



Q319 Update Call

November 13, 2019

Forward-Looking Statements

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.

WiSA: Scaling a Global Technology

- Market _____ Defined
- Technology (Summit) _____ Known
- Standard for adoption (WiSA) _____ Known
- Adoption _____ Known
- Innovation: _____ Today
 - Design
 - Speakers/Soundbars
 - Transmitters
 - Pricing
- Distribution _____ Today
- Promotion _____ Today

Audio is Separating From Devices

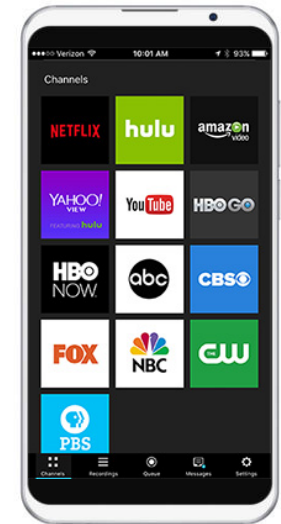
Multi-channel content needs a consumer easy solution



TVs



PCs



Smart Phones

Technical Cornerstones: Latency, Speaker Synchronization, Plug and Go



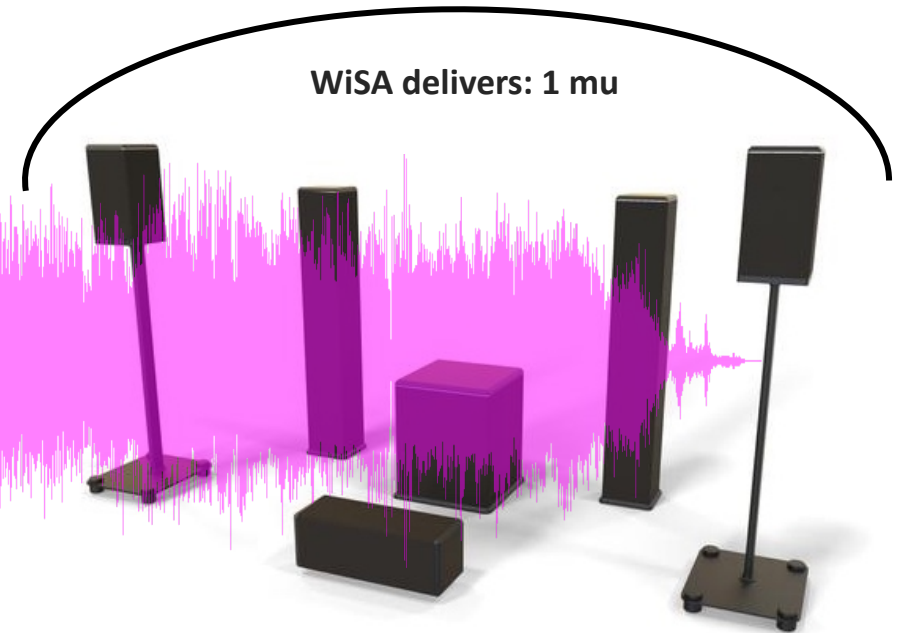
Latency

Average Human sees: > 50ms
Dolby wants: < 20ms
Audiophiles want: < 15ms
Gamers want: < 12ms

WiSA delivers: 5.2ms

Speaker Sync

WiSA delivers: 1 μ s



Plug and Go Set-up

WiSA WIRELESS SPEAKER & AUDIO Members by Category

TV PARTNERS



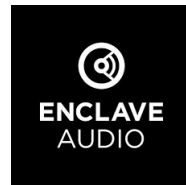
Bang & Olufsen



TRANSMIT + SPEAKER PARTNERS



Bang & Olufsen



SAVANT



DYNAUDIO



OTHER KEY PARTNERS



System Audio A/S



Innovation: Phase I

Transmitting

- Bang and Olufsen TVs Transmitting
- Klipsch media hub transmitter
- Axiim Q media player and speakers

Speakers

- Enclave Audio 5.1 in a box home theater
- Bang & Olufsen speakers
- Klipsch Reference Premiere speakers

Innovation: Phase II

Transmitting

- LG WiSA Ready OLED and Nanocell TVs
- Primare Preamp
- Primare Network Center
- Axiim Q 4K media center
- LG Innotek USB WiSA Transmitter
- Axiim LINK USB WiSA Transmitter
- Harman Citation Soundbar
- Harman HK Streaming Box
- Enclave Audio HDMI Dongle
- Savant Home Control Soundbar
- Almando Multiplay Surround Switch

