



**TURTLE
BEACH**[®]
CORPORATION

**FIRST QUARTER 2021
EARNINGS PRESENTATION**
NASDAQ: HEAR

MAY 5, 2021



SAFE HARBOR STATEMENT

Forward-Looking Information

This presentation includes forward-looking information and statements within the meaning of the federal securities laws. Except for historical information contained in this release, statements in this release may constitute forward-looking statements regarding assumptions, projections, expectations, targets, intentions or beliefs about future events. Statements containing the words “may”, “could”, “continue”, “would”, “should”, “believe”, “expect”, “anticipate”, “plan”, “goal”, “estimate”, “accelerate”, “target”, “project”, “intend” and similar expressions constitute forward-looking statements. Forward-looking statements involve known and unknown risks and uncertainties, which could cause actual results to differ materially from those contained in any forward-looking statement. These statements are based on management’s current belief, as well as assumptions made by, and information currently available to, management. While the Company believes that its expectations are based upon reasonable assumptions, there can be no assurances that its goals and strategy will be realized. Numerous factors, including risks and uncertainties, may affect actual results and may cause results to differ materially from those expressed in forward-looking statements made by the Company or on its behalf. Some of these factors include, but are not limited to: risks related to the substantial uncertainties inherent in the acceptance of existing and future products; the difficulty of commercializing and protecting new technology; the impact of competitive products and pricing; the impact of the coronavirus (COVID-19) pandemic on consumer demands and manufacturing capabilities; **delays or disruptions in the supply of components for our products**, risks relating to, and uncertainty caused by or resulting from, the COVID-19 pandemic; the Company’s partnerships with influencers, athletes and esports teams; risks associated with the expansion of our business, including the implementation of any businesses we acquire, the integration of such businesses within our internal control over financial reporting and operations; and our liquidity. These risks may be in addition to the other factors and matters discussed in the Company’s most recent Annual Report on Form 10-K, Quarterly Report on Form 10-Q and other periodic reports filed with the Securities and Exchange Commission. Except as required by the securities laws of the United States, the Company does not intend to publicly update or revise these forward-looking statements after the date of this release whether as a result of new information, future developments or otherwise. This presentation also contains trademarks and trade names that are property of their respective owners.

Non-GAAP Financial Measures

In addition to its reported results, the Company has included in this presentation certain financial results, including adjusted EBITDA, and adjusted net income, that the Securities and Exchange Commission defines as “non-GAAP financial measures.” Management believes that such non-GAAP financial measures, when read in conjunction with the Company’s reported results, can provide useful supplemental information for investors analyzing period-to-period comparisons of the Company’s results. “Adjusted Net Income” is defined as net income excluding (i) integration and transaction costs related to the acquisition of the business and assets related to the ROCCAT brand, (ii) the effect of the mark-to-market requirement of the financial instrument obligation, (iii) any change in fair value of contingent consideration and (iv) the release of valuation allowances on deferred tax assets. “Adjusted EBITDA” is defined by the Company as net income (loss) before interest, taxes, depreciation and amortization, stock-based compensation (non-cash), and certain non-recurring items that we believe are not representative of core operations (e.g., the integration and transaction costs related to the acquisition of the business and assets related to the ROCCAT brand, the mark-to-market adjustment for the financial instrument obligation and the change in fair value of contingent consideration). These non-GAAP financial measures are presented because management uses non-GAAP financial measures to evaluate the Company’s operating performance, to perform financial planning, and to determine incentive compensation. Therefore, the Company believes that the presentation of non-GAAP financial measures provides useful supplementary information to, and facilitates additional analysis by, investors. The presented non-GAAP financial measures exclude items that management does not believe reflect the Company’s core operating performance because such items are inherently unusual, non-operating, unpredictable, non-recurring, or non-cash. See a reconciliation of GAAP results to Adjusted Net Income and Adjusted EBITDA included in the appendix for the three months ended March 31, 2021 and 2020.

