



VISLINK

Q2 2023 Earnings Presentation

August 11, 2023

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of the action.**

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AGENDA

- Highlights
- Financial Results
- Go-To-Market Strategy Update
- Product Update
- Target Markets Update
- Q&A



Q2 2023 & Recent Highlights

- **Strong public safety growth**
 - 91% YoY growth in MilGov segment
 - Key deliveries in US and APAC regions
- **Progress with new go-to-market strategy**
 - Robust weighted sales funnel, highlighted by most \$1M+ deals post-COVID
 - Actively reimplementing SLA agreements to all new customers
 - Re-vamped sales initiatives and marketing initiatives
- **Increased operational efficiencies and strategic financial management**
 - Reduced total expenses by 10%
 - Upcoming cost management measures to result in an additional \$1 million in annual savings
 - Strategic 5% price increase on products



1H 2023 Results

- **Total Revenue: \$12.2 million**
Decreased \$1.4 million from \$13.6 million in the prior year
- **Gross Profit: \$6.6 million**
54% gross profit margin, up from 51% in the prior year
- **Total Expenses: \$18.0 million**
Improved 7% year-over-year
- **Operating loss: \$(5.7) million**
Consistent with \$(5.7) million in the prior year
- **Net loss: \$(4.8) million**
Improved \$0.5 million from the prior year
- **EBITDA: \$(4.9) million**
Compared to \$(4.5) million in the prior year

Q2 2023 Results

- **Total Revenue: \$5.0 million**
25% year-over-year decrease from \$6.8 million
- **Gross Profit: \$2.7 million**
53% gross profit margin, consistent with the prior year
- **Total Expenses: \$8.4 million**
Improved 10% year-over-year
- **Operating loss: \$(3.4) million**
Compared to \$(2.6) million in the prior year
- **Net loss: \$(3.0) million**
Compared to \$2.5 million in the prior year
- **EBITDA: \$(3.1) million**
Compared to \$(2.1) million in the prior year

Financial Overview

Continue to Maintain a Strong, Debt-free Balance Sheet

Cash/cash equivalents: \$11.0 million

Invested \$10.8 million in federal bonds intended to be held to maturity

\$(millions)	Q2 2022	Q2 2023	Change	1H 2022	1H 2023	Change
GAAP Revenue	\$6.8	\$5.0	-25%	\$13.6	\$12.2	-10%
Gross Profit	\$3.6	\$2.7	-25%	\$7.0	\$6.6	-6%
Income (Loss) from Operations	\$(2.6)	\$(3.4)	-\$0.8	\$(5.7)	\$(5.7)	N/A
Net Income (Loss) Attributable to Vislink	\$(2.5)	\$(3.0)	-\$0.5	\$(5.3)	\$(4.8)	+\$0.05
Adjusted EBITDA*	\$(2.8)	\$(1.5)	-\$1.3	\$(4.5)	\$(4.9)	+\$0.04

Go-To-Market Strategy Gaining Traction

- Increasing recurring revenue through Service Level Agreements
- Working from robust sales funnel with significant \$1M+ opportunities
- Added Steven Teese to lead Americas region of sales
- Sales Initiatives by Market:
 - U.S. Public Safety
 - Engaging with all 250 aviation units nationwide
 - U.S. Federal Agencies
 - Targeting long-term opportunities through strategic expertise and OEM partnerships
 - International
 - Reinforcing partnership with Novanet
 - Expanding current relationship with value-added reseller in South America
- Leveraging 15,000+ customer database to find additional opportunities
- Attending key industry conferences and trade shows

Public Safety



Broadcast



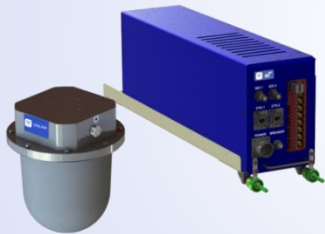
Sports & Entertainment



Product Update

Hardware

AeroLink 5G



Cliq OFDM



- 5G/LTE bonded cellular solution for airborne video
- Allows public safety agencies and live production crews to utilize the public cellular infrastructure
- Dual feed, dual audio transmitter capable of 4k video
- Multi-market applications in sports and on-board vehicles

Software

LinkMatrix AWS Integration



- LinkMatrix software now delivers essential insights to enhance workflows by leveraging AWS

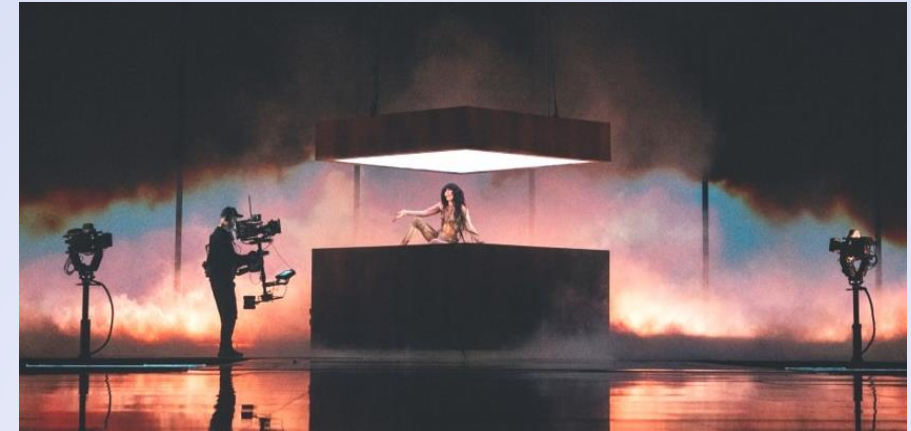
MilGov Market Update

- 74% revenue increase from 1H 2022
- AeroLink Installations
 - Multiple public safety agencies in the Mid-Atlantic region
 - Government agency in APAC region
 - Early sales traction in this market
- Continuing to build an international sales pipeline in Western Europe, Asia, and the Middle East
- Strong industry tailwinds providing agencies with increased buying power
- New products receiving positive market reception
 - Aero5 5G expands our AVDS offerings



Live Production Markets Update

- **Focus on partnerships with integrators**
 - Fostering relationships with the top 3 players in the U.S.
- **Bonded Cellular**
 - Onboarding an additional sales channel to drive revenue growth
- **Live production will remain a key part of topline performance, even as we further emphasize MilGov**
- **Showcasing at major events**
 - *Coronation of King Charles III in London*
 - *Premier Formula 1 race coverage*



Operational Progress Charting Strategic Evolution in 2023

- **Benefitting from the strategic actions taken to transform the business in recent quarters**
 - Improved profitability while further enhancing efficiency
 - Increased alignment across the company to improve operations
- **Building a quality and robust sales funnel consisting of deals with high dollar-value potential**
 - Increased the quantity of deals over \$1M in our funnel
 - Prioritizing increased, targeted marketing to further expand opportunities to grow the customer base
- **Gaining traction with go-to-market strategy**
 - Hardware sales are a gateway to higher margin, recurring software and services revenue
 - Adding a service-level-agreement to all hardware sales as one initiative to help attain a 90/10 hardware-to-software split
- **Delivering value to customers with new product development**
 - Unveiled Aero5 5g Transmitter to further expand our technology capabilities
 - Delivered seven AeroLink Transmitters and installed several systems with public safety agencies
 - Delivered five Cliq OFDM Downlink Transmitters
- **Expanding on the momentum in our MilGov segment with solid growth in the public safety market**
 - Achieved 91% revenue growth in the MilGov segment in Q2 2023
 - Continue to explore opportunities in the Middle East, Asia, and parts of Western Europe



Q&A



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