Company Description

Company Overview
Leading provider of Smart Glasses and AR wearable computer and display technologies for enterprise, consumer, medical, defense and security markets.

Founded & IPO
Company was founded in 1997, IPO was in 2009.

Headquarters
West Henrietta, NY (suburb of Rochester, NY)

Executive Management
Paul Travers: CEO, President
Grant Russell: CFO, EVP and Treasurer

Offices
US, Canada, UK and Japan

Employees
~100 (>80% based in West Henrietta, NY)

Financial Statistics
Share price: $21.97
Market cap: $1.27 billion
Pro forma cash: $60.4 million

Key Investment Highlights

- A multi-billion dollar market opportunity is widely projected for AR and Smart Glasses
- The new normal created by COVID-19 continues to drive Smart Glasses adoption and awareness
- Vuzix has become a leader in the AR space:
  ✓ Highly competitive products and technologies
  ✓ Broad IP with 184 patents and patents pending
  ✓ Expanding relationships with blue chip firms
  ✓ Strong VAR channel already in place
  ✓ Growing list of custom OEM engagements
- 4Q2020 revenue increased more than 100% year-over-year to a record $4.2 million

Vuzix Supplies a Broad Range of Leading-Edge AR Solutions

SOLUTION TYPE
M-SERIES SMART GLASSES
BLADE SMART GLASSES
OEM SOLUTIONS

END MARKET(S)
Enterprise
Enterprise, Security/1st Responders, Prosumer
Custom Projects across multiple industries

MARKET STATUS
Rapidly Emerging
Emerging
Developing

PROJECTED MARKET OPPORTUNITY
$10B+
$1B+
$100M+

Adoption Across Key Verticals...

...is Now Being Driven by COVID-19 Response

Companies are restricting travel
Work-from-home/videoconferencing
Health facilities are limiting interaction

These actions have become growth catalysts for AR and Smart Glasses usage across telemedicine, remote support and business continuity applications and this trend is expected to accelerate long term.
VUZIX PRODUCTS and SOLUTIONS

M-Series Smart Glasses

M400
- One of the industry’s most powerful standalone Smart Glasses available
- Wearable computer with Android 9.0 O/S on Qualcomm SXR1 platform
- OLED display, GPS, multi-finger touchpad, auto-focus 4K camera
- Ruggedized IP67 water and dust rated, drop tested 2 meters
- Supported by a broad line of wearable accessories

M4000
- A Vuzix optical waveguide provides a completely non-occluded see-through display
- Increased resolution to WVGA with a 16x9 aspect ratio and a larger FOV
- The M4000 comes with the same features, performance and accessories of the M400
- Creates a new level in wearable and hands-free computing

Blade Upgraded Smart Glasses

- A Vuzix optical waveguide provides a completely non-occluded see-through display
- Built-in stereo acoustic audio in its temples along with an autofocus camera
- Certified safety glasses under the ANSI Z87.1 and CE EN166/170 standards
- Usage spans enterprise B2B/B2C, security/first responders and prosumers
- Supports see-what-I-see applications for field service, security, field inspection, etc.
- B2C applications include tele-medicine, close captioning, retail store picking

In Development

- Advanced ultra-thin waveguides and microLED-based full color displays
- Integrated acoustic chamber speakers with noise canceling mics
- Low power, low cost, slim form factor
- Designed around latest eyeglasses materials and industrial design
- Flexible for multiple sizes and fashion forward models
- Built around Vuzix Smart Glasses ecosystem platform

OEM Solutions

Major technology companies are partnering with Vuzix for its proprietary technology and wealth of industry experience

- Vuzix is an industry leader in the optical science of waveguides and display engines with a proven track record of providing products and solutions
- Products and solutions can range from optics/display engines to custom OEM/private label products
- Products are designed and mostly assembled in-house at Vuzix’ Rochester, New York facility
- Vuzix’ faculty is ISO 9001 certified and uses advanced custom-designed robotics
- Opportunities span defense, aviation, industrial, medical, consumer, courier services and automotive
- Vuzix is mid-project stream with several customers, mainly in the defense space, all of which have the potential to move to volume production in the second half of 2021 and beyond

Additional Information

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Disclaimer: Except for historical information contained herein, the statements in this factsheet, dated March 2021, are forward looking and made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. A fuller discussion of Vuzix Corporation risks and uncertainties are described in the Company’s filings with the Securities and Exchange Commission.