



Summit Wireless (NASDAQ: WISA)
Business Update
November 20, 2018

Forward-Looking Statements

The Private Securities Litigation Reform Act of 1995 provides a safe harbor for certain forward-looking statements, including statements in this presentation. Statements contained herein that are not based upon current or historical fact are forward-looking in nature and constitute forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Such forward-looking statements reflect the company's expectations about its future operating results, performance and opportunities that involve substantial risks and uncertainties. When used herein, the words anticipate, believe, estimate, upcoming, planned, target, intend and expect and similar expressions as they relate to Summit Wireless, its subsidiaries or its management are intended to identify such forward-looking statements. These forward-looking statements are based on information currently available to the company and are subject to a number of risks, uncertainties and other factors that could cause the company's actual results, performance, prospects and opportunities to differ materially from those expressed in or implied by these forward-looking statements. For a more detailed discussion of some of the ongoing risks and uncertainties of the company's business, refer to the company's various filings with the Securities and Exchange Commission.

Paradigm Shift: TVs Left Sound Behind

TV attach rate to external audio reached 25%-35% and increasing

Bigger

Thinner

Higher Res

Higher Def



***Great video, but
POOR or NO SOUND***

Paradigm Shift: Content Multi-Channel Ready

Multiple Content
Streams



**>80% of OTT
encoded with
multi-channel
audio!**

Paradigm Shift: Consumers Seek Simplicity

Complete Set-Up in Less than 30 Minutes



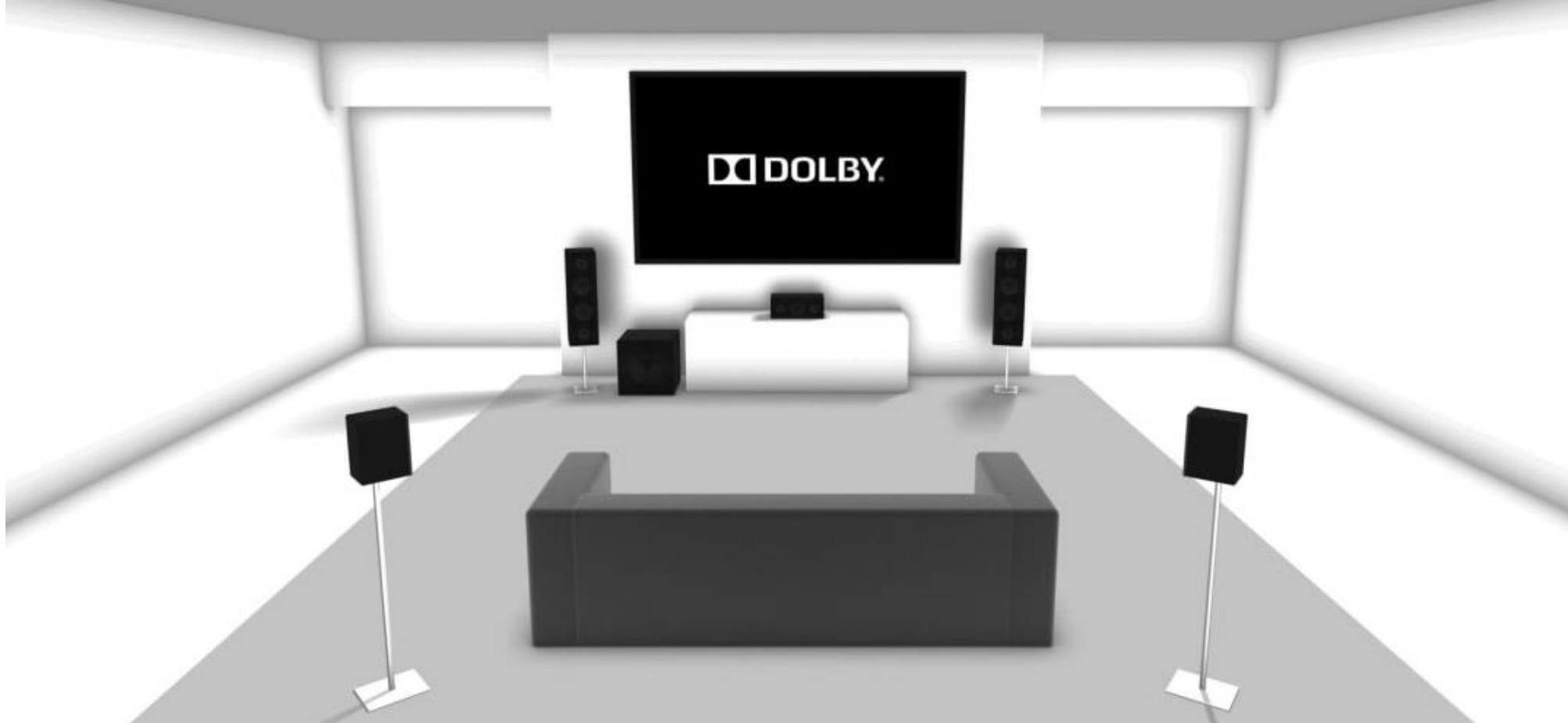
No Complex Receivers



No Difficult Installations

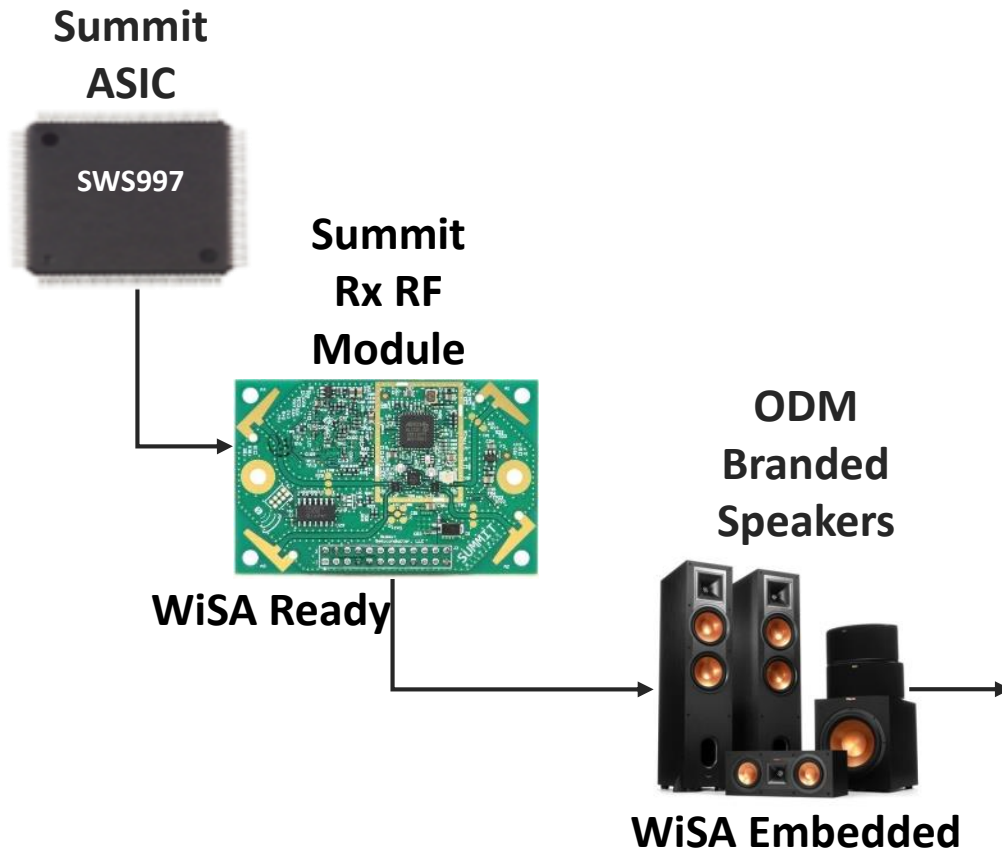


No Speaker Wires



Summit Wireless Technologies Is Immersive Sound

A leading provider of immersive, wireless, multi-channel sound technology for intelligent devices and next generation home entertainment systems.



