



NASDAQ: WISA

The New Industry Standard for Immersive Wireless Sound

**Summit Wireless Q3 2021 Investor Call
November 10, 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 inability to predict or measure supply chain disruptions resulting from the COVID-19 pandemic and other drivers, 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

More Accomplishments

- Rolling Stone “Best Home Theater System” to Platin Milan 5.1
- Former HDMI executives increasing traction and monetizing the WiSA Standard
- Launched numerous WiSA Certified™, WiSA Ready™ and WiSA SoundSend Certified™ products and designs
 - LG Electronics QNED Mini LED TV
 - Hisense laser TV projector
 - Toshiba REGZA, first TV with WiSA SoundSend certification
 - Harman Kardon Radiance 2400
 - Hansong Technology reference platforms featuring Summit’s IoT transceiver module



WiSA Online Storefronts

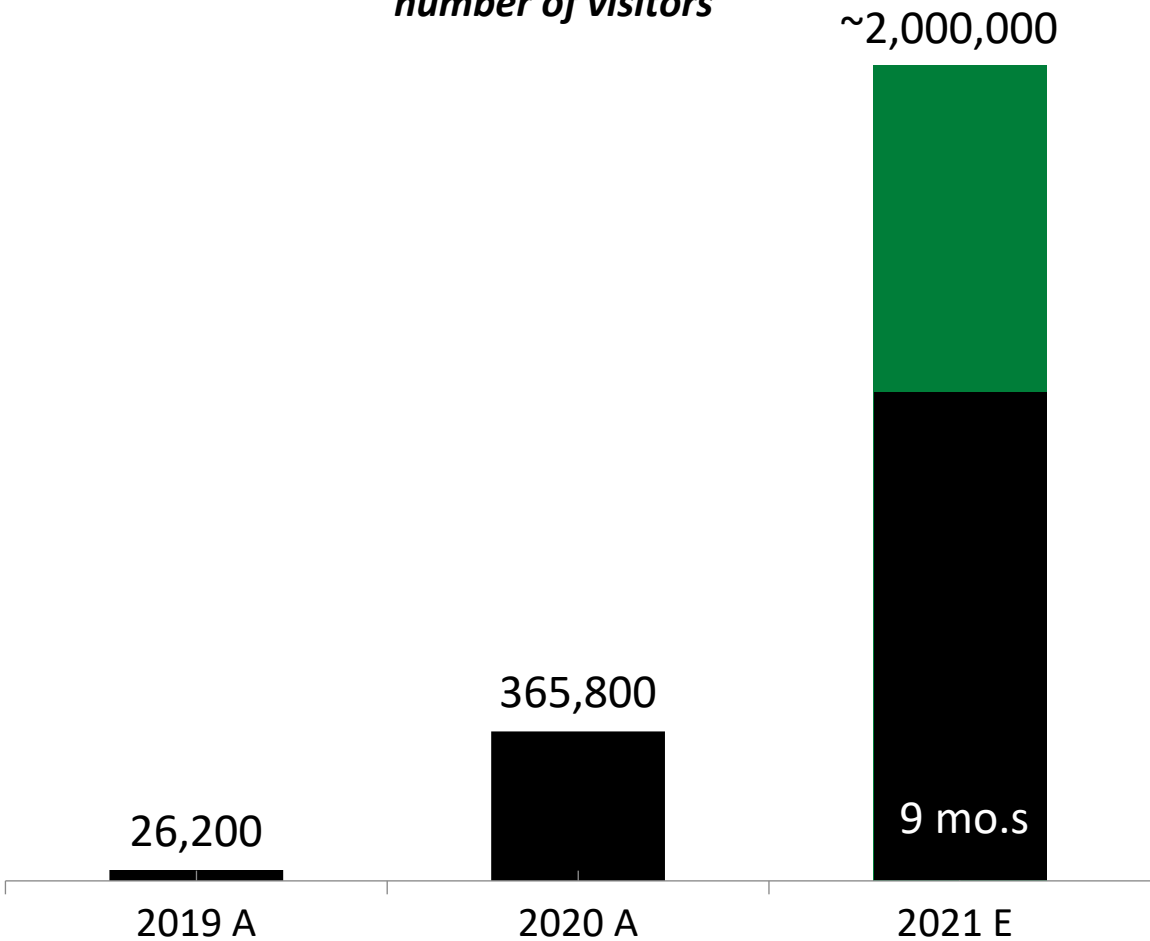


Why Now?

