



The New Industry Standard for Immersive Wireless Sound

Summit Wireless Technologies, Inc. (NASDAQ: WISA)
LD 500 Investor Conference, September 2, 2020

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, 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.

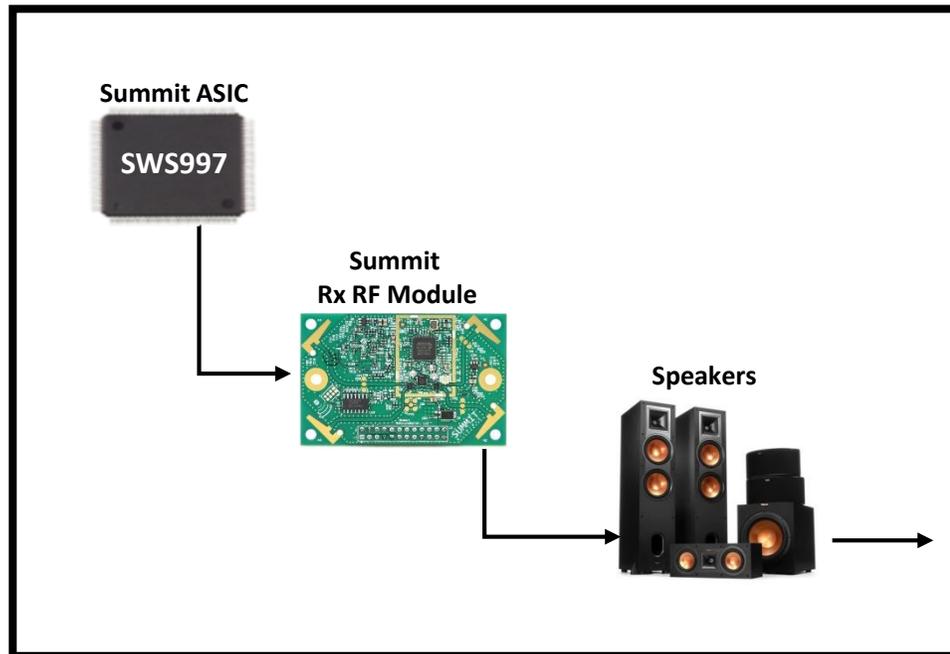
* WiSA Ready TVs, gaming PCs and console systems are "ready" to transmit audio to WiSA Certified speakers when a WiSA USB Transmitter is plugged in and a user interface is activated through an APP or product design like LG TVs.

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Summit: Wireless Immersive Sound for Smart Devices

WiSA: Audio industry standard

Technology portfolio; ASICs, modules, IP



60+ WiSA Brands; TVs, speakers, media devices, and ODMs



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
- **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

