - Livestream ready

iOS / Android Apps





- MV88+ Microphone
 - windscreen included
 - optional Rycote Fur
- Manfrotto PIXI Mini-Tripod
- Phone Clamp
- Shoe mount mic clip
- 15" cables
 - LTG and USB-C
- Roll-up Bag





- MV88+ Microphone
 - windscreen included
 - optional Rycote Fur
- Manfrotto PIXI Mini-Tripod
- Phone Clamp
- Shoe mount mic clip
- 15" cables
 - LTG and USB-C
- Roll-up Bag



- MV88+ Microphone
 - windscreen included
 - optional Rycote Fur
- Manfrotto PIXI Mini-Tripod
- Phone Clamp
- Shoe mount mic clip
- 15" cables
 - LTG and USB-C
- Roll-up Bag



- MV88+ Microphone
 - windscreen included
 - optional Rycote Fur
- Manfrotto PIXI Mini-Tripod
- Phone Clamp
- Shoe mount mic clip
- 15" cables
 - LTG and USB-C
- Roll-up Bag





- MV88+ Microphone
 - windscreen included
 - optional Rycote Fur
- Manfrotto PIXI Mini-Tripod
- Phone Clamp
- Shoe mount mic clip
- 15" cables
 - LTG and USB-C
- Roll-up Bag





- MV88+ Microphone
 - windscreen included
 - optional Rycote Fur
- Manfrotto PIXI Mini-Tripod
- Phone Clamp
- Shoe mount mic clip
- 15" cables
 - LTG and USB-C
- Roll-up Bag

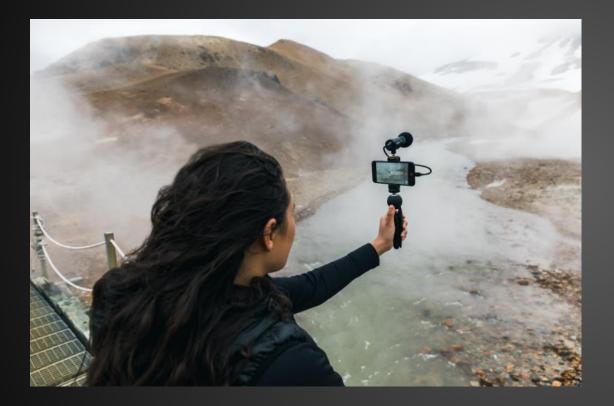








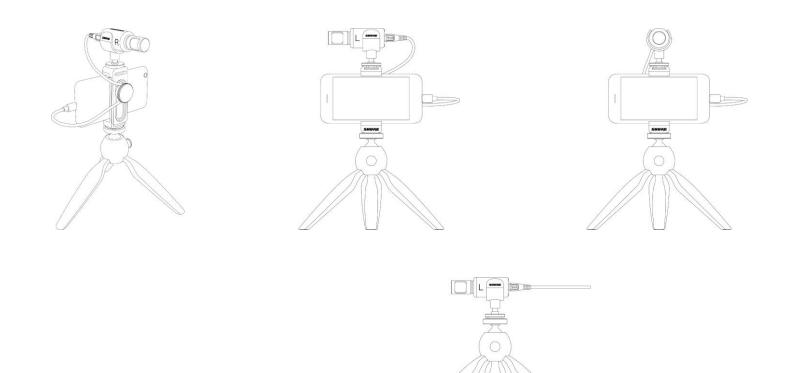
MOTIV MV88+ Video Kit







MOTIV MV88+ Video Kit









MV88 iOS Stereo Microphone Do more with the moment. Capture it.

iOS Apps



PIVOT AND ROTATE

Adjust the 90-degree hinge and rotate the mic head to get the ideal stereo or mono position

LIGHTNING CONNECTOR No cables required. Attach to your iOS device via the Lightning connector



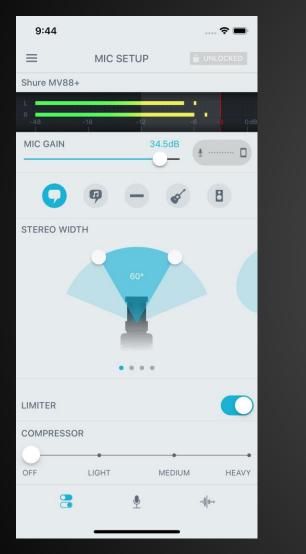
MOTIV Video App







MOTIV Video/Audio Apps



9:44				? I	
~	WAV	Jazz voca 24/44.1 kHz			
480.43 M Dec 17, 20 Recorded	018 at	9:43 AM Shure MV88	+	•••	1
					l
*	-		••	Ę	
 	111111	lindal <mark>i</mark> tatiqu		-00:15:06	

