

Company Description

Company Overview	Leading provider of Smart Glasses and AR wearable display technology for enterprise and consumers
Founded & IPO	Company was founded in 1997; IPO was in 2009
Headquarters	West Henrietta, NY (suburb of Rochester)
Financial Statistics	Share price: \$4.10 ⁽¹⁾ Market Cap: \$112 million ⁽¹⁾ Cash: \$23.5 million ⁽²⁾
Revenue	2016A: \$2.1 million 2017A: \$5.5 million YTD 2018A: \$6.1 million (9 months)
Ownership	CEO and CFO together own ~13% Intel Corporation (~15%) – Series A Preferred

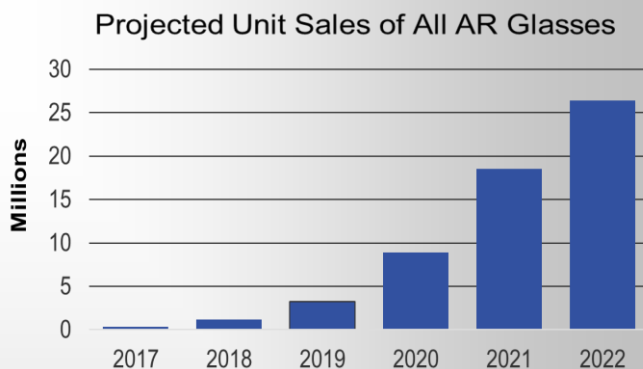
(1): As of February 12, 2019. Market Cap does not include Intel preferred stock on an as converted basis
(2): As of September 30, 2018

Key Investment Highlights

- Vuzix is an industry leader in terms of customer count, technology expertise and product breadth
- The augmented reality (AR) wearables market is projected to soar to 25M+ units/year by 2022
- 1000+ enterprise customer trials to date with many starting to place initial deployment orders
- Tier-one OEM co-branding of products and initial shipments of next gen waveguide-based solutions
- Substantial tier-one OEM opportunities exist for Vuzix' proprietary waveguide optics
- A debt-free balance sheet with \$23.5M in cash

Vuzix supplies leading edge AR solutions...

...to a market poised to sharply accelerate...



Source: IDC (2018)

...led by increasing enterprise adoption...

...driven by proven trials and deployments.

- Only 2% of companies have deployed AR to date
- Deployment rates of 75+% projected by 2021



Source: Toshiba

verizon ✓ **M300 pilot for remote service & maintenance support with 50 units provided to central office, copper and fiber technicians**

M300s are being introduced to 600 ramp handling staff - usage cuts aircraft turn around times by up to 15 minutes/flight



M300 pilot for remote field service support for maintenance technicians; work order sign-off times cut by 75%

Vuzix M300/M300XL



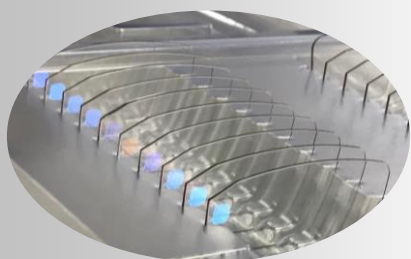
- Enterprise AR smart glasses designed for commercial usage
- Established ecosystem of VARs and system integrators
- More than 16,000 Vuzix AR smart glasses in the field
- 1000+ enterprise trials to date versus 350 at 2017 year end
- Broad list of blue chip customers trialing product
- Strategy in place to accelerate enterprise adoption
- 2018 follow-on orders from AMA XpertEye and SATS
- Customer orders and RFQs are continuing to expand in size

Vuzix Blade



- World's first pair of truly wearable AR glasses
- First product to incorporate Vuzix' latest waveguide optics
- Manufacturing levels continue to ramp
- Commercial version launched; script inserts available Jan 19
- Allows users' phones to be kept in their pockets by providing first true hands-free communication
- Amazon Alexa available today for developers; Yelp, Google Assistant, AccuWeather and many other apps coming soon

Vuzix Waveguide Optics



- Patent protected disruptive technology able to drive the OEM design of true AR smart glasses
- Weight, size, cost and optical performance improvements over alternative solutions
- State-of-the art production facility in Rochester, NY HQ
- Custom tool-making equipment, procedures, polymers, and replication equipment all designed and owned by Vuzix

Additional Revenue Drivers: Toshiba OEM Deal, Non-Commercial Markets and Vuzix Basics Video

Toshiba AR100



- Enterprise solution package with Toshiba Dynabook wearable computer
- Produced by Vuzix/Sold and marketed by Toshiba

Non-Commercial Markets

First Responders



Defense



Vuzix Basics Video



- Click, connect & collaborate software that connects multiple viewers
- Bundled 1-year subscriptions available for the M300 and M300XL, starting at \$1299

Additional Information

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