



NASDAQ: WISA

# **The New Industry Standard for Immersive Wireless Sound**

**LD Micro Main Event  
October 12, 2021**

# Forward Looking Statements



This presentation of Summit Wireless Technologies, Inc. (NASDAQ: WISA) (the “Company” or “WISA”) contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Readers are cautioned not to place undue reliance on these forward-looking statements. Actual results may differ materially from those indicated by these forward-looking statements as a result of risks and uncertainties impacting Summit Wireless’ business including, current macroeconomic uncertainties associated with the COVID-19 pandemic, our the ability to predict the timing of design wins entering production and the potential future revenue associated with design wins; rate of growth; the ability to predict customer demand for existing and future products and to secure adequate manufacturing capacity; consumer demand conditions affecting customers’ end markets; the ability to hire, retain and motivate employees; the effects of competition, including price competition; technological, regulatory and legal developments; developments in the economy and financial markets and other risks detailed from time to time in Summit Wireless’ filings with the Securities and Exchange Commission, including those described in “Risk Factors” in our Annual Report on Form 10-K for the year ended December 31, 2020 filed with the SEC, as revised or updated for any material changes described in any subsequently-filed Quarterly Reports on Form 10-Q. The information in this presentation is as of the date hereof and the Company undertakes no obligations to update unless required to do so by law.

\* WiSA Ready TVs, gaming PCs and console systems are "ready" to transmit audio to WiSA Certified speakers when a WiSA USB Transmitter is plugged in and a user interface is activated through an APP or product design like LG TVs.

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# Summit Wireless



Summit Wireless is a leading provider of **immersive, wireless sound technology** for intelligent devices & next-generation home entertainment systems

**Summit Wireless**

NASDAQ: WISA



Markets and sells ASICS, modules & IP that is integrated into leading TV & speaker brands



Association with 70+ leading CE brands implementing WiSA global interoperability standard

# WiSA Association: Building a Standard



The WiSA Association has 70+ member brands implementing worldwide standards for high definition, multi-channel, low latency audio using our WiSA global interoperability standard



TVs



AVRs



iPhone



Windows 10  
Surface Pro



XBOX



## Consumers Win

- Greater simplicity -
- Greater access to content -
- Lower cost to enable -



## The Evolution of Sound



Personal



Whole House



Immersive Sound

# Strong Accomplishments

- Won 5<sup>th</sup> TV brand **TOSHIBA**
- Launched SoundSend Android TV app for Sony, Toshiba, Sharp, Hisense, Insignia, etc.
- Increased adoption: 2M visitors expected in 2021
- Opened first WiSA storefront   
[www.amazon.com/wisa](http://www.amazon.com/wisa)
- Joined Russell Microcap<sup>®</sup> Index
- Raised \$10M gross proceeds in July