SUMMARY – Q1 2021 RESULTS

Net revenue up 166% to a record \$93.1M

Gross Margin up 670 basis points to 37.5%

Net Income (GAAP) of \$8.8M vs. \$(3.6)M; GAAP EPS of \$0.49 vs. \$(0.25)

Adjusted EBITDA up \$18.0M to \$15.3M vs. \$(2.7)M

Cash Flow From operations up 20% to \$21.1M vs. \$17.5M

Record Cash of \$63.0M

Strong Balance Sheet with no short or long-term debt



TRACKING WELL TO 2021 GOALS

Raised Revenue guidance to \$385M up from \$370M

- Revenue growth driven by continued strong console results and expansion of PC accessories and new categories

Adjusted EBITDA guidance raised to \$50M from \$45M

- Increase reflects increased revenue guidance
- Growth initiative investments continue

Entering new categories

- Neat Microphones
- Other categories coming later this year



LET'S TALK BRANDS...



The World's
Best-Selling Gaming
Audio Brand



Award-Winning PC
Gaming Accessories



High-Quality Digital
USB & Analog
Microphones

TURTLE BEACH GAMING HEADSETS



#1 IN GAMING AUDIO

The Global Market Leader In
Console Gaming Headsets for Over 10 Years

55 Million+

Headsets Sold Since 2010

46.8%₁

US Revenue Share 2020



A NEW GENERATION OF CONSOLE GAMING



Xbox Series S & Xbox Series X



PlayStation®5 & PlayStation®5 Digital Edition

Fall 2020 celebrated a new era in console gaming with the launch of the all-new Xbox Series X|S and PlayStation 5 systems.

The new Xbox and PlayStation consoles were hot commodities when they launched last holiday season.

Fans who pre-ordered, along with savvy day one consumers secured the initial waves of inventory, and availability has been limited since, with resellers selling the systems for hundreds over MSRP.

People are gaming now more than ever, with console gamers playing on both the new Xbox Series X|S and PS5 and prior gen Xbox One & PS4 alike, and Turtle Beach's best-selling **Stealth 700 Gen 2** and **Stealth 600 Gen 2** wireless console gaming headsets – the first cross-generation compatible headsets when they launched – **have shown strong Q1'2021 performance.**

STEALTH 700 GEN 2 & STEALTH 600 GEN 2 UPDATE



STEALTH™
700
GEN 2

Launched September 2020
MSRP: \$149.95



Stealth 700 Gen 2 –
Named **Best Headset for
Xbox Series X|S** by IGN

STEALTH™
600
GEN 2

Launched September 2020
MSRP: \$99.95



*“10/10. The \$100
Wireless King Returns
Stronger Than Ever.”*
– GadgetryTech.com

Enter the Gen 2s

The second generation of Turtle Beach’s best-selling Stealth series wireless headsets for Xbox and PlayStation deliver deeply immersive, next-gen surround sound and 3D audio on the new consoles.

Turtle Beach designed the Gen 2 headsets for Xbox Series X|S and PS5 and ensured compatibility with Xbox One and PlayStation 4, giving gamers a competitive advantage regardless of what generation console they game on.

In Q1 2021, Turtle Beach's Stealth 700 Gen 2 and Stealth 600 Gen 2 headsets were 6 of the top 10, and 4 of the top 5 best-selling gaming headsets*.

*Source: The NPD Group/Retail Tracking Service/Video Games/
Video Game Accessories/Headsets/Dollars/US/YTD March 2021

INTRODUCING RECON 70 ARCTIC CAMO

RECON™

70

Launched April 2021
MSRP: \$39.95



*"The Recon 70
surprises us by going
above and beyond."*

– THEGAMER



Turtle Beach's Best-Selling Recon 70 Series Gets Frosty

Recon 70 is an easy choice for gamers looking for the perfect value headset with multiplatform compatibility, powerful sound, lightweight comfort, and a MSRP of \$39.95.

