





## Byrna Technologies Inc.

OTCQB: BYRN, CSE: BYRN

www.byrna.com

# Building a Secure Lifestyle



November 2020

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# Byrna Technologies - A Brief History



**Pre-2018** 



Originally incorporated in 2005 as Security Devices International Inc.; sole product was the 40mm Blunt Impact Projectile (BIP), which used state of the art technology that allowed it to carry more joule energy more safely and accurately than its competitors. The BIP was (and remains) the gold standard of 40mm less-lethal projectiles. Despite this, the Company was unable to make any headway due to the limited product range and protracted law enforcement sales cycle. Annual sales never exceeded \$350,000.

2018

THE IDEA

The Company wanted to pivot from selling a highly regulated product exclusively to law enforcement to selling an unregulated product to consumers and private security. In April 2018 Byrna purchased the IP portfolio of Andre Buys and hired Mr. Buys and his team to develop the Byrna HD, a CO2-fired less lethal launcher that fired kinetic and chemical irritant rounds capable of deterring, disarming and disabling a would-be assailant.

2019

THE LAUNCH OF THE BRAND & SIGNATURE PRODUCT

February 2019: introduced the Byrna HD personal security device at the Daytona 500 and began taking pre-orders. Later that year the Company changed its name to Byrna Technologies. The Byrna HD went into production in South Africa in April 2019 and commercial shipments in the U.S. began on May 31. Byrna started selling through its e-commerce website and quickly added ammo, accessories and apparel to its product offering. Sales for 2019 grew to \$924K from \$250K in 2018.

2020

THE STRATEGY TAKES SHAPE; THE GROWTH BEGINS

Byrna began aggressively advertising the Byrna HD, employing banner ads, social media and influencers. Web traffic began to grow, as did sales. Web sessions grew from 500/day in January to 7,000/day by June. In Q2 2020, Byrna reported \$1.2M in sales, eclipsing all of 2019. On June 9, the Byrna was mentioned on a national nightly news show, driving hundreds of thousands of visitors to Byrna's website, resulting in sales of \$4.2M for Q3'20. In Q4 Byrna opened its second manufacturing facility in Ft. Wayne, IN as it announced its entry into the law enforcement market with the opening of its International Law Enforcement training center in Las Vegas.

**2021** & BEYOND



Byrna projects Q4'20 sales in excess of \$10+ million and expects to enter 2021 with a backlog of more than \$5 million. The Company has a keen focus on the International market and big-box retailers as it looks to continue a rapid growth trajectory into 2021 and beyond.



# Introducing our flagship self-defense product, the Byrna HD...

The premier, safe and effective less-lethal self-defense weapon for adults of all ages and abilities.



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# **Broad Brand & Product Appeal**

The Byrna HD is compact, ergonomically designed, and easy to use, and appeals to civilians and law enforcement professionals alike. *It provides* serious threat neutralizing force without deadly consequences.



#### **CIVILIANS**

Homeowners, Outdoor Enthusiasts, Boaters, Truckers, Real Estate Agents, Store Clerks & Others



#### **PROFESSIONALS**

Law Enforcement, Military, & Private Security

Appeals to both gun owners and nonqun owners. A much-needed addition to the toolbelt of law enforcement officers globally – nearly 1M in the US alone and 11M in top 30 countries<sub>(1)</sub>.

# **Broad Accessibility**



NO WAITING
PERIOD



NO BACKGROUNI



NO LICENSE OR

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People throughout the world are seeking less-lethal security solutions. The less-lethal market is projected to grow from \$5.1 billion in 2019 to \$10.3 billion in  $2025_{(2)}$ .

#### PROTECTION WITHOUT HESITATION

Carrying a firearm is an enormous responsibility. Once a gun owner pulls out their weapon, they must be prepared to pull the trigger. Any hesitation can prove fatal. Acting too fast, however, can lead to a fatal mistake.



Households in US alone<sub>(3)</sub>
195 million households in Europe<sub>(4)</sub>
and 16.7 million in South Africa<sub>(5)</sub>



**20**MILLION

**Boaters and truckers in the US** 

A violent crime occurs every

26 SECONDS

A property crime occurs every

4 SECONDS<sub>(6)</sub>

Even when justified, taking a life will change your life forever – legally, financially and emotionally. With the Byrna there is no need to hesitate. There are no fatal mistakes.