DISPLAY MEMBERS



TRANSMIT + SPEAKER MEMBERS



Bang & Olufsen

SAVANT



DYNAUDIO



OTHER KEY MEMBERS



Klipsch®



System Audio A/S



Hansong



Big Video Deserves Big Sound

Big Video, Small Sound



Front Stage Width

- SMART TV
- Immersive Content

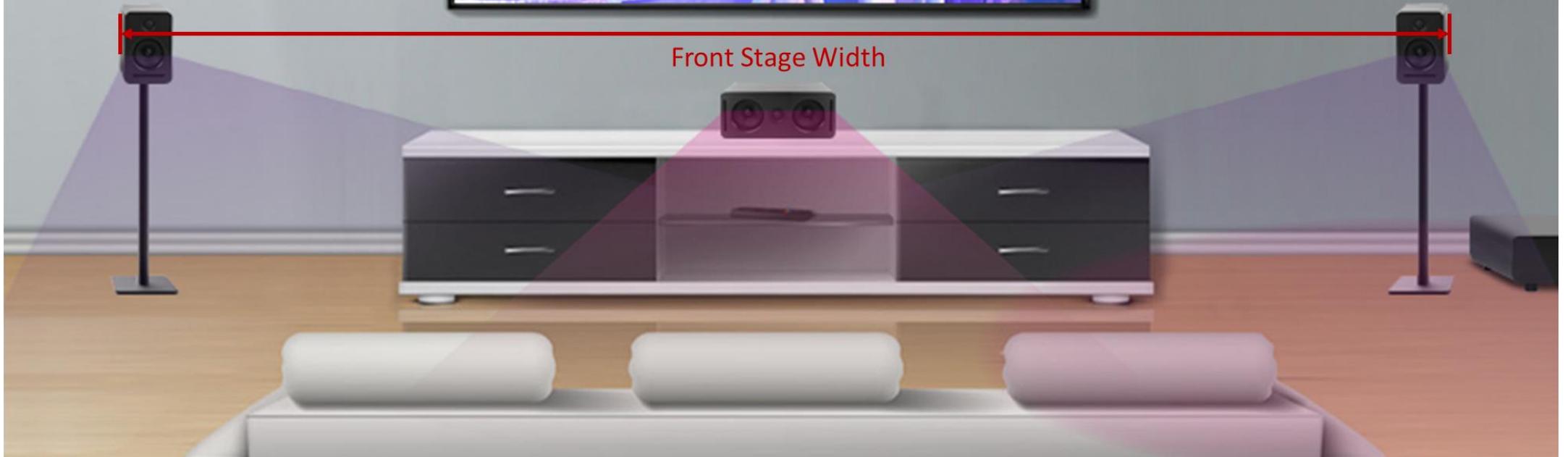


The Whole Sound Stage

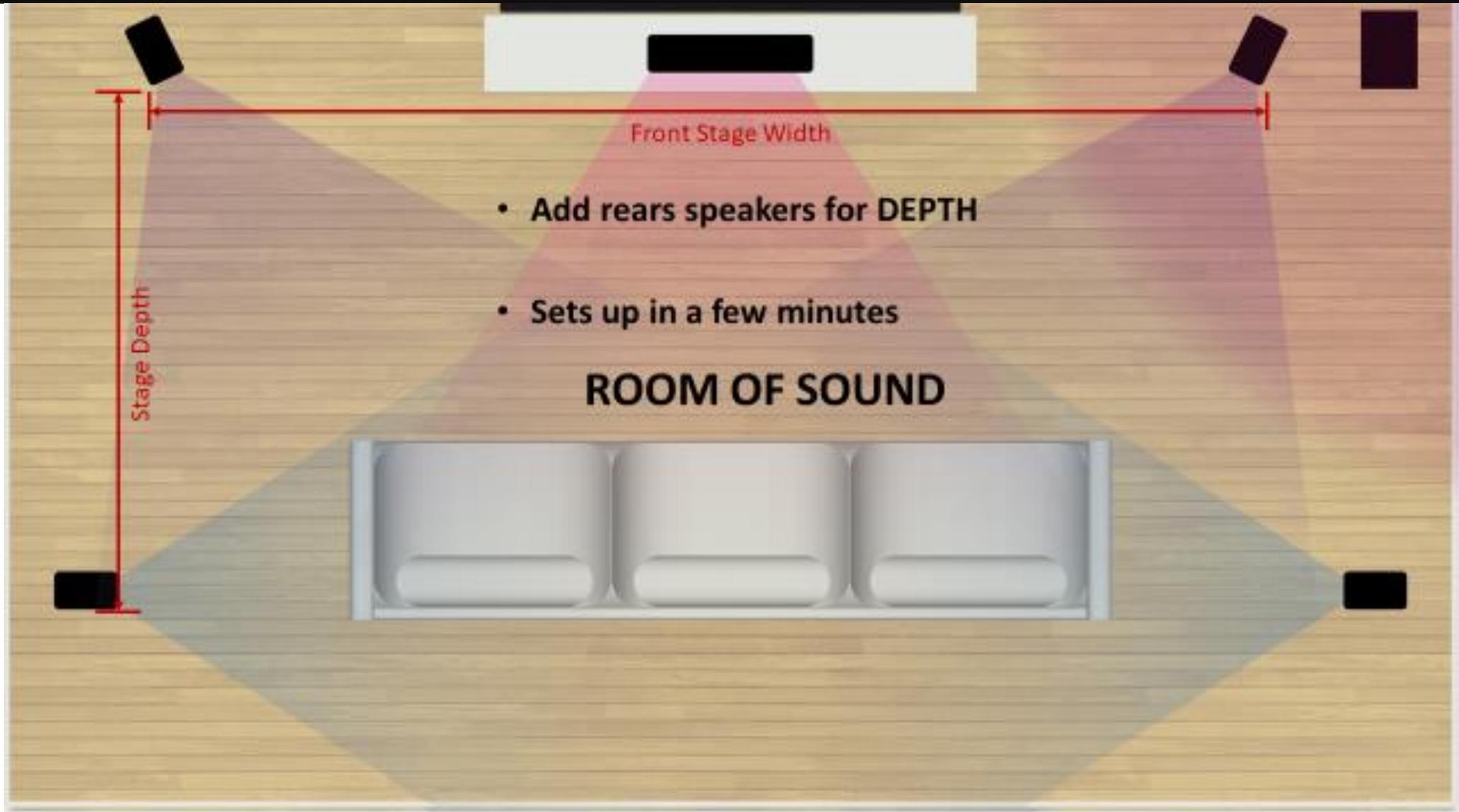
Wall Of Sound



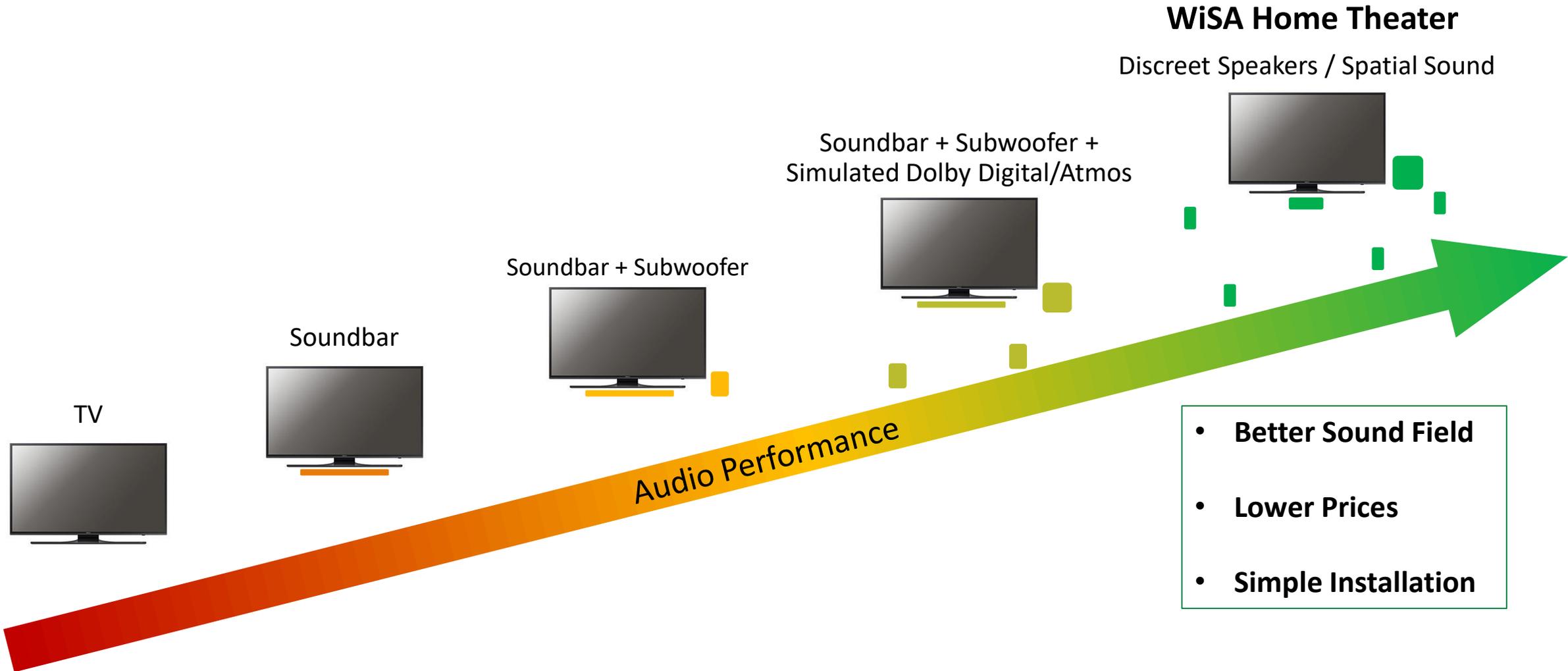
- WIDE front stage
- Same ease of set up and cost as sound bar



The Whole Theater



The Sound Experience Options



Speaker Designs Rolling Out

- Grew 6 to 18+ systems YOY
- Covers all distribution territories:
North America, Asia/China, Europe
- Covers all price points for 5.1:
\$799 to \$20,000
- Covers all form factors:
 - Soundbars
 - Stereo for music
 - 3.1 for spatial sound across the room front & better dialog intonation from the speaker
 - 5.1 for true surround sound
 - 7.1 for surround sound in larger rooms
 - Dolby Atmos; 3.1.2 and 5.1.2

Products in Market 2020

B&O Beo Series 17/18/19/20/50/90
Harman Citation Bar/Tower/Sub/Surround
Harman HK Surround
Harman MultiBeam 700
Lexicon LS-1
Klipsch Reference Wireless
Enclave Cinehome II
Enclave Pro THX Certified
System Audio Legend 5/10/40/60 Silverback
System Audio Legend 7 Silverback
EC Living TANA L2
Axiim WM Tower/center/sub/Surrounds
Savant Smart Audio Center Bar/Surrounds/Sub
Ecler WiSpeak System Core/Tube/Cube
Bouchardt A500/A700
Metz/Skyworth
Brand X-1
Brand X-2
Brand X-3
Brand X-4
Brand X-5
Platin Monaco
Platin Milan

