



**VISLINK**

# **Investor Presentation**

**June 2024**

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

**at the heart  
of the action.**

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# Vislink: at the heart of the action

**We specialize** in technology solutions for the collection, delivery, management, and distribution of high-quality live video and data from the scene of the action to the viewing screen.

**We enable** content creators to capture, stream and monetize immersive and compelling video content and provide military and first responders with real-time intelligence to fulfill their missions.



# Company Overview – Transforming with Purpose

NASDAQ: VISL	
TTM Revenue (as of 3/31/2024)	\$28.9M
Employees	112
Systems Sold	>200,000
Countries Sold in	80+
Global Partners	120
<b>Locations</b> US, UK, NED, UAE, and Singapore	

## Sports, News & Entertainment



### LIVE PRODUCTION LEADER

- 50-year history of video technology innovations putting audiences "at the heart of the action"
- Global leader in the wireless capture, delivery, and management of secure, high-quality video from live sports, entertainment, broadcast news

## MilGov



### ESTABLISHED SUPPLIER

- Provides mission-critical video technology to local, national, and international law enforcement organizations
- Delivers situational awareness capabilities in challenging environments and fluid situations

# Blue Chip Customers in Growth Markets

## SPORTS, MEDIA & ENTERTAINMENT



## GOVERNMENT



## MILITARY



## OEM



# Driving Sustainable Growth

- Targeting cash flow neutrality by the end of 2024; cash flow positivity in 2025
- Strong growth in MilGov markets continuing into 2024
  - Driven by AeroLink platform and LiveLink sales, successful BMS asset integration, new OEM partnerships, and deployment of Air-to-Anywhere
- Lowered revenue breakeven point in 2022 and 2023
  - Increased operating efficiency reflected by 26% EBITDA improvement on TTM basis
  - Actively seeking further cost and operational efficiencies
- New go-to-market strategy delivering results and improvement
  - Driving margin improvements with higher mix of new product sales
  - Increasing mix of high-margin software and services revenue
- Entered Q1 2024 with \$48M weighted sales pipeline, the highest level post-COVID



# Vislink's Products and Solutions

- Strong technology IP and a track record of delivering products with complex engineering
- Comprehensive range of wireless video products for complete solutions
- Advanced technologies in radio frequency, live streaming, and microwave components
- Expertise in waveform modulation, HEVC encoding, and 4K UHD camera systems
- Scalable production capabilities to meet market demand fluctuations



## Live Production Solutions

High-definition communication links for capturing and managing live event footage



## Mil/Gov Products

Miniature transmitters, handheld receivers, and aerial-based video transmission solutions for practical and critical operations



## Mobile Viewpoint Products

Mobile encoders, rack encoders, and AI-powered systems for live-streaming applications

# Product Portfolio

Use Cases

Studio



Automated Capture



News Gathering



Remote Production



In Venue



On Location



Products

Quantum



COFDM



Bonded WCS



Hybrid Bonded/COFDM



IQSP



TrolleyLive



vPilot



AeroLink



5G Private

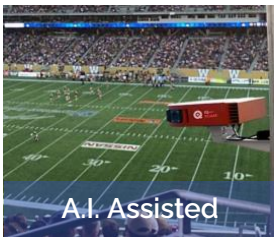
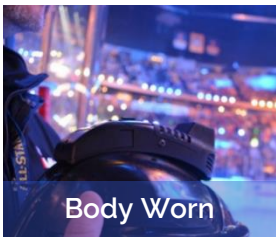
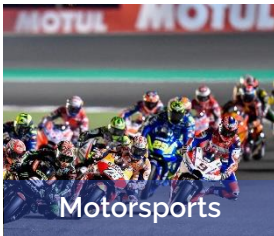


LinkMatrix



# Strong Growth Potential in Targeted Market Segments

## Live Video Connectivity



## Air-to-Ground Video (AVDS)



## Video/Data Transport



## Drone C2



# Go-To-Market Strategy

- **New GTM strategy to drive stronger, more profitable growth**
  - Focusing on four key areas: live video connectivity, video data transport, AVDS, and drone control and communications
  - Building upon streamlined operations to execute opportunities in robust sales funnel with significant \$1M+ opportunities
  - Primary growth focus on MilGov markets
- **Revamped sales initiatives**
  - Pursuing larger opportunities in public safety and sports and entertainment end markets
  - Expanding international sales pipeline in EMEA and APAC
  - Hardware sales driving increased software and services sales
- **Revitalizing marketing to drive future growth**
  - Expanding presence and number of qualified leads
  - Attending key industry conferences and trade shows

