

Company Description

Company Overview	Leading provider of Smart Glasses and AR wearable computer and display technologies for enterprise and consumer
Founded & IPO	Company was founded in 1997, IPO was in 2009
Headquarters	West Henrietta, NY (suburb of Rochester)
Executive Management	Paul Travers: CEO, President Grant Russell: CFO, EVP and Treasurer
Offices	US, Canada, UK and Japan
Financial Statistics	Share price: \$1.93 ⁽¹⁾ Market Cap: \$64 million ⁽¹⁾ Cash: \$16 million ⁽²⁾

(1): As of January 24, 2020. Market Cap does not include Intel preferred stock on an as converted basis.

(2): As of September 30, 2019.

Key Investment Highlights

- Vuzix is an AR industry leader in terms of customer count, technology expertise and product breadth
- Vuzix has been making wearable computers and displays for over 10 years
- Vuzix' new M400 and M4000 smart glasses are well positioned to become leading enterprise solutions
- Vuzix' Blade is emerging as a preferred solution for many enterprise and security/1st responder users
- A growing number of OEM opportunities are also emerging for custom waveguide-based projects
- Strong industry growth is widely projected for the wearable computing and AR space over the next 5 years





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/ 1st Responders, Prosumer	Custom Projects across multiple industries
MARKET STATUS	Emerging	Emerging	Developing
PROJECTED MARKET OPPORUTNITY	\$10B+	\$1B+	\$100M+

Enterprise Adoption Across Key Verticals...

...will be Driven by Demonstrated ROIs



CUSTOMER	VUZIX USAGE CASE	ROI
	Remote support for service & maintenance technicians	Up to 86% faster task completion; Up to 77% error reduction assist
	Remote field service support for installation & maintenance	Supervision sign-offs were completed up to one-fourth of the previous time
	Real-time expert cross boarder troubleshooting for a remote manufacturing facility	Up to 60% faster machine repairs; reduced travel costs
	600+ smart glasses deployed at the Changi Airport for baggage and cargo handling	Aircraft turnaround times were reduced by up to 15 minutes per flight

VUZIX PRIMARY REVENUE DRIVERS

M-Series Smart Glasses



M-400

STATUS:
CURRENTLY
SHIPPING

- One of the industry's most powerful standalone smart glasses available
- Android-based operating system with Qualcomm SXR1 platform
- OLED display, GPS, multi-finger touchpad, 12.8MP camera with image stabilization and auto focus
- Ruggedized IP67 water and dust rated, drop tested 2 meters, standard USB-C connector for external battery connection
- Supported by a broad line of wearable accessories



M-4000

STATUS:
AVAILABLE
2H2020

- A Vuzix optical waveguide provides a completely non-occluded see-through heads-up display
- The M4000 comes with all the same features and performance of the M400
- Creates a new level in wearable computing
- Increased resolution to WVGA with a 16x9 aspect ratio and a larger FOV

Blade Smart Glasses



STATUS:
CURRENTLY
SHIPPING

**Enterprise
B2B & B2C**

- Supports see-what-I-see applications for field service, security, field inspection, etc.
- B2C applications include telemedicine, close captioning, retail store picking
- Available in ANSI Z87.1 safety-rated version
- Developers are actively building applications for B2B and B2C enterprise customers

**Security/1st
Responders**

- The Blade's form factor makes it one of the best solution available for these markets
- Vuzix has already announced multiple security partners (e.g. SWORD, NNTC)
- Proof-of-concept discussions and demonstrations have taken place with numerous fire and police departments, many of which are also evaluating usage with drones

Prosumers

- The Companion app manages the connection between the Blade and smart phone
- Vuzix App Store supports paid and free apps and basic mobile device management
- Over 80 apps currently available with more being added every month
- Blade can currently be purchased online from Vuzix and Amazon

OEM Solutions

Major technology companies partner with Vuzix for its proprietary technology and wealth of industry experience



- Proven track-record of providing solutions
- World-leader in optics and waveguides
- Derivatives to fully customized solutions
- Products are designed and primarily assembled in-house in Vuzix' NY facility
- Vuzix' facility is ISO 9001 certified and uses advanced custom-designed robotics

Custom Waveguide-Based OEM Opportunities are Emerging Across Multiple Industry Verticals

- Automotive
- Aviation
- Consumer
- Courier Services
- Defense

Near to mid-term NRE revenue opportunities of \$10+ million quoted



Longer-term potential for \$100s of millions in product revenues

Additional Information

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Disclaimer: Except for historical information contained herein, the statements in this fact sheet, dated January 2020, 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.