



VISLINK



Q4 and FY 2022 Earnings Presentation
March 27, 2023

At the heart of the action.

www.vislink.com

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Vislink Overview

Our Mission

Enable content owners to deliver and distribute immersive, compelling, live content and allow those in uniform to protect and serve

Our Vision

Digitize, automate, and optimize every video-centric network in the world

Broadcast



Sports & Entertainment



Public Safety

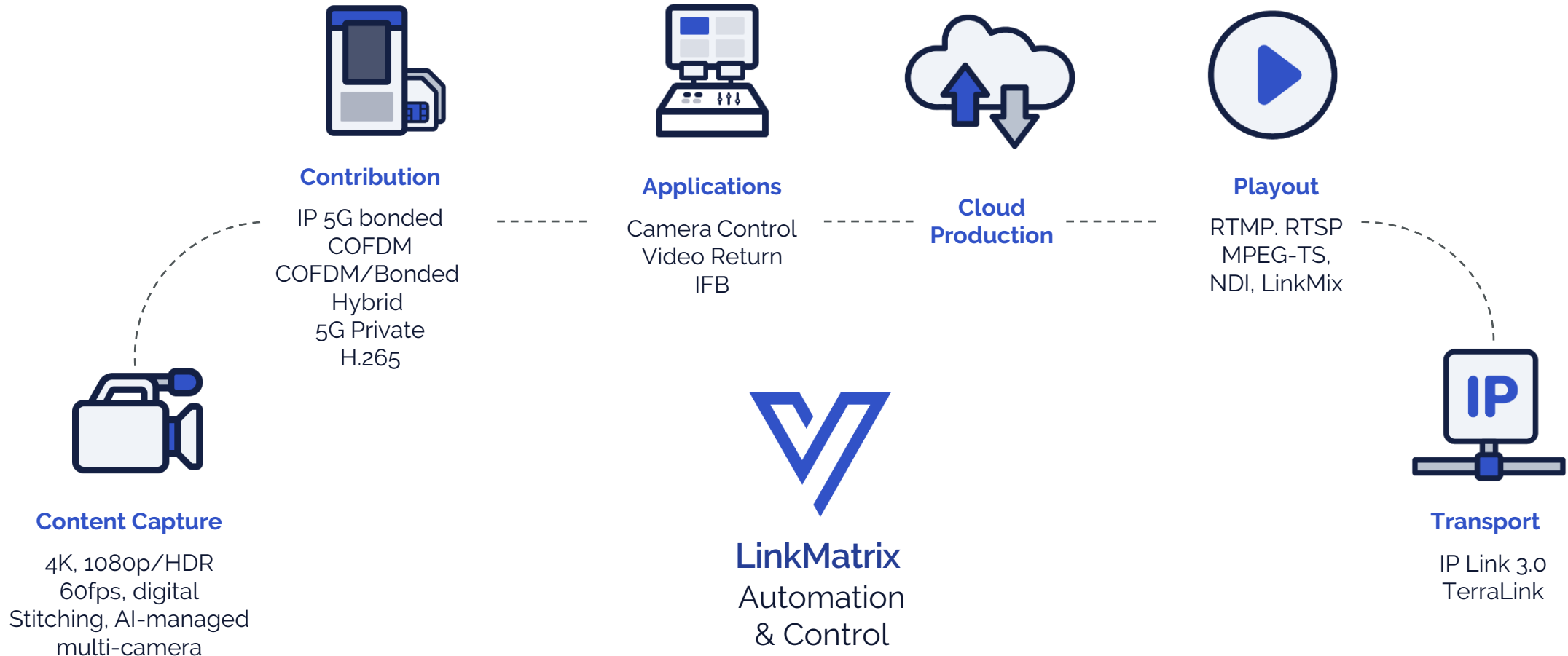


2022: A Year of Transformation

- **Double-digit growth in Public Safety and Sports & Entertainment target markets**
 - Public Safety up 31% vs. 2021¹
 - Sports & Entertainment up 40% vs. 2021¹
- **Lowered revenue breakeven by \$3M** through ongoing cost reduction efforts
- **Implemented new go-to-market strategy**
 - Sunset non-strategic legacy products
 - Attaching software and services to all hardware sales
 - Targeting a 90/10 hardware to software and services revenue mix in 2023
 - Growing recurring revenue software and services business, LinkMatrix
- **Exited year with \$52M weighted sales funnel**, the highest level post-COVID



