



**SUMMIT**  
W I R E L E S S

NASDAQ: WISA

**The New Industry  
Standard for  
Immersive  
Wireless Sound**

**Summit Wireless Technologies**  
**Q4 2020 Results: March 12, 2021**

# Forward Looking Statements



This presentation of Summit Wireless Technologies, Inc. (NASDAQ: WISA) (the “Company” or “WISA”) 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, current macroeconomic uncertainties associated with the COVID-19 pandemic, our 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, including those described in “Risk Factors” in our Annual Report on Form 10-K for the year ended December 31, 2019 filed with the SEC March 25, 2020, as revised or updated for any material changes described in any subsequently-filed Quarterly Reports on Form 10-Q, including the one we anticipate filing with the SEC on November 10, 2020. The information in this presentation is as of the date hereof and the Company undertakes no obligations to update unless required to do so by law.

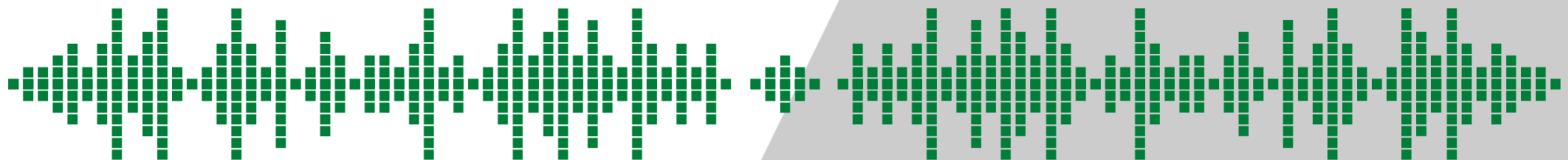
\* WiSA Ready TVs, gaming PCs and console systems are "ready" to transmit audio to WiSA Certified speakers when a WiSA USB Transmitter is plugged in and a user interface is activated through an APP or product design like LG TVs.

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# Q4 2020 Results Call Agenda: Driving Growth



- Business Overview
- 2020 Growth Delivered
- Growth Drivers 2021 and Beyond
  - SoundSend
  - The WiSA Wave
  - Next Generation Technology
- Strongest Quarterly Performance to Date
- Q&A



# Summit Wireless



Summit Wireless is a leading provider of **immersive, wireless sound technology** for intelligent devices & next-generation home entertainment systems



## Summit Wireless

NASDAQ: WISA



Markets and sells ASICs, modules & IP that is integrated into leading TV & speaker brands



Association with 70+ leading CE brands implementing WiSA global interoperability standard

# WiSA Association – Building a Standard



The WiSA Association has 70+ member brands implementing worldwide standards for high definition, multi-channel, low latency audio using our WiSA global interoperability standard



AVRs



iPhone



Windows 10  
Surface Pro



## Consumers Win

- Greater simplicity -
- Greater access to content -
- Lower cost to enable -



## The Evolution of Sound



# 25+ Brands Shipping Summit Wireless' Technology



## 2021 Shipping Display Members



Bang&Olufsen

Skyworth

4<sup>th</sup> Display Brand

5<sup>th</sup> Display Brand

## Strategic Partners



Hansong

## 2021 Shipping Members



Bang&Olufsen



Klipsch®



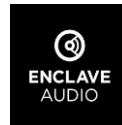
SAVANT



almando  
NO LIMITS TO YOUR HOME ENTERTAINMENT



DYNAUDIO



System Audio A/S

buchardt  
DENMARK



GOLDMUND  
SWISS MADE

WHARFEDALE



The EC LIVING  
BY ELECTROCOMPANET



lexicon®

Davone



PIEGA  
SWITZERLAND



# Today's Sound Experience Options



## WiSA's Advantage

- Better Sound Field
- Lower Prices
- Simple Installation

## WiSA Home Theater Discreet Speakers / Spatial Sound

Soundbar + Subwoofer +  
Simulated Dolby Digital/Atmos



Soundbar + Subwoofer



Soundbar



TV



\$799

\$1,300

\$1,800

**\$899+**

**WiSA**

Premium Soundbar Systems (i.e. Sony/Sonos/Bose)