Delivering Consumer Choice and Simplicity

WISATM
WIRELESS SPEAKER & AUDIO

Wireless Interoperability Standard

Sources



WISATM
WIRELESS SPEAKER & AUDIO

Speakers



Consumers Win

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

WISA™ Expanding Membership

WIRELESS SPEAKER & AUDIO

Supporting interoperability standard, creating the ecosystem around Summit's technology with consumer electronics brands, ODMs and consumers: 30+ brands including



Driving **WiSA**™ Membership

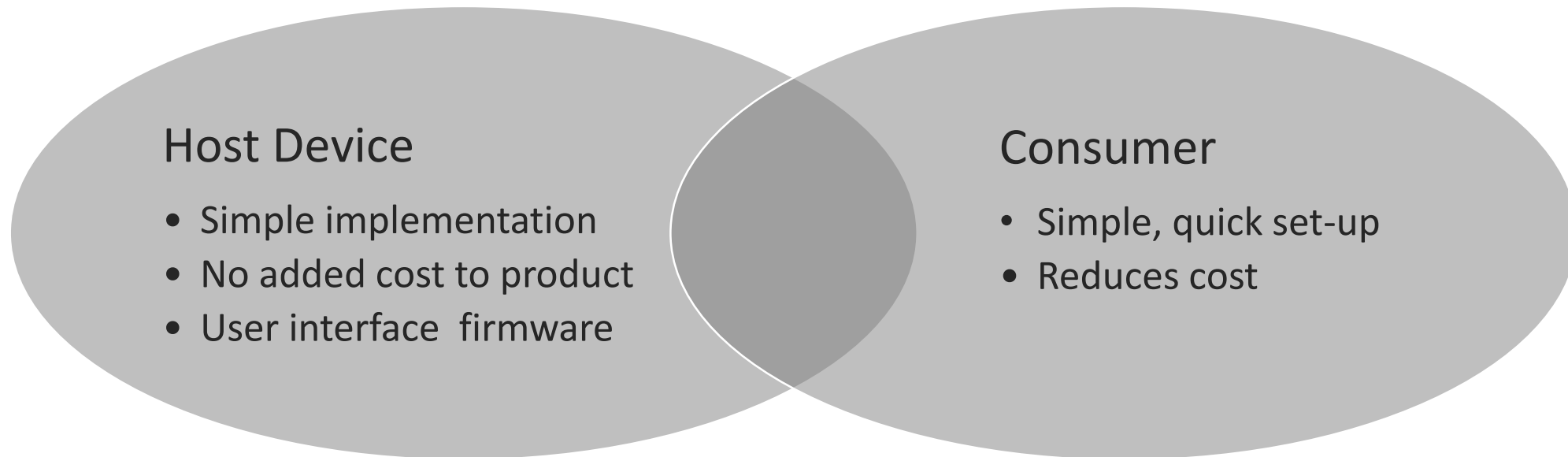
WIRELESS SPEAKER & AUDIO

- Bigger brands are joining WiSA
- WiSA Ready platform gaining adoption
- 14 new members in the last 13 months
 - Including 3rd TV company; 2 are unannounced
- 20 companies are currently reviewing the WiSA membership docs
 - 6 are TV companies

Unveiled **WISA**[™] Ready Certification Program

WIRELESS SPEAKER & AUDIO

Poised to Drive Broad Market Expansion for Summit



Smart Device Markets: Tablets, TVs, PCs, Game Consoles, eSports

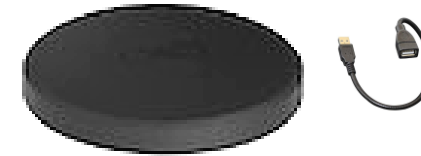
WISA™ Ready USB Transmitters

Summit's Designed by LG Innotek



- Simple and cost effective
- Up to 8 channels
- Up to 24bit/96kHz transmission
- All controls within source UI

Axiim's Link



- Premium solution
- Per speaker volume adjust
- Global 10 band EQ and per speaker EQ
- Bass management
- Firmware update via mobile app
- Mobile app for iOS and Android
- **Also Xbox Certified**
www.axiim.com

