

1Q2021 EARNINGS PRESENTATION

MAY 10, 2021

VUZIX®

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Call Participants and Agenda

Participants

Paul Travers

President and CEO

Grant Russell

CFO and Executive Vice President

Ed McGregor

Director of Investor Relations

Agenda

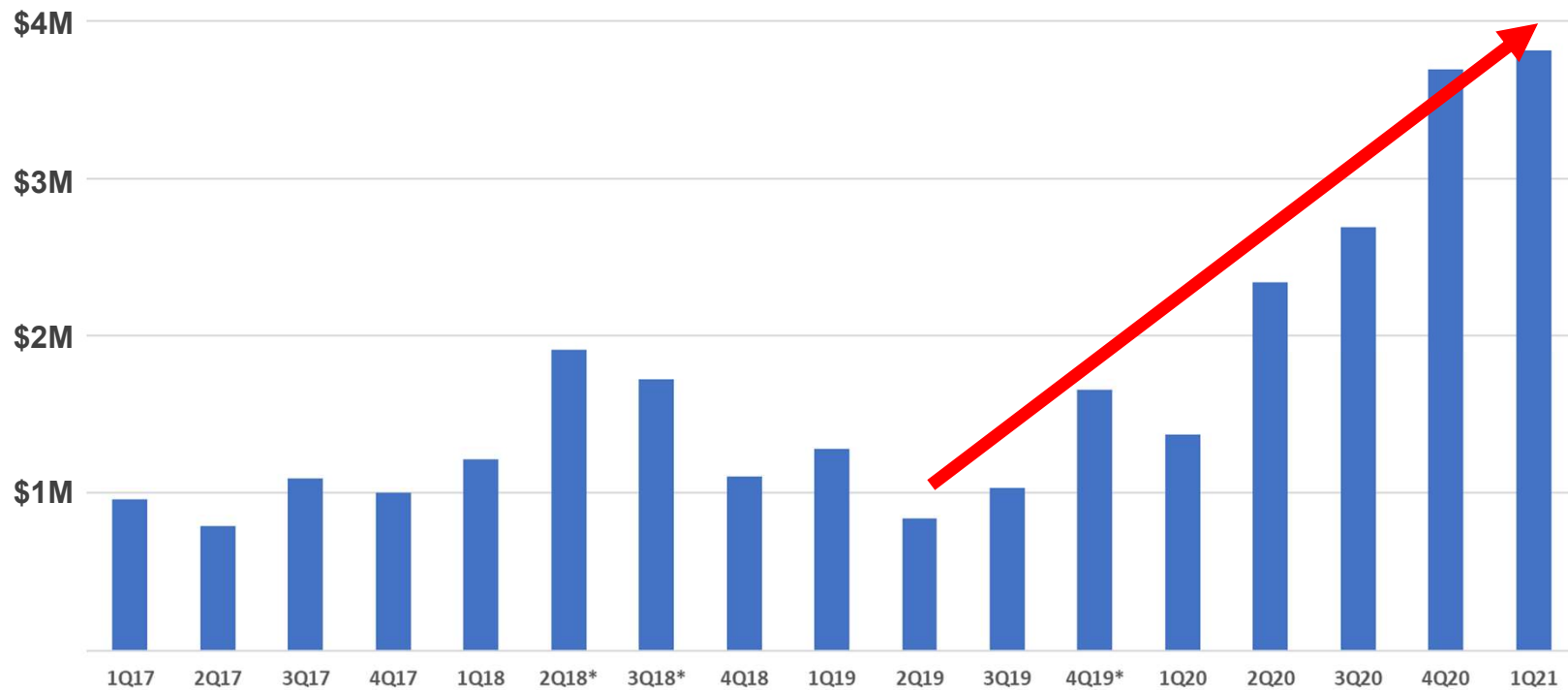
- Introduction
- 1Q2021 business review
- 1Q2021 financial review
- Closing remarks
- Q&A

Opening Remarks

- 1Q smart glasses sales were a record \$3.8 million, up 4% sequentially and 177% year-over-year
- Smart glasses adoption has been broad based across both industry verticals and geographies
- Balance sheet has strengthened significantly with pro forma cash of ~\$145 million as of 4/1/2021
- Smart glasses demand thus far in 2Q remains healthy



Vuzix' Smart Glasses Revenue Continues to Set New Records



2021 Operating Objectives

- Continue growing sales and the deployment order size for M-Series and Blade Smart Glasses
- Increase recurring SaaS revenue from internally developed software, strategic initiatives with partnerships, and potential acquisitions
- Continue the development of next generation microLED-based smart glasses for introduction to key customers and strategic partners
- Broaden the depth of OEM program engagements resulting in follow-on NRE programs and/or commencement of volume production
- Strengthen and expand Vuzix' IP portfolio around next generation smart glasses including microLED-based display engine technology and waveguide optics

Vuzix' Smart Glasses Demand Continues to Accelerate

- Increased inbound interest and order flows related to the reopening of the economy from businesses that were previously offline due to COVID
- Continued strength in business related to manufacturing and remote support
- First quarter deployment wins include a Fortune 100 insurance company and CooperVision.