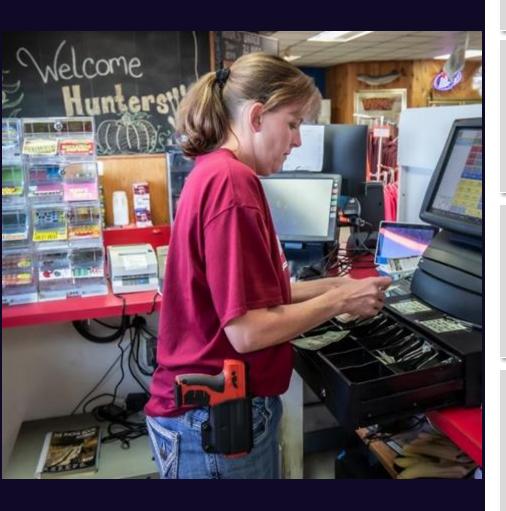
PERSONAL SECURITY



FAMILY SECURITY



# CORPORATE SNAPSHOT



### **Large Market, Largely Untapped**



- Byrna appeals to gun owners & non gun owners
- Strong interest from Law Enforcement Agencies
- Global product

### **Proprietary Product**



- 114 parts
- 93 unique parts
- 65 custom made parts
- Multiple patents

### **Rapid YoY Growth**



- Sales growth > 1,000%
- Market cap > 1,000%
- Production > 1,000%

### **Experienced Team**



Driving continued innovation & growth

### **Unique & Identifiable**



- Strong brand recognition
- Lifestyle brand

### **Intensifying Demand**



 Recent civil unrest driving demand for a non-lethal means of protection

#### **Stock Information**



OTCQB/CSE: BYRN Market cap: \$225M

Shares outstanding: 147.1M

Market cap and shares outstanding as of 11/13/20

# **Experienced Management Team Driving Growth & Innovation**

#### SIGNIFICANTLY EXPANDED THE BYRNA TEAM IN 2020

From 10 employees in January to 165 employees in October



BRYAN GANZ
Chief Executive Officer, President & Chairman

Over 30 years of global business experience in sales, manufacturing, new product design and development, and mergers & acquisitions. Built and sold multiple businesses with combined sales exceeding \$1 billion.



**ANDRE BUYS**Chief Technology Officer

Over 14 years of product design, innovation and technology management experience and founded several successful engineering consultant businesses. Has designed multiple systems in use by the US Army.



**DAVID NORTH**Chief Financial Officer

Over 35 years of financial management experience between Deloitte & Touche and Velcro Group.



REILLY SCHUELER
Chief Commercial Officer

25 years of successful sales, marketing, and branding experience and a proven track record of driving distribution, increasing market share, and enhancing brand image. Created outdoor and hunting brand "Hero."



SANDRA DRISCOLL
Director of Human Resources

Previously VP of Global Human Resources at Eze Castle Integration, a managed service and technology company catering to the investment management industry.



**DAVID SCHULTZ**Chief Supply Chain Officer

David's most prominent role was 14 years as President and General Manager of Perimeter Brand Packaging, a joint venture with Nypro, Inc. (A Jabil Company) which he co-founded and successfully sold his position in 2014.



LISA WAGER
Chief Legal Officer, General Counsel,
Corporate Secretary

Previously a partner at Morgan, Lewis, Ms. Wager has more than 20 years of experience representing and advising public companies and their directors and officers.



ETIENNE ROUX
Executive VP of International Sales & Marketing

Over 10 years of successful sales and marketing management, business development and brand positioning at Hensoldt Optics and Instacom. Most recently developed markets for military gear in Europe, Asia, Africa, and the Middle East.