Arctic Camo is the 10th Recon 70 color option of Turtle Beach's entry-level wired gaming headset that features powerful 40mm over-ear speakers, crystal-clear mic performance, leatherette-wrapped cushions, and compatibility with Xbox One, Xbox Series X|S, PlayStation®5, PlayStation®4, Nintendo Switch™, PC and mobile devices.

Turtle Beach's Recon 70 series gaming headsets have sat atop or near the top of every monthly sales leaderboard since their launch in April 2019, making them the Company's best-selling* headsets across multiple platforms.

*Source: The NPD Group/Retail Tracking Service/Video Games/Headset Series/
Dollars & Units/NA/Jan-Dec 2020; YTD March 2021

ROCCAT PC GAMING ACCESSORIES

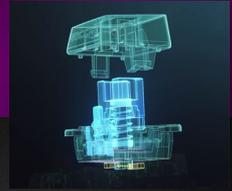


**Award-Winning
German Design**

A Broad, Growing Portfolio

Including PC Mice, Keyboards, Headsets & More

**ROCCAT US sell-through well more
than doubled market growth in Q1 2021***



GERMAN DESIGN
& ENGINEERING
SINCE 2007



**The NPD Group, Inc., U.S. Retail Tracking Service, Gaming Designed: PC Keyboards, Mice, Headsets March 2021 YTD.*

LIQUID HOT MAGMA

MAGMA

Launches May 30, 2021

MSRP:
\$59.99



Magma redefines membrane keyboards while pushing the boundaries of keyboard illumination.



Alluring desktop lighting for those looking to take their desktop RGB setup to the next level.

Since the launch of the AIMO lighting engine in 2017, ROCCAT has focused not only on delivering high-performance PC gaming equipment, but also on bringing the lighting experience to new levels.

ROCCAT's Magma Membrane RGB Gaming Keyboard is equipped with a semi-transparent top plate and five zone, 10 LED backlighting for ROCCAT's best AIMO lighting showcase to date.

Magma will connect and sync-up with all other products in ROCCAT's AIMO range, including the just revealed Kone Pro series mice, Elo series headsets, and more, to create a vibrant PC gaming battle station.

BRING THE HEAT

PYRO

Launches May 30, 2021

MSRP:
\$99.99

Inspired by ROCCAT's award-winning Vulcan keyboards, Pyro features mechanical switches, a brushed aluminum plate, a detachable wrist rest and more.



The most feature-packed mechanical gaming keyboard under \$100.

Pyro's new design is reinforced by a premium brushed metal top plate, offering gamers a sleek, robust, and stylish mechanical keyboard.

The Pyro's switches are tested to 50 million keystrokes lifetime for a responsive and durable gaming experience. Advanced anti-ghosting technology also ensures all simultaneously pressed keys are registered.

Pyro also has the *Vulcan* series' fan-favorite volume wheel for quick and easy audio control, and features ROCCAT's AIMO lighting engine with per-key illumination in 16.8 million RGB colors that react organically to your usage with vivid lighting displays out of the box, without the need for extensive configuration.



THE MOUSE THAT STARTED IT ALL – REMASTERED

KONE PRO

Launches May 16, 2021

MSRP:

\$79.99 Kone Pro (wired)

\$129.99 Kone Pro Air (wireless)



*Titan Optical Switch
technology makes the Kone
Pro mice up to 100x faster
than the competition.*



Kone Pro combines ROCCAT's iconic mouse design with their latest groundbreaking technologies.

The all-new Kone Pro series mice combine ROCCAT's ridiculously fast Titan Optical Switch technology with the signature feel of the brand's legendary Kone PC gaming mouse design.

ROCCAT debuted the first-ever Kone mouse in 2007 at Gamescom in Leipzig, Germany. The following year the Kone was ROCCAT's first commercially launched product, and since then it has gone on to become a staple of competitive PC esports.

13 years later, the Kone's design has undergone well-over a decade's worth of research into hand sizes and grip-types to create the most advanced, ergonomic, and competitive mouse yet.

THE LATEST NEWS...