Audio Performance

# Driving 2021 – 2022 Growth



- WiSA Wave
  - Driving consumer engagement and education
  - Defining retail category
  - Lowering marketing costs for brands
  - 1M visitors projected for 2021
- SoundSend providing universal, low-cost WiSA connectivity
- Next-Gen Discovery  
Wi-Fi technology broadening the market through lower cost

## Growth Drivers

**SoundSend**

Launch Q4 2020

**WiSA Wave**

Launch Q3 2020

**Next-Gen  
Discovery  
WiFi Module**

Launch Q1 2021



# True Cinema Sound in Your Home in Minutes



## Consumer Benefits



Quick Set Up



Immersive Sound



No Speaker Wires



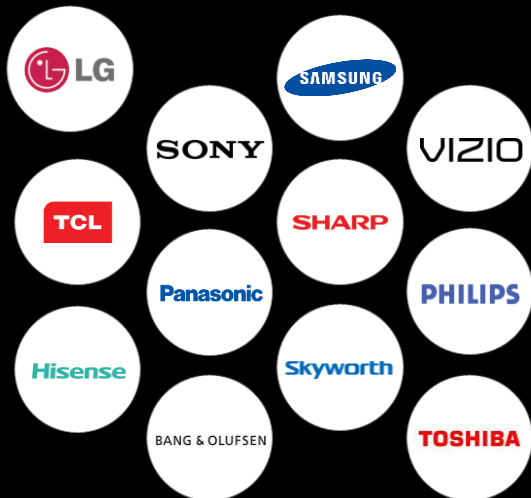
No AV Receiver



No WiFi Needed