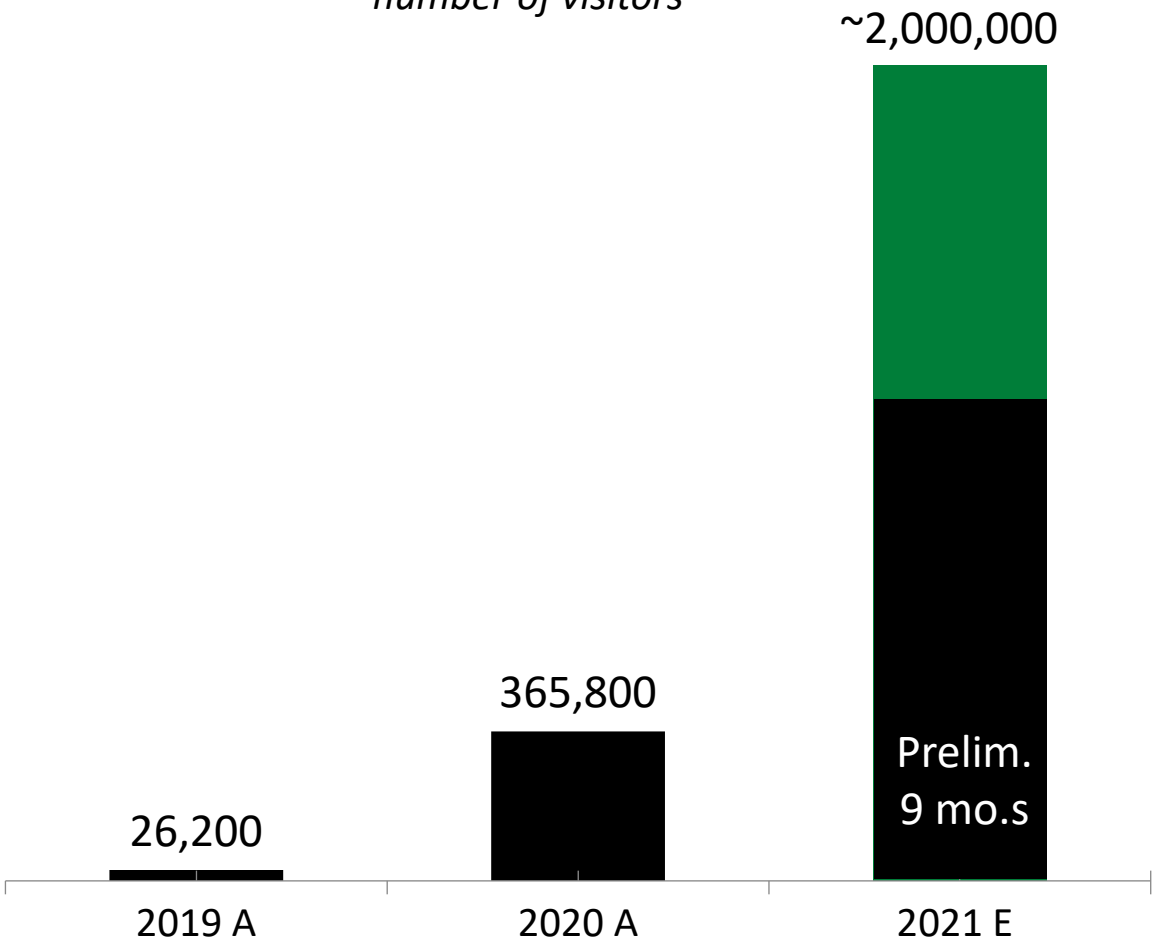


# Why Now?

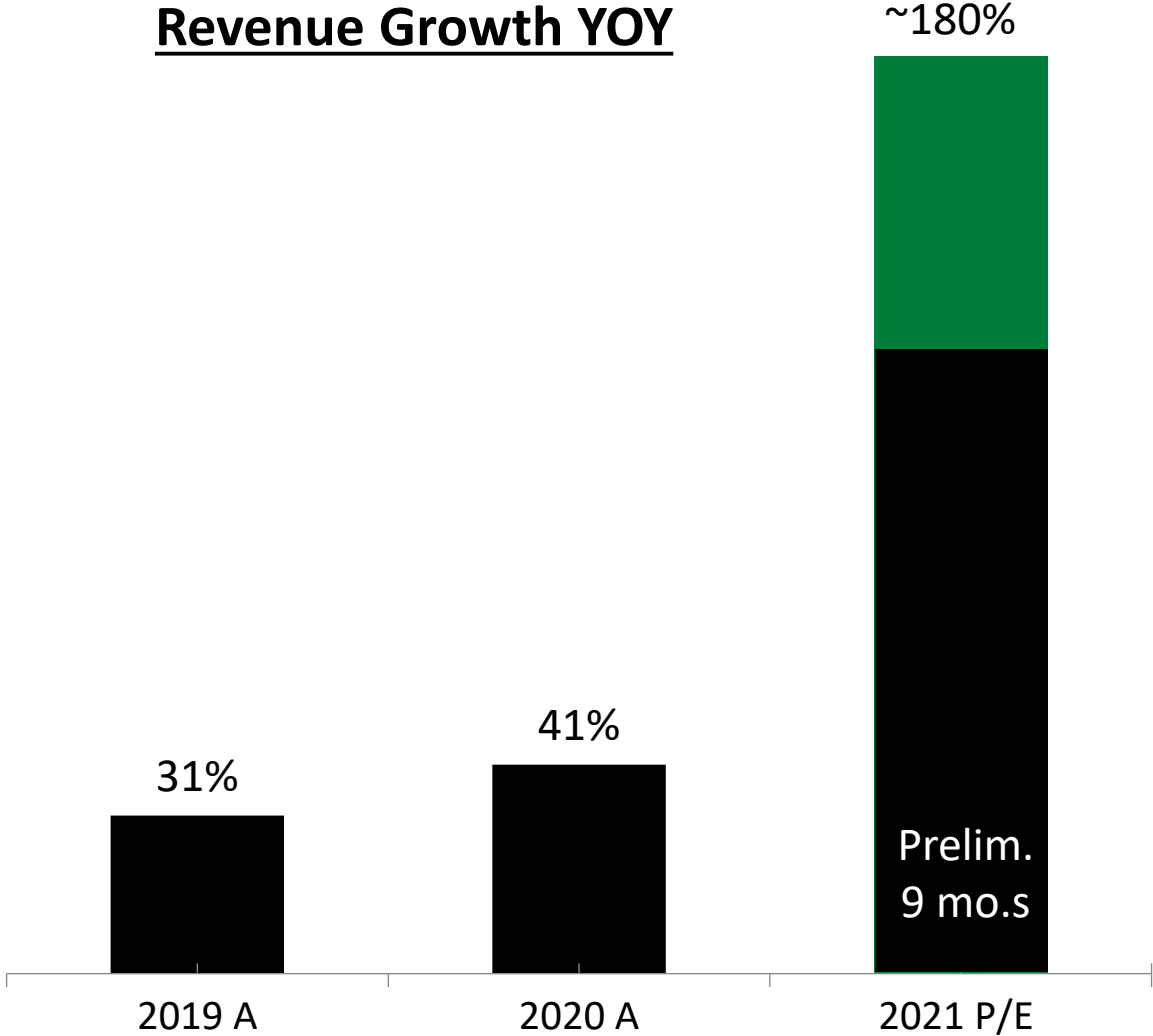


## Annual Website Traffic

*number of visitors*



## Revenue Growth YOY





# 25+ Brands Shipping Summit Wireless' Technology



## 2021 Shipping Display Brands



Hisense

Bang & Olufsen

TOSHIBA

Skyworth

6<sup>th</sup> Display Brand

## Strategic Partners



THX

Hansong

## 2021 Shipping Soundbar & Speaker Brands



Bang & Olufsen

ONKYO  
IMAGINATIVE SIGHT & SOUND

Klipsch

KEF

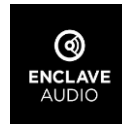
SAVANT

Platin

LOVESAC  
Designed for Life™ Furniture Co.