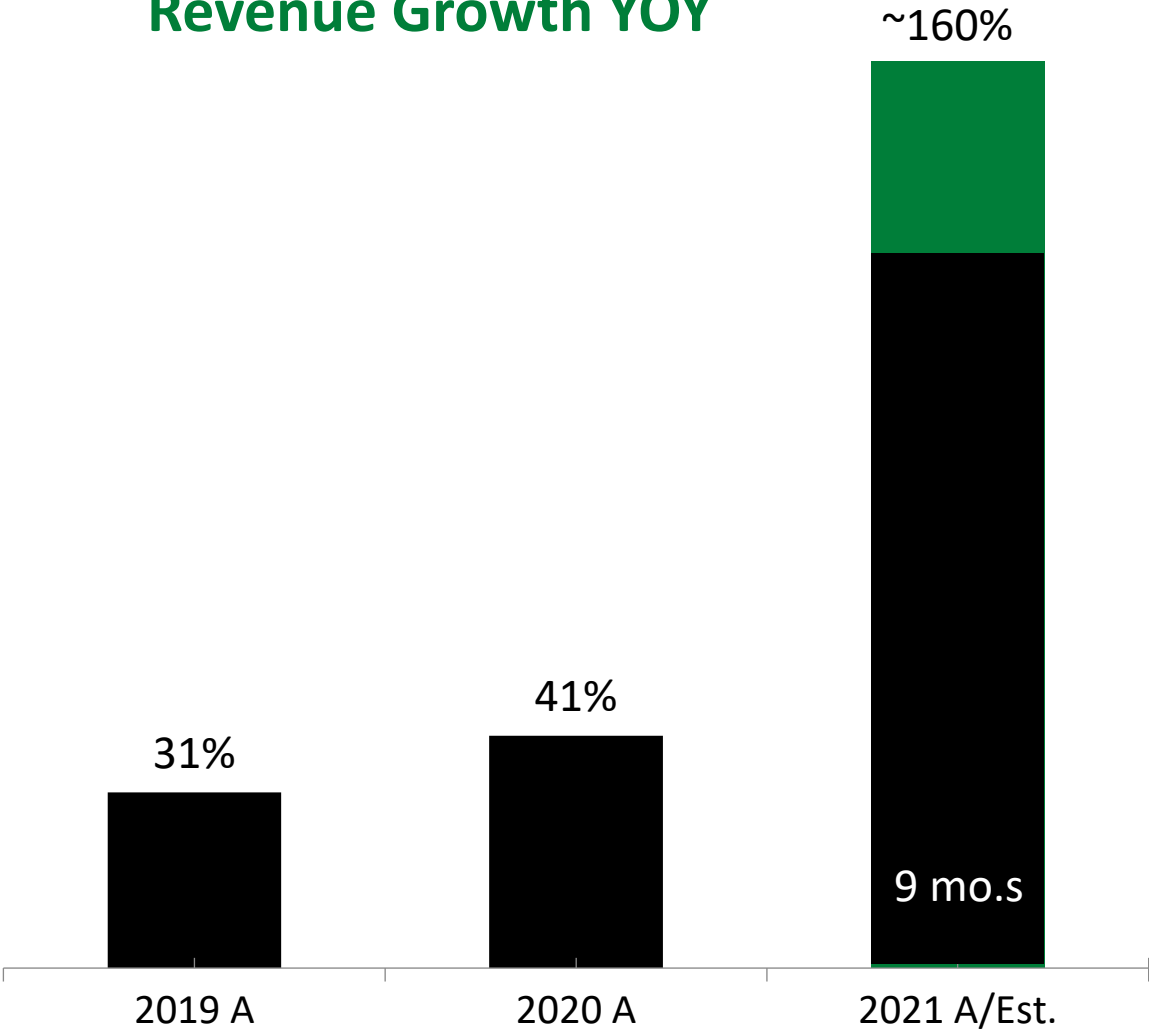


Annual Website Traffic

number of visitors



Revenue Growth YOY



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

Best Home Theater System: Platin Milan 5.1

Rolling Stone Essentials 2021



Spatial Audio Has Arrived



“Apple Music’s Spatial Audio and Lossless Streaming are Now Available on Android”

“Verizon Has Its Own Version of Spatial Audio and It’s Already Pushing It on Phones”

“Netflix is Finally Adding Support for Spatial Audio on iPhone and iPad”

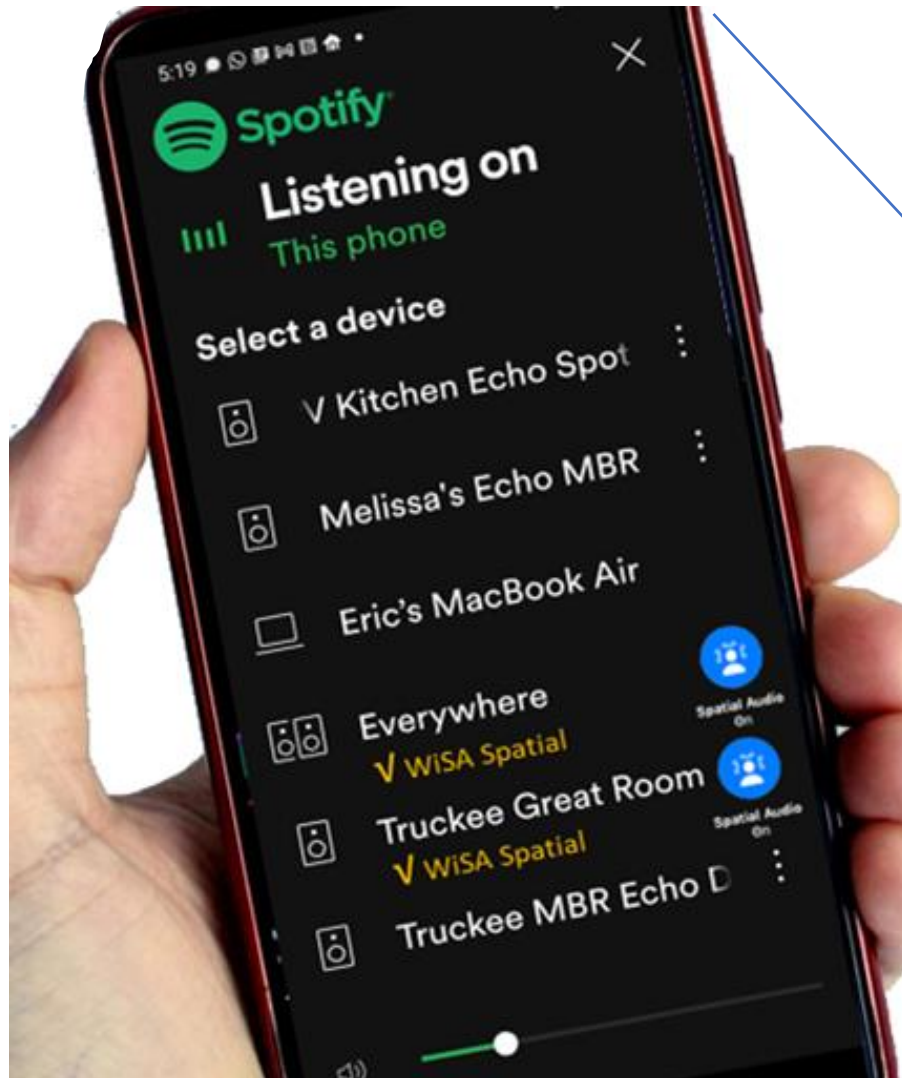
The company is rolling out support for the immersive surround sound feature now