## Your Smart TV

Works with 100's of millions of TVs with ARC/eARC



## WiSA SoundSend

Universal transmitter easily connects to your TV and sends HD audio to speakers



## Amazing Speakers

Amazing WiSA Certified speakers from great brands

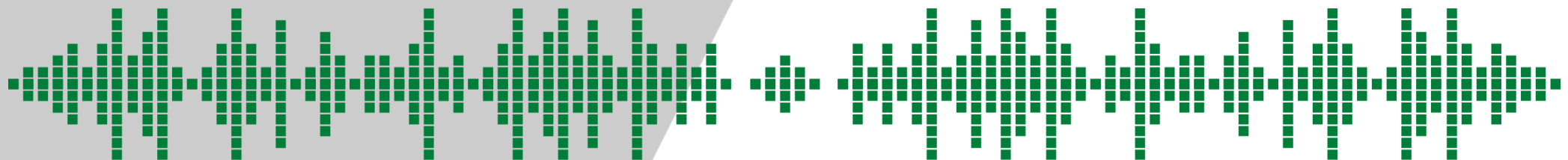


# Driving the Expansion of the WiSA Market

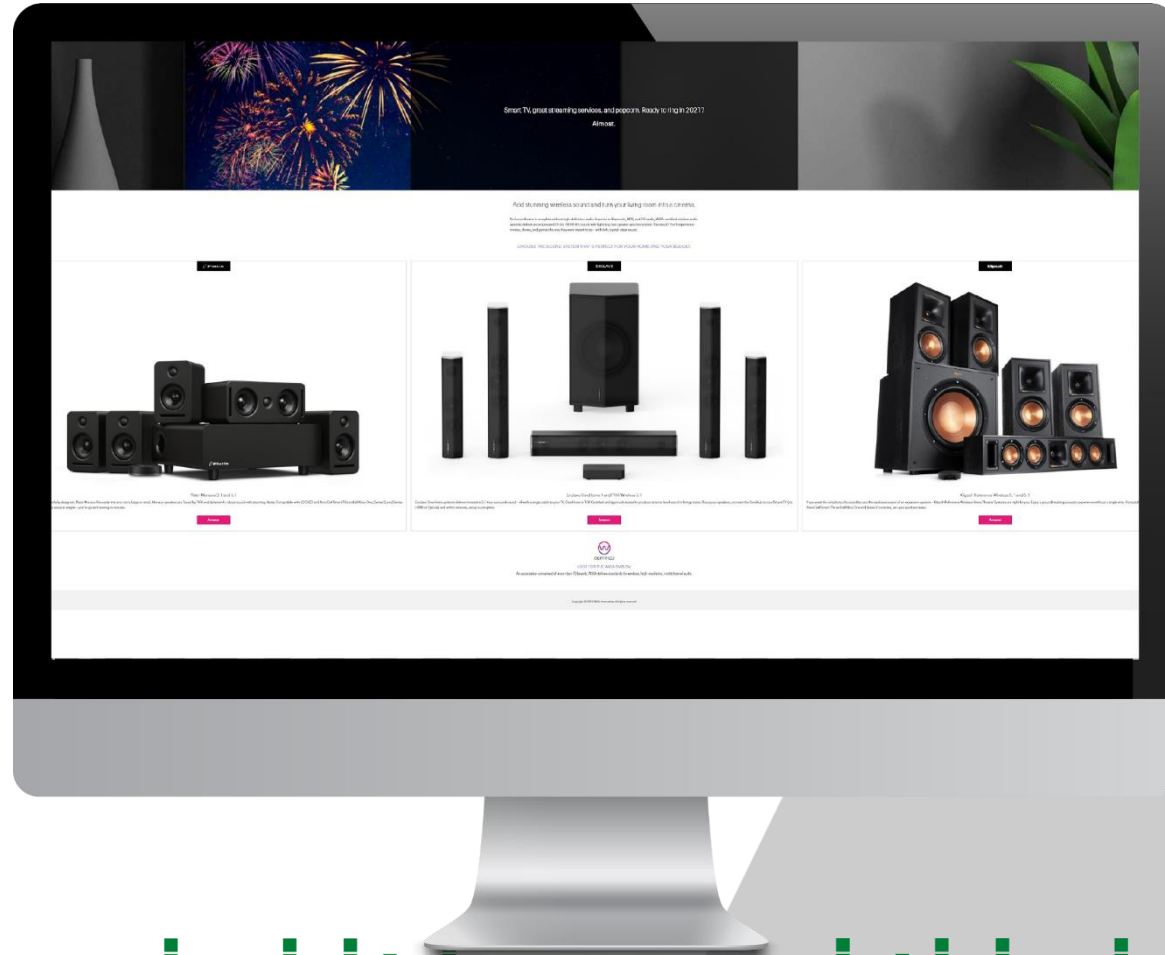
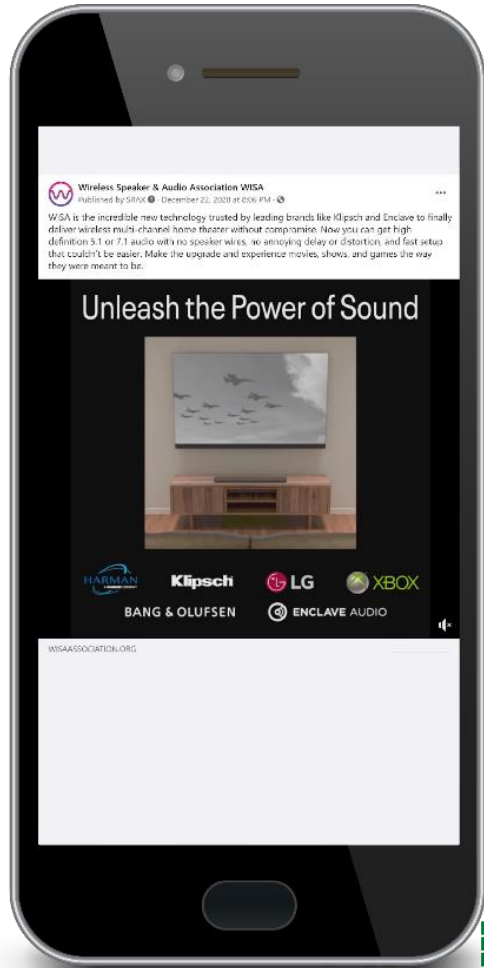


Expanding the WiSA Association to a consumer facing platform to drive retail sales:

- Increasing consumer visits and consumer education of WiSA's benefits
- Expanding the WiSA category of products for the consumer, retailer, and brands
- Lowering direct to consumer marketing costs when shared across brands