TURTLE BEACH ANNOUNCES THE APPOINTMENT OF YIE-HSIN HUNG TO THE BOARD OF DIRECTORS

In April 2021, Yie-Hsin Hung joined Turtle Beach's Board of Directors, including the Nominating and Governance Committee and Compensation Committee. Since 2015, Yie-Hsin has been CEO of New York Life Investment Management – a global asset manager with more than \$400 billion of assets under management. Ms. Hung brings over 30 years of capital markets and investment management experience to the board.



ROCCAT LEVELS UP WITH VARIETY STREAMER AND PODCASTER GOLDGLOVE

In mid-April, we announced our ROCCAT brand has partnered with noted variety streamer and podcaster Brennon "GoldGlove" O'Neill as the premier streamer continues his meteoric growth. GoldGlove became one of the biggest sports/variety game streamers in the world by turning his passion for sports into a popular channel that includes games like NBA2K, MLB The Show, Call of Duty Warzone, PUBG and more. With this agreement, GoldGlove's PC gaming battle station is now fully equipped with the latest ROCCAT gear.

MORE NEWS...



ROCCAT SIGNS NEW PARTENRSHIP WITH LEADING GLOBAL ESPORTS ORGANIZATION GEN.G

In mid-April, ROCCAT announced a new partnership with Gen.G Esports, a leading global esports organization fielding some of the best professional teams and players in the world across a variety of games. The new partnership sets ROCCAT as the official PC gaming accessories partner for keyboards, mice, and other PC peripherals for Gen.G's professional teams based in Korea, a territory where Turtle Beach is growing its business.



TURTLE BEACH'S ROCCAT PC BRAND BECOMES OFFICIAL MOUSE & KEYBOARD PARTNER OF THE LEAGUE CHAMPIONSHIP SERIES (LCS)

In early April, we announced a multi-year partnership for our ROCCAT brand with the League Championship Series (LCS) as its exclusive mouse and keyboard partner. The LCS is North America's largest esports league and third most popular professional sports league among young adults in the United States. The partnership puts Turtle Beach's award-winning ROCCAT PC brand in front of the millions of League of Legends players and fans around the world.

EVEN MORE NEWS...



TURTLE BEACH SIGNS *HYPERSOUND* COMMERCIALIZATION AGREEMENT WITH AUDFLY TECHNOLOGY

In March, Turtle Beach announced a partnership with Chinese audio firm Audfly Technology to commercialize its HyperSound® directed audio technology. Audfly is a pioneer and leader focusing on acoustics innovation and is one of the foremost experts in directed audio technology with an existing product line that utilizes directed audio. Audfly will incorporate the innovative HyperSound IP into new products for commercial, retail, business, and consumer applications.



ROCCAT SPONSORS BARNES & NOBLE COLLEGE'S APRIL ANARCHY FEATURING FORTNITE TOURNAMENT

The Barnes & Noble April Anarchy tournament, run in conjunction with the American Video Game League, invited thousands of college students nationwide to compete online in qualifying Fortnite tournaments, with millions of fans tuned-in to see the action unfold. The winning team received thousands in prize money, with ROCCAT outfitting the 1st place winners with their latest top-of-the-line PC gaming accessories.

THE LAST NEWS SLIDE



SEE BETTER. HEAR BETTER. PLAY BETTER. OAKLEY TEAMS-UP WITH TURTLE BEACH FOR THE ULTIMATE PERFORMANCE ADVANTAGE

Oakley and Turtle Beach officially announced a multi-year partnership in January after the brands collaborated behind-the-scenes for several years to bring the best eyewear in gaming to market. The partnership debuted with custom Turtle Beach-branded Oakley Metalink prescription frames featuring Oakley's Prizm™ Gaming Lens Technology that delivers next-level performance benefits for digital gaming by reducing eyestrain and fatigue. Oakley and Turtle Beach also designed a limited-edition set of Turtle Beach-branded Frogskins Lite sunglasses.