## Public Safety



## Broadcast



## Sports & Entertainment



# Live Production Markets

- Live Production revenue currently accounts for ~60% of revenue
- Strong industry tailwinds
  - Continued technology and equipment upgrades
  - Growing demand for cost-effective live event production
  - Added interest in REMI systems
- Upcoming events like the Olympics expected to maintain demand
- New products driving growth
  - Quantum receiver, Cliq OFDM Mobile Transmitter



# Live Production – Use Case

- Live production crews rely on low-latency wireless transmitters to effectively broadcast where wires cannot go
- Cliq OFDM Mobile Transmitter is a small form-factor device that supports live event broadcasts
- Motorsports are using these transmitters with small cameras to bring viewers closer to the action
- Cliq OFDM Mobile Transmitter applies to many Public Safety use cases as well



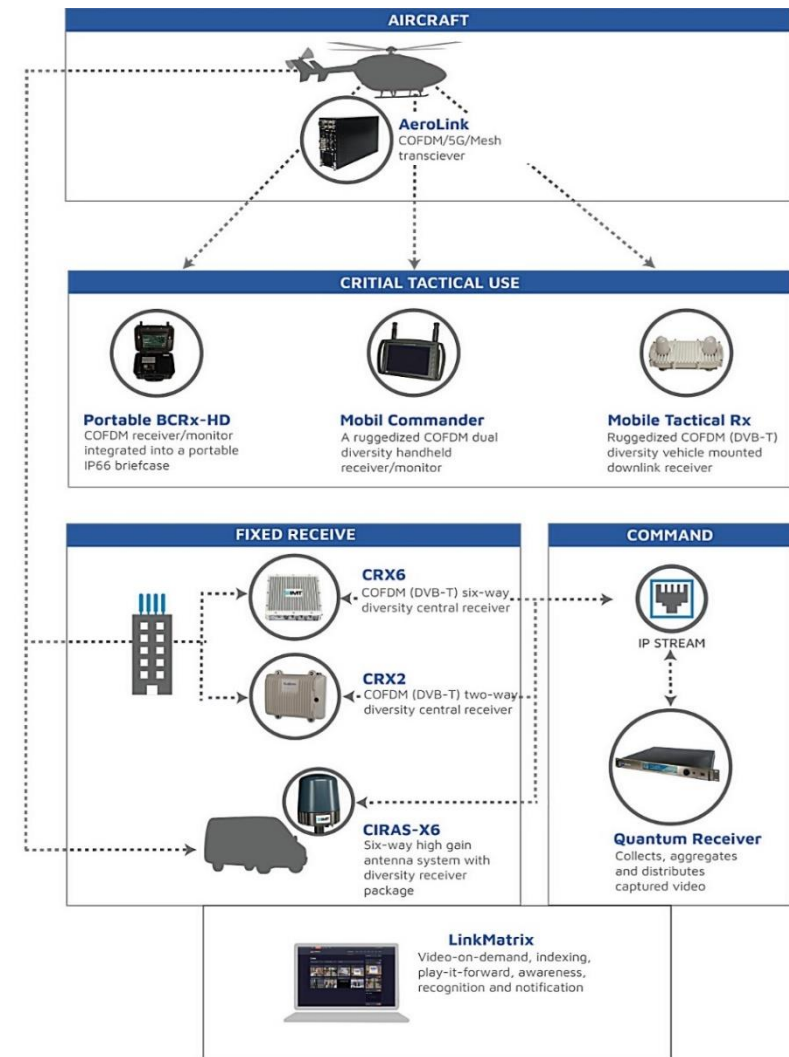
# Public Safety Market (MilGov)

- **Go-to-market strategy focused on the Public Safety market**
  - 20% revenue growth Y/Y in Q1 2024
  - Applying Vislink technology platform to emerging Defense and Government Agency initiatives
- **Acquired BMS Assets in September 2023**
  - Strengthens position in AVDS market
  - Enhances international presence, specifically in EMEA
  - Enables cross-selling ability to new OEMs and end users
    - Notable customers: Airbus and Scheibel
- **Solid market reception to new product introductions: AeroLink transmitter, Quantum receiver and Air-to-Anywhere**
- **OEM relationships building predictable revenue**
  - Achieved approved supplier status with three new OEMs in Q1 2024