9:44			穼 🗖	,
≡	MY RECORD	INGS	Selec	t
CVH spec 12/17/18, 9	ech part 1.wav ::43 AM		21:56	
CVH spe 12/17/18, 9	ech part 2.wav ::43 AM		18:50	
Guitar rif 12/17/18, 9			25:42	
Holiday c 12/17/18, 9	arols.wav ::43 AM		28:34	
Interview 12/17/18, 9	with Banks.wav		34:19	
Jazz voc 12/17/18, 9			30:16	
Singing s 12/17/18, 9	olo by Liz.wav :43 AM		9:33	
Windy cit 12/17/18, 9	y sounds.wav ::43 AM		22:10	
Jazz WAV	vocals	8	• ···	•
	<u>.</u>		-d i ffer	



MV51 Large-Diaphragm Microphone Sound like you mean it

DIGITAL MIC iOS or USB, the choice is yours. Record easily, wherever you are



FLEXIBLE MOUNTING

Desktop mount or mic stand mount – the choice is yours. Record how you want, where you want

BUILT-IN DSP

Easily adjust gain, mute headphone volume, and DSP presets from the front touch panel

Compatibility

MV5

Condenser Microphone Now every room is a voiceover room

DIGITAL MIC iOS or USB, the choice is yours. Record easily, wherever you are BUILT-IN DSP Toggle between voice or instrument. Easily adjust headphone volume and mute

Compatibility



MVi Digital Audio Interface The studio that goes where you go

BUILT-IN DSP Easily adjust gain, mute headphone volume, and DSP presets from the front touch panel



Compatibility

FLEXIBLE INPUT Combined XLR microphone and 6.3 mm instrument input



MVL

Lavalier Microphone For Smartphone or Tablet

Omnidirectional Connects to portable devices for interviews, and more with superior acoustic quality

Compatibility



SM7B Cardioid Dynamic Vocal Microphone Amazing Vocal Mic for both Broadcast and Recording

FREQUENCY RESPONSE Flat, wide-range frequency response for exceptionally clean and natural reproduction of both music and speech

> WINDSCREEN Ships with the A7WS detachable windscreen, designed to reduce plosive sounds and gives a warmer tone for closetalk vocals

CUSTOMIZABLE Bass rolloff and midrange emphasis (presence boost) controls with graphic display of response setting

PERFECT FOR PODCASTING

Improved rejection of electromagnetic hum, optimized for shielding against broadband interference emitted by computer monitors





In-Store Presence





VP83 Lenshopper

Camera-mount microphone

LensHopper[™] camera-mount condenser microphone allows you to capture detailed audio with ease when video recording with a DSLR camera. It includes a windscreen, a 3-position audio gain switch, switchable low-cut filter, and Rycote Lyre shock mounting.





EASE OF USE Three position audio gain switch NOISE Integrated Rycote Lyre shock mounting system to provide isolation

SHOTGUN



VP83F Lenshopper

Camera-mount microphone

The VP83F includes a windscreen, integrated digital flash recording, superior RF immunity, an easy-to-read backlit LCD display, 5-position joystick, and integrated Rycote Lyre shock mounting system for isolation from vibration and mechanical noise.



INTEGRATED RECORDING

EASE OF USE

Three position

audio gain switch

Integrated digital flash recording to microSD cards, up to 15 hours of audio on a 8GB card SHOTGUN DESIGN Highly directional supercardiod / lobar polar pattern

NO VIBRATION NOISE Integrated Rycote Lyre shock mounting system to provide isolation



INTERCONNECTED ARTIST CAMPAIGN





AONIC True Wireless Earphone Accessory + SE215 Bundle



AONIC 50 Wireless Headphone







Develop Overarching Campaign

01 Develop multi-platform marketing plan to drive consumer engagement through every stage of the customer journey

02 Leverage top tier artists to integrate Shure legacy of performance and brand differentiators

O3 Define and create tent-pole moments/campaigns/promotions around retail seasonality within the Consumer electronics space (CES, Dads and Grads, and Holiday)