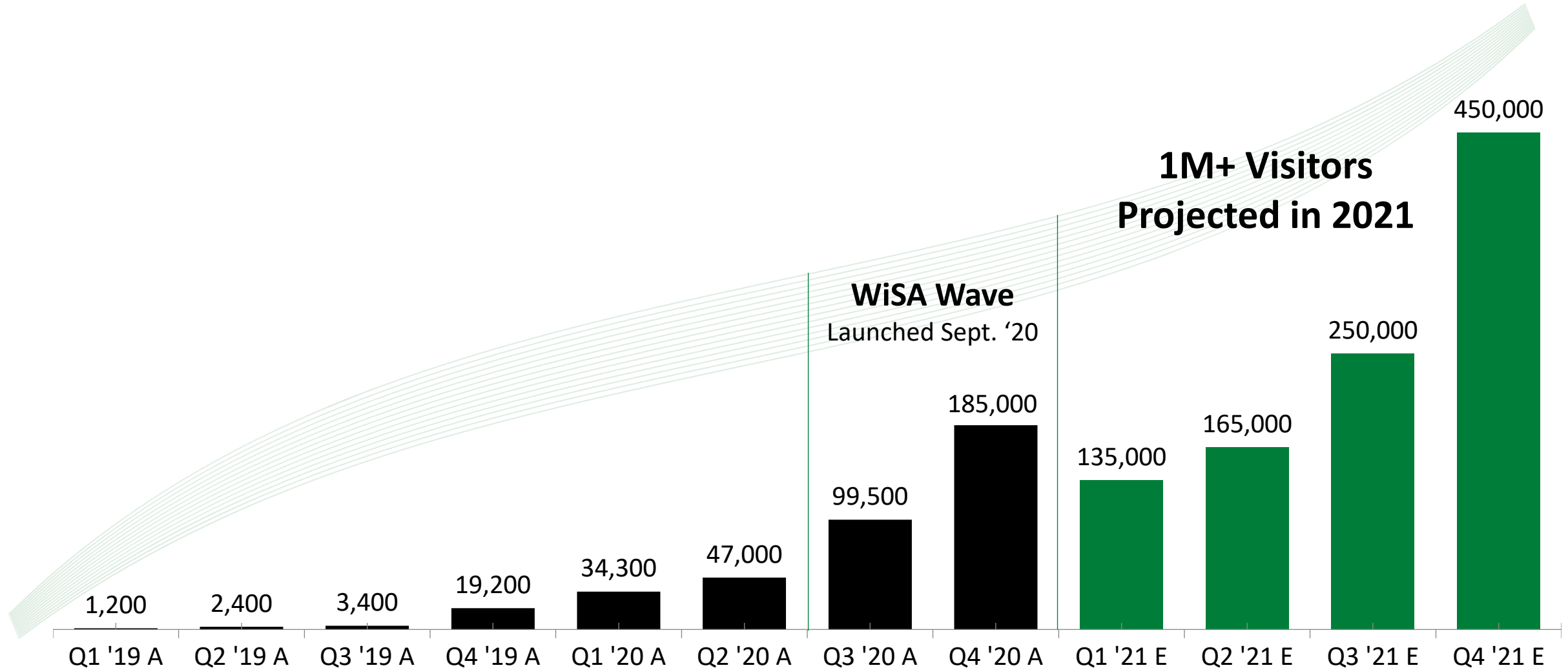
# WiSA Wave Increasing Consumer Engagement



- Launching new website
- Unveiling new features to launch products
- Increasing promotions /giveaways
- Adding brand member pages
- Introducing WiSA Certified reseller program
- Expanding consumer education



# WiSA Wave Accelerating Web Traffic



## Leveraging the Power of Digital Marketing

Facebook	Impressions	Cost	
Top of Funnel Advertising	1,000,000	\$10,000	WiSA Cost Shares
No Response	980,000	\$9,800	Ineffective Expense
<b>2% Click-Through Rate</b>	<b>20,000</b>	<b>\$200</b>	<b>Effective Expense</b>

### Brands can remarket using WiSA Wave analytics:

- Clicked on WiSA ad by time frame, by location worldwide
- Clicked “buy/shop now” on landing page
- Visited WiSA 2x or more
- Spend more than X minutes on website
- Consumer vs audiophile engagement

### Brand requirements to use analytics:

- Association fees paid current
- WiSA Certified logo in Ad/mailer/email
- No bashing peers

