

## Company Description

<b>Company Overview</b>	Leading provider of Smart Glasses and AR wearable computer and display technologies for enterprise, consumer, medical, defense and security markets
<b>Founded &amp; IPO</b>	Company was founded in 1997, IPO was in 2009
<b>Headquarters</b>	West Henrietta, NY (suburb of Rochester, NY)
<b>Executive Management</b>	Paul Travers: CEO, President Grant Russell: CFO, EVP and Treasurer
<b>Offices</b>	US, Canada, UK and Japan
<b>Employees</b>	~100 (>80% based in West Henrietta, NY)
<b>Financial Statistics</b>	Share price: \$21.97 <sup>(1)</sup> Market cap: \$1.27 billion <sup>(1)</sup> Pro forma cash: \$60.4 million <sup>(2)</sup>

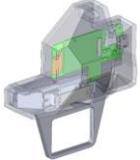
(1) As of March 17, 2021.

(2) Unaudited and pro forma as of 3/15/21; excludes negative operating cash flows since 12/31/20.

## 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/ 1 <sup>st</sup> 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

FIELD SERVICE

MANUFACTURING



TELE-MEDICINE



WAREHOUSE LOGISTICS



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

### Vuzix Headquarters

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### Investor Inquiries

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### Sell-Side Coverage

BTIG: Matthew VanVliet  
Bradley Woods: James McIlree  
Craig-Hallum: Christian Schwab  
Maxim Group: Jack Vander Aarde

*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.*