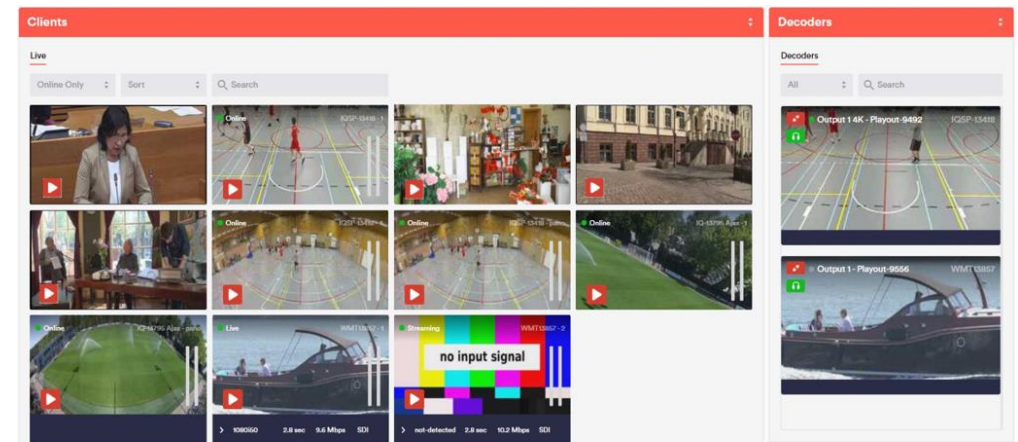
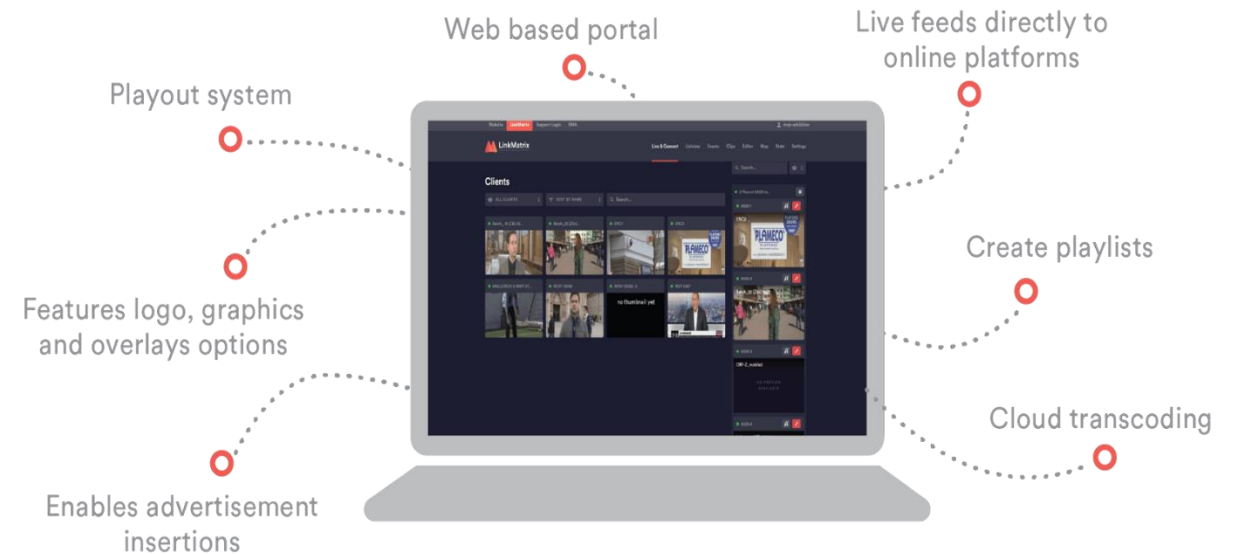
# Public Safety – Use Case

- AeroLink transmitter installed on the helicopter
- Quantum receiver accepts the camera feed from the agency's helicopter
- LinkMatrix Software connects all hardware systems and distributes a low latency, highly reliable, 4K bird's eye view to command center and field personnel to make decisions proactively
- Vislink products are used for observation, border control, and monitoring of illicit activity