almando  
NO LIMITS TO YOUR HOME ENTERTAINMENT



DYNAUDIO

System Audio A/S

buchardt  
DENMARK



LOG

Gato Audio

GOLDMUND  
SWISS MADE

WHARFEDALE

E+F

The EC LIVING  
BY ELECTROCOMPANET

VEDDAN

lexicon

Davone

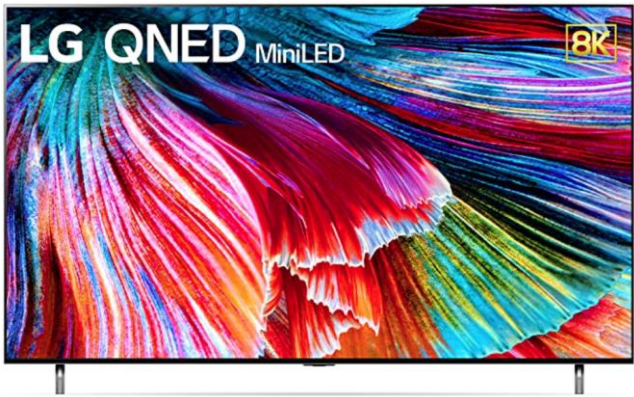
wecler

PIEGA  
SWITZERLAND

# LG, Hisense & Toshiba WiSA TVs



## WiSA Ready Certified



*QNED, OLED,  
Nanocell, Laser*



## WiSA SoundSend Certified Program



**TOSHIBA**





# Multiple New Speakers



## Bang and Olufsen (B&O)



## Harman Radiance



## Lithe for Dolby Atmos



## Onkyo SOUND SPHERE



# Today's Sound Experience Options



## WiSA's Advantage

- Better Sound Field
- Simple Installation
- Lower Prices

## WiSA Home Theater Discreet Speakers / Spatial Sound



Soundbar + Subwoofer +  
Simulated Dolby Digital/Atmos



Soundbar + Subwoofer



Soundbar



TV



\$799

\$1,300

\$1,800

**\$899+**

**WiSA**

Premium Soundbar Systems (i.e. Sony/Sonos/Bose)

Audio Performance

# Primary Growth Drivers



## SoundSend

*universal, low-cost  
WiSA connectivity*

## WiSA Wave

- *2M visitors  
projected for 2021*
- *Amazon Storefront  
increases ease of WiSA  
Certified™ sale*

## Discovery: Next-Gen Wi-Fi Module

*Wi-Fi tech broadening the  
market through lower cost*



# WiSA's Award-Winning Unifier



## Your Smart TV

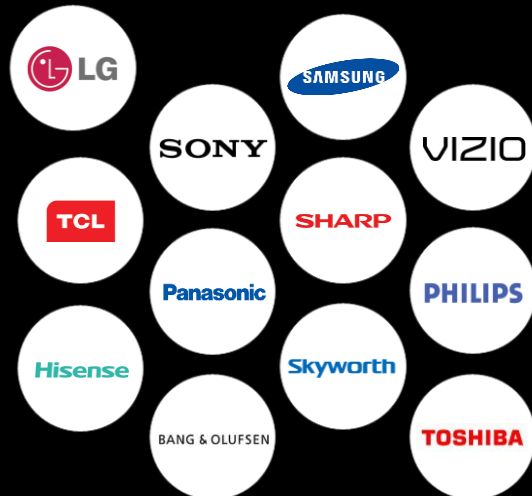
Works with 100s of millions of  
TVs with ARC/eARC

## WiSA SoundSend

Universal transmitter easily connects to  
your TV and sends HD audio to speakers

## Amazing Speakers

Amazing WiSA Certified speakers  
from great brands



# WiSA Wave Benefits Brands and Consumers



## Brands:

- Ad cost covers multiple brands
- Displays WiSA as a Category

## Consumers:

- Educates on WiSA benefits
- Directs them to “learn more” or shopping sites

## Marketing:

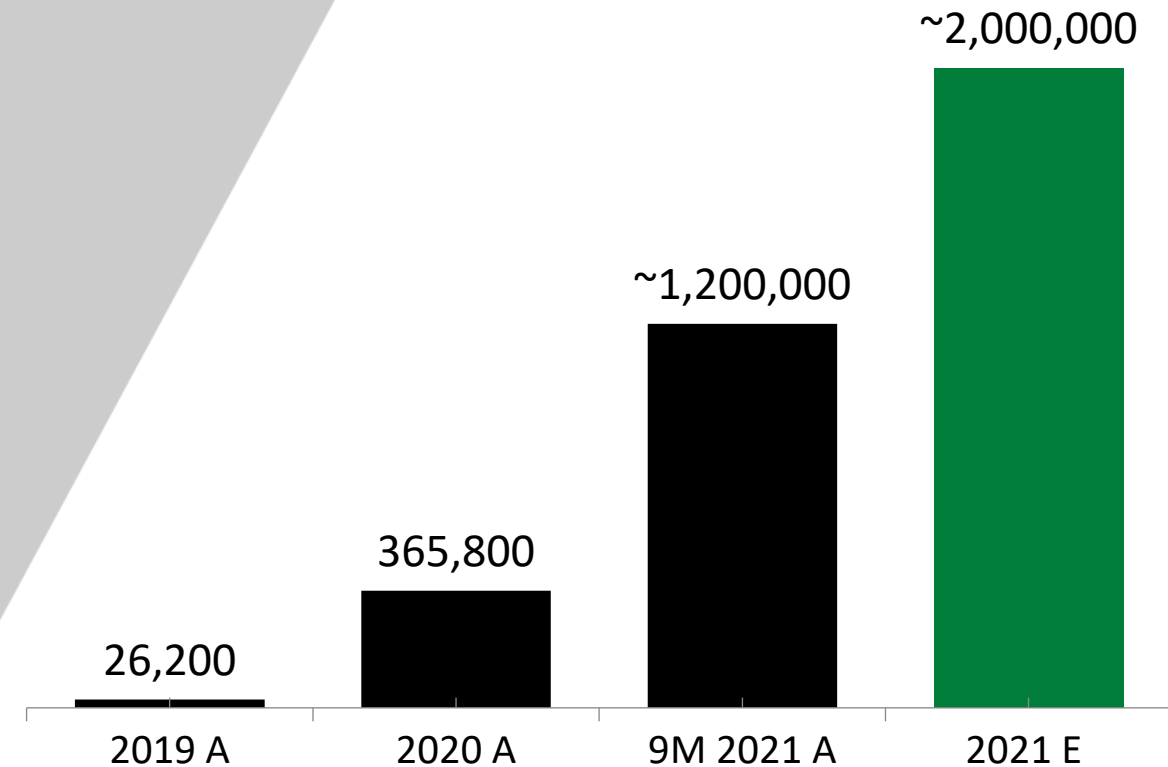
- Identifies an audio consumer
- Tags a consumer for remarketing