# Leveraging Summit's Platin Line



## Platin as a product and demonstrate tool:

- Distributing and marketing in North America
- Building the WiSA category offerings @ retail/etail
  - WiSA Amazon store
  - Etailers: Best Buy, Target, Walmart
- Improving Wave marketing for all brands
  - Complete data tracking from ad to purchase for modeling
- Introducing technology platform
  - SoundSend USB version
  - Next-gen wireless technology version
- Expected to approximate 10% +/- revenue

## Establishing entry price points for WiSA market

**\$2,000 - \$20,000**



**Audiophile Brands**

**\$1,098 - \$1,495**



**ENCLAVE**

**\$799 - \$999**



**Platin Monaco 5.1 Plus Axiim LINK Immersive Wireless Home Theater System**



# Beyond Premium Audio



- **Immersive Sound Expands to WiFi enabled smart devices:**
  - 1B+ Smart Phones
  - 200M + Smart TVs
  - Soundbars and wireless speakers
  - IoT Devices
  - 200M Tablets
  - 60M Gaming PCs and Consoles
  - 50M Smart Speakers
- **Technology that can scale**
  - Wi-Fi compliant (2.4GHz)
  - Wi-Fi compliant (5GHz)
- **Intuitive, fast out of box setup: ConexUs button**
  - Patent pending



# Reaching Broader Consumer Markets with Rapidly Dropping WiSA Transmission Costs



Product	Host Device	Retail MSRP	TV/Soundbar Integration Cost	Home Theater in a Box System
Axiim Q AV Receiver	All TVs/Set top Boxes	\$1,199		
Axiim Link	Xbox and WiSA Ready TV	\$229		\$999
<b>WiSA SoundSend</b> - Drops cost of Xbox support	All TVs	\$179		\$899
<b>WiSA SoundSend USB*</b> - Drops Dolby & HDMI royalties - Lowers tariffs	WiSA Ready TVs/Devices	\$99-\$119		\$799
<b>WiSA TX Module</b>			\$13-\$16	
<b>Next Generation Module</b>	TVs, Soundbars, Projectors		80% Reduction	\$699-\$749

# Strongest Quarter-to-Date



## Continued Improvement in Core Performance in Q4

- Revenue exceeded \$1.0M, up 141% vs. Q4 '19 & increased sequentially 71% vs. Q3 '20
- 24% GM Q4 '20 vs. 17% in Q3 '20
- Opex totaled \$3.9M, including \$955k of non-cash charges, in Q4 '20 vs. \$2.9M, including \$222k of non-cash charges, in Q4 '19
  - \$250k spent on the Wave in Q4 '20