“Amazon Music Brings Spatial Audio to More Customers than Ever Before”

The banner features a dark blue background with abstract, flowing lines. At the top, the 'amazon music UNLIMITED' logo is displayed. Below it, the text 'EXPERIENCE SPATIAL AUDIO' is written in large, bold, white letters. Underneath, a smaller line of text reads 'Hear your favorite music like never before with fully immersive, three-dimensional sound'. A prominent yellow button with the text 'Sign-up now' is centered. Below the button, a small note states 'Starts at \$7.99/month. Terms apply.' At the bottom of the banner, there are four circular icons, each with a corresponding text label below it: 1. A smartphone icon with the text 'THOUSANDS OF SONGS IN DOLBY ATMOS & 360 REALITY AUDIO'. 2. A waveform icon with the text 'EXPERTLY MIXED FOR BREATHTAKING DEFINITION & DEPTH'. 3. A headphones icon with the text 'LISTEN WITH YOUR FAVORITE HEADPHONES'. 4. A speaker icon with the text 'LISTEN WITH SELECT SMART SPEAKERS'.

“Spatial/Immersive algorithms are good, but “algos” on more speakers is stunning,” WiSA Management.

What's Next? Spatial Audio for the World



Primary Growth Drivers



SoundSend

*universal, low-cost
WiSA connectivity*

WiSA Wave

- *2M visitors
projected for 2021*
- *7 National retailers
opening virtual storefronts
increasing ease of
WiSA Certified™ sales*

Discovery: Next-Gen Wi-Fi Module

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



WiSA's Award-Winning Unifier



Your Smart TV

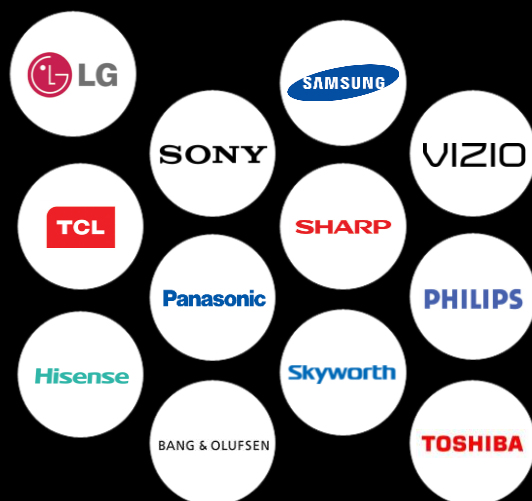
Works with 100s of millions of
TVs with ARC/eARC

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:

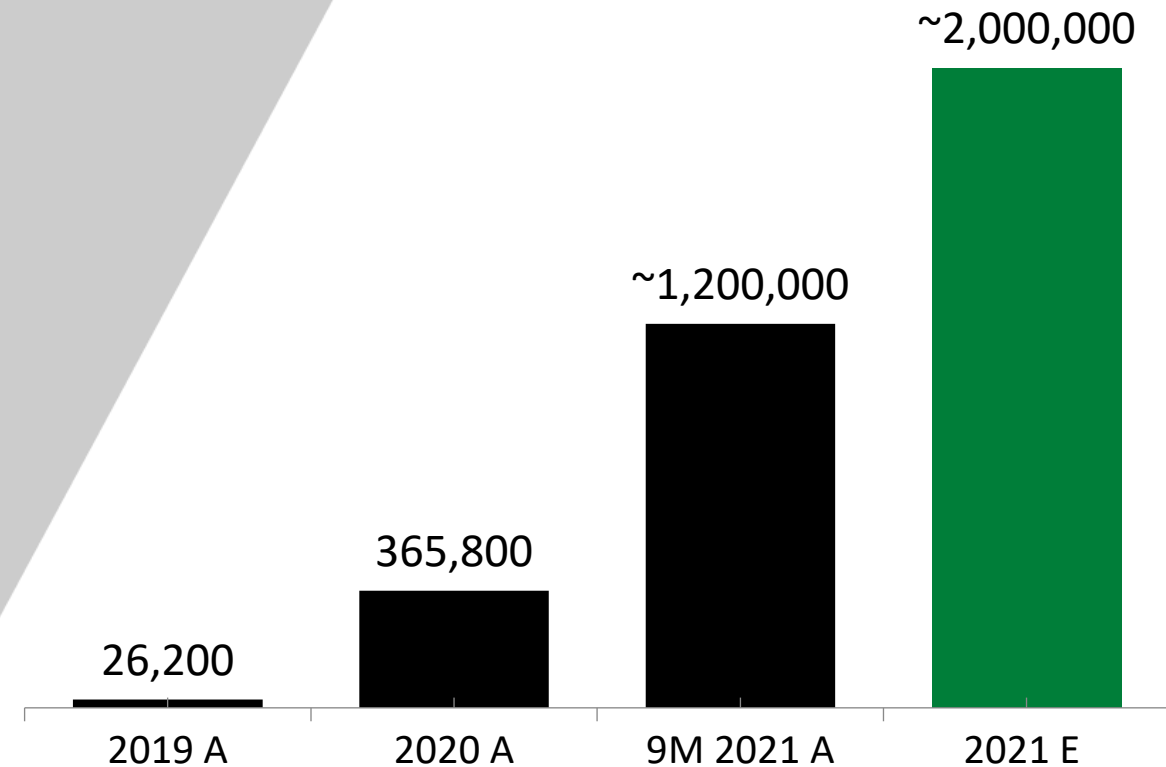
- Identifies an audio consumer
- Tags a consumer for remarketing

