



# Vislink Technologies, Inc. Q3 2024 Earnings

November 14, 2024



# Safe Harbor Statement

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# Q3 2024 Overview

## ➤ 26% YTD Revenue YoY Increase

- Growth to \$24.4 million
- Q3 revenue of \$7.1 million vs. \$7.2 million in Q3 2023

## ➤ Strong Growth in MilGov Markets

- Additional wins for AVDS solution featuring AeroLink
- Received initial \$340,000 order from U.S. Department of Homeland Security
- Additional orders include Washington DC Metro Police, Royal Canadian Mounted Police for 2025 G7 Summit, Brazilian police
- Initial deployment of Vislink's new Q-Link airborne control system with a public safety organization
- Numerous field demos underway with LE organizations



# Operational Update

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## ➤ New ERP System Deployed

- Will unify and optimize core operations
- Improved decision-making through real time data access
- Increased supply chain efficiency

## ➤ Restructuring Project Initiated

- Expected to deliver annualized savings of over \$6 million starting in Q4
- Consolidates manufacturing facilities into one location
- Streamlines the organization to better support growth in the MilGov sector

# Q3 2024 Results

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Total  
Revenue

\$7.1 million (Q3)  
\$24.4 million (YTD)

Gross  
Profit

\$3.6 million  
(51% of total  
revenue)

Net  
Loss

\$(3.0) million

Total  
Expenses

\$10.3 million

Operating  
Loss

\$(3.3) million

# Balance Sheet Results

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Cash and Short-Term Investments

\$9.2 million

Working  
Capital

\$27.1 million

# Market Updates

## ➤ MilGov

- Strong growth trajectory continues
- Projected \$9 million in bookings for 24 (+60% YoY)
- Half the sales funnel is MilGov opportunities (first time)
- Tracking Drone C2 opportunities

## ➤ Services

- Drive more recurring revenues through SLAs
- New LinkMatrix v2 management platform to launch in December

## ➤ Live Production

- New wins for AeroLink downlink systems for news and sports
- Closed on international live production projects





# Go-to-Market Strategies

## ➤ Four Targeted Segments

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

## ➤ Increased Engagement with Emerging Technologies

- Virtual reality/augmented reality/AI
- A2RL project — example of collaboration

### Public Safety



### Broadcast



### Sports & Entertainment



# Summary

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- We remain committed to our three-year strategy
- Have addressed our cost base to accommodate possible timeline shifts caused by changes in market dynamics
- Initiated restructuring project to consolidate manufacturing facilities and streamline organization
- Focused on further improving financial performance in 2024 by enhancing operations and identifying cost-saving opportunities




# Q&A





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