Simplifying, Cost Reducing for Consumer

Traditional

TV

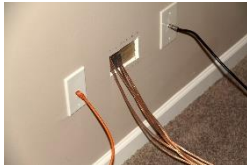


HDMI
WIFI
Bluetooth
Dolby

A/V Receiver



Installation



Speakers



HDMI
WIFI
Bluetooth
Dolby

Installation
Cost/Time
\$1,500+

Wired
Speakers

WiSA



WiSA Hub/Soundbar



\$300-\$800



≤ 8
Wireless
Speakers

WiSA Ready



WiSA USB Transmitter or
WiSA Xbox Transmitter



\$75-\$150



≤ 8
Wireless
Speakers

WiSA Embedded IP



\$1



≤ 8
Wireless
Speakers

Q318: Harman's Wireless Sound Solution

WISA™
WIRELESS SPEAKER & AUDIO

+ Google Cast



=

beautiful/sound
harman/kardon®
by HARMAN



Q32018 Financial Highlights

Statement of Operations

- Net Revenue: **\$385,000**, compared to **\$196,000** in 3Q 2017
- Operating Loss: **\$3.0M**, compared to **\$1.6M** in 3Q 2017
- Net Loss: **\$31.8M**, compared to **\$2.2M** in 3Q 2017
- Adjusted EBITDA: **\$2.2M**, compared to **\$2.0M** in 3Q 2017

Balance Sheet

- Total Assets: **\$8.2M**, compared to **\$1.5M** at December 31, 2017

Building Momentum

Upcoming Milestones

























- Expand WiSA membership by 5 to 10 by end of Q1 2019
- Announce 1st WiSA Ready TV
- Introduce more WiSA Certified branded speakers
- Ship WiSA Ready Xbox products
- File 4 to 6 additional patents

CES Demonstrations

- Hosting Investor Happy Hour Tuesday January 8, 2019
 - Venetian Floor 29, Suite 106, 6:00-7:00 pm
- Demonstration Stations
 - WiSA Ready TV
 - WiSA speakers
 - Xbox and WiSA speakers
 - WiSA AV Receivers



Summit Wireless Technologies Investment Rationale

Paradigm Shifts Create Opportunity	  	TAM* 1B+ speaker
 Global Interoperability Standard	                   	
IP Portfolio + TM	11 patents issued/pending + WiSA™	
Expanding Market = Long-term Growth	<ul style="list-style-type: none"> Expanding ODM design/development pipeline Increasing WiSA membership Launching WiSA Ready + WiSA Embedded platforms Increasing multi-brand cross-category marketing accelerating consumer awareness/demand 	

* Source: Company estimates, Statista, IDC, CTA, Parks Associates, GFX

GAAP to Non-GAAP Reconciliation

Summit Wireless Technologies reports financial information in accordance with GAAP, but believes that non-GAAP financial measures are helpful in evaluating its operating results and comparing its performance to comparable companies. This presentation refers to certain non-GAAP financial measures in which Summit Wireless excludes stock-based compensation expenses, non-cash mark to market charges on warrants and convertible debt, and other one-time items from its GAAP financial results.

(\$ 000s, unaudited)

	Three Months Ended Sept. 30		Nine Months Ended Sept. 30	
	2018	2017	2018	2017
GAAP net loss:	\$ (31,852)	\$ (2,617)	\$ (64,618)	\$ (9,481)
Stock-based compensation expense	683	-	2,905	-
Change in fair value of warrant liability	3,878	(3,220)	8,127	(3,203)
Change in fair value of derivative liability	10,908	-	14,294	-
Non-GAAP net loss	\$ (16,383)	\$ (5,837)	\$ (39,292)	\$ (12,684)
Interest expense	14,171	3,792	33,502	7,655
Provision for income taxes	6	-	8	-
Depreciation and amortization	19	8	55	50
Adjusted EBITDA	<u>\$ (2,187)</u>	<u>\$ (2,037)</u>	<u>\$ (5,727)</u>	<u>\$ (4,979)</u>