Reseller:

- Facilitates consumer buying

Annual Website Traffic

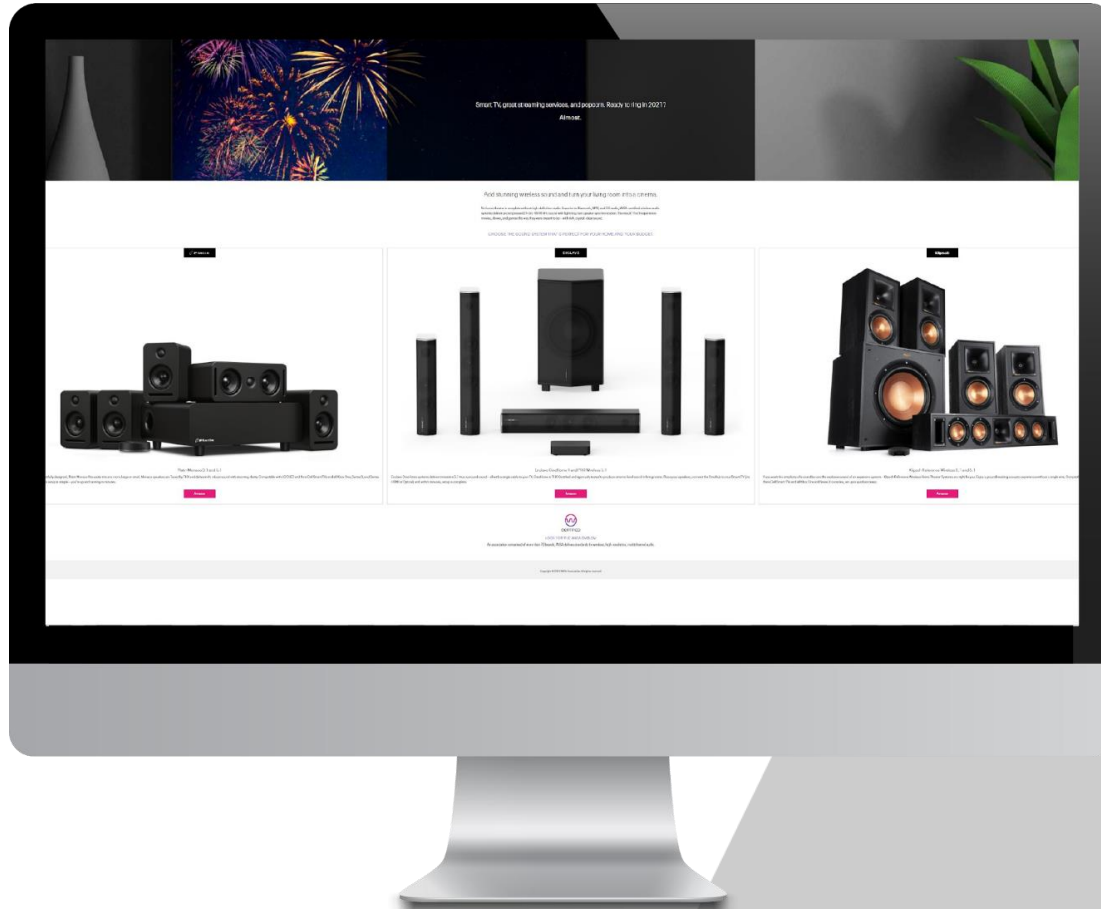
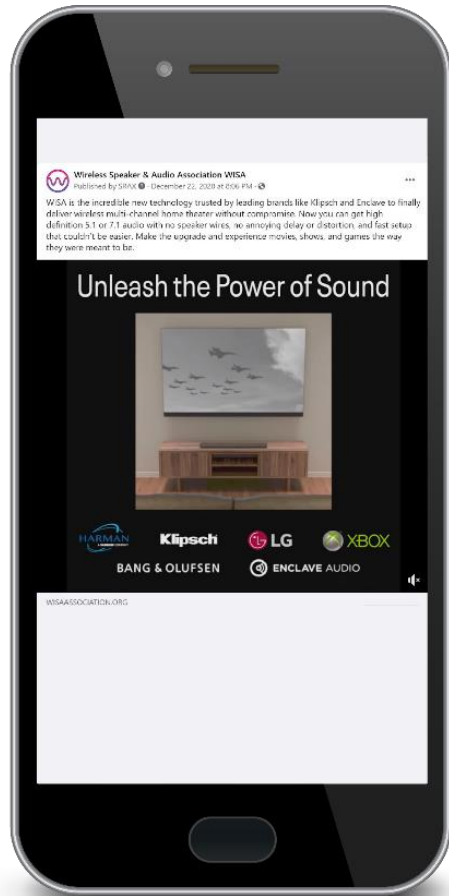
number of visitors