Vuzix' Healthcare Customer List Keeps Growing



Vuzix-Supported Surgical Solutions Are Expanding

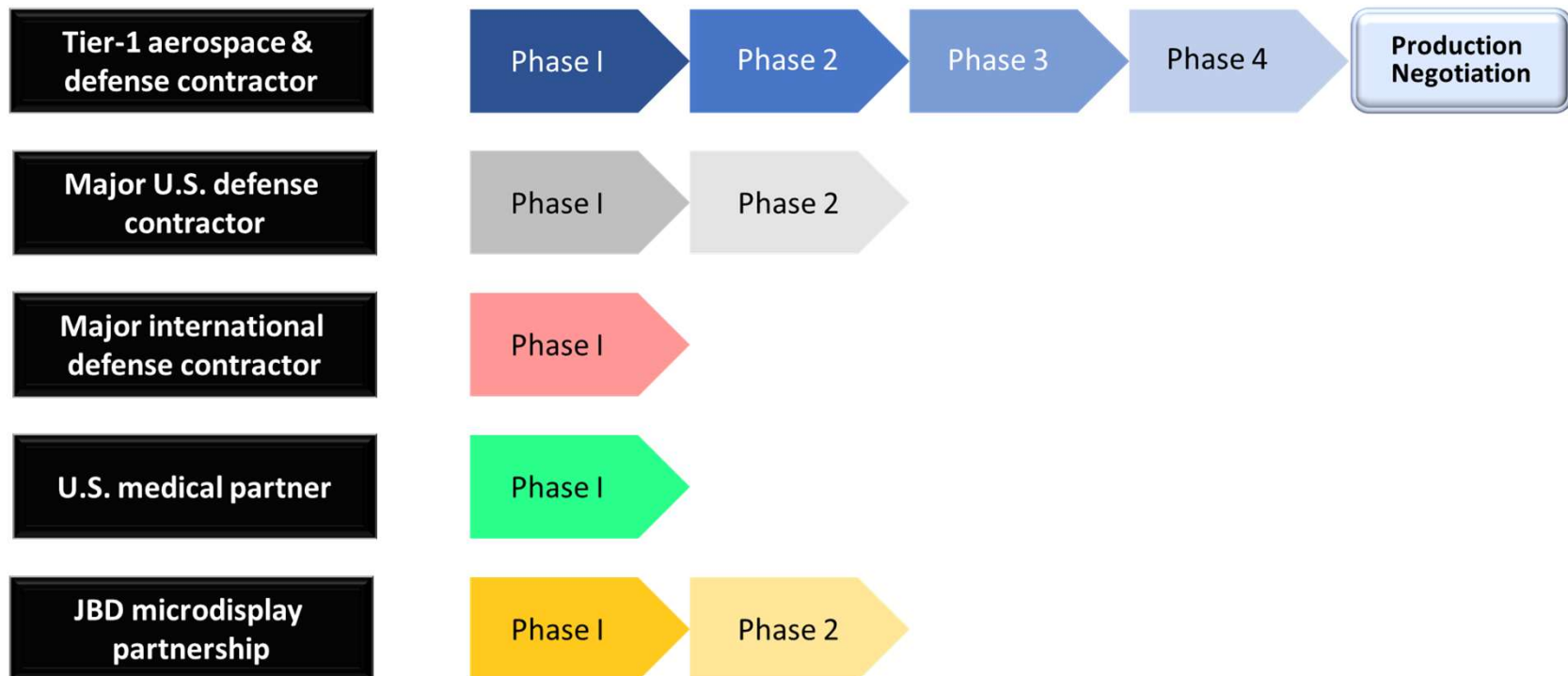


Wireless Operator Update

- Expanding territory and applications with KDDI Asia
- Growing opportunities with Verizon across their 5G-enabled EMS solution, DoD agencies and enterprise customers using Verizon's BlueJeans platform
- Seeing good traction with leading carriers across the globe centered around enterprise solutions for internal use and supporting wireless customers

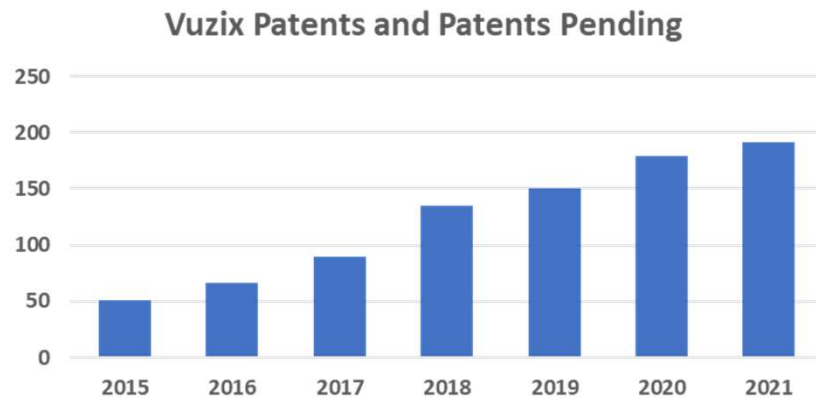


Steady Progress on Custom Waveguide-Based OEM Opportunities



Next Generation Technology and Products

- 192 patents and patents pending, versus 90 four years ago and up 35 from one year ago
- Next generation microLED technology currently slated for market introduction 4Q2021



1Q2021 Operating Results

	1Q2021	1Q2020	% Change
Revenue	\$3.92M	\$1.53M	+156%
Gross Profit	\$1.08M	\$0.08M	+1241%
Gross Margin	27.6%	5.3%	+421%
Total Expenses	\$6.04M*	\$5.42M	+11%*
Operating (Loss)	\$(4.96)M*	\$(5.34)M	+7%*
EPS (Loss)	\$(0.09)*	\$(0.18)	+50%*

* Excludes \$1.61M non-cash G&A LTIP expense

Balance Sheet Highlights

	3/31/2021	12/31/2020	12/31/2019
Cash	\$132.7M	\$36.1M	\$10.6M
Current Assets	\$144.1M	\$45.1M	\$19.1M
Working Capital	\$140.5M	\$42.0M	\$16.4M
Long-Term Debt	0	0	0
Preferred Stock	0	4.96M shares*	4.96M shares*
Shareholder Equity	\$146.9M	\$48.3M	\$24.2M

* Preferred conversion shares

Q&A