3X Growth

Competitive Positioning



Brand		Price	Audio Channels	Rear Speakers Included	Discreet Front Speakers	Sub-woofer	Atmos	Other
Bose	SB 700 Package	\$ 1,800	5.1	Yes	No	Yes	No	
Sonos	ARC + sub+ rears	\$ 1,800	5.1.2	Yes	No	Yes	Yes	
Sonos	ARC + sub	\$ 1,500	3.1.2		No	Yes	Yes	
Enclave	CineHome Pro	\$ 1,495	5.1	Yes	Yes	Yes	No	THX Certified
Sony	Hi-Res SB	\$ 1,300	7.1.2	No	No	Yes	No	
Bose	SB 700 w/sub	\$ 1,300	3.1		No	Yes	No	
Martin Login	3.0 Soundbar	\$ 1,300	3.0		No	No	No	
Enclave	CineHome II	\$ 999	5.1	Yes	Yes	Yes	No	
Bose	SB 500	\$ 850	Dolby Digital	No	No	Yes	No	
Bose	SB 700	\$ 700	3.1		No	No	No	
Enclave	CineHome II	\$ 999	5.1	Yes	Yes	Yes	No	
LG/Samsung-Harman/Definitive	Various	\$ 999	5.1.2	No	No	Yes	Yes	
Platin	Monaco w/WiSA Hub	\$ 899	5.1	Yes	Yes	Yes	Hub Atmos	THX Tuned, All TVs
Platin	Monaco w/Axiim LINK	\$ 799	5.1	Yes	Yes	Yes	No	THX Tuned, LG and Xbox WiSA Ready support
Denon	HEOS 3.0	\$ 899	3.0		No	No	No	
Sonos	ARC	\$ 799	3.1.2		No	No	Yes	

WiSA Home Theater Systems

WiSA delivers better sound at lower prices with installation simplicity

Data from Bestbuy.com/Amazon week of 5/18

WiSA Universal Transmitter Launching



WiSA SoundSend
Wireless Audio Transmitter



Mobile App



Retail Packaging

- Connects all WiSA Certified speakers to smart TVs with HDMI ARC ~800M worldwide
- **In production in September**
- WiSA will distribute to ensure worldwide availability and support



True Cinema Sound in Your Home in Minutes



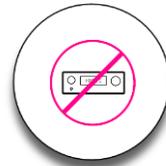
Quick Set
Up



Immersive
Sound



No Speaker
Wires



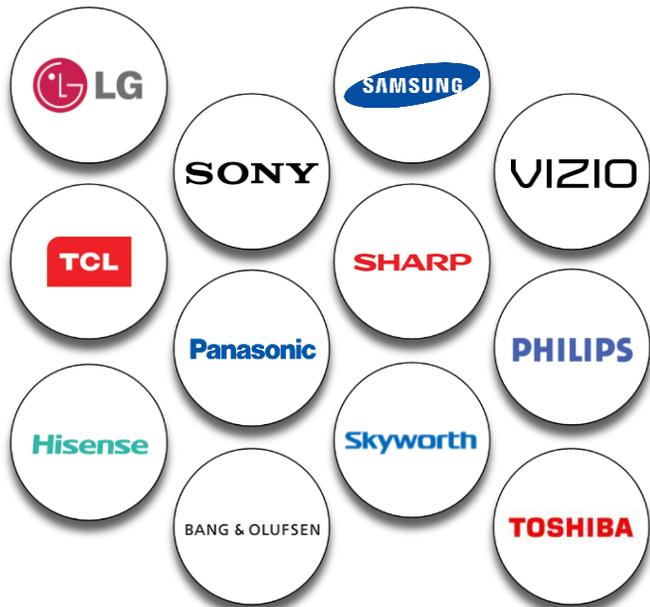
No AV
Receiver



No WiFi
Needed

1 Your Smart TV

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



2 WiSA SOUNDSEND

Easily connects to your TV and sends
HD audio to speakers



3 Amazing Speakers

Amazing WiSA Certified speakers from
great brands



WiSA Wave: Direct to Consumer Marketing



- The breadth of WiSA Certified™ products has reached critical mass
- Each WiSA product has unique branding, design, pricing, and marketing message creating the ability to cross populate consumer targets
- Direct to consumer marketing and sales will be the driving success factor for our brands
- Digital marketing can be used to drive sales to the brand's store, to specific e-tailers, and to either individual store locations or retailers