TURTLE BEACH CORPORATION ANNOUNCES THE ACQUISITION OF NEAT MICROPHONES

In January, Turtle Beach acquired Neat Microphones. Neat creates, manufactures, and sells high-quality digital USB and analog microphones that embrace cutting-edge technology and design. Neat's accomplished leadership team includes the former founders of Blue Microphones, inventors of the first high-performance USB microphone, and pioneers behind other award-winning microphones that have revolutionized how professionals and consumers capture their voice, music, and more.

QUARTERLY FINANCIAL OVERVIEW



\$ in millions (except per-share data)	Q1 2020	Q1 2021	Commentary
Revenue	\$35.0	\$93.1 (\$91.3 in constant currency)	Continued strong gaming market and performance in console. New ROCCAT launches and growth in PC accessories added to growth.
Gross Margin	30.8%	37.5%	Lower-than-normal promotional spending, volume-driven fixed cost leverage.
Operating Expenses	\$15.8	\$22.6	Staff and infrastructure aligned to significantly larger business, revenue-related increases as well as investments to drive ROCCAT and new product categories.
Adjusted EBITDA ¹	\$(2.7)	\$15.3	Reflects above factors.
Net Income (Loss)	\$(3.6)	\$8.8	Reflects above factors.
Diluted EPS	\$(0.25)	\$0.49	Reflects above factors.
Adjusted Diluted EPS ¹	\$(0.23)	\$0.52	Reflects above factors.
Diluted Shares	14.5M	18.1M	Diluted share count higher because antidilutive shares are not counted in periods where a net loss is recorded.

1. See appendix for a reconciliation of non-GAAP measures.

BALANCE SHEET



Balance Sheet Highlights		
	At March 31, 2020	At March 31, 2021
Cash & Equivalents	\$8.7M	\$63.0M
Inventories	\$39.3M	\$59.1M
Revolver (asset-based)	\$0.3M	\$0
Total Debt	\$0.3M	\$0

Balance Sheet Comments
<ul style="list-style-type: none">➤ Cash and equivalents increased significantly due to record revenue, higher margins and fixed cost leverage.➤ Inventory increase driven by larger business run rate and anticipation of Q2 2021 sales including new product launches.➤ Highest level of net cash in the Company's history.

XBOX AND PLAYSTATION CONSOLE OUTLOOK

“With the launch of new systems and continued sales for existing consoles, we forecast Microsoft and Sony combined hardware sales will set records in 2021 and 2022.”

David Cole, Head DFC Intelligence, Video games industry analyst



Gen 9 Xbox



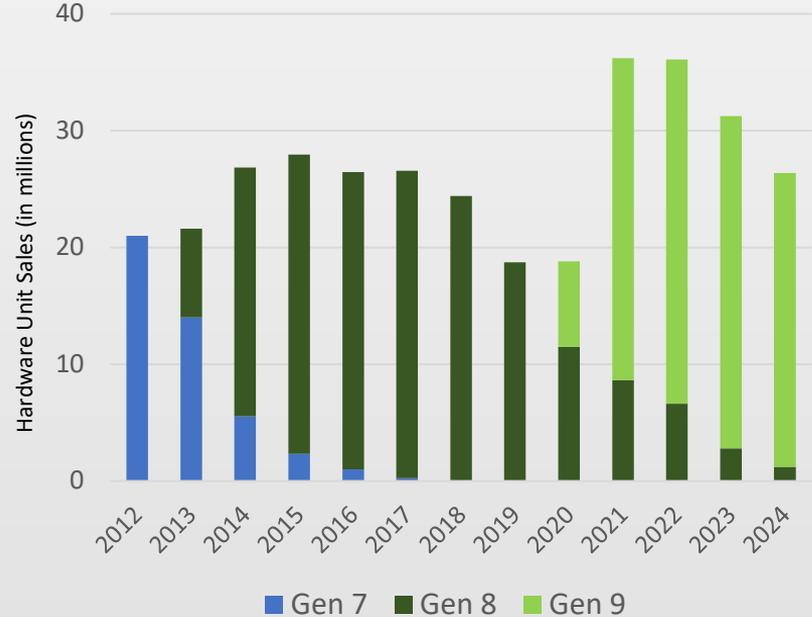
Release: November 10, 2020
 Price: \$499 for Xbox Series X
 \$299 for Xbox Series S