## Reseller:

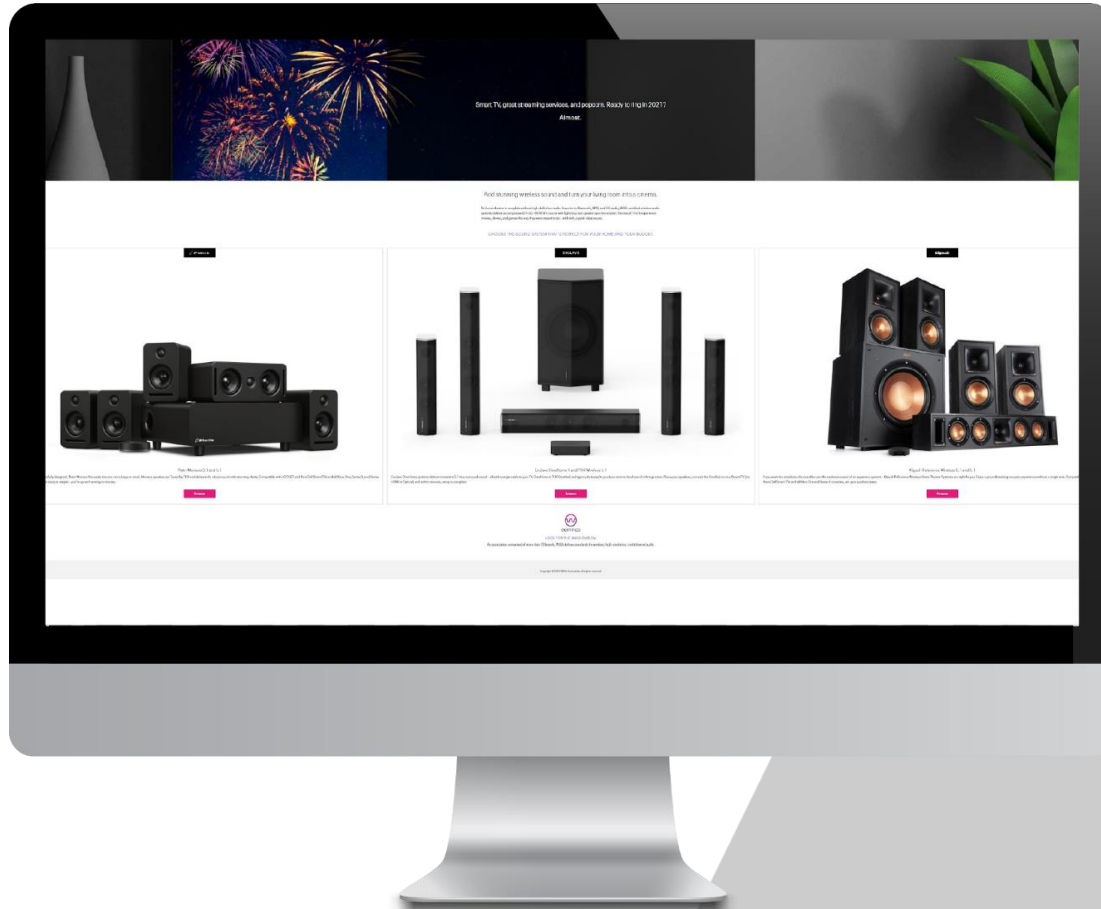
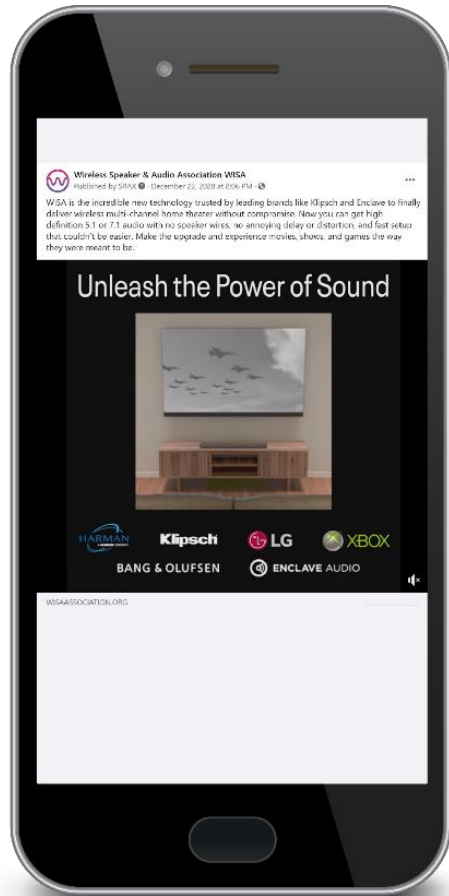
- Facilitates consumer buying

## Annual Website Traffic

*number of visitors*

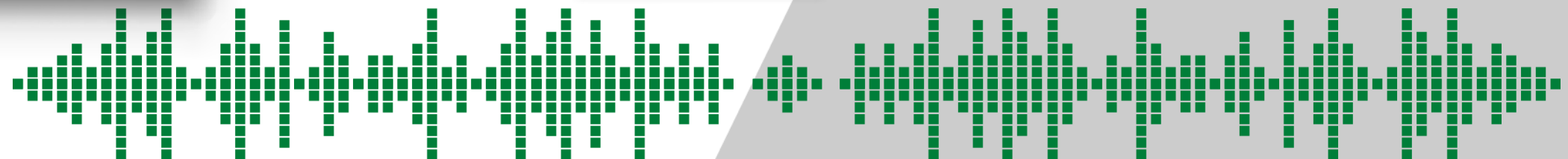


# WiSA Wave Leveraging Digital Marketing



Brands or retailers remarket using WiSA Wave analytics. For example:

