



VISLINK

FY 2021 Earnings Presentation

April 1, 2022

At the heart of the action.
www.vislink.com

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Our Mission

Making the capture and distribution of live video more **immediate, immersive and intelligent.**

IMMEDIATE

Enable real-time transmission of live footage captured from any video source, anywhere, any time



IMMERSIVE

Delivering in-the-moment, highest-quality video for maximum audience engagement



INTELLIGENT

AI-powered systems that allow for production, analysis, distribution and monetization of video content



Our Markets

Sports, News & Entertainment (48% of 2021 revenue)



**\$5+ Billion
Market Opportunity¹**

LEADERSHIP/LEGACY

- 50-year history of video technology innovations putting audiences “at the heart of the action”
- Global leader in the wireless capture, delivery, and management of secure, high-quality video from live sports, entertainment, broadcast news

MilGov / Surveillance (33% of 2021 revenue)



**\$7.5+ Billion
Market Opportunity²**

LEADERSHIP/LEGACY

- Trusted supplier to local, national, and NATO military and law enforcement organizations
- Provider of situational awareness capabilities in challenging environments and fluid situations

Satellite (12% of 2021 revenue)



**\$2+ Billion
Market Opportunity³**

LEADERSHIP/LEGACY

- Global provider of satcom solutions, thirty years experience
- Several thousand terminals currently in use worldwide

¹ Source: Devoncroft 2020

² Source: FortuneBusinessInsights 2021

³ Source: Vislink Estimate 2020

FY 2021 Highlights

- Revenues increased **48%** over FY 2020 to **\$33.9M**
- Bookings increased **107%** over prior year
- Generated over **23%** of revenue from new products released in 2021
- Two consecutive quarters of positive cash flow*
- Non-recurring items accounted for \$14.5 million of the \$16.4 million net loss:
 - Two non-cash items representing \$12.9 million, or \$(0.30) per share
 - One-time advisory fees associated with the MVP acquisition representing \$1.6 million or \$(0.04) per share
- **>\$36M** cash on hand at year end
- Successfully acquired and integrated Mobile Viewpoint
- Delivered technology to key worldwide events and customers
 - US Department of Defense
 - Tokyo (Summer) Olympics
 - NFL Super Bowl
 - Alabama Public Television
 - Extreme-E Racing Circuit

*after reconciliation of non-recurring items – see reconciliation of EBITDA in our Press Release dated March 31, 2022 filed as exhibit 99.1 on Form 8-K filed with the SEC on March 31, 2022

Q4 2021 Highlights

- Revenue of **\$11m**
- **64%** growth over prior year
- Strong sales in both Live Production (**\$5.6m**) and MilGov (**\$4.5m**) – both above Q3 2021
- Continued rollout of new products with strong related sales
- Made strategic inventory investments to mitigate worldwide supply chain challenges
- Integrated Mobile Viewpoint products and organization

FY 2021 Highlights — Products and Innovation

- Successfully introduced industry leading new products:



- Achieved first live sports broadcast on private 5G network at MotoGP British Grand Prix
- Numerous product updates announced for launch in 2022:
 - Integrated bonded/COFDM Quantum Receiver
 - MVP TerraLink encoders
 - vPilot
 - IQ Sports Producer
 - AeroLink

FY 2021 Highlights — Operations

- Rationalized product line by **58%**
- Establish platform-based design methodology
- Reduced worldwide facility footprint by **73%**
- Completed organization restructure reducing worldwide headcount by **32%**
- Increased R&D investment by **13%**
- Productivity increased by **59%** (revenue/operations headcount)
- Successfully managed supply chain challenges to achieve growth in 2021
- Invested in strategic inventory to mitigate future supply chain risk
- The supply chain environment continues to be extremely challenging

Q1 2022: Strong Customer Activity

- Delivered product for use at **Beijing Winter Olympics** and **NFL Super Bowl**
- Appeared at **Mobile World Congress** with Dorna/MotoGP as one of their 5G innovation lab partners
- Launched **AeroLink**, all-new transmission product targeting airborne-based video downlink applications for law enforcement and live news & sports broadcasters, at Heli-Expo show
- Conducted >45 customer demonstrations of Mobile Viewpoint AI and 5G solutions
- Preparing shipments for upcoming **FIFA World Cup**



Growth Opportunities

- Increasing demand for live video content in sports, media and entertainment
- Emerging demand for surveillance and reconnaissance in law enforcement and military applications
- Full suite of products
 - Capture
 - Transmission
 - Artificial Intelligence analytics
 - Dissemination
- New products driving opportunity in all segments

Major Events Back Online in 2022

April

- [NAB 2022, Las Vegas, USA](#) (broadcasting/live production)

May

- [SportsInnovation, Dusseldorf, Germany](#) (live sports)
- [Media Production Show, London UK](#) (broadcasting/live production)
- [CABSAT 2022, Dubai UAE](#) (broadcasting/live production)
- [Milipol Asia-Pacific, Singapore](#) (MilGov)
- [Milipol Qatar](#) (MilGov)

June

- [2022 NACDA & Affiliates Convention - National Association of Collegiate Directors of Athletics](#) (live sports)

July

- [APSCON, Reno, USA](#) (MilGov)

August

- [TAB \(Texas Association of Broadcasters\)](#) (broadcasting/live production)

September

- [IBC 2022, Amsterdam, the Netherlands](#) (broadcasting/live production)

Thank you for attending!

Need additional information? Contact us at:



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