WiSA Wave Leveraging Digital Marketing

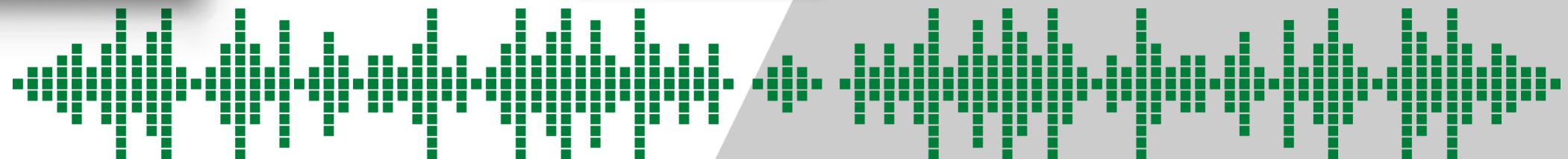


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Brands or retailers remarket using WiSA Wave analytics. For example:

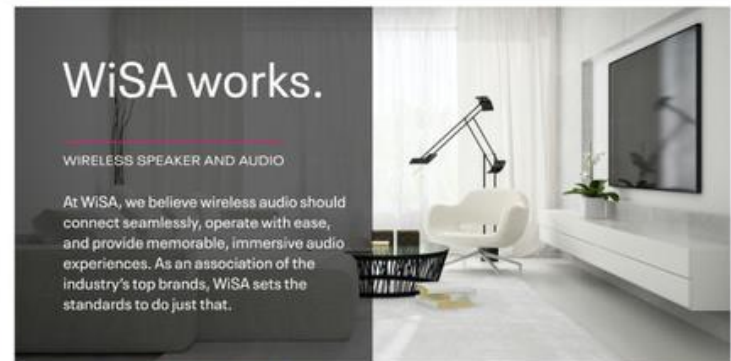
- Demographics
- Geography
- Repeat visitors
- Shoppers vs researchers
- Time on site
- Consumer vs audiophile shopper