- Demographics
- Geography
- Repeat visitors
- Shoppers vs researchers
- Time on site
- Consumer vs audiophile shopper





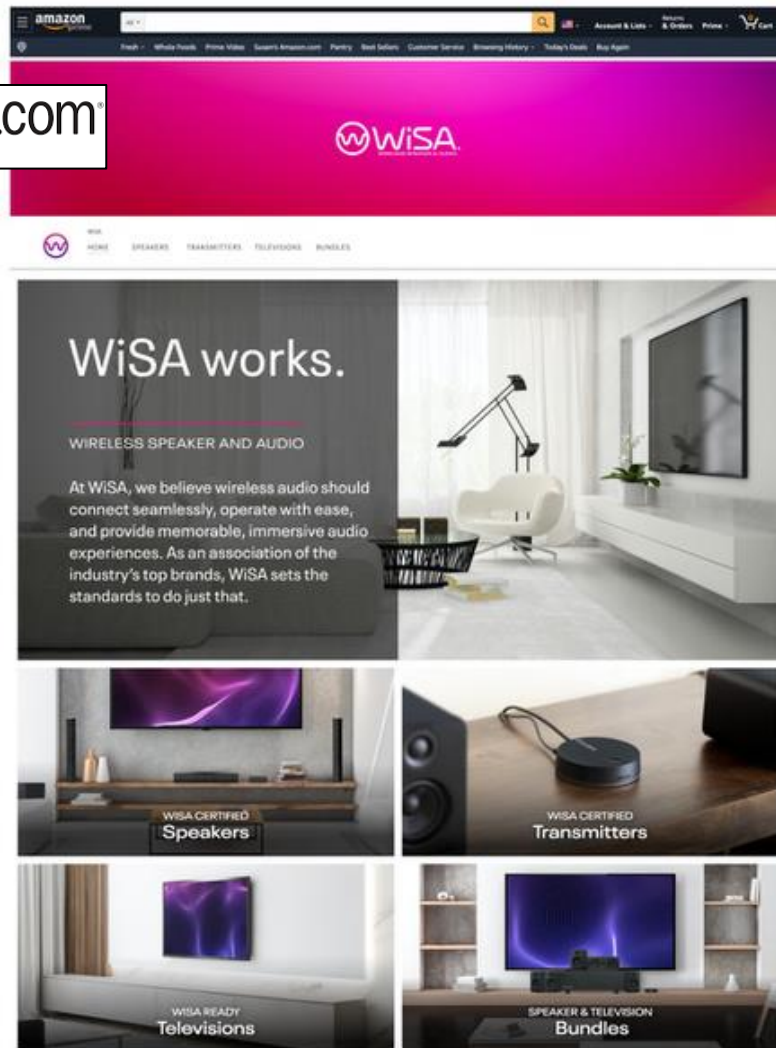
# Expanding the Ecosystem



## Opening Retail Storefronts

[www.amazon.com/wisa](http://www.amazon.com/wisa)

amazon.com



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## Establishing Various Price Points

### Audiophile Brands

\$2,000 - \$20,000



### Mainstream

\$1,098 - \$1,495



### Entry Level

\$799 - \$999



Milan 5.1 with  
WiSA SoundSend



# Former HDMI Team to Evangelize and Monetize the WiSA Standard



Industry Veterans Bring Extensive Experience in Developing, Launching, and Licensing Multiple Standards-based Technologies



Eric Almgren

- Co-founder and GM of unit of Silicon Image that launched and built the HDMI standard
- Drove revenue from both IP and standards-based licensing at HDMI Licensing
- Founded and monetized several standards-based organizations: Mobile High-definition Link (MHL), Low-power memory (LPDDR4), and WirelessHD

Steve Venuti

- President of HDMI Licensing, LLC for 12 years
- Responsible for brand building and driving specification adoption of with ecosystem partners
- Served as Chairman of the WirelessHD consortium