## Cash & Cash Equivalents

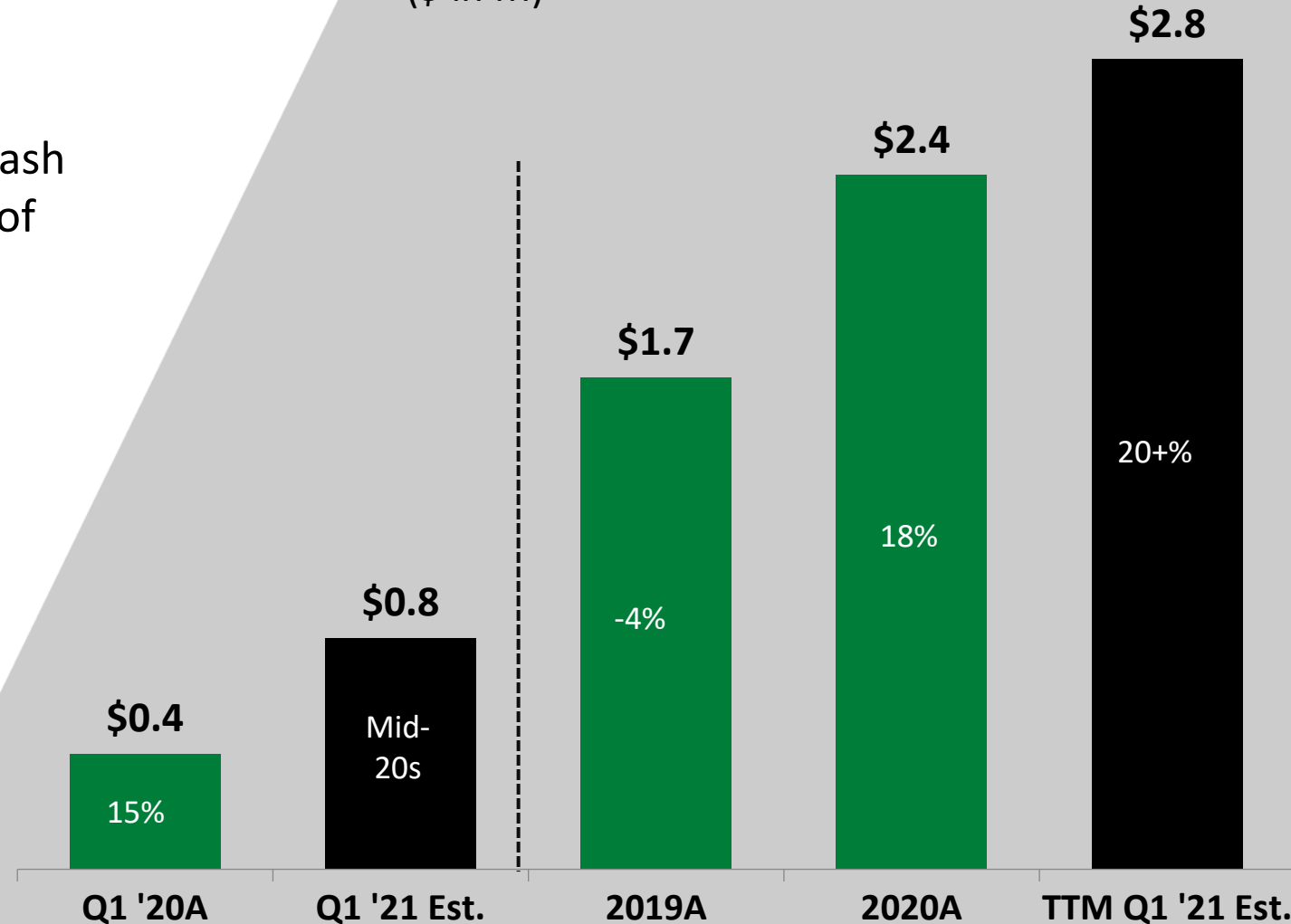
- \$7.4M at Dec. 31, '20
- \$9M - \$10M expected at Mar. 31, '21