Application

- USB WiSA Transmitter required
- (All HDMI)
- (All HDMI)
- (All HDMI)
- (WiSA Ready devices)
- (WiSA Ready plus Xbox, PC/MAC)
- (All HDMI)
- (All HDMI)
- (All HDMI)
- (All HDMI)
- (All HDMI)

Innovation: Phase II

Speakers

- Axiim XM speakers
- Axiim WM speakers
- Axiim LX speaker bundles for Xbox
- Bang and Olufsen speakers
- Enclave Audio Cinehome
- Enclave audio Cinehome II
- Enclave Audio Cinehome Pro
- Harman Citation speakers
- Harman HK Surround speakers
- Klipsch Reference Wireless
- System Audio 5 Series
- System Audio 40 Series
- System Audio 60 Series
- Savant Smart Audio family of soundbar and speakers
- EC Living speaker family
- Platin Audio speaker family
- Golden Ears speaker family

New Products Reach Lower Prices for Higher Sales Velocity

Brand	Configuration w/Tx	MSRP
• Bang and Olufsen	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 speakers	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
• Axiim LX speakers for Xbox	5.1	\$ 899
• Platin Audio speaker family	5.1	\$ 899
• Enclave Audio CineHome	5.1	\$ 799

SB = Soundbar

Pricing Expansion to Mass Market

Brand	Configuration w/Tx	MSRP		
• Bang and Olufsen	5.1	\$25,000	Brands are integrating WiSA into higher velocity price points and bringing solutions to market in price points previously occupied by lesser performing systems	
• 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 speakers	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		Sonos 5.1 (soundbar, sub, surrounds)
• Enclave Audio CineHome II	5.1	\$ 999		Bose Soundbar 700 (no sub, no surrounds)
• Axiim LX speakers for Xbox	5.1	\$ 899		
• Platin Audio speaker family	5.1	\$ 899		
• Enclave Audio CineHome	5.1	\$ 799		

Channel Expansion to Mass Market

Mass Market

Retailers

- Best Buy
- Costco

Brands

- Klipsch
- LG
- Enclave
- Savant
- Harman

~2,000

Store
Fronts

Buying Groups

Groups

- Nationwide
- NATM
- ProSource

Brands

- Klipsch
- LG
- Enclave
- Harman

~ 14,000

Custom Integrators

Cedia/Independents

- ~3,000 integrators

Brands

- Klipsch
- LG
- Harman
- Savant
- All Other premium audio members

WiSA Partner Investment Beyond Product Development

Marketing & Awareness: Best Buy/Magnolia Home Theater Display



Marketing & Awareness: LG Web Site

OLED TVs

LG OLED features the latest panels with bright, self-illuminating pixels and stunning color for the Best TV Ever—with Smart AI ThinQ® & alpha 9 processor—LG OLED TVs create home entertainment unlike anything you've ever experienced.

LG Premium TVs and WiSA™

LG OLED and NanoCell TVs are WiSA Ready™ and seamlessly connect to WiSA Certified™ speakers like the Reference Wireless system from Klipsch, so you can enjoy high-quality, immersive surround sound in minutes.*

BUY NOW

*Supports 5.1 and 2.0 configurations only. Wireless WiSA Transmitter™ (such as the Axim Link) required and sold separately.