Expanding the Ecosystem: 7 Storefronts



7 Online Retail Storefronts Opening



Establishing Various Price Points

Audiophile Brands

\$2,000 - \$20,000



Mainstream

\$1,098 - \$1,495



Entry Level

\$799 - \$999



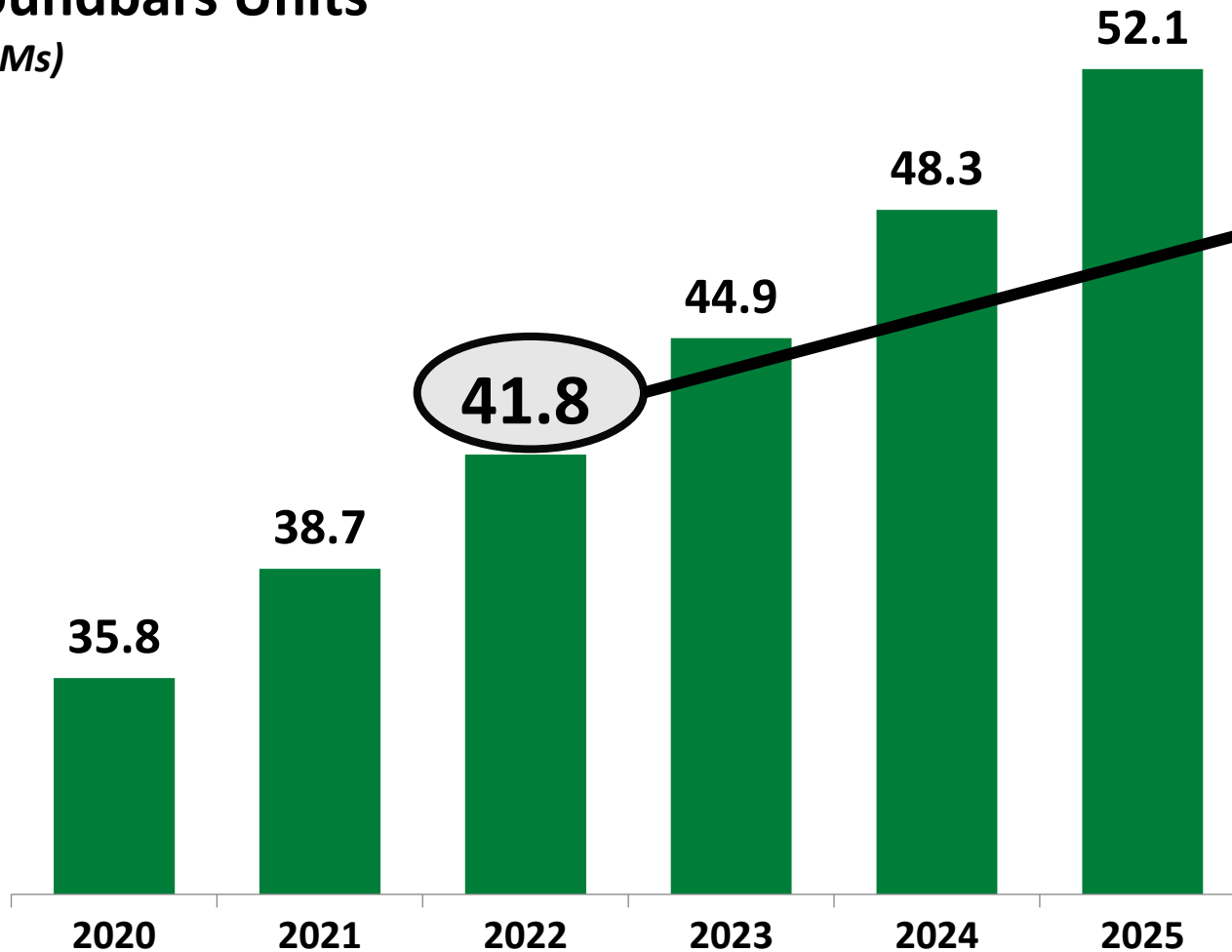
Milan 5.1 with
WiSA SoundSend



Soundbar Opportunity: Low Hanging Fruit



Soundbars Units* (in Ms)



* Source: Infiniti Research September 2021

2022 Projected Soundbar SAM**

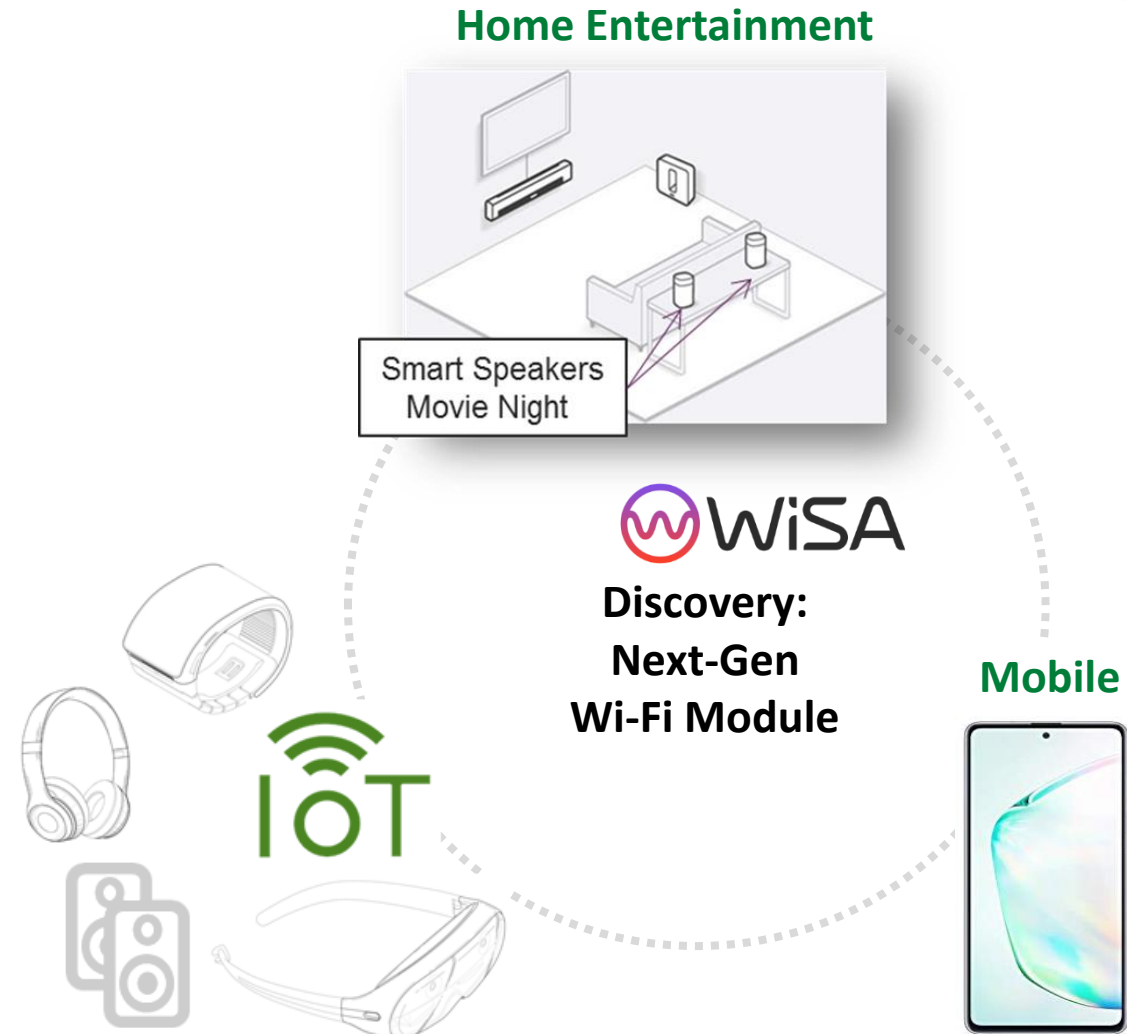
Audio Configuration	Gen 1: 5.1
Soundbar units (Ms)	41.8
WiSA Share	5%
WiSA Systems (Ms)	2.1
Speakers per configuration	6
Transmitters per system	1
Module TAM (Ms)	14.6
Module ASP (\$ per unit)	\$9.00
Rev. TAM (Ms of \$)	\$132