# **Byrna: Unique Amongst Its Peers**





Other projectiles available



"This is not the first non-lethal self-defense weapon I have purchased but it will be the last. I own a Taser pulse along with the Tippmann TPIX that is sold by Salt Supply. The Tippman has been my home defense item and the Taser I've always carried on myself. I purchased my first Byrna so that I would have more shots on hand when carrying than I had with the Taser pulse. I was so impressed with my first purchase that I now have purchased this second Byrna for my nightstand to replace my Tippman. This launcher goes bang every time I've never had it fail on me. I'd like to say thank you to the Byrna team for producing such a great alternative for those of us who do not want or cannot carry a firearm. You guys definitely got this non-lethal weapon right, keep up the good work!"

Ron M, verified Byrna buyer

**PROJECTILES:** one 5-round tube of Byrna HD Max (chemical irritant) projectiles one 5-round tube of Byrna HD kinetic projectiles one 5-round tube of Byrna HD inert projectiles

# Byrna: Unique Amongst Its Peers



## Comparison to other types of less lethal weapons

Device	Company	Effective Range	Types of Ammunition	Unintended Consequences	Firing Capacity	Effective and Safe in Inclement Weather	Cost	Addressable Market
ByrnaHD	Byrna Technologies (OTCQB: BYRN)	60 ft	.68 caliber kinetic or chemical irritant payload rounds	Very low likelihood	5 projectile magazine + 1 in the chamber	Yes	\$325 – 359 for a kit	Consumer & Law Enforcement
Pepper Spray	SABRE Safety Brand	5-10 ft	Pepper liquid	Ineffectual, small target area, self-harm through improper use	35 bursts	Maybe	\$10 – 15	Consumer & Law Enforcement
Taser	Axon Enterprise (NASDAQ: AXXN)	10-21 ft	Dart-like electrodes	The Taser has caused more than 1,000 documented deaths, can be rendered useless by baggy clothing	1 shot	No	\$450 – 1,100	Consumer & Law Enforcement
BolaWrap	Wrap Technologies (NASDAQ: WRTC)	10-25 ft	Kevlar cord	Target's hands remain free	1 shot	Yes	\$1,000 – 1,300	Law Enforcement

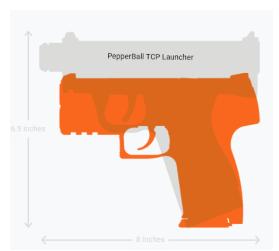
## **Byrna: Unique Amongst its Peers**



### How does Byrna stack up against other 68 caliber launchers?

- Size and style of a compact handgun, and unlike its competitors, fits easily in a handbag or under a jacket and can be taken almost anywhere.
- Appealing design; comes in 7 colors.
- Easy to use ergonomic design that is both light weight and well balanced.
- Effective at deterring, disarming and disabling would be attackers.

Byrna HD vs. Pepperball TCP



Byrna HD vs. SaltSupply, Mission ProTX TPR, Tippman TPX Launcher, and the SABRE Launcher





Byrna HD vs. Pepperball LifeLite Launcher



# **Byrna Projectiles**





#### **BYRNA MAX**

Use: Self-Defense Formulation: OC, CS

Our most powerful proprietary pepper and tear gas blend: OC, CS all in one shot.



#### **BYRNA PEPPER**

Use: Self-Defense
Formulation: OC

One of the most powerful all natural real pepper projectiles on the market, containing 5% OC.



#### **BYRNA KINETIC**

Use: Practice / Self-Defense Formulation: Hard Plastic

Byrna HD Kinetic projectiles consist of hard, solid plastic and can be used for practice and self-defense.



#### **BYRNA FINNED**

Coming 2021

Byrna Finned projectiles are smaller, carry higher payload, are more stable in flight, and are accurate up to 150 ft.



# **Byrna: Unique Amongst Its Peers**

Byrna is committed to continued innovation and product development to support a secure lifestyle and safer society.

#### **R&D Pipeline**

#### BYRNA PD LAUNCHER



- Designed for law enforcement and private security.
- Will include fiberoptic sights, 7 round magazine.

## BYRNA LE



- Designed for law enforcement and private security.
- Will include fiber-optic sights, 7 round magazine and regulator for cold weather use.

## 12-GAUGE PROJECTILE



- Many law enforcement agencies have an established platform of 12-gauge shotguns in their arsenal, which deploy rubber bean bag and rubber ball rounds with little or no accuracy.
- Patented finned projectile will be encased in a plastic wading, be fired from a standard shotgun shell and be accurate unlike bean bag and rubber balls.
- Immediate sell-through to law enforcement agencies that have an existing 12-gauge platform.