Feedback

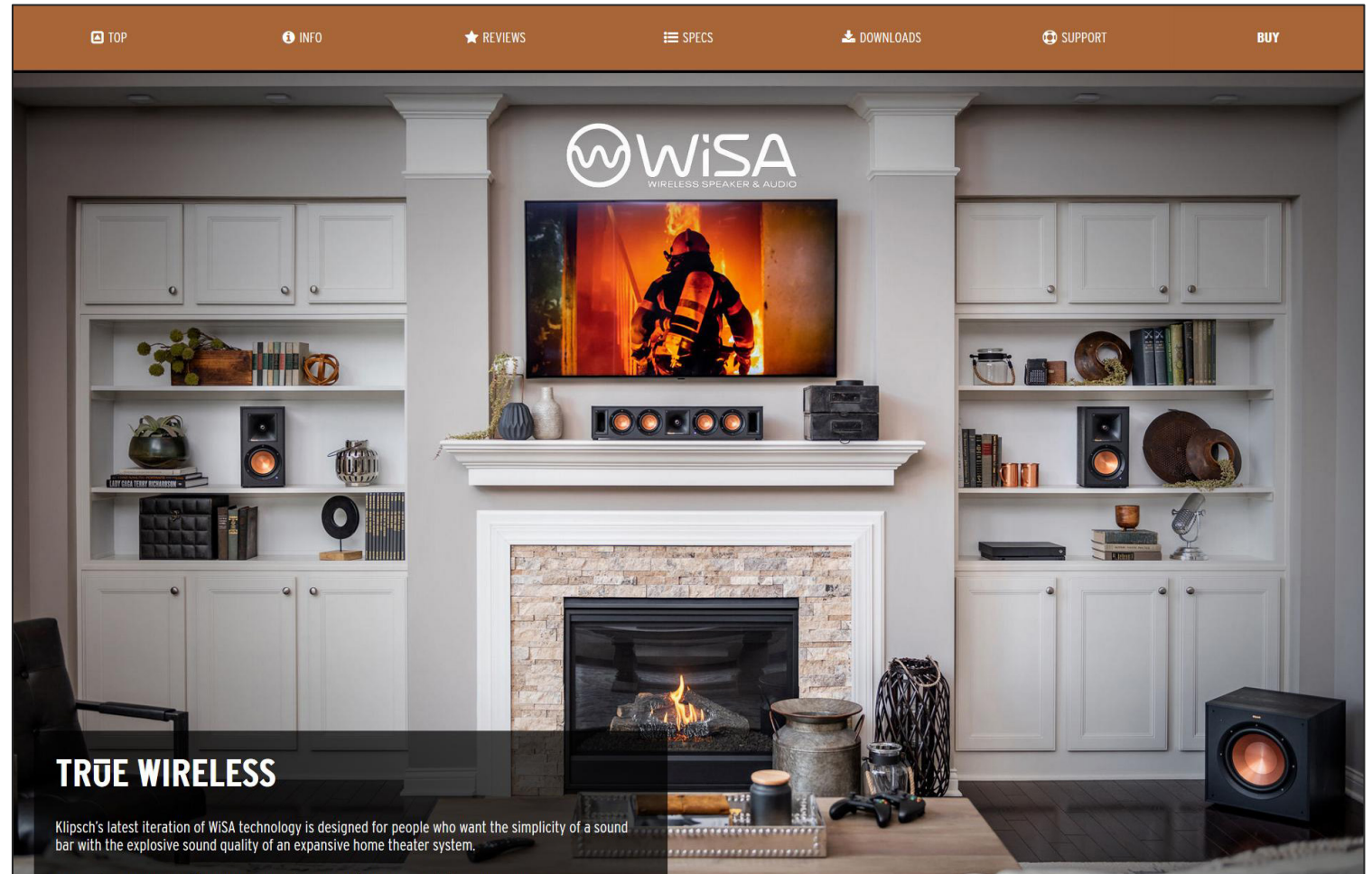
BUY NOW button connects directly to Best Buy website >