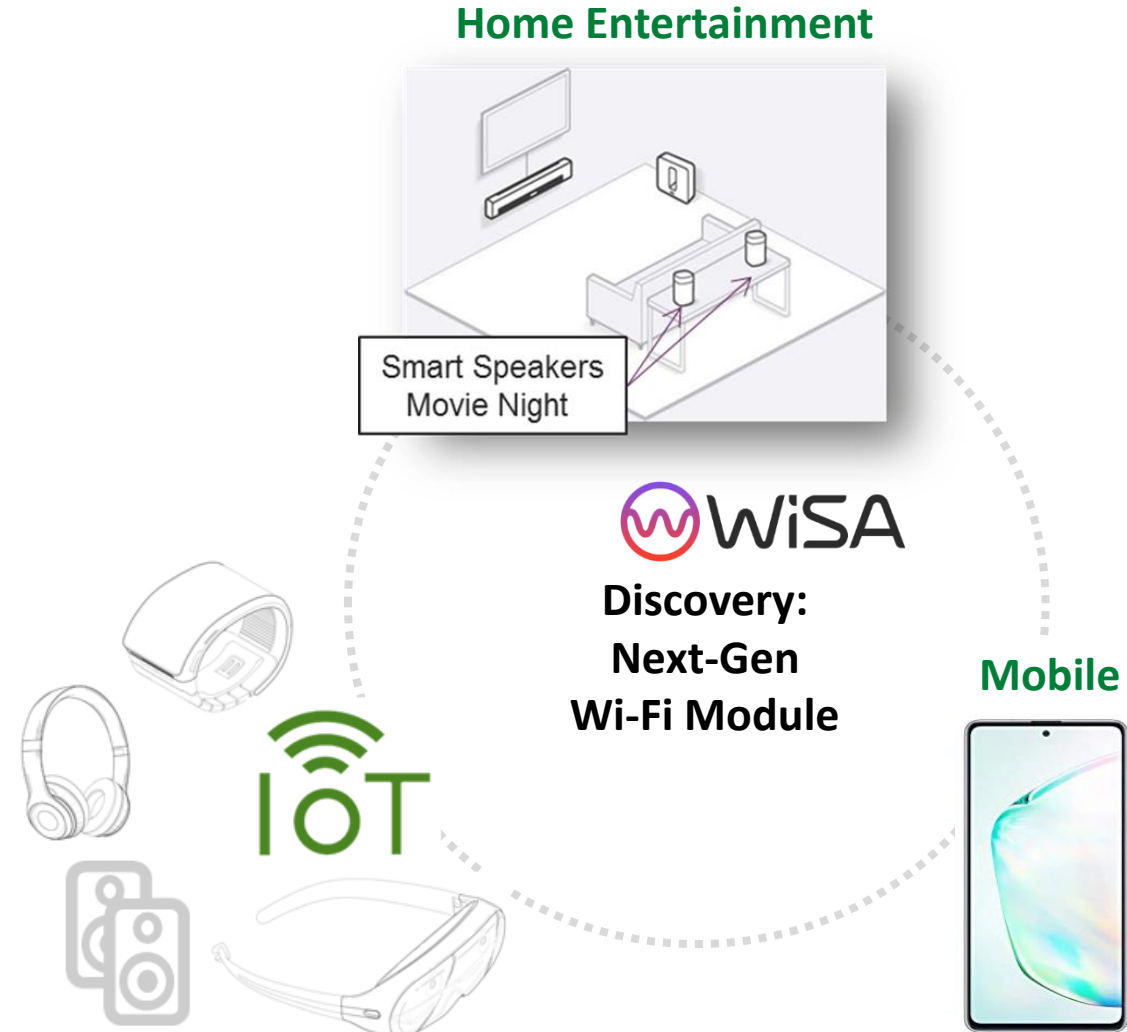
Roger Isaac

- CTO of a high-speed wireless connector company, working with leading SoC, DRAM, OEM, and IP companies to create and build the low-power DRAM and flash memory ecosystem
- Served as the chairman of the JEDEC groups that defined successive versions of the low-power mobile and flash memory standards (LPDDR2, LPDDR3, LPDDR4, and UFS)
- 100+ issued patents worldwide in the wireless connectivity space

# Beyond Premium Audio: Driving 2022 Growth



- First Gen Technology established WiSA as multi-channel wireless technology brand with a complete ecosystem of TVs/transmitters and speakers
- Next Gen extends WiSA to all smart devices with massive TAM
- Immersive Sound Expands to Wi-Fi enabled smart devices:
  - Smart TVs
  - Smart Speakers
  - Smart Phones
  - Tablets
  - Gaming PCs and Consoles
  - IoT Devices
  - Headphones



# Large, Growing Wireless Markets



## Projected TAM\*

Audio Configuration	Gen 1: 5.1	Gen 2: 5.1
WW Smart TVs (Ms)	90	269
Audio Attach Rate	15%	30%
Audio Systems Sold (Ms)	14	81
WiSA Share	10%	50%
WiSA Systems (Ms)	1.4	40.4
Speakers per configuration	6	3
Transmitters per system	1.0	0.5
Module TAM (Ms)	9.5	141.2
Module ASP (\$ per unit)	\$9.00	\$4.00
Rev. TAM (Ms of \$)	\$85	\$565

\* *Management estimates*

**Factors:** Content availability, simplicity for the consumer, price, multiple brands

# ~200+% Q3 2021 Revenue Growth



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WIRELESS



## Preliminary Q3 '21

- ~\$1.8M revenue, up ~200% vs. Q3 '20<sup>1</sup>

## Q2 '21

- \$1.6M revenue, up 350+% vs. Q2 '20
- 29.0% gross margin, up from 3.4% in Q2 '20
- \$3.3M opex, including \$0.4M of non-cash, vs. \$2.0M, including \$0.1M of non-cash in Q2 '20
- \$3.4M net loss, including \$0.6M of non-cash "other expense" vs. \$3.4M in Q2 '20