Better Digital Marketing Economics

WiSA Association can drive better direct to consumer marketing economics! The following remarketing example, demonstrates:

- Blending retargeting and new prospecting, effectively reduces cost of each campaign
- Cross-promoting transmit sources (Xbox, LG, SoundSend) with speaker partners is easy

Facebook Example:	Impressions	Cost	
Brand 1 advertises to reach 1M Impressions	1,000,000	\$ 10,000	Traditional spend @ \$10/1,000 impressions
No response	980,000	\$ 9,800	Ineffective expenditure
Interested consumer click-through rate of 2%	20,000	\$ 200	Effective expenditure
Successful sale rate of 1%	200		
Consumers (who didn't buy yet) prime for Remarketing	19,800	\$ 200	WiSA Wave enables speaker Brands 2, 3 & 4 to remarket to a high value consumer more cost effectively
*Engaged, clicked on Brand 1's wireless audio ad *Educated, spent 1.5 to 2 minutes on WiSA's website *Needs different price, brand, style than brand 1			

Leveraging Growing Digital Audience

High Value Consumers for Remarketing by Our Members

WiSA Web Site Traffic Growth by Qtr



- WiSA's web traffic is growing rapidly
- Each visitor educates themselves on WiSA for ~ 1 minute 45 seconds
- Building WiSA consumers digital profiles and databases enables cost effective marketing

35M Unit Soundbar Market Expected in 2020

Audio Configuration	Soundbar Market	
	5.1	3.1
WW Smart TVs (Ms)	35	35
Conversion to WiSA system*	5%	5%
Audio Systems Sold (Ms)	1.75	1.75
Speakers per configuration	6	4
Transmitters per system	1	1
Module TAM (Ms)	12.25	8.75
Module ASP	\$ 9	\$ 9
Rev. TAM (Ms of \$)	\$ 110	\$ 79

* Mgt Estimate

- 35M soundbars units shipped estimated for 2020 worldwide
- 10-12M soundbars and HTiB (Home Theater in a Box) units estimated for 2020 in the US

- Better sound field than soundbars
- Lower price than tier 1 soundbar systems
- Same simple set up

WiSA Display Penetration Continues

DISPLAY MEMBERS



- SKYWORTH joined WiSA in July
 - Largest domestic Chinese TV manufacturer
 - 1st product scheduled to be announced in August
- Multiple brands with other products in prototype development
- Tier 1 Laser Projector brand scheduled for Q4 launch
- Expect 5 to 7 brands actively supporting WiSA in H1 2021

Beyond Premium Audio

- Immersive Sound Expands to WiFi enabled smart devices:
 - 1B+ Smart Phones
 - 200M + Smart TVs
 - IoT Devices (e.g. wearables)
 - 200M Tablets
 - 60M Gaming PCs and Consoles
 - 50M Smart Speakers
- Retail Prices drop \$100 - \$150 per 5.1 System
 - Embedded software saves integration cost
 - Migration to lower cost modules and host processors
- Technology that can scale
 - Wi-Fi compliant (5GHz)
 - Up to 12 audio channels
- Intuitive, fast out of box setup: ConexUs button
 - Patent pending
- Q1'21 for design-ins



Corporate Update



- \$12.1M in cash and equivalents at 6/30/20
- No debt
- Regained compliance with NASDAQ

Critical Mass to Drive Revenue Growth



- Achieved critical mass with 5 to 10 brands in each territory: North America, Europe and China
- All form factors from soundbars to Dolby Atmos home theater
- All price points from \$799 to \$20,000+
- Superior audio, lower price than mid-tier soundbar systems
- WiSA Wave marketing initiative building awareness and revenue
- Strengthened balance sheet

Ecosystem Built; Products Launching

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

 **WiSA**
WIRELESS SPEAKER & AUDIO
Global Interoperability Standard



Skyworth



BANG & OLUFSEN



Klipsch



 ENCLAVE AUDIO

 **Platin**

FOXCONN SHARP

THX

Axiim

EC LIVING
BY ELECTROCOMPANET



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

Paradigm Shifts Create Opportunity

 **Bluetooth**
Personal


Whole House

 **WiSA**
WIRELESS SPEAKER & AUDIO
Immersive Sound

- Attractive & Highly Scalable Model**
- Expanding WiSA membership
 - Launching WiSA Certified™ and WiSA Ready™ platforms
 - Growing retail presence with lower priced products
 - Increasing multi-brand cross-category marketing accelerating consumer awareness/demand