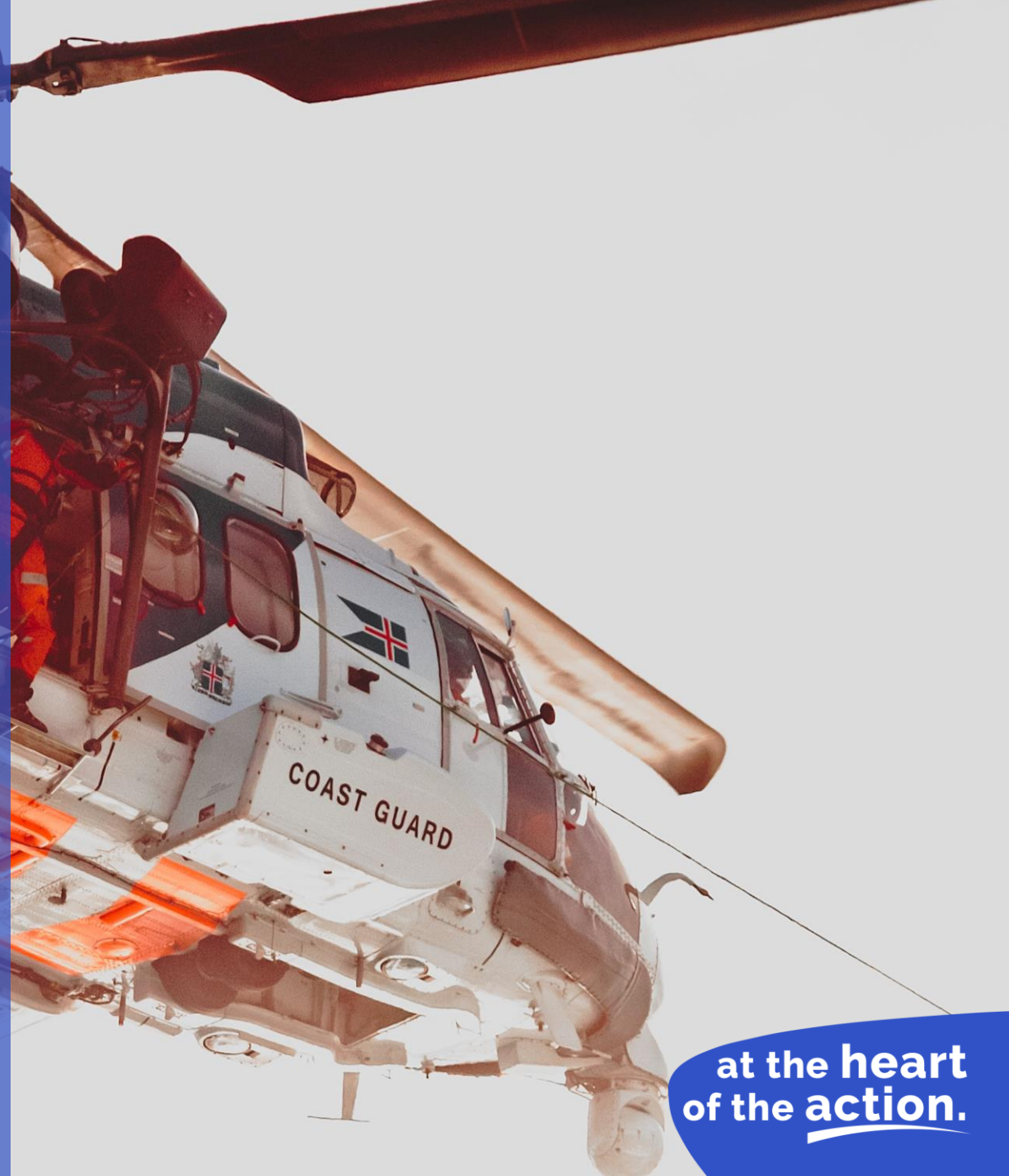




VISLINK

Q3 2023 Earnings Presentation
November 8, 2023

www.vislink.com



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of the action.**

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AGENDA

- 01 Highlights
- 02 Financial Results
- 03 Target Markets
- 04 Product Developments
- 05 Go-To-Market Strategy
- 06 Q&A