Marketing & Awareness: Klipsch Web Site

Educational Videos

Multiple System Configurations

Partnership with LG and Axiim



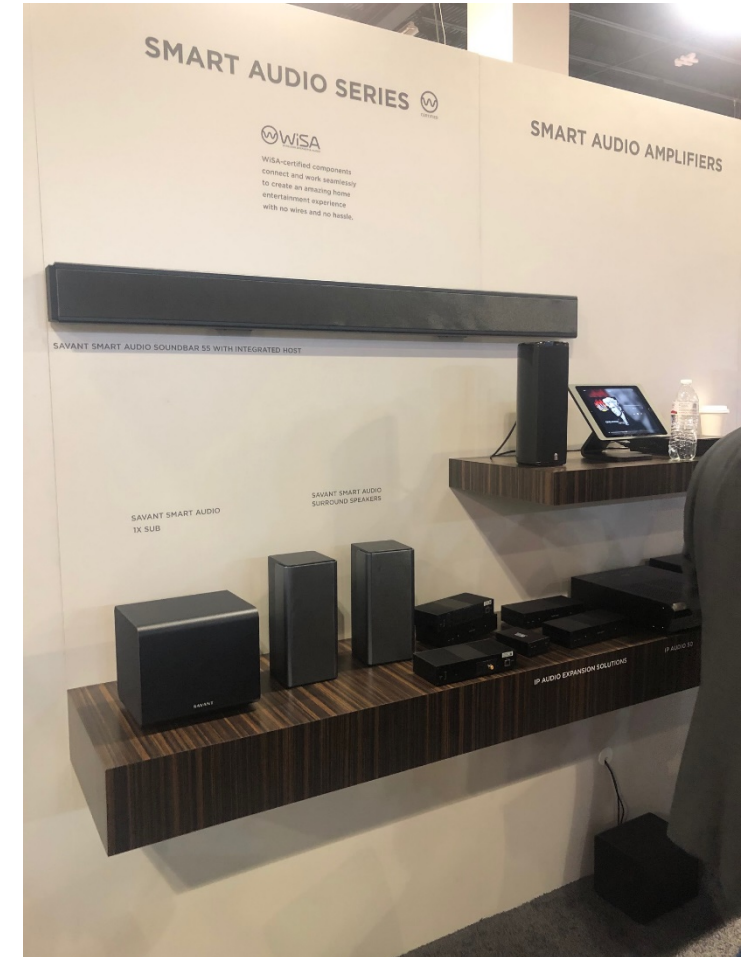
Marketing & Awareness: Harman Stores

Heavy Promotion of
Citation Product line



Marketing & Awareness: Savant Promotional Soft Launch

Educational
Videos,
Multiple System
Configurations



Marketing & Awareness: Trade Shows



LG TV



Klipsch



Enclave Audio



Marketing & Awareness: Presentation and Training Videos



Klipsch

Training video developed for internal, external and consumer education and describing how WiSA was integrated into their new Reference Wireless speaker line

Klipsch
<https://www.youtube.com/watch?v=KLlXXOCuQl8&t=2s>



Savant

Interview videos announcing WiSA integration into their new Smart Audio line working with their whole home control technology

Savant
<https://www.youtube.com/watch?v=fpW7SfSRmY8>



LG

Training Department developed video for internal and external use describing the benefits of WiSA integration into their 2019 premium TV lines

LG
<https://www.youtube.com/watch?v=SY2nGcvv-Hw&t=15s>

Where to Buy / Learn More

Brand

- LG OLED and NanoCell TVs
- Axiim WM speaker bundle
- Axiim LX speakers for Xbox
- Bang and Olufsen
- Enclave Audio CineHome
- Klipsch Reference Wireless
- Platin Audio speaker family
- Savant Smart Audio family of speakers
- Harman Citation speakers
- Harman HK Surround speakers

Link

- <https://www.lg.com/us/oled-tvs>
- <https://www.lg.com/us/nanocell>
- <https://axiim.com/pages/wm-series>
- <https://axiim.com/pages/axiim-link-hd-wireless-system>
- <https://www.bang-olufsen.com/en/speakers>
- <http://www.enclaveaudio.com/system>
- <https://www.klipsch.com/reference-wireless-home-theater-bundles>
- <https://www.platinaudio.com/wisa-5-1-wireless-home-theater/>
- <https://www.savant.com/node/2616572>
- <https://www.harmanardon.com/citation-series/>
- https://www.harmanardon.co.uk/complete-collection/HK+SURROUND.html?cgid=Complete-collection&dwvar_HK%20SURROUND_color=Black-EMEA-Current

Near Term Milestones

- **Broadening market presence with speaker brands launching their first WiSA products**
- **Expanding available market with second WiSA Ready TV Brand**
 - 8K video support
 - With and without internal speakers in the TV
- **Creating WiSA Technical Steering Committee for IP strategy**
- **Integrating Atmos elevation speaker types**
- **Expanding retail footprint beyond 1,000 store fronts**

Scaling to Critical Mass

New products delivering a broader range of solutions:

- USB, HDMI; dongles, 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

CES 2020 Investor Happy Hour

Join us at our annual CES Investor Happy Hour

on January 7th from 6:00pm to 8:00pm PT

At the Venetian 29-234 Suite

* WiSA Ready TVs, gaming PCs and console systems are "ready" to transmit audio to WiSA Certified speakers when a WiSA USB Transmitter is plugged in and a user interface is activated through an APP or product design like LG TVs.

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