Technology Strategy Driving Software and Services Growth



Public Safety Market (MilGov Segment)

- Go-to-market strategy focused on the Public Safety market
 - 31% underlying revenue growth⁽¹⁾ in 2022
 - Expect to double Public Safety revenue in 2023
- \$2M in Downlink (AVDS) orders from U.S. and Canadian law enforcement agencies
- Solid market reception to new product introductions: AeroLink transmitter and Quantum receiver
- Continuing to build an international sales pipeline in the Middle East and Asia
- Expanding presence and qualified leads through key trade shows and digital marketing
- Strategy in place to apply Vislink technology platform to emerging Defense and Government Agency initiatives
- Vislink continues to explore opportunities to expand sales channels and capabilities via partnerships and joint ventures whilst also reviewing a variety of M&A opportunities within the defense sector



Public Safety Market

Use
Cases

AVDS



Drone Backhaul



Remote Surveillance



Automated Surveillance



Products

Quantum



COFDM



Bonded WCS



Hybrid Bonded/COFDM



IQSP



AeroLink



LinkMatrix

Public Safety – Use Case

- AeroLink transmitter installed on the helicopter
- Quantum receiver accepts the camera feed from the agency's helicopter
- LinkMatrix Software connects all hardware systems and distributes a low latency, highly reliable, 4K bird's eye view to command center and field personnel to make decisions proactively
- Vislink products are used for observation, border control, and monitoring of illicit activity



Live Production Markets

- **Live Production revenue grew 27%** in 2022, with underlying growth of 40%⁽¹⁾
- **Strong industry tailwinds**
 - Continued technology and equipment upgrades
 - Growing demand for cost-effective live event production
 - Added interest in REMI systems
- **New products driving growth**
 - Quantum receiver
 - Cliq OFDM Mobile Transmitter
 - AI-based technology
- Showcasing new products at industry conferences
 - SVG Summit and NAB conference attendance
- OTT partnership with StreamViral at Sportel 2022



Live Production Markets

Use
Cases

Studio



Automated Capture



AVDS



Remote Production



In Venue



On Location



Products

Quantum



COFDM



Bonded WCS



Hybrid Bonded/COFDM



IQSP



TrolleyLive



vPilot



AeroLink



5G Private



LinkMatrix

Live Production – Use Case

- Cliq OFDM Mobile Transmitter is a small form-factor device that supports live event broadcasts
- Motorsports are using these transmitters with small cameras to bring viewers closer to the action
- Live production crews rely on low-latency wireless transmitters to effectively broadcast where wires can't go
- Cliq OFDM Mobile Transmitter applies to many Public Safety use cases as well



FY 2022 Preliminary Unaudited Financial Results Overview

- Revenues were \$28.4M
 - 31% growth in Public Safety
 - 40% growth in Sports & Entertainment
- Reduced revenue breakeven by \$3M
- Streamlined product line by 60%
 - Solid reception of new products as evidenced by **IABM BaM Award®** for 5G 4Live remote production solution and **Broadcast Tech Innovation Award** for premium, low-latency wireless camera technology
- Gross Margins were 47% of revenue
- Strong balance sheet with \$25.6M in cash and no debt

Positioned for Organic, Profitable Growth

- **Senior Leadership Team designed for alignment and execution**
- **Transformation in 2022 begins to yield benefits in 2023**
 - Cost reduction efforts will help continue bottom-line improvement with further cost reductions in 2023
 - Increase traction with new, higher margin products that leverage the latest technology – AI, Cloud, and 5G
 - Vislink LinkMatrix integrated into hardware platforms
- **Continue to shift to a favorable revenue mix**
 - 2/3 Live Production, 1/3 Public Safety
 - Targeting for 90/10 hardware/software and services mix in 2023
- **Strong, award-winning product portfolio**
- **Expand Public Safety business**
 - Double public safety revenue in FY 2023
- **Continue growth in live production**
 - Blue chip customers continue to search for low-latency wireless solutions
- **\$52M weighted sales funnel entering 2023**



Q&A



VISLINK

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