

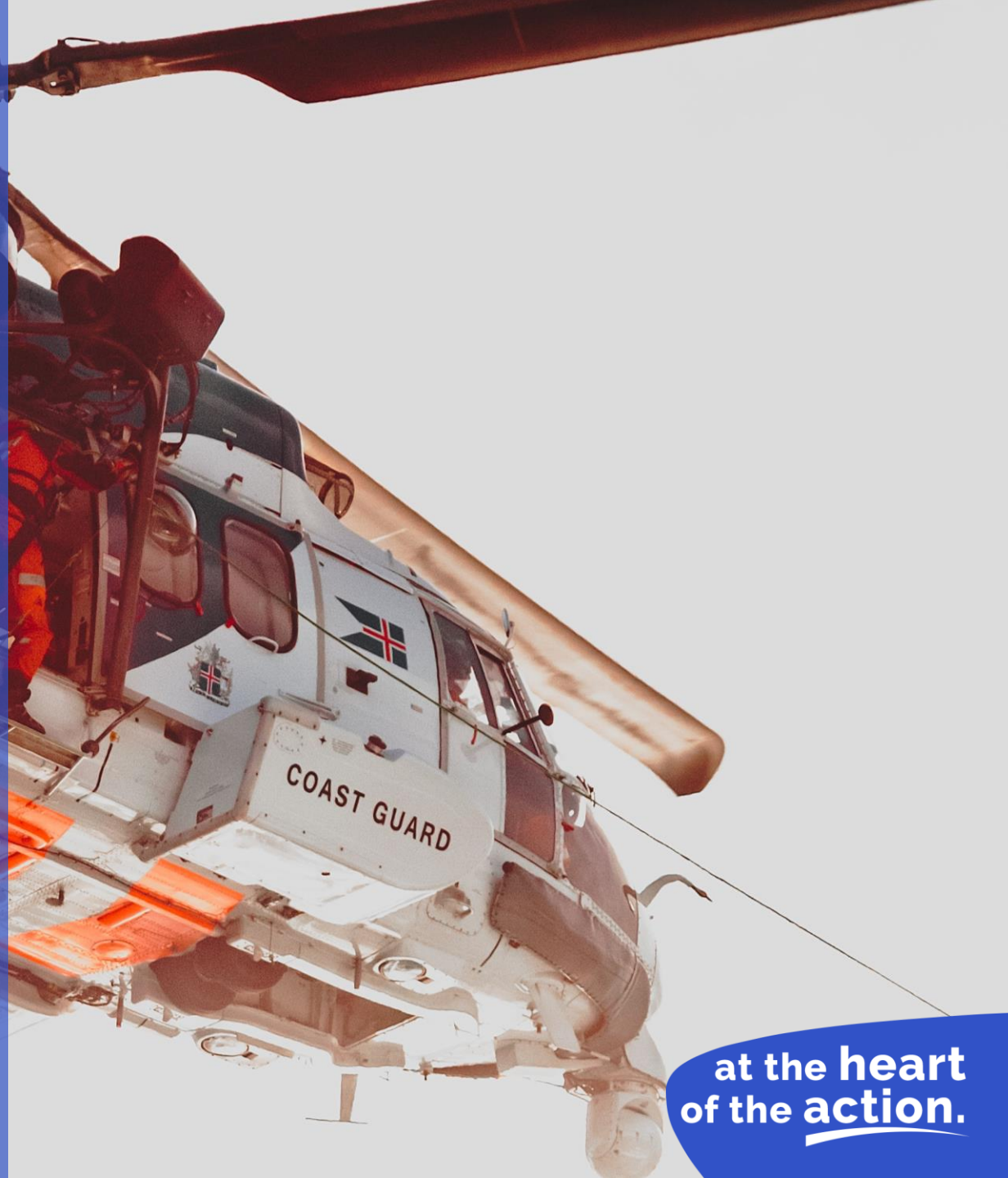


**VISLINK**

# **Q2 2024 Earnings Presentation**

**August 14, 2024**

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



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of the action.**

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# AGENDA

- 01 Q2 2024 Overview
- 02 Operational Update
- 03 Financial Results
- 04 Core Market Updates
- 05 Product Advancements
- 06 Go-to-Market Strategy
- 07 Q&A





# Q2 2024: Strategic Progress in 2024

- **73% y/y revenue increase**
  - Growth to \$8.7 Million
- **Strong growth in Live Production and MilGov markets**
  - Landing key orders and converting BMS customers
  - Systems deployed with U.S. Customs and Border Protection, Baltimore City, Baltimore County, and NJ State Police
  - Initial orders with the Danish Ministry of Defense
- **Strengthening Market Position**
  - Secured NATO Stock Numbers for AVDS product portfolio, enhancing credibility and market access in Defense
  - Solidifying OEM partnerships, achieving "Approved Supplier" status, and paving the way for more reliable revenue streams
- **Pipeline Expansion**
  - Weighted sales pipeline valued at \$51 million, up from record levels in Q1
  - Proactive R&D investment in emerging markets like Drone Command and Control (Drone C2)