#### BYRNA XL



- Adapter to accommodate longer barrel.
- Allows for 12-gram CO2 cartridge enabling user to fire more rounds at higher speeds.

#### BYRNA PE LAUNCHER



- Will feature .49 caliber rounds, a smaller round than the Byrna HD and LE.
- More compact than the Byrna HD / LE.
- Increased accuracy up to 150 feet due to the incorporation of the patented stabilized finned technology.
- Will carry 2x as much payload (chemical irritant powder) as Byrna HD and LE.

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## **Less-Lethal Law Enforcement**



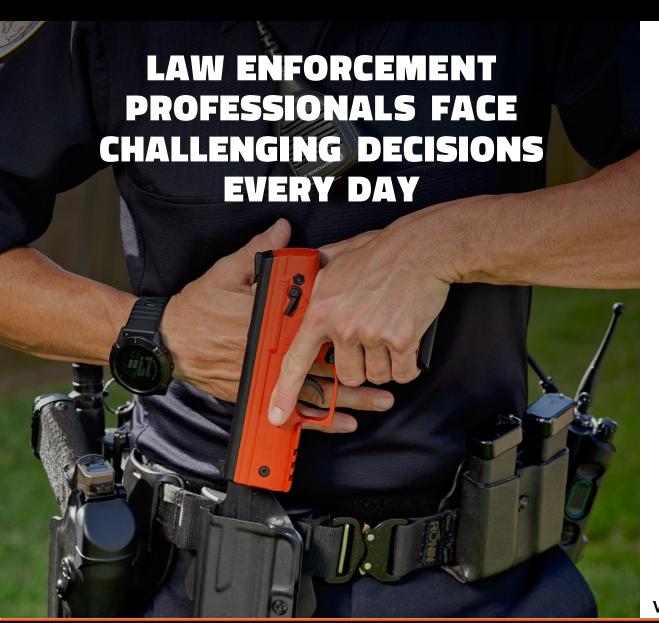


# Police officers and security professionals need a better alternative to using deadly force.

- Other less-lethal alternatives such as stun guns and pepper sprays have issues with accuracy and range.
   By the time they are effective the situation has already escalated out of control.
- Most other types of less-lethal solutions are single shot. In the event the officer misses or the device is ineffective there is no second chance.
- Interest in Byrna's solution for law enforcement officials is growing both domestically and internationally as agencies worldwide recognize the versatility and effectiveness the Byrna device adds to an officer's toolbelt.

## **Less-Lethal Law Enforcement**





Law enforcement agencies are increasingly embracing less-lethal solutions due to community pressure in the face of rising civil unrest.

998

people were shot & killed by US police in the last year<sub>(7)</sub>

1081

US deaths involving tasers(8)

#### **USE OF FORCE CONTINUUM**

**RUBBER** 

BULLETS/ BEAN BAG

**ROUNDS** 

**Controlled Safe** 

Hostile

GUN

**TASER** 

Response to

Resistance

PEPPER L

**SPRAY** 

BYRNA HD

**BATON** 

**VERBAL** 

## Less-lethal force aids taxpayers, police forces, and insurance providers



- Municipalities have lost at least 63% of wrongful death suits involving Tasers at a cost of over \$172 million. (9)
- In fiscal year 2019, New York City paid out \$175.9 million in civil judgments and claims for police-related lawsuits.
- Legal costs for defending police are usually paid out of the city's own general funds, or through issuing bonds, either way paid with taxpayer funds. (11)



"As the head of security for a large religious organization I was looking for a non-lethal option to carry on our campus. While we do have armed guards, most of the situations that arise on our campus do not require lethal force and the Byrna is the perfect choice as an additional protection tool. I also like the fact that we can practice with or without having to go to the range. I actually set up a small training area in a fenced in part of my yard and it works great. I have also started training my children (15, 17 & 20) with it which also helps with teaching firearm safety without having to actually use a firearm."