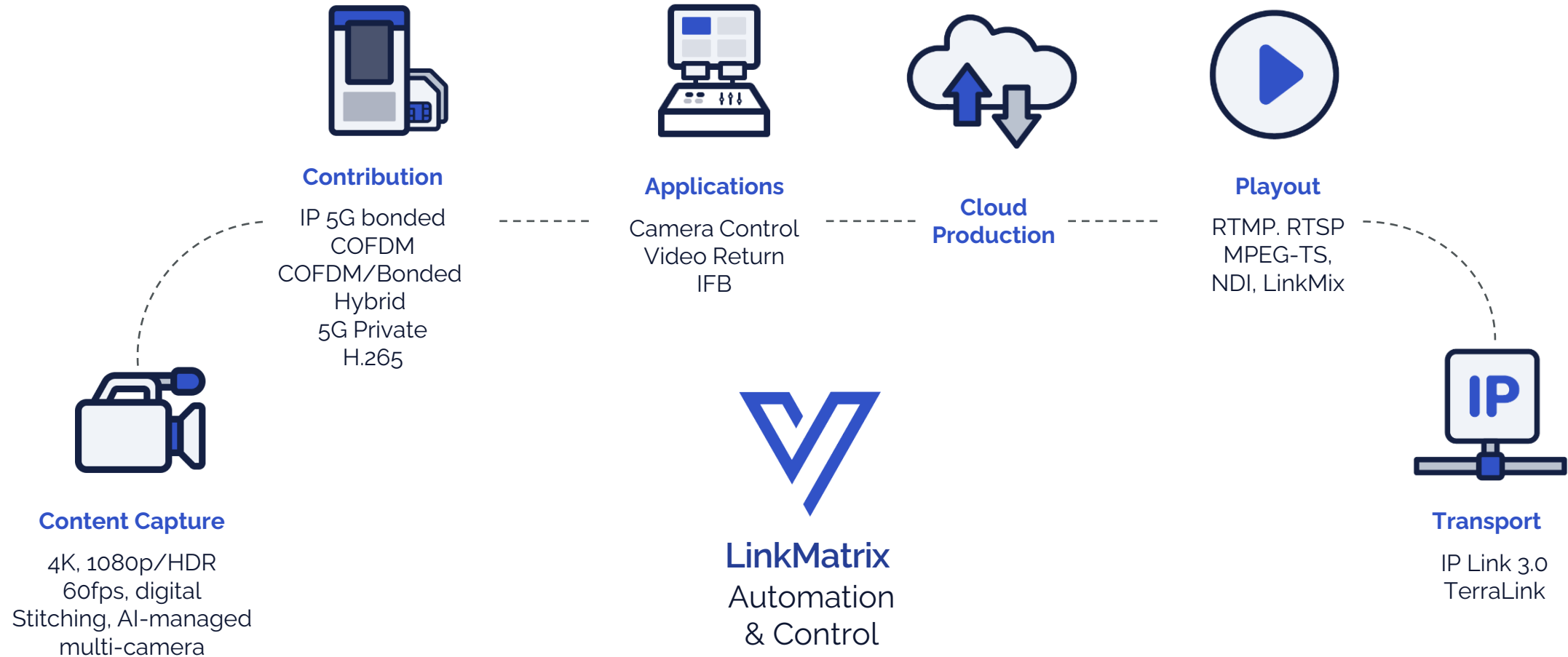


# LinkMatrix Software Integration

- Acquired Mobile Viewpoint (MVP) in August 2021 to provide industry-leading capabilities in mobile encoders and live-streaming solutions
- LinkMatrix is a central platform for managing devices and synchronizing data sources
- Provides comprehensive control and coordination of all devices in the network
- Seamless integration with existing broadcasting and streaming setups
- Real-time monitoring and alerts for efficient troubleshooting
- Scalable solution to accommodate growing network requirements



# Technology Strategy Driving Software and Services Growth





# 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
<b>GAAP Revenue</b>	\$8.6	\$7.2	+20%
<b>Gross Profit</b>	\$4.8	\$3.7	+29%
<b>Gross Profit Margin</b>	59%	54%	+5%
<b>Income (Loss) from Operations</b>	\$(1.6)	\$(2.3)	+\$0.7
<b>Net Income (Loss) Attributable to Vislink</b>	\$(1.0)	\$(1.8)	+\$0.8

# Investment Highlights

## ■ Strategic actions transforming the business

- Increased alignment across the company to improve operations
- Improved operating efficiency reflected in margin improvements
- Focus on achieving cash flow neutrality by end of 2024

## ■ Strong growth in MilGov

- Well-positioned to continue upward momentum with new products and acquisition of BMS assets
- Expanding into new growth markets like Drone C2

## ■ Solid \$48M+ weighted sales pipeline with large opportunities internationally

## ■ Gaining traction with go-to-market strategy

- Adding service-level-agreements to all hardware sales as one initiative to help attain a 90/10 hardware-to-software split
- New product introductions (Cliq, LiveLink, DragonFly V)

## ■ Exploring strategic M&A and partnerships

# Leadership



## Mickey Miller /// CEO

Joined Vislink as CEO in January 2020. Prior experience building three global technology companies resulting in strategic exits. BLiNQ Networks, 5G innovator, sold to CCI. Andrew Corporation (Nasdaq: ANDW) sold to CommScope (Nasdaq: COMM) for \$2.6B. Lucent Power (NYSE: ALU) sold to Tyco Electronics (NYSE: TEL) for \$2.5B.



## Mike Bond /// CFO

Joined Vislink in April 2020. Prior experience includes head of M&A for Lucent and Avaya. Led over 50 acquisitions valued over \$30B. CFO roles at various technology companies, most recently Pulse Electronics. Former Managing Director at J.P. Morgan Investment Banking.



## Michel Bais /// Chief Product Officer

Joined Vislink in August 2021. Served as a senior executive at Mobile Viewpoint responsible for the development and rollout of mobile video, streaming services, IP-based and AI-automated solutions for the media and security industries worldwide.

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