** Management estimates: Factors include content availability, simplicity for the consumer, price, multiple brands

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



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

198% Q3 2021 Revenue Growth



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Q3 '21

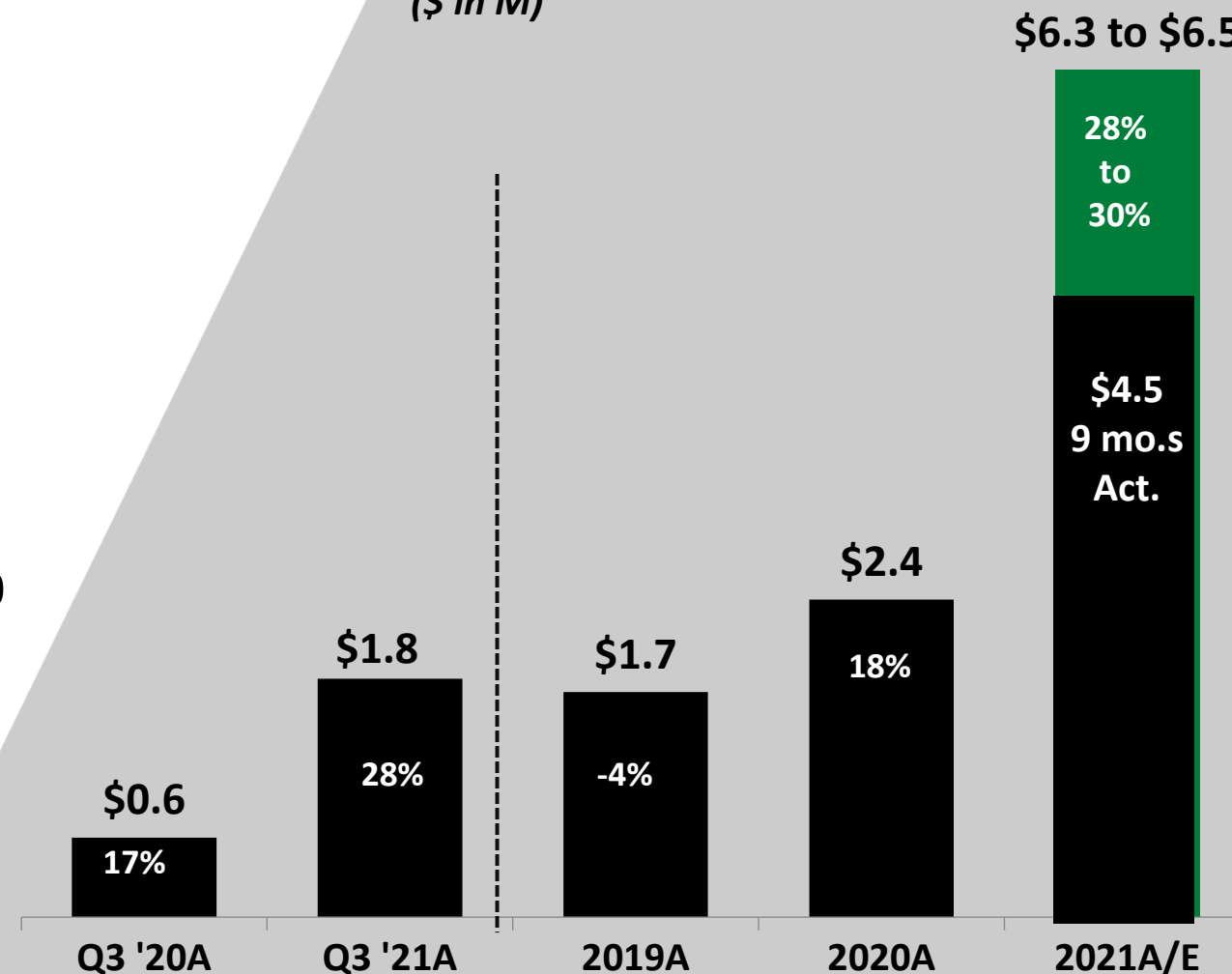
- \$1.8M revenue, up 198% vs. Q3 '20
- 28.0% gross margin, up from 17.1% in Q3 '20
- \$3.4M opex, including \$0.4M of non-cash, vs. \$3.1M, including \$0.7M of non-cash in Q3 '20
- \$2.1M net loss, including \$0.9M benefit related to PPP forgiveness vs. \$3.0M in Q3 '20

2021 Guidance

- \$6.3M to \$6.5M revenue, up at least 160+% vs. 2020
~\$450k has been rescheduled to 2022 due to customers' redesign as a results of part shortages.
- 28% to 30% gross margin
- ~\$13.4M opex, w/~\$1.4M in non-cash charges
Actively investing in strategic marketing and engineering to further leadership in the spatial surround sound market.

Revenue & Gross Margin

(\$ in M)