David B., verified Byrna buyer

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# Substantial & Growing Law Enforcement Market Opportunity

Police officers in the US

**910,000**<sub>(1)</sub>

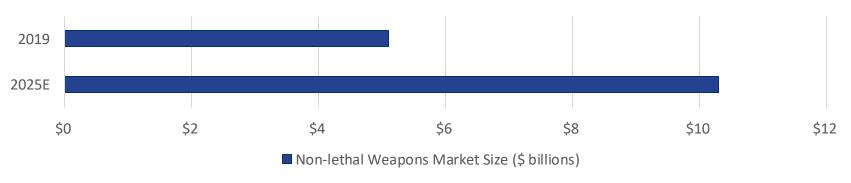
Police officers in the top 30 countries globally

**10,600,000**+ (1)

Private security officers globally

**20,000,000**+ (12)

### Non Lethal Weapons Market



Projected 9% annual growth in Law Enforcement segment (2)



# Train the Trainer (T3) Program in Las Vegas

- Byrna's "Train the Trainer" (T3) program was developed for police and security officers, with a focus on education and understanding around proper use, de-escalation, and where the Byrna HD fits in the "Continuum of Force."
- A key element of its go-to-market strategy for the law enforcement and security market.
- Since September 2020, have been conducting 2day training sessions attended by dozens of law enforcement and security officers.





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# **Growth Strategy: United States**





## **CIVILIAN CONSUMER MARKET**

- Continue to build brand awareness.
- Drive e-commerce sales through expanded marketing initiatives.
- Build brand loyalty and strengthen "Byrna nation" through loyalty programs; drive repeat customer sales.
- Pursue partnerships with larger, big-box retailers.
  - Currently nearly 300 Byrna dealers across the US; goal of >1,000.
- Launch products under development; continued innovation.



#### LAW ENFORCEMENT MARKET

- Domestic: expand T3 Program in Las Vegas to drive purchases from Law Enforcement agencies, both foreign and domestic, and improve word-of-mouth marketing.
- Launch products under development; continued innovation.





# **Growth Strategy: International**



## LAW ENFORCEMENT MARKET

- 20+ countries' Law Enforcement showing interest in testing Byrna as their secondary weapon.
  - Byrna technology more acceptable to some countries as a de-escalation solution.
  - Declining defense budgets of advanced economies is met with emerging economies increasing their defense expenditures.
- First phase: Byrna has identified 5 countries in South America, 5 countries in Africa, 5 countries in Asia, 2 countries in Australasia and 8 countries in Europe.
  - Competitors are falling short in terms of limited range, single use vs multiple rounds, preparation time or readiness of weapon and application that is indiscriminate.
- Hong Kong Police force ordered 1,100 Byrna HD launchers plus ammo and accessories
  - Selected from several competitive products; recognized the need for less-lethal forms of enforcement.
- Speedy delivery and convenience drive customer satisfaction.



## **CIVILIAN CONSUMER MARKET**

- Continue to build brand awareness.
- Pursue additional distribution relationships.



International demand is being driven by an increase in political disputes, civil unrest, and a desire for deescalation tools.

# New Production Facility to Support Growth

- October 2020: Commenced production at new, 14,000 square foot facility in Ft. Wayne, IN.
  - Supports domestic demand.
  - Current capacity of 500 launchers/day per shift.
- 10,000 square foot production facility in South Africa.
  - Supports international demand.
  - Current capacity of 600 launchers/day per shift.
- Operate on a human capital-oriented model with highly-skilled manual assembly utilizing precision components.
- Minimal capital expenditures.













# HANNITY HIGHLIGHTS BYRNA HD ON FOX NEWS



# Puts Byrna In Spotlight For Non-lethal Protection

- June 10, 2020: Sean Hannity highlighted the Byrna HD on his nightly segment and suggested that non-lethal weapons such as the Byrna HD personal security device should be part of the solution to the recent events that inspired the protests sweeping the nation.
- By 5:15AM, online orders for Byrna HD, ammo and accessories exceeded \$2.45M, more than 5,000 orders.
- Website visits have persisted at an elevated level.