Q3 2023 & Recent Highlights

■ Acquired Broadcast Microwave Services (BMS) Assets

- Extends Vislink's market-leading position in the AVDS market
- Adds key OEM and international customers

■ Improving Financials

- 34% YoY revenue growth in MilGov Segment for Q3
- Solid margin improvement driving profitability enhancements
- Growing adoption of SLAs

■ Product Innovation

- Unveiled WMT LiveLink, state-of-the-art bonded cellular transmitter
- Continued demand for the newly introduced Cliq OFDM mini camera transmitter



Q3 2023 Results

- Total Revenue: \$7.2 million
 - Compared to \$7.1 million in the prior year
- Gross Profit: \$3.9 million
 - 54% gross profit margin, up from 49% in the prior year
- Total Expenses: \$9.5 million
 - Improved 5% YoY
- Operating loss: \$(2.3) million
 - Improved from \$(2.8) million in the prior year
- Net loss: \$(2.0) million
 - Improved ~\$800,000 from the prior year
- Adjusted EBITDA¹: \$(1.4) million
 - Compared to \$(1.9) million in the prior year



Financial Overview

Continue to Maintain a Strong, Debt-Free Balance Sheet

Cash/cash equivalents: \$7.2 million

Invested \$10.9 million in federal bonds intended to be held to maturity

Reviewing value accretive mergers and acquisitions

\$(millions)	Q3 2023	Q3 2022	Change	9 Months 2023	9 Months 2022	Change
GAAP Revenue	\$7.2	\$7.1	+1%	\$19.4	\$20.8	(6)%
Gross Profit	\$3.9	\$3.5	+11%	\$10.4	\$10.5	<(1)%
Income (Loss) from Operations	\$(2.3)	\$(2.8)	+\$0.5	\$(8.0)	\$(8.5)	+\$0.5
Net Income (Loss) Attributable to Vislink	\$(2.0)	\$(2.8)	+\$0.8	\$(6.8)	\$(8.0)	+\$1.2
Adjusted EBITDA¹	\$(1.4)	\$(1.9)	+\$0.5	\$(4.7)	\$(4.7)	N/A

MilGov Market Update

■ Acquired BMS Assets in September

- Increases Vislink's leading position in the AVDS market
- Enhances international presence, specifically in EMEA
- Provides cross-selling ability to expanded customer base of OEMs and end users
 - Includes notable customers like Airbus and Scheibel

■ AeroLink Installations

- Multiple public safety agencies in the Mid-Atlantic region
- Validates complex AVDS technology

■ Continuing to build an international sales pipeline in Western Europe, Asia, and the Middle East



Live Production Markets Update

- **Showcasing at major events**
 - Pope Francis's visit to France and G20 Summit
 - F1 and MotoGP races, World Rugby Championship, Big 12 Men's Golf
- **Sustained topline performance**
- **A2RL Autonomous Race Series**
 - \$1.8 million for reliable, low-latency cockpit video
 - Partnership with FocalPoint VR
- **Zoom Communications India**
 - Vislink's technology is elevating the India's largest broadcast network
- **Live production will remain a key part of topline performance, even as we further emphasize MilGov**



Product Update

Hardware

WMT LiveLink



- 5G/LTE bonded cellular transmitter
- IBC Product of the Year Award Winner

Cliq OFDM



- 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

Go-To-Market Strategy Gaining Traction

- Cultivating relationships with the largest OEMs
- Expanding into drone communications and control networks space
- Working from robust sales funnel with significant opportunities
 - South America showing early traction
- Attending key industry conferences and trade shows
- Increasing recurring revenue through Service Level Agreements
 - Continued progress towards a 90/10 sales split between hardware and software and services

Public Safety



Broadcast



Sports & Entertainment



Taking Steps for Growth

- Well-positioned in the MilGov market with BMS acquisition
- Solid \$40M+ weighted average sales pipeline with large opportunities internationally
- Ongoing cost-management efforts to control cash burn and lower our breakeven point
- Continuing to explore strategic M&A





Q&A



VISLINK

Contact Us

Matt Glover and Alec Wilson
Gateway Group, Inc.
VISL@gateway-grp.com
949-574-3860



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



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