## 2021 Guidance

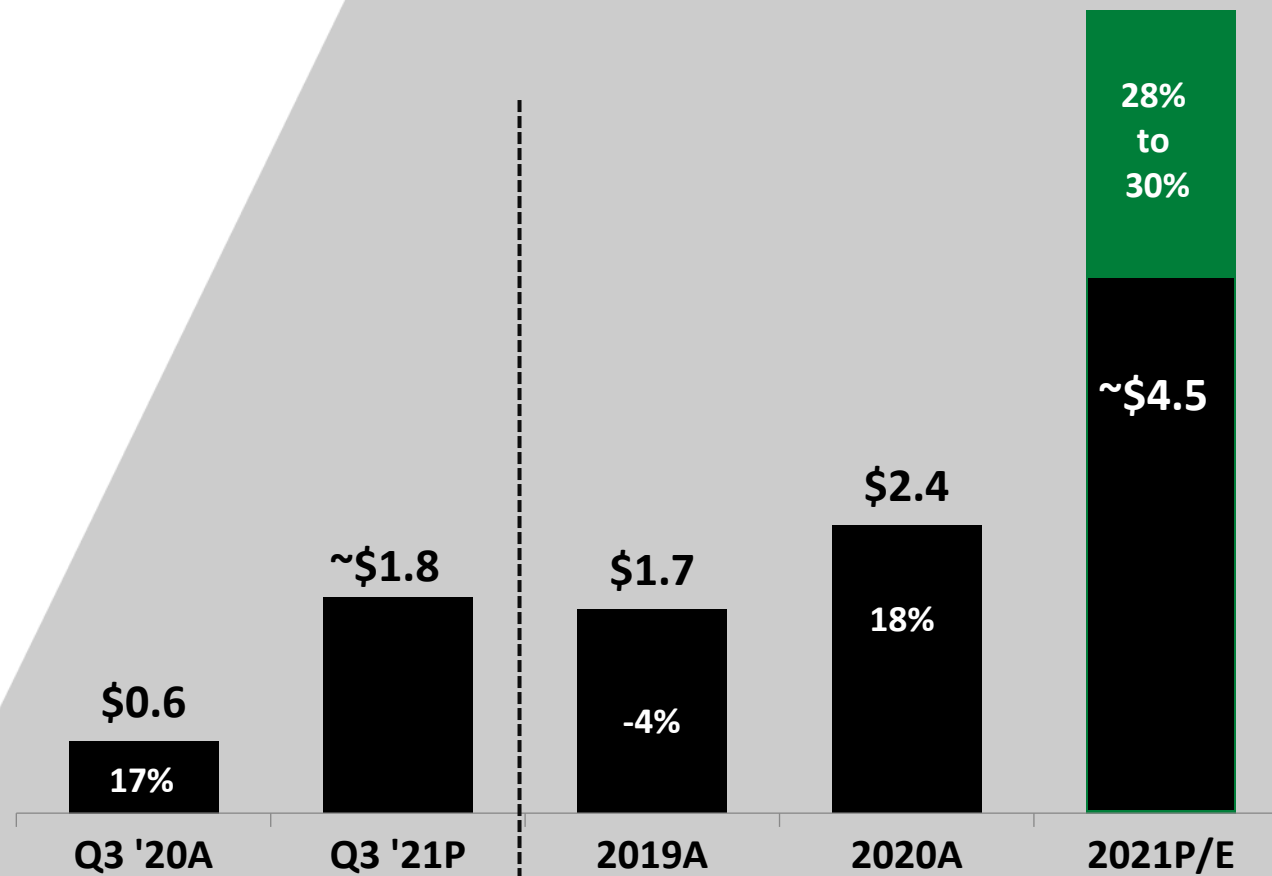
- \$6.5M to \$7.0M revenue, up 180+% vs. 2020<sup>1</sup>
- 28% to 30% gross margin<sup>2</sup>
- ~\$12.8M opex, w/~\$1.4M in non-cash charges<sup>2</sup>

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## Revenue & Gross Margin

(\$ in M)

\$6.5 to \$7.0



<sup>1</sup> As of preliminary results announced in a press release on October 12, 2021.

<sup>2</sup> As reported with the Q2 2021 results on August 10, 2021.

# Expanding WiSA Ecosystem Driving Growth



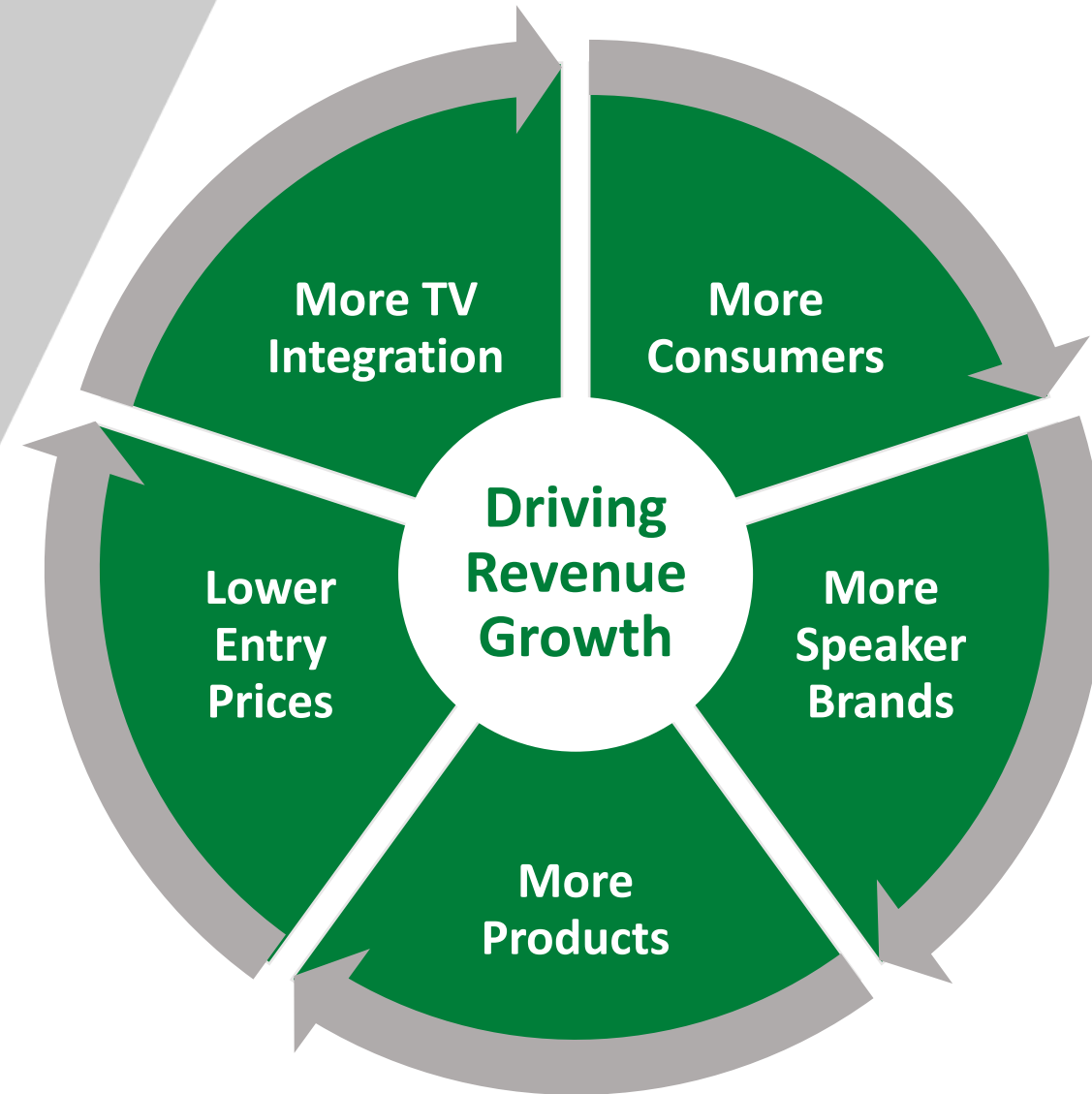
Joined Russel Microcap<sup>®</sup> Index