Gen 9 PlayStation



Release: November 12, 2020
 Price: \$499 for PS5
 \$399 for PS5 Digital Edition

PlayStation and Xbox Console Unit Sales



2021 INCREASED OUTLOOK¹



	2021 Prior	2021 Updated	2021 Updated Outlook Commentary
Net Revenue	~\$370M	~\$385M	Reflects Q1 results and continued strong consumer demand; continued strong share in console headsets and expansion in PC gaming accessories and new categories expected to fuel growth.
Gross Margin	Mid 30% ^s	Mid 30% ^s	Margins expected to be more aligned with historical levels, returning to more normal promotional spending and business mix.
Adj. EBITDA	~\$45M	~\$50M	Targeting category-leading 13% EBITDA margin while funding continued investments in new products and other growth initiatives.
Adj. EPS	~\$1.35	~\$1.50	Reflects above factors; anticipates full year effective tax rate of ~ 27%.
Diluted Shares	~17.5M	~18.0M	Assumes a higher average share price in 2021, which has the effect, under the treasury method, of increasing the share count used for EPS purposes.

1. Guidance provided May 5, 2021.

Q2 2021 OUTLOOK¹



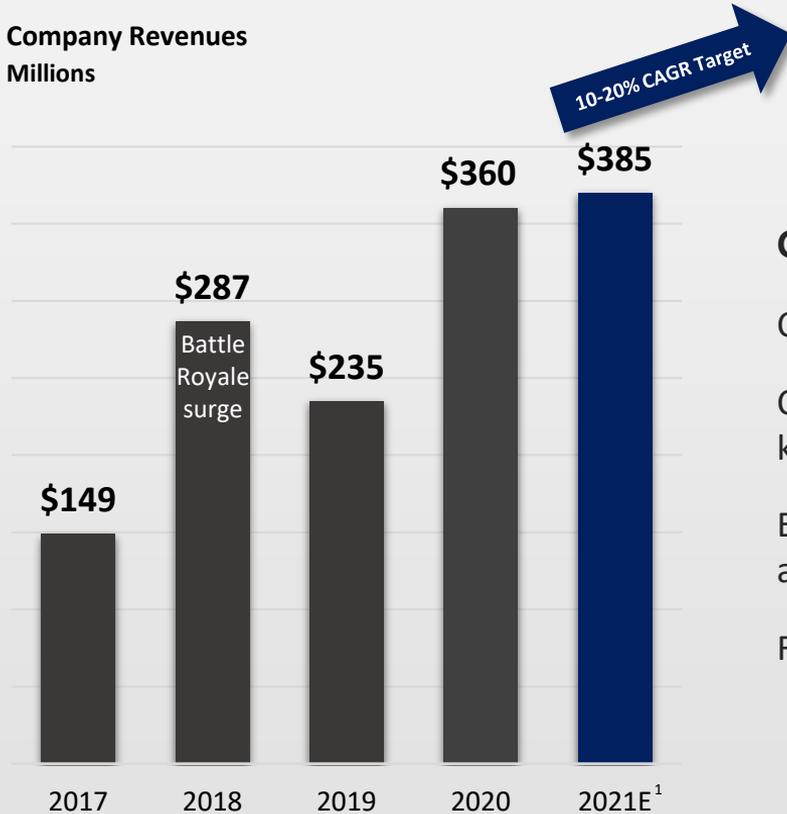
	Q2 2021	2021 Q2 Outlook Commentary
Net Revenue	~\$70M	Continued strong consumer demand for gaming accessories and good progress in PC category expansion.
Gross Margin	Mid 30%	Return to more normal levels of promotional spending and lower air freight costs than 2020.
Adj. EBITDA	~\$2M	Reflects alignment of staff and infrastructure to much larger business, normal promotional spending as well as significant investments including significant marketing spend shifted to Q2 to support new product launches.
Adj. EPS	~\$(0.07)	Reflects above factors; anticipates annual effective tax rate of ~ 27%.
Diluted Shares	~15.5M	Lower than Q2'20 because anti-dilutive shares are not included

