



**VISLINK**

**Q1 2022 Earnings Presentation  
May 17, 2022**

**At the heart of the action.**

**[www.vislink.com](http://www.vislink.com)**

# Safe Harbor Statement

These materials have been prepared by Vislink Technologies, Inc. ("Vislink" or the "Company") solely for use at the presentation. The information presented or contained in these materials is subject to change without notice. These materials contain "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, that are based on our current expectations, assumptions, estimates and projections about us and our industry. The forward-looking statements are subject to various risks and uncertainties. The Company urges caution in considering its current trends and any outlook on earnings disclosed in this presentation. These forward-looking statements, which reflect the Company's best judgment based on factors currently known, are intended to speak only as of the date such statements are made and involve risks, uncertainties, and other factors that may cause the actual performance of the Company to be materially different from the performance indicated or implied by such statements. Words such as "expects", "anticipates", "believes", "intends", "plans", "hopes", and variations of such words and similar expressions are intended to identify such forward-looking statements. Except as may be required by law, the Company expressly disclaims any obligation to update these forward-looking statements to reflect events or circumstances after the date of this presentation or to reflect the occurrence of unanticipated events. Factors that could cause actual performance to differ materially from the performance indicated in forward-looking statements include, among others: progress, timing, cost, future events, future financial performance, strategies, expectations, competitive environment, regulation and availability of resources, or patent protection for our products and commercialization activities; and other factors from time to time set forth in the Company's SEC reports, including but not limited to the discussion in Management's Discussion and Analysis and the risks identified in the Risk Factors contained in the Company's Annual Report on Form 10-K, which was filed with the Securities and Exchange Commission ("SEC") on March 31, 2022, as amended by the Form 10-K/A filed with the SEC on May 2, 2022, the Company's Quarterly Report on Form 10-Q filed with the SEC on May 16, 2022, and in subsequent filings with, or submissions to, the SEC.



# 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 Opportunity<sup>1</sup>**

### 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 Opportunity<sup>2</sup>**

### 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 Opportunity<sup>3</sup>**

### LEADERSHIP/LEGACY

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

<sup>1</sup> Source: Devoncroft 2020

<sup>2</sup> Source: FortuneBusinessInsights 2021

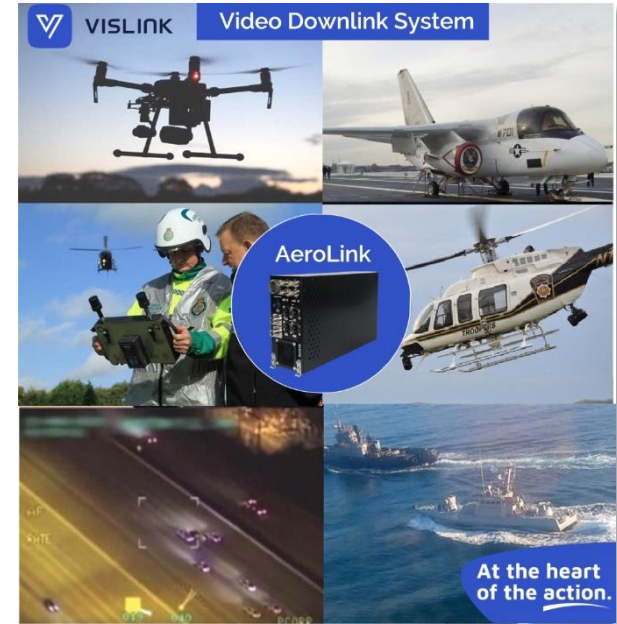
<sup>3</sup> Source: Vislink Estimate 2020

# Q1 2022 Highlights

- Revenues increased **75%** over Q1 2021 to **\$7.2M**
- Bookings in our key Live Production segment increased **40%** over prior year
- **>\$31M** cash on hand at year end
- Delivered technology to key worldwide events and customers:
  - Winter Olympics
  - NFL Super Bowl, NFL Draft, NBA All Star Game, NHL All Star Game
  - Premiership Football, Serie A, Bundesliga and Championship League Football
  - Grammy Awards, Academy Awards, Country Music Awards
  - Eurovision Song Contest
  - Signed new three-year agreement with MotoGP
  - Grand National Horse Racing

# Q1 2022 New and Enhanced Product Releases

- Successfully launched new products and solutions that will increase market opportunities:
  - **AeroLink** downlink transmitter system for video surveillance and live news and sports applications—*world's first COFDM/5G/Mesh aerial downlink solution*
  - **Stellar Cam** for AI-powered live sports production—*allows organizations to profitably cover more events, create and stream more content and expand their viewing audiences*
  - Enhanced integration between our key products **Quantum Receiver**, **LinkMatrix** management platform and **Mobile Viewpoint Bonded cellular/5G**—*enables seamless, unified workflow solutions for capturing and managing live content*