Strengthening Balance Sheet

## Cash & Cash Equivalents

- \$10.3M at 6/30/21
- \$9.1M net cash raised in July
- \$13M - \$15M expected at 12/31/21

Well Capitalized for 2022





# Expanding Ecosystem, Fueling Growth



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WiSA  
WIRELESS SPEAKER & AUDIO

## Immersive Sound

- Building the standard, like HDMI
- Protected IP and WiSA trademark

## Huge Market Opportunity

- Soundbars, Smart TVs, Wireless Speakers, Headphones, Smartphones

## Increasing WiSA Adoption

- ~1.2Mk website visitors through 9M 2021
- ~2M website visitors expected in 2021

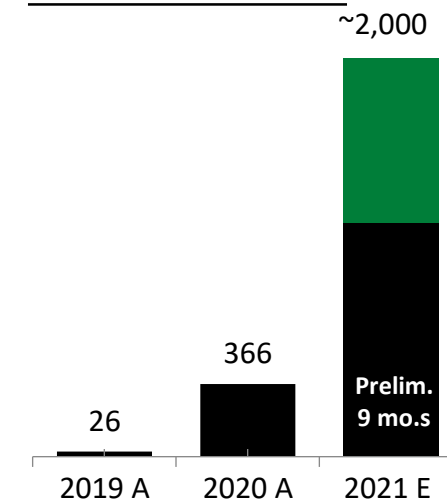
## Improved, Proven Market Strategy

- WiSA Wave engaging consumers
- New Amazon storefront

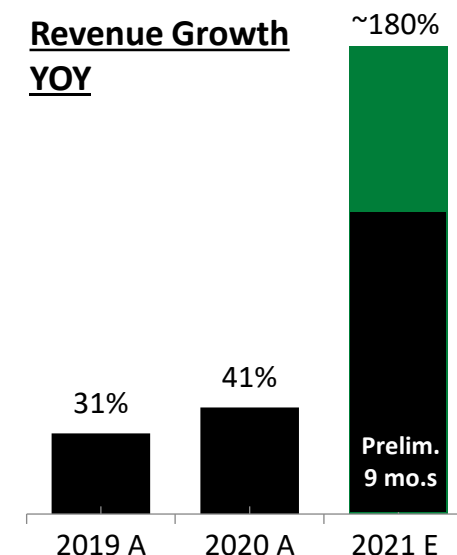
## Driving Revenue and Gross Margin Growth

- 180% FY 2021 revenue growth expected
- 30% long-term goal for gross margin

### # of Website Visitors



### Revenue Growth YOY





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W I R E L E S S

### **Investor Relations**

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949-385-6449, [WISA@mzgroup.us](mailto:WISA@mzgroup.us)

Kirsten Chapman, MD - LHA Investor Relations  
415-433-3777, [summit@lhai.com](mailto:summit@lhai.com)

### **Summit Wireless Technologies, Inc.**

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San Jose, CA 95119

[www.summitwireless.com](http://www.summitwireless.com)

# Summit Leadership

## Founders/Executive

### Brett A. Moyer

*CEO, Pres. & Chair*

- Focus Enhancements, Pres. & CEO
- Zenith Electronics/LG
- Director: HotChalk, NEO Magic, Alliant Int'l Univ.

### George Oliva

*CFO*

- Hardesty LLC
- Penguin Computing
- StorCard
- Hammer Storage Solutions

### Tony Ostrom

*President, WiSA Association*

- Klipsch Group, VP of Product Dev.
- Product development leadership at House of Marley and Powermat

### Tony Parker

*VP, Bus. Dev. & Strategy*

- Cirrus Logic, TI, AT&T, Agere Systems & Lucent
- 25+ years product marketing strategy

### James Cheng

*VP of Worldwide Sales*

- Amlogic, Inc,
- GoerTeck, Inc.
- Marvell Semiconductor

### Keith Greeney

*VP of Engineering*

- Designed 10+ ASICs
- 25+ years firmware, hardware, digital signal processing (DSP) & ASIC design experience
- Textronix Federal Systems, key contributor

### Ed Green

*VP of Operations*

- Network Elements
- Focus Enhancements
- Lattice Semiconductor

## Board of Directors

### Lisa Cummins Dulchinos

*Director since 2019*

- Ayar Labs, CFO & COO
- Penguin Computing
- Adept Technology, CFO

### Dr. Jeffrey Gilbert

*Director since 2015*

- Technologist
- Alphabet, Google X
- SiBeam, CTO
- Silicon Image, CTO
- Atheros, Sr. Mgt.

### Michael Howse

*Director since 2018*

- PC Gaming/Esports expert
- Eleven Ventures, Founder & GP
- Bigfoot Networks, CEO
- AMD, Creative Labs, S3 & 3dfx Interactive

### Helge Kristensen

*Director since 2010*

- Home Theater industry expert
- Hansong Technology. VP
- Platin Gate Technology (Nanjing), President
- 25 years+ audio and technology industry

### Sri Peruvemba

*Director since 2020*

- Marketer International, CEO t
- Society of Information Display Chair
- Quantum Materials Corp, Director

### Rob Tobias

*Director since 2020*

- HDMI® Licensing Administrator Inc., CEO, Chair & Pres.
- MHL
- Silicon Image

### Wendy Wilson

*Director since 2021*

- ChargePoint
- Disney
- Jive
- Yahoo