1. Guidance provided May 5, 2021.



REVENUE PROFILE

Company Revenues
Millions



Growth Drivers:

Continued leadership in the \$1.7B console gaming headset market

Continued growth in \$3.5B market for PC gaming headsets, keyboards, and mice with ROCCAT brand expansion

Entry into the \$2.3B global microphone market with recent acquisition of Neat Microphones

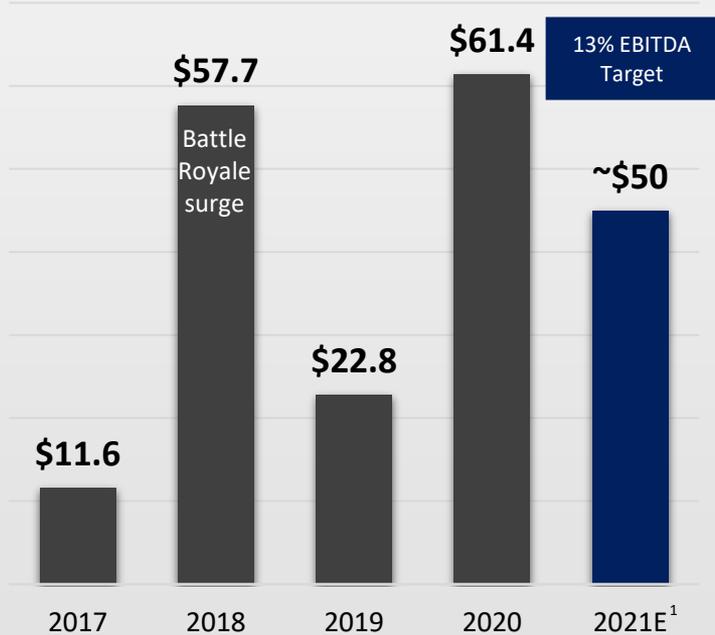
Further expansion into additional new categories

1. Guidance provided May 5, 2021.

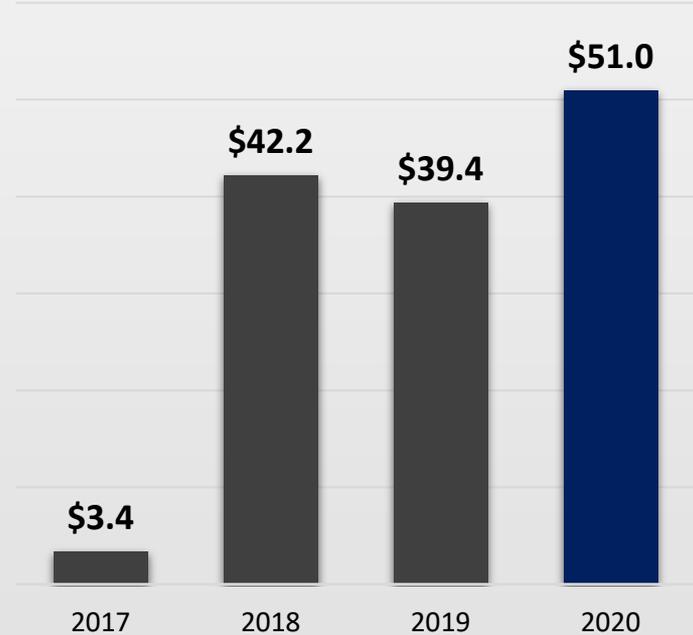


ADJUSTED EBITDA & CASH FLOW PROFILE

Adjusted EBITDA²
Millions



Cash Flow From Operations
Millions



1. Guidance provided May 5, 2021.

2. See appendix for a reconciliation of non-GAAP measures.

TURTLE BEACH EARNINGS

Summary Key Takeaways

- Record performance driven by category growth, further share gains, expansion in PC, and strong operational execution
- Continued leadership in the \$1.7B¹ console gaming headset market with 10+ consecutive years of over 40% market share
- Strong progress in pursuit of \$3.5B¹ PC accessories market with expanding portfolio and doubling of ROCCAT business in 2020
- Continuing investments to drive future revenue growth via expanding PC portfolio, entering mic market, and adding new categories over time
- Strong balance sheet with no debt