# Strategic Appointments and Operational Enhancements

## ■ Tracking Toward Three-Year Goals

- Effectively managing one-time expenses while advancing into the Drone C2 market for optimal cost control

## ■ Leadership Appointments

### ■ Donnie Gilliam – VP, Operations

- Expertise in operations, supply chain management, and lean manufacturing
- Focus on driving customer satisfaction, cost reduction, and working capital improvements
- Leading the implementation of a new ERP system this fall to enhance cost structure and inventory management

### ■ Bill Sweeney – Senior VP of Sales

- Leading global sales efforts with a focus on the MilGov market



# Q2 2024 Results

## ■ Total Revenue

- Q2: \$8.7 million

## ■ Gross Profit

- Q2: \$4.9 million (56% of total revenue)

## ■ Total Expenses

- Q1: \$11.3 million

## ■ Operating Loss

- Q1: \$(2.6) million

## ■ Net Loss

- Q1: \$(2.3) million



# Financial Overview

Continue to maintain a strong balance sheet with minimal debt  
\$11.5 million of cash and short-term investments  
Expect cash flow improvements throughout 2024

\$(millions)	Q2 2024	Q2 2023	Change
GAAP Revenue	\$8.7	\$5.0	+73%
Gross Profit	\$4.9	\$2.7	+81%
Gross Profit Margin	56%	53%	+3%
Loss from Operations	\$(2.6)	\$(3.4)	+\$0.8
Net Loss Attributable to Vislink	\$(2.3)	\$(3.0)	+\$0.7

# End Market Updates

## ■ MilGov

- Sustained strong demand as interest in the AeroLink platform grows
- Conversion of BMS's network continues to drive growth
- Delivered initial shipments of substantial orders from U.S. Customs and Border Protection (CBP), providing advanced air-to-ground communication capabilities

## ■ Live Production

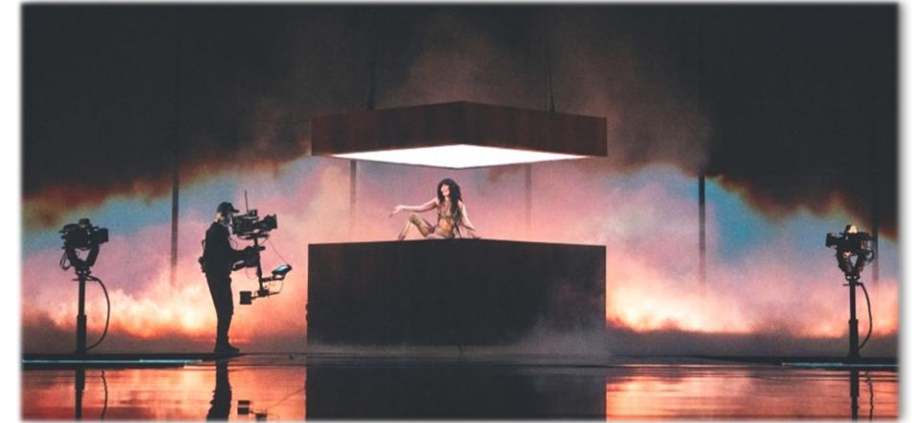
- Maintained solid performance
- Significant presence at the Paris 2024 Olympics, and helped provide coverage on several top-rated shows
- Completed a \$1 million shipment to the NHL
- Completed a \$1 million program installation at new Disney HQ





# Product Updates

- New products will contribute to almost all sales in 2026
- Drone C2: Expanding into manned and unmanned applications with increased investment
- Launching a new website in September to enhance visibility and lead generation
- Joining the Grass Valley Technology Alliance to ensure product compatibility and expand customer base
- Advancing AI for improved detection in surveillance applications
- Leveraging common technology components to drive scalability and margin improvements
- Maintaining strong focus on operating cost management



# Go-To-Market Strategies for 2024

## ■ Four Targeted Segments

- Live Video Connectivity
- Video/Data Transport
- AVDS
- Drone Control and Communications (Drone C2)

## ■ Nurturing OEM Relationships

- Understanding their future requirements to align with Vislink's technology roadmap
- Additional traction in Drone C2 market

### Public Safety



### Broadcast



### Sports & Entertainment



# Capitalizing on Forward Momentum

- AVDS Air-to-Anywhere is expected to drive continued growth of our software and services-based revenue streams
- Increasing our share in MilGov markets
- Cash Targets
  - Cash flow neutrality by the end of 2024
  - Cash flow positivity in 2025
- Focused on further improving financial performance in 2024 by enhancing operations and identifying cost-saving opportunities





Q&A



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