## Q1 '21 Guidance

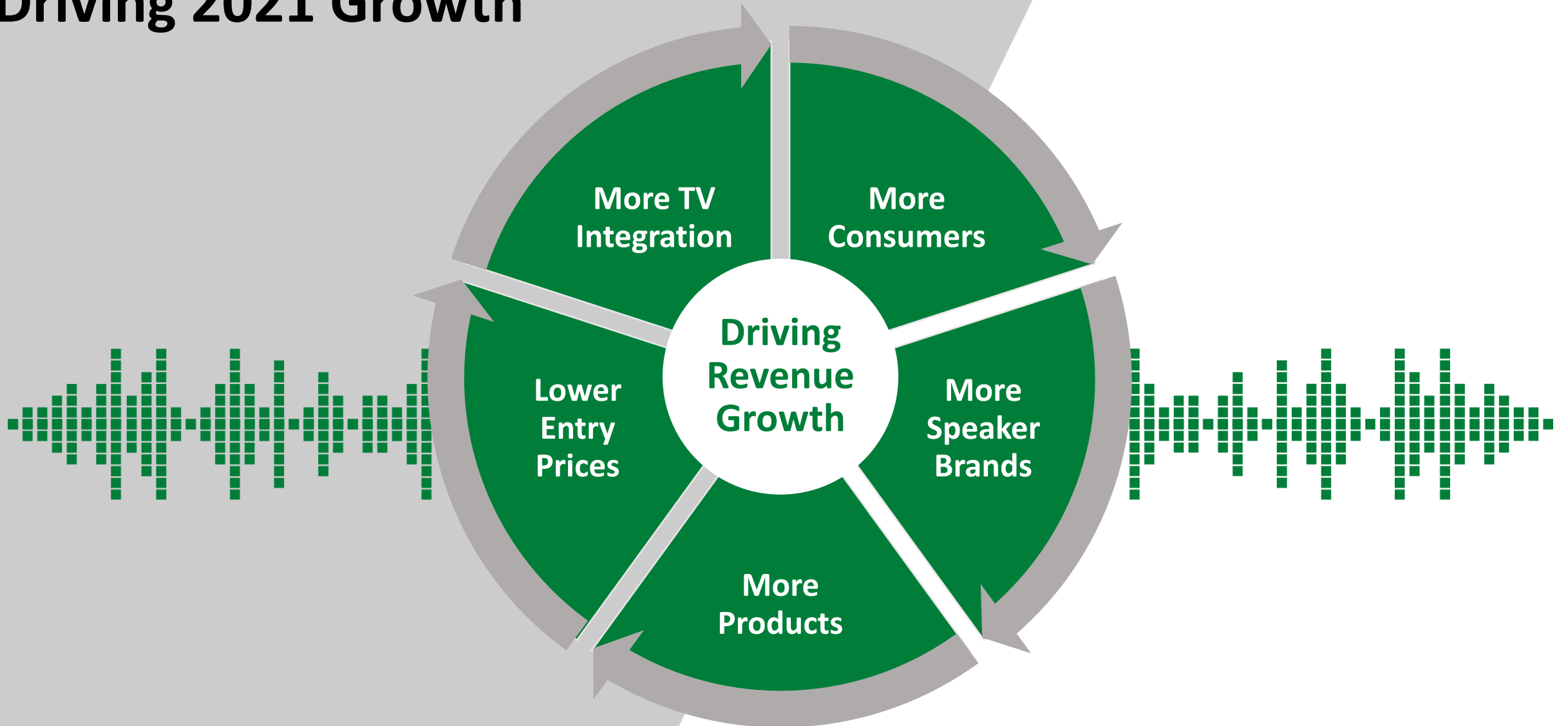
- 100% revenue growth vs. Q1 '20
- Opex ~\$3.2M, including \$600k of non-cash, and up to \$200k for Wave
- GM mid-20s%

## Revenue & Gross Margin

(\$ in M)



# Thriving WiSA Ecosystem Driving 2021 Growth





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# Ecosystem Built, Traffic Growing, Products Launching



**Expanding Market** CE & OEMs embedding audio standard to intelligent devices & next-gen home entertainment

**Global Interoperability Standard**

**IP Portfolio and TM** 15 patents issued/pending covering key claims + WiSA™

**Paradigm Shifts Create Opportunity**

<b>Bluetooth®</b>	<b>WiFi™</b>	<b>WiSA®</b>
Personal	Whole House	Immersive Sound

**Attractive & Highly Scalable Model**

- Growth drivers: SoundSend, WiSA Wave, next-gen Discovery WiFi module
- Expanding ecosystem: Consumers, speaker brands, products, lower prices, TV integration



# Amazon Verified Purchasers Love Sound & Set-up



## ENCLAVE



*"This is exactly the surround sound product I've been waiting for my whole life."*

*"Just plug them in turn them on, switch in the back, and the magic happens. Beautiful sounds that can be embellished with the phone app."*

*"So simple. Out of the box and setup was about 30 minutes. The bass is deep, and the sound is rich, and the vocals are clear. Great job Enclave!"*

*"We are not techy we were apprehensive about setting it up. Within less than hour our room was a theater. SERIOUSLY. wow."*

*"With 65" LG Nanocell TV... WOW!!! For the price (or better) of a sound bar, I'm sitting here in my living room after 10 min of setup watching Star Wars in **mind blowing surround sound!!!**"*

*"Stunning surround sound - Easy to setup!"*

*"Deserves six stars for performance, price, ease of setup & overall value."*

*"These are so amazing. You just open the box, plug them in, and you have 5.1 surround sound. I was **genuinely blown away** when I saw and heard them in action for the first time."*

*"I was able to set-up the 5.1 surround speakers in just a few minutes and all synced perfectly with the XBOX for an **elite gaming audio experience.**"*

## Platin Monaco 5.1 Plus Axiim LINK Immersive Wireless Home Theater System

