



VISLINK

Q1 2024 Earnings Presentation

May 15, 2024

www.vislink.com

**at the heart
of the action.**

Safe Harbor Statement

These materials have been prepared by Vislink Technologies, Inc. ("Vislink" or the "Company") solely for use at the presentation. The information presented or contained in these materials is subject to change without notice. These materials contain "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, that are based on our current expectations, assumptions, estimates, and projections about us and our industry. The forward-looking statements are subject to various risks and uncertainties. The Company urges caution in considering its current trends and any outlook on earnings disclosed in this presentation. These forward-looking statements, which reflect the Company's best judgment based on factors currently known, are intended to speak only as of the date such statements are made and involve risks, uncertainties, and other factors that may cause the actual performance of the Company to be materially different from the performance indicated or implied by such statements. Words such as "expects," "anticipates," "believes," "intends," "plans," "hopes," and variations of such words and similar expressions are intended to identify such forward-looking statements. Except as may be required by law, the Company expressly disclaims any obligation to update these forward-looking statements to reflect events or circumstances after the date of this presentation or to reflect the occurrence of unanticipated events. Factors that could cause actual performance to differ materially from the performance indicated in forward-looking statements include, among others: progress, timing, cost, future events, future financial performance, strategies, expectations, competitive environment, regulation and availability of resources, or patent protection for our products and commercialization activities; and other factors from time to time set forth in the Company's SEC reports, including but not limited to the discussion in Management's Discussion and Analysis and the risks identified in the Risk Factors contained in the Company's Form 10-K, which was filed with the Securities and Exchange Commission ("SEC") on April 3, 2024, and in its other filings made with the SEC from time to time.

AGENDA

- 01 Q1 2024 Overview
- 02 Three-Year Financial Plan Progress
- 03 Financial Results
- 04 Target Market Updates
- 05 Product Advancements
- 06 Go-to-Market Updates
- 07 Q&A

Q1 2024: Strong Foundation Set for Growth in 2024

- **20% y/y revenue increase**
 - Growth to \$8.6 Million
- **Growth in MilGov markets**
 - Additional AeroLink opportunities presented by BMS assets acquisition
 - Increased government spending continues to boost entry into global public safety and defense markets
- **Successful product rollouts**
 - Cliq and LiveLink are seeing solid early market response
 - New, higher-margin products expected to enhance financial results moving forward
- **Continued go-to-market success in software and services**
 - Services and software revenue grew to 16% of total revenue in Q1
- **Sales and marketing initiatives gaining traction**
 - Continue to refine product line and sales processes to spotlight new products
 - New products are expected to represent nearly 70% of total 2024 revenue



Upcoming Growth Opportunities

- **\$48 million weighted sales pipeline (largest weighted sales pipeline post-pandemic)**
 - Opportunities span MilGov and Live Production
- **Continue to explore expansion into newer, larger markets**
 - Leveraging existing solutions to enter the Drone Command and Control (Drone C2) markets
- **Ramping sales and marketing initiatives to support new products like Cliq and LiveLink**
- **On track to meet our financial targets**
 - Cash flow neutrality by the end of 2024
 - Cash flow positive by 2025



Q1 2024 Results

- **Total Revenue**
 - Q1: \$8.6 million
- **Gross Profit**
 - Q1: \$4.8 million (59% of total revenue)
- **Total Expenses**
 - Q1: \$10.2 million
- **Operating Loss**
 - Q1: \$(1.6) million
- **Net Loss**
 - Q1: \$(1.0) million
- **EBITDA¹**
 - Q1: \$ (0.81) million
- **Adjusted EBITDA¹**
 - Q1: (0.35) million



Financial Overview

Continue to maintain a strong balance sheet with minimal debt
\$13.8 million of cash and short-term investments
Expect cash flow improvements throughout 2024

\$(millions)	Q1 2024	Q1 2023	Change
GAAP Revenue	\$8.6	\$7.2	+20%
Gross Profit	\$4.8	\$3.7	+29%
Gross Profit Margin	59%	54%	+5%
Income (Loss) from Operations	\$(1.6)	\$(2.3)	+\$0.7
Net Income (Loss) Attributable to Vislink	\$(1.0)	\$(1.8)	+\$0.8

End Market Updates

■ MilGov

- AeroLink platform is experiencing strong demand across the AVDS market
- Integration of BMS assets continues to drive additional y/y growth
- Developing relations with OEMs to help build predictable revenue streams for the future
- Achieved “Approved Supplier” status with three new OEM partners
- Air-to-Anywhere™ and LiveLink continue seeing strong interest

■ Live Production

- Maintained solid performance
- Paris 2024 Olympics participation
- Future opportunities in VR and AR experiences



Product Updates

- New products will contribute to almost all sales in 2026
- AVDS Air-to-Anywhere™ platform growth
 - Driving market demand by incorporating advanced analytics capabilities that increase functionality
- DragonFly V
 - Vislink's smallest transmitter ever with use cases in both the MilGov and live production markets
- AI integration
 - Identifying opportunities to leverage AI for detecting illegal activities and creating advanced analytics reports for surveillance
- Innovation guided by design strategy and methodology
 - Uniform circuit architecture and component base provide modularity, driving cost savings and manufacturing efficiency



Evolving 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





Contact Us

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



[/vislinktechnologies](#)



[/vislink](#)



[/vislinktechnologies](#)



[/vislink](#)



[/vislinktechnologies](#)