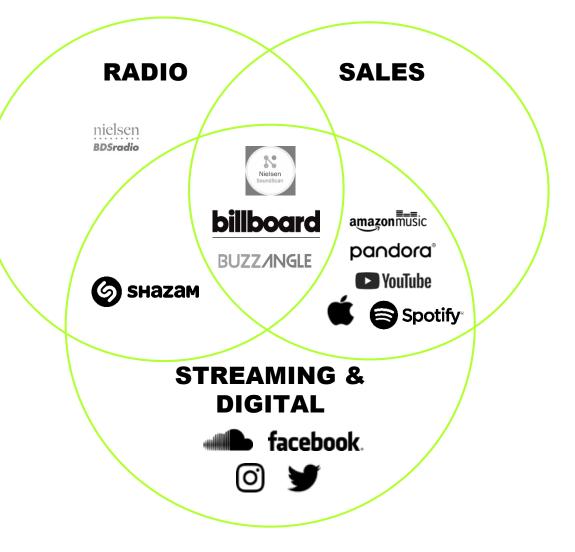
Identifying Talent:

3 TYPES OF ANALYTICS

THE MUSIC BUSINESS

USES TO DETERMINE A

HIT ARTIST &/OR SONG





Within the respondents who already spent US300-499 on their earphone/headphone or planning to do so in next 12 months, 30-49 age group is the majority, below is the table.

USD 300-499	US
16-19	6%
20-24	5%
25-29	15%
30-39	34%
40-49	40%
Total sample	197

The survey also asked the respondents to rate on a statement related to celebrity. "Celebrity and artist endorsements are important to me when making an earphone or headphone purchase."

This is a rating question from 1-5, 1 means strongly disagree and 5 means strongly agree. Below numbers refer to respondents who rated 4/5 Agree/Strongly agree.

% of positive	US
16-24	21%
30-49	39%





Top Tier Artist

FB/TW/IG Followers: **30.8M** Avg. Engagement Rate on IG: 5.5%

Followers by country

FB only

Mexico – 3M

Brazil – 2.5M

US – 7.2M

UK – 876K



Monthly Spotify Streams

Streaming Demo :

- 45% male
- 52.5 female
- 2.5% unknown
- 13-17 -5.3%
- 18-24 35.8%
- 25-34 34.2%
- 45-54 7.4%
- 55+-3%
- Unknown 14.3%

Monthly Streams by key cities:

Mexico City – 981,551 Sao Paulo – 706,134 London – 443,709 Los Angeles – 424,652 Chicago – 383,503

- Awareness (53%) is higher than the average (45%)
- Negative Q-score (19%) is lower than the average (24%)

awareness level is higher than Shure's awareness level which is a key factor.







Artistry and Collaboration



Longstanding Career

+

Selective Brand Partnerships



Marketing assets

Asset List

 :15, :30, :90 videos to be used across social media & digital platforms

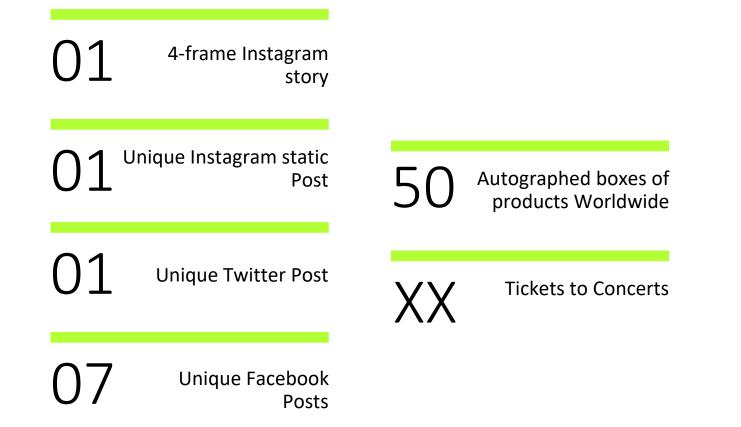
Additional Social Media assets:

- Instagram stories
- Cinemagraphs
- ÷
- Suite of assets to be utilized across social and media buys (including in-store & OOH)
 - Product imagery
 - Artist imagery
 - **D** General campaign lifestyle imagery

+	Rights include:
	Digital/Online
	POP – (no cardboard cut outs)
	Dut of Home
	Industrial (Trade Shows/Events)
	Consumer Trade Publications
	Public Relations Materials



What we are getting from the artist







Thank You

