

### The New Industry Standard for Immersive Wireless Sound

Summit Wireless Technologies, Inc. (NASDAQ: WISA) March 2020 Investor Presentation



This presentation contains 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. Readers are cautioned not to place undue reliance on these forward-looking statements. Actual results may differ materially from those indicated by these forward-looking statements as a result of risks and uncertainties impacting Summit Wireless' business, including the ability to predict the timing of design wins entering production and the potential future revenue associated with design wins; rate of growth; the ability to predict customer demand for existing and future products and to secure adequate manufacturing capacity; consumer demand conditions affecting customers' end markets; the ability to hire, retain and motivate employees; the effects of competition, including price competition; technological, regulatory and legal developments; developments in the economy and financial markets and other risks detailed from time to time in Summit Wireless' filings with the Securities and Exchange Commission.

• • • • • • • • • • • •

### Summit Wireless Technology Building An Audio Industry Standard: WiSA

0

and the

Summit's patented technology powers top CE brands to deliver wireless immersive sound

## Trend: Audio Equipment Separating from Devices

### Intelligent devices becoming more advanced in every facet – except audio! CE Brands expect consumers to purchase external speakers



- Thinner TVs compromise audio quality
- Speaker-less TV unveiled
- Tablets and phones need speakers, too



@WiSA

#### Multi-channel content needs a consumer easy solution

## Summit Wireless Immersive Sound



### Wireless, immersive sound technology for intelligent devices & next-gen home entertainment

- Delivering WiSA's unrivaled wireless audio experience in a simple and efficient manner
- Being incorporated into product lines of top Tier 1 TV, speaker and industry brands
- Entering mass market retail price points for the first time as partners continue to expand
- Developing IP for mass market products (Wi-Fi IoT compliant); significant operating leverage
- Leveraging patent portfolio and registered trademarks

### **Evolution of Sound**



## WiSA Association: Building a Standard

- WiSA (Wireless Speaker and Audio) Association founded by Summit Wireless Technologies
- 60+ leading consumer electronics brands meet strict requirements for interoperability
- In joint partnership, championing the most reliable, global interoperability standards across the audio industry for high definition, multi-channel, low latency audio



## WiSA Association Boasts Tier-1 Members





### WiSA: Three Technical Corner Stones



#### WiSA delivers easy set-up, low latency and fast speak synchronization

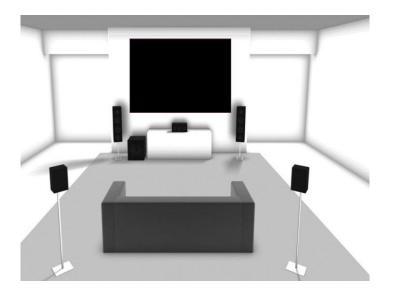
#### Plug & Play in Minutes



#### Latency exceeds expectations

Ave. human sees:	> 50ms
Dolby wants:	< 20ms
Audiophiles want:	< 15ms
Gamers want:	< 12ms
WiSA delivers:	<b>5.2ms</b>

#### Speaker Synch: 1mu



## **Positive Media Reception**



"2020 is shaping up to be the year of the wireless home theater ... WiSA is on the verge of changing the way we buy, install, and use our home theater gear."



#### Enclave Cinehome II brings wireless audio to home cinema

The Enclave CineHome WiSA systems bring wireless 5.1 surround sound to your living room with prices starting at \$1,000.

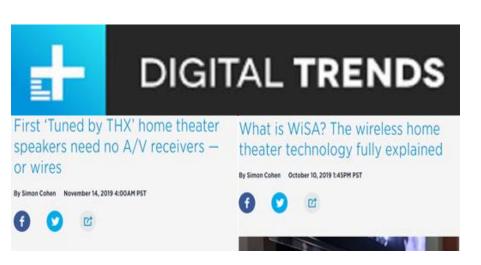


**THEVERGE** Enclave's WiSA speakers add THX certified wireless sound to LG's new OLED TVs

They'll connect via WiSA to LG's 2019 OLED TVs By Jon Porter | @JonPorty | Nov 18, 2019, 9:00am EST



Enter the Soundbar Killer: Enclave Audio Introduce New High-Definition Wireless Audio Solutions



# Roadmap to Lowering Adoption Costs





### LG's WiSA Ready TV (All Brands 15M-20M units 2020)



#### No wires, complex receivers or difficult installations



TV recognizes USB "WiSA Ready" Transmitter



WiSA loudspeakers found and assigned or reassigned



**3** WiSA logo appears every time consumer changes volume

#### WiSA-Ready Wireless Speakers Each Connected in 3 Seconds

(1)

# Rollout of WiSA Certified Consumer Products

SB = Soundbar



### Integrating WiSA into higher velocity price points, brands are bringing solutions to market in price points previously occupied by lesser performing systems

Brand	Configuration w/Tx	MSRP/Street
<ul> <li>Bang and Olufsen</li> </ul>	5.1	\$25,000
Harman Citation speakers	5.1 or SB 5.1	\$ 5,500
Klipsch Reference Premiere	5.1	\$ 5,000
Klipsch Reference Wireless	5.1	\$ 2,800
Savant Smart Audio family of speaker	rs SB 5.1	\$ 2,600
Harman HK Surround speakers	5.1	\$ 2,500
Axiim WM speaker bundle	5.1	\$ 2,481
Klipsch Reference Wireless	3.1	\$ 2,100
Enclave Audio CineHome Pro	5.1	\$ 1,495
Enclave Audio CineHome II	5.1	\$ 999
Platin Audio Monaco	5.1	\$ 999/\$69
Enclave Audio CineHome	5.1	\$ 799/\$69
Platin Audio Milan (Q3'20)	5.1	\$ 799/\$59

#### **Promotion in 300 Best Buys**



# Scaling to Critical Mass



#### New products delivering a broader range of solutions:

• USB & HDMI dongles, media hubs, AV Receivers; TVs, game consoles, PCs

### Tier 1 Brands investing heavy capital resources in:

- New products
- Promoting WiSA

### New, mass market price points expand the WiSA market beyond premium audio:

- Global footprint of distribution of WiSA enabled products:
- North American, Europe, Asia all have multiple brands
- US passing 1,000 store fronts and expanding rapidly

Transitioning to software IP model in medium-term from unit sales model; significant operating leverage and margin expansion potential



Wireless, immersive sound technology for intelligent devices & next-gen home entertainment

