

## INVESTMENT SUMMARY

- ▶ Pure play in AR wearables, components & related technologies
- ▶ Extensive management experience & deep industry knowledge
- ▶ Strong IP portfolio with 450+ patents & patents pending
- ▶ Proprietary high-volume, low-cost waveguide manufacturing
- ▶ Expanding partnerships with Quanta Computer, Garmin, et al.
- ▶ Expanding OEM opportunities in defense/enterprise/consumer
- ▶ Sufficiently strong balance sheet to execute plans

## UNIQUELY POSITIONED AS A WAVEGUIDE SUPPLIER

- ▶ Vuzix' waveguide supply and reference designs are the largest single market opportunity
- ▶ Vuzix' HMD optics solutions are also sought by military and enterprise companies for custom designs

**AR Smart Glasses**  
100M units by 2030

**2 Waveguides/unit**  
\$60 ASP = \$6B/year

**Attaining 10% share**  
\$600M/year



## STRONGLY POSITIONED AS AN AI/AR SMART GLASSES SUPPLIER

- ▶ The enterprise smart glasses market is projected to grow in units 20x-50x by 2028\*
- ▶ Vuzix has a growing pipeline of enterprise opportunities
- ▶ Vuzix' Mobilium software offers strong incremental revenue opportunities

**Enterprise Smart Glasses**  
250K-1M units/year\*

**TAM@\$1000 ASP**  
\$250M-\$1B/year

**Attaining a 20% share**  
\$50M-\$200M/year



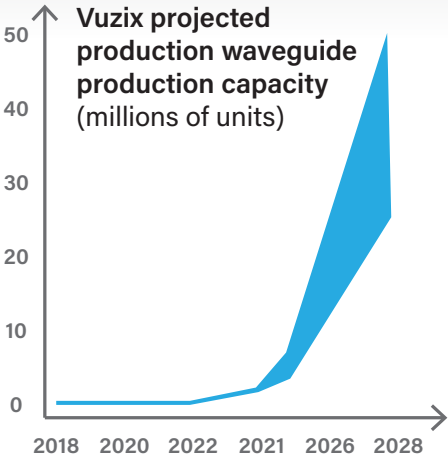
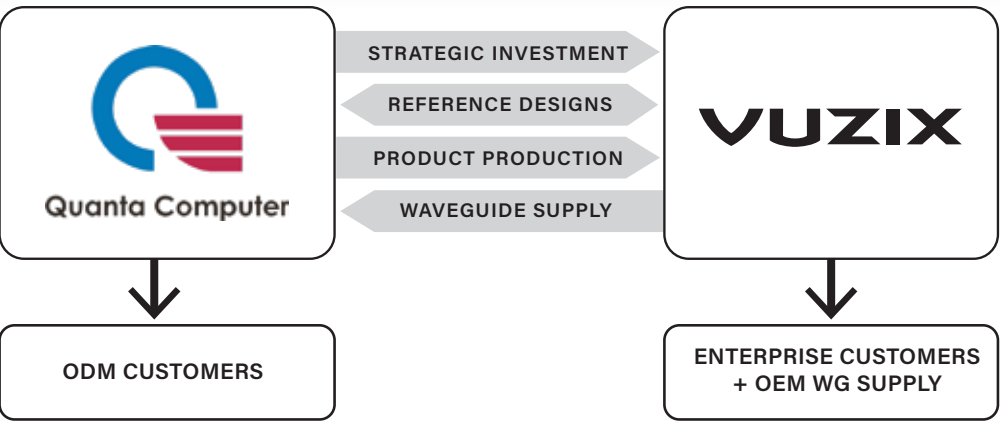
\* IDC, ResearchandMarkets, et al.

## WAVEGUIDE LEADERSHIP

- ▶ Mega-manufacturing facility in New York state
- ▶ State-of-the-art R&D facility in Milpitas, CA
- ▶ Low-cost proprietary production process
- ▶ 1M+/year production capacity – highly scalable
- ▶ Incognito technology eliminates eye glow
- ▶ Prescription integrated assembly
- ▶ Small to large waveguide form factors



# QUANTA COMPUTER/VUZIX PARTNERSHIP



## ENTERPRISE SMART GLASSES

Ideally Vuzix’ Mobilium software platform eliminates traditional middleware and can ultimately support multiple ERP systems including SAP, IBM, and Oracle and others

- ▶ Increases productivity
- ▶ Reduces worker errors
- ▶ Improves worker safety
- ▶ Ideally suited to for AI
- ▶ Eliminates travel costs
- ▶ Lowers carbon footprint
- ▶ Improves learning
- ▶ Protects worker health

WAREHOUSING • MANUFACTURING • FIELD SERVICE • HEALTHCARE • AI-EDGE COMPUTE



The most versatile and broadest product family in the industry:

- ▶ A complete product line—not a one-trick pony with a single device offering
- ▶ Built out exclusive to Vuzix technology
- ▶ Competitively positioned within the Smart Glasses industry

## COMPANY DESCRIPTION

**SMART GLASSES FOOTPRINT FOR MULTI-\$B MARKET**  
2,500+ Enterprise Customers  
>50% of Fortune 100  
200+ Channel Partners

**CES (CONSUMER ELECTRONICS SHOW)**  
Awards for innovation for the years 2015 to 2024 and several wearable technology innovation awards.

**HISTORY**  
Founded in 1997  
IPO in 2009  
NASDAQ in 2015

**MANAGEMENT**  
Paul Travers - President & CEO  
Grant Russell - EVP & CFO

**EMPLOYEES**  
~80 (>80% HQ-BASED)

**FINANCIAL STATS**  
Stock price: \$2.63 (7/8/25)  
Market Cap: \$200M (7/8/25)  
Cash: \$15.2M (3/31/25)  
No debt

**OWNERSHIP**  
71% CEO+CFO (2025 proxy)  
21.8% Institutional (3/31/25)  
10.1% Quanta Computer (2025 proxy)

**SELL-SIDE COVERAGE**  
Craig Hallum (Christian Schwab)

## CONTACT INFORMATION

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Disclaimer: Except for historical information contained herein, the statements in this factsheet, dated December 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.