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# Byrna Experiencing Record Demand for Byrna HD



## **Net Revenues**

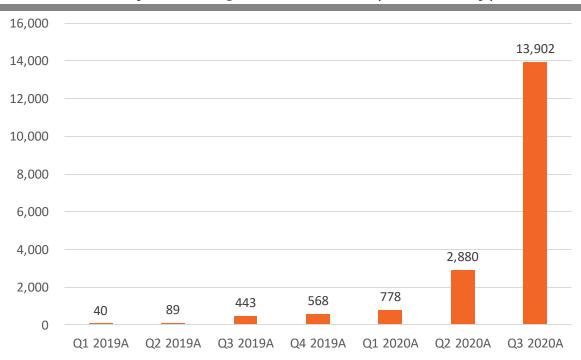




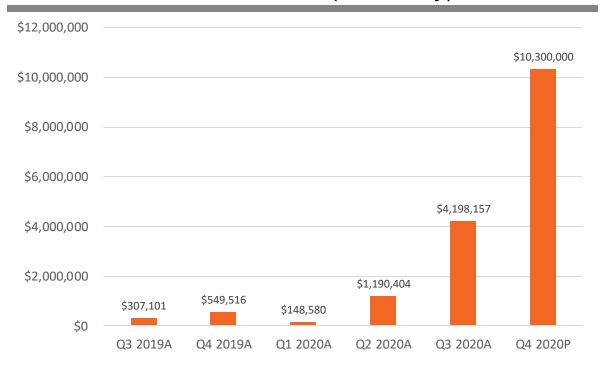
# **Key Performance Indicators**



## Daily Average Sessions (Quarterly)

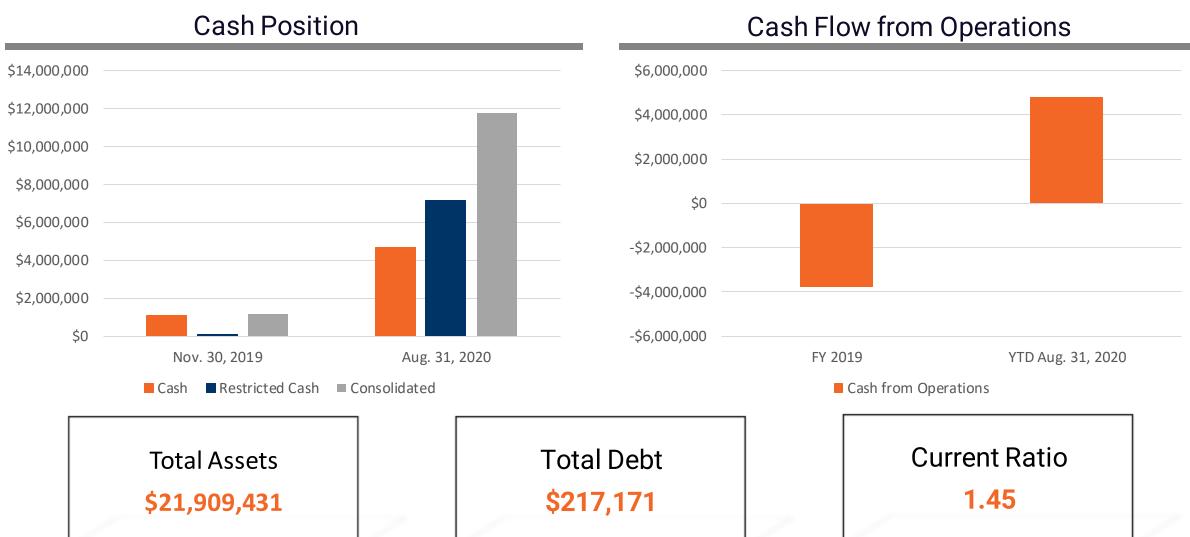


## Net Sales (Quarterly)



# Well Capitalized with Strong Cash Flow





<sup>\*</sup>Assets, Debt & Current Ratio as of 8/31/20

## **Continued Growth**



# BYRNA WELL-POSITIONED FOR CONTINUED GROWTH

**Experienced Management Team Driving Growth and Innovation** 

**Building Strong Lifestyle Brand Based on Superior Product** 

**Capitalizing on Significant Demand in Consumer** and Law Enforcement Markets

**Substantial Opportunity in US & Abroad** 



## **Contact Us**



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