Expanding WiSA Ecosystem Driving Growth



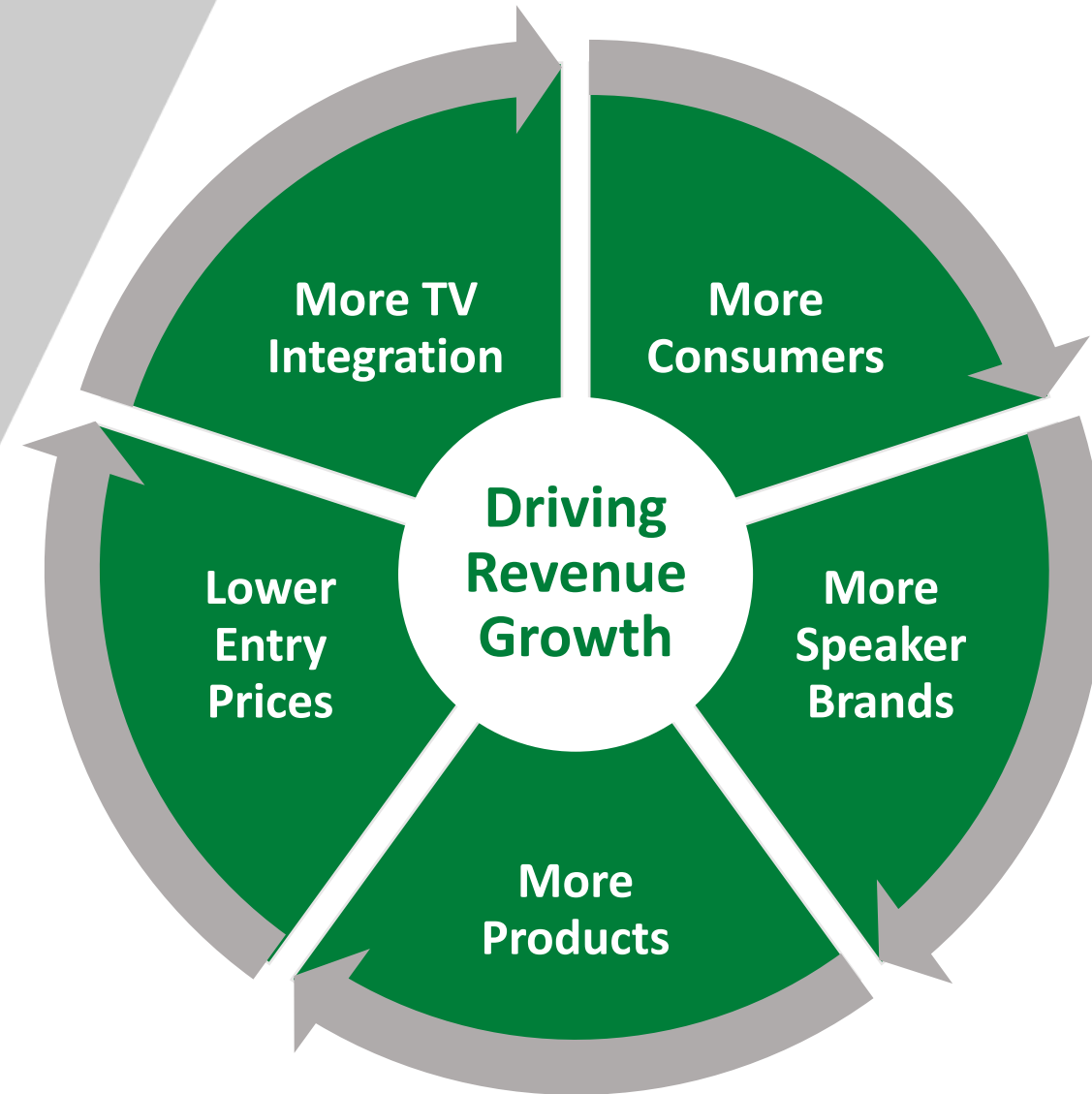
Investing in strategic marketing and innovation

Strong balance sheet

Cash & Cash Equivalents

- \$16.1M at 9/30/21
- ~\$13M 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

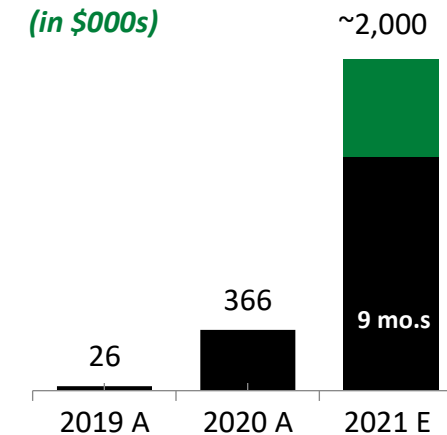
Improved, Proven Market Strategy

- WiSA Wave engaging consumers
- New Amazon storefront

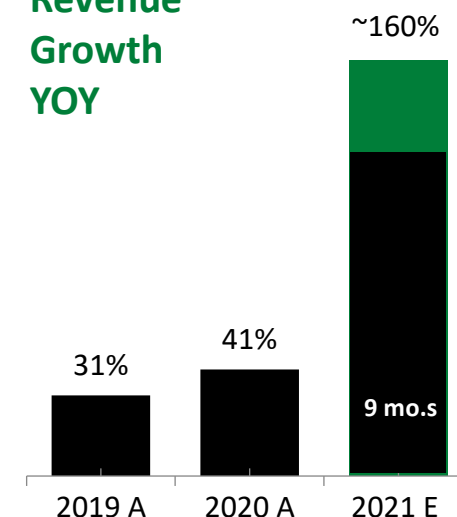
Driving Revenue and Gross Margin Growth

- At least 160% FY 2021 revenue growth expected
- 30% long-term goal for gross margin

of Website
Visitors
(in \$000s)



Revenue
Growth
YOY



Stay Home and Save with Stadium Surround Sound

Shop WiSA Certified™ products at numerous locations and online storefronts



To save \$100 on either the Milan 5.1 or Monaco 5.1 systems, both shipping with the WiSA SoundSend included, use the discount code **WISA\$100** at www.platinaudio.us



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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

Brett A. Moyer

CEO, Pres. & Chair

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

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.

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