1. Newzoo 2020 Peripheral Market – updated April 2021



Investor Relations Contacts:

Sean McGowan/Cody Slach
Gateway Investor Relations
+1 (949) 574-3860
HEAR@gatewayir.com

PR/Media Contact:

Jordan Schmidt
Gateway Investor Relations
+1 (949) 386-6332
jordan@gatewayir.com

Turtle Beach Contact:

MacLean Marshall
Sr. Director, Communications
Turtle Beach Corporation
+1 (310) 431-6215
maclean.marshall@turtlebeach.com

COMPANY WEBSITES

www.turtlebeachcorp.com | www.turtlebeach.com | www.roccat.com | www.neatmic.com

APPENDIX





GAAP NET INCOME TO ADJUSTED NET INCOME RECONCILIATION

FIRST QUARTER 2021 COMPARED TO 2020

Table 4.

	Three Months Ended	
	March 31, 2021	March 31, 2020
<u>Net Income (Loss)</u>		
GAAP Net Income (Loss)	\$ 8,838	\$ (3,555)
Adjustments, net of tax:		
Non-recurring business costs	465	—
Acquisition integration costs	118	182
Non-GAAP Earnings	<u>\$ 9,421</u>	<u>\$ (3,373)</u>
Diluted Earnings Per Share		
GAAP- Diluted	\$ 0.49	\$ (0.25)
Non-recurring business costs	0.03	—
Acquisition integration costs	0.01	0.02
Non-GAAP- Diluted	<u>\$ 0.52</u>	<u>\$ (0.23)</u>

GAAP NET INCOME TO ADJUSTED EBITDA RECONCILIATION

THREE MONTHS ENDED MARCH 31, 2021



	As Reported	Adj Depreciation	Adj Amortization	Adj Stock Compensation	Other	Adj EBITDA
Net revenue	\$ 93,053	\$ -	\$ -	\$ -	\$ -	\$ 93,053
Cost of revenue	<u>58,198</u>	<u>(237)</u>	<u>-</u>	<u>(397)</u>	<u>-</u>	<u>57,564</u>
Gross Profit	34,855	237	-	397	-	35,489
Operating expenses	<u>22,575</u>	<u>(502)</u>	<u>(303)</u>	<u>(1,389)</u>	<u>(801)</u>	<u>19,580</u>
Operating income	12,280	739	303	1,786	801	15,909
Interest expense	97					
Other non-operating expense (income), net	<u>579</u>				-	<u>579</u>
Income before income tax	11,604					
Income tax expense	<u>2,766</u>					
Net income	<u>\$ 8,838</u>					
					Adjusted EBITDA	<u>\$ 15,330</u>



GAAP NET INCOME TO ADJUSTED EBITDA RECONCILIATION

THREE MONTHS ENDED MARCH 31, 2020

	As Reported	Adj Depreciation	Adj Amortization	Adj Stock Compensation	Other	Adj EBITDA
Net revenue	\$ 35,007	\$ -	\$ -	\$ -	\$ -	\$ 35,007
Cost of revenue	24,222	(590)	-	(58)	-	23,574
Gross Profit	10,784	590	-	58	-	11,433
Operating expenses	15,798	(443)	(222)	(941)	(281)	13,911
Operating income (loss)	(5,013)	1,033	222	999	281	(2,478)
Interest expense	169					
Other non-operating expense (income), net	197				(21)	176
Income (loss) before income tax	(5,377)					
Income tax benefit	(1,824)					
Net loss	\$ (3,554)					Adjusted EBITDA \$ (2,654)