Stellar Cam



Quantum Receiver



# Q1 2022 Additional Financials & Operations Update

- Gross margins were 52% of revenue in Q1 2022 vs. 46% of revenue in Q1 2021
- Q1 2022 net loss attributable to common shareholders was \$2.8 million or \$(0.06) per share, compared to net loss of \$2.7 million, or \$(0.07) per share for Q1 2021
- EBITDA (earnings before interest, taxes depreciation and amortization) for the three months ended March 31, 2022 was negative \$1.3 million compared to negative \$2.4 million for the three months ended March 31, 2021
- Realized additional operational efficiencies:
  - Vetted and expanded additional base of suppliers to mitigate supply chain challenges & enable quicker order fulfillment
  - Upgraded UK facility operations and ongoing factory floor improvements
  - Completed move of US facility to location with reduced footprint location and more efficient workflow layout
  - Commencing relocation and upgrade of service and repair facility to enhance customer experience

# Meeting Market Challenges: Live Event Production

## ■ The challenge:

- Broadcasting, media and other content owners are seeking solutions that will help amplify viewer engagement, monetize and distribute their own and new forms of content, and make live production more economical and flexible.

## ■ How we solve it:

- Vislink AI-automated and multicamera sports production systems deliver production efficiencies to enable capture, live streaming and monetization of content
- Our end-to-end remote production solutions capture and display immersive content and immediately stream it immediately across all available distribution channels and platforms.

## ■ Growth opportunity:

- By delivering the uncompromising quality needed to cover Tier-1 events and profitably capturing and streaming Tier- 2/3 sports, we have solutions that can solve the challenges of any live production customer.





# Meeting Market Challenges: MilGov and Surveillance

## ■ The challenge:

- Military and law enforcement personnel need immediate and actionable insights to make data-informed decisions while maintaining operational flexibility.

## ■ How we solve it:

- Vislink field-proven technology delivers the critical tactical insights needed to ensure mission success.
- Our fully integrated suites of transmitters, receivers and antenna systems purpose-built to deliver pristine images, unrivalled reliability, advanced encryption and real-time connectivity at extended operating ranges.

## ■ Growth opportunity:

- We are combining our AI innovations with our ability to meet all air-marine-ground milgov video requirements to expand the use cases we support.
- This will power cutting-edge surveillance capabilities that are in demand from local, national and international law enforcement and military.

### EMERGENCY RESPONSE



### CROWD/RIOT CONTROL



### DISASTER SUPPORT



### SURVEILLANCE



# Strategic M&A and Investment Opportunities

- We are investigating strategic M&A options that have the potential to be accretive to our business
- Goal is to close and announce at least one deal by end of 2022
- Target deals worth \$10 million – \$30 million+
- We are prepared to make targeted internal and external investments to bring it to fruition
- Sector and market opportunities we have identified that may be complementary to our business and tech:
  - AI-based and other automated video recognition
  - C4ISR (Command, Control, Communications, Computers, Intelligence, Surveillance and Reconnaissance (ISR)
  - Automated Live Production
  - Complementary to our AI, 5G and Cloud offering
  - Business Process Automation

# Recent Successful Public Events

## ■ Heli-Expo

- World's largest event dedicated to the helicopter industry
- We showcased key components of our **Airborne Video Downlink Solution** designed to provide real-time HD video surveillance captured from helicopters/planes/drones
- First public launch of **AeroLink** downlink transmitter—has led to dozens of requested demos and follow-up engagements



## ■ NAB 2022

- World's largest media/entertainment/broadcast technology event resulted in over 400 confirmed business leads
- We showcased our innovations in IP solutions for live newsgathering and sports, fully-automated and multi-camera sports production and bonded cellular 5G streaming
- Our **IQ Sports Producer** won the **Best AI Livestreaming Solution** award from Videomaker Magazine





# Major Events Returning to In-Person in 2022

## May

- [CABSAT 2022, Dubai UAE](#) (broadcasting/live production)
- [Milipol Asia-Pacific, Singapore](#) (MilGov)
- [Milipol Qatar](#) (MilGov)

## June

- [Broadcast Asia](#) (broadcasting/live production)
- [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)

# Q & A

# Thank you for attending!

Need additional information? Contact us at:



+ 1 908 852 3700



[investors@vislink.com](mailto:investors@vislink.com)

Follow us on the web and social media:

[www.vislink.com](http://www.vislink.com)



[/vislinktechnologies](https://www.facebook.com/vislinktechnologies)



[/vislink](https://www.linkedin.com/company/vislink)



[/vislinktechnologies](https://www.instagram.com/vislinktechnologies)



[/vislink](https://twitter.com/vislink)



[/vislinktechnologies](https://www.youtube.com/vislinktechnologies)



VISLINK