

## Company Description

### Company Overview

Leading provider of Smart Glasses and AR wearable display technology for enterprise and consumers

### Founded & IPO

Company was founded in 1997; IPO was in 2009

### Headquarters

West Henrietta, NY (suburb of Rochester)

### Financial Statistics

Share price: \$7.30  
Market Cap: \$199 million <sup>(1)</sup>  
Cash: \$36.1 million <sup>(2)</sup>

### Revenue

2016A: \$2.1 million  
2017A: \$5.5 million  
2018E: \$15.3 million (sell-side consensus estimate)

### Ownership

CEO and CFO together own 14+%  
Intel Corporation (~16%) – Series A Preferred

<sup>(1)</sup>: As of June 25, 2018. Market Cap does not include Intel preferred stock on an as converted basis  
<sup>(2)</sup>: As of March 31, 2018

## Key Investment Highlights

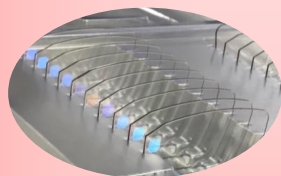
- The augmented reality (AR) wearables market is projected to soar to 25M+ units/year by 2022
- Vuzix is an industry leader in terms of customer count, technology expertise and product breadth
- An inflection point is nearing in 2018 as pilots and evaluations lead to more widespread adoption and expanding rollouts across multiple products
- Substantial tier-one OEM opportunities exist for Vuzix' proprietary waveguide optics in 2019+
- A debt-free balance sheet with ample cash can sufficiently fund growth through 2020

## Vuzix supplies leading edge AR solutions...

### Blade



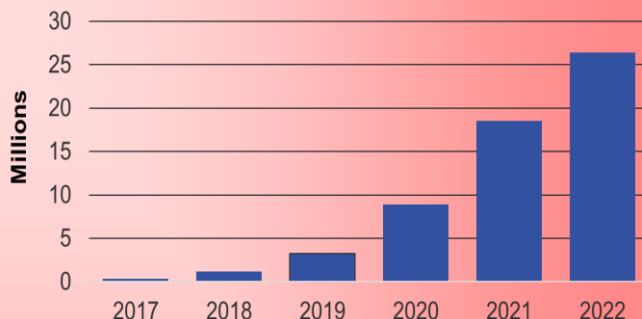
### M300



### Waveguide Optics

## ...to a market poised to sharply accelerate...

### Projected Unit Sales of All AR Glasses



Source: IDC (2018)

## ...on both the enterprise side...

- 2% of companies have deployed AR to date
- Deployment rates of 75+% projected by 2021



\* Source: Toshiba

## ...and the consumer side.

- 800M smartphones will support AR by year end
- 1 billion+ smartphone users will create AR content at least once in 2018
- Numerous tier one firms are designing AR glasses



Today – A Held Up Screen



Tomorrow – AR Glasses

\* Source: Deloitte Global

## Vuzix M300



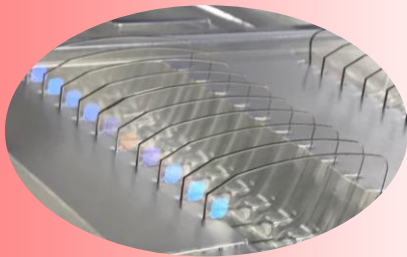
- Enterprise AR glasses designed for 24x7 usage
- Optimal design versus competing products
- Established ecosystem of VARs and system integrators
- More than 15,000 units in the field
- 700+ enterprise trials to date versus 350 at 2017 year end
- Broad list of blue chip customers trialing product
- Orders by some customers already ahead of totals for 2017
- Strategy in place to accelerate enterprise adoption

## Vuzix Blade



- World's first pair of truly wearable AR glasses
- First product to incorporate Vuzix' waveguide optics
- First Blade edge developer kit shipped on June 1st
- Manufacturing has commenced and will ramp this summer
- Blade Developer Center recently went live
- Consumer Blade currently targeted for late summer
- Company committed to building at least the first 10,000 pieces in 2018 from its Rochester, NY facility

## Vuzix Waveguide Optics



- Patent protected disruptive technology that will drive the OEM design of true AR smart glasses
- Allows major improvements in weight, size, cost and optical performance
- State-of-the-art production facility in Rochester, NY HQ
- Custom tool-making equipment, procedures, polymers, and replication equipment all designed and owned by Vuzix
- Production capacity of 400K/yr moving to 1M/yr by year-end

## Additional Revenue Drivers: Toshiba OEM Deal and Vuzix Basics Video

- Enterprise solution package with Toshiba Dyna Edge wearable computer
- Produced by Vuzix/Sold and marketed by Toshiba
- \$5M minimum supply agreement with Toshiba
- Entered volume production Q1 2018



### Toshiba AR100



### Vuzix Basics Video



- Click, connect & collaborate software that connects up to 12 viewers
- 1-year subscription bundled with the M300 for \$1,999 or downloaded separately for \$699

## Additional Information

### Investor Inquiries

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### Sell-Side Coverage

Chardan Capital Mkts: Jim McIlree  
Craig-Hallum: Christian Schwab  
Maxim Group: Nehal Chokshi