



VISLINK

Q2 2022 Earnings Presentation
August 16, 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)



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

Government (33% of 2021 revenue)



LEADERSHIP/LEGACY

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

Satellite (12% of 2021 revenue)



LEADERSHIP/LEGACY

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

Q2 2022 Results Overview

- Revenues in Q2 2022 were **\$6.8M** compared to \$7.6M in Q2 2021
- Revenues in H1 2022 were **\$13.9M** compared to \$11.6M in H1 2021, a **68%** increase
- Finished with strong backlog of new business
- Delivered technology to key worldwide events and customers:
 - Kentucky Derby
 - Wimbledon
 - Moto GP
 - Commonwealth Games
 - Rock am Ring Music Festival (Germany)
 - Cannes Film Festival
 - 24 Hours of LeMans
 - Premiership Rugby UK (first time 5G used to deliver live TV)
 - HerbalLife24 Triathlon (Los Angeles)
 - Nitro RallyCross UK

Q2 2022 Financial & Operations Update

- Gross margins were 53% of revenue in Q2 2022 compared to 52% in Q2 2021
- Q2 2022 net loss attributable to common shareholders was \$2.6M or \$(0.05) per share, compared to \$2.8M or \$(0.06) per share for Q1 2022 and net loss of \$834,000, or \$(0.02) per share for Q2 2021
- EBITDA (earnings before interest, taxes depreciation and amortization) for the three months ended June 30, 2022 was negative \$2.1M compared to negative \$578,000 for the three months ended June 30, 2021
- Instituted new operational modes across the organization in order to drive faster response to customer opportunities

Sales and Operations Outlook

- Significant realignment of our 'Go to Market' approach
 - Appointed new VP of global sales
 - Realigned sales team to increase engagement, shorten sales cycle and improve responsiveness to customer needs
 - Will be optimized around specific customer and market segments
 - Create small, agile teams including sales, pre/post-sales support and solutions engineering
- Strengthen investments in engineering with a focus on new product development
- Have fully completed technology, product and operational integration with Mobile Viewpoint,
- New cost reduction measures that will lower overall break-even point
 - Implementing additional operational efficiencies across all departments
 - Will result in reduced headcount and lower operating expenses
 - Consolidating operational footprint worldwide
- Increased emphasis on recurring revenue and service models

Q2 2022 New and Enhanced Product Announcements

- Successfully launched new products and solutions that will increase market opportunities:
 - Introduced **AeroLink** air-to-ground system for capturing and distributing breaking news and sporting events footage
 - Debuted a new **NFT-ready video clipping tool** that offers new opportunities for fan engagement and monetization of sports content
 - Supplied **advanced airborne downlink technology** for use in the new Diamond Aircraft DA62 MPP special mission aircraft designed for airborne surveillance by North American law enforcement customers



Vislink 5G Wireless Camera Technology Showcased

- Vislink was a featured participant in innovative private network trials during tier-1 live sporting events
- **2022 Commonwealth Games** (collaboration with BBC and BT Media)
 - Delivered wireless connectivity using Mobile Viewpoint 5G encoders
 - First time 5G was used to provide broadcast of a major sporting event in Europe
- **Premiership Rugby** (collaboration with BT Sport)
 - Demonstrated groundbreaking 5G and cloud-based wireless solutions in support of 5G sports broadcast
 - First to deliver immersive wireless video content with guaranteed quality and low latency
- Opens new business opportunities to provide 5G wireless coverage for marquee events



Sector Outlook: Live Event Production

- Live production business is returning to pre-pandemic activity levels
- New opportunities are being driven by these trends:
 - Technology and equipment refreshes
 - Need to produce sports more cost effectively at all competition tiers, from grassroots to professional
 - Remote sports production trend that began during the pandemic is here to stay
- **Our value proposition:**
 - End-to-end remote production solutions that incorporate AI-powered multicamera systems and 5G streaming technologies — allowing organizations unprecedented options to capture, produce, distribute and monetize their valuable content
- **Key product opportunity:**
 - Our **AeroLink** aircraft-based data transceiver is receiving considerable interest from broadcasters seeking to provide coverage of live news and sporting events

MARQUEE EVENTS



BREAKING NEWS



AUTOMATED SPORTS



AERIAL COVERAGE



Sector Outlook: Government

- Government business is returning after delays due to long sales cycles and government funding slowdowns
- New opportunities are being driven by these trends:
 - Municipal and county agencies are clearly now in “buying mode”
 - Increasing demand for surveillance solutions
- **Our value proposition:**
 - We deliver the tactical insights needed to ensure mission success for public safety, law enforcement and first responder agencies
- **Key product opportunity:**
 - Our **Airborne Video Downlink System** is the market-leading solution for delivering real-time actionable intelligence in challenging, fluid, and hostile environments

EMERGENCY RESPONSE



CROWD/RIOT CONTROL



DISASTER SUPPORT



FACIAL RECOGNITION



Strategic M&A and Investment Opportunities

- We remain committed to pursuing both organic and inorganic growth opportunities to further build the business
- We have narrowed down strategic M&A options to a short list we believe could be accretive to our business
- Our goal is to publicly announce and complete 1-2 deals by the end of 2022
- Targeting deals worth \$10 million – \$20 million+ both in the U.S and internationally
- Complementary sector and market opportunities we have identified include:
 - AI-based and other automated video recognition
 - Airborne video capture and transmission solutions
 - C4ISR (Command, Control, Communications, Computers, Intelligence, Surveillance and Reconnaissance (ISR))
 - Sports statistical analytics

Recent Successful Public Events

■ APSCON 2022

- Largest airborne public safety and surveillance event in the US
- We demonstrated our downlink video systems for delivering real-time actionable intelligence to law enforcement agencies
- Numerous requests for follow-up demos of our **AeroLink** transmitter

■ CABSAT

- Middle East region's largest event for content, broadcast, space and satellite comms.
- We demonstrated our solutions for remote and wireless all-IP streaming and AI video production solutions
- Delivered numerous new business opportunities for us in a region that has significant revenue potential for our product lines

■ NACDA

- Largest gathering of collegiate athletic directors in the US
- We showcased our NFT-Ready Video Clipping Tool and Broadcast-quality AI-automated streaming systems



Major Upcoming Public Events

September

- [IBC 2022, Amsterdam, the Netherlands](#) (broadcasting/live production)
- [Emergency Services Show, UK \(MilGov\)](#)

October

- [Cinegear Expo Atlanta](#) (broadcasting/live production)
- [NAB New York](#) (broadcasting/live production)
- [SporTel Monaco](#) (broadcasting/live production)

November

- [SportsPro OTT Summit, Madrid, Spain](#) (broadcasting/live production)

December

- [SVG Digital Summit New York](#) (broadcasting/live production)

Q & A

Thank you for attending!

Need additional information? Contact us at:



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