

2Q2022 EARNINGS PRESENTATION

AUGUST 9, 2022

VUZIX®

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Call Participants and Agenda

Participants

Paul Travers

President and CEO

Grant Russell

CFO and Executive Vice President

Ed McGregor

Director of Investor Relations

Agenda

- Introduction
- Business review
- Financial review
- Closing Remarks
- Q&A

Opening Remarks and 2Q2022 Comments

- 2Q2022 revenue of \$3.0M rose 20% sequentially and 3% YOY
- Smart glasses customer engagements remain very encouraging
- International sales channel was expanded with the addition of Westbase.io
- Local sales and support teams were bolstered in Europe; German sales office slated to open in 3Q2022
- Growing OEM momentum seen with both existing and new customers
- Atomistic agreement concluded and announced

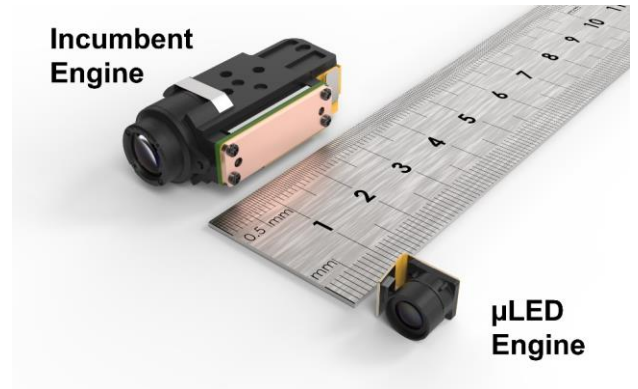
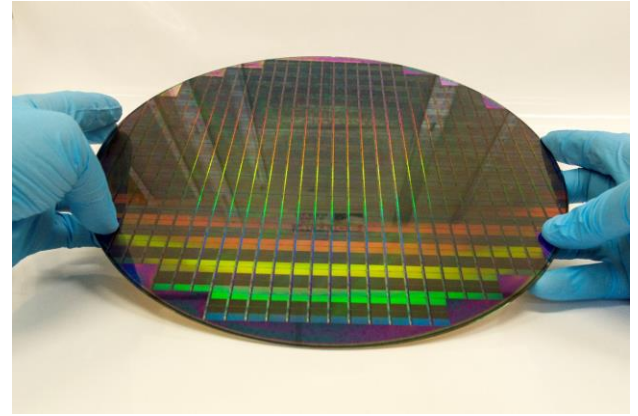
Smart Glasses Business Comments

- Warehousing and logistics vertical continues to expand
 - ✓ One Fortune 100 customer has already placed multiple orders and is well into scheduling a multi-year rollout
 - ✓ Vuzix smart glasses have been deployed across various Amazon warehouses and rollout should continue to expand
 - ✓ Other large customers are deploying Vuzix smart glasses within their distribution centers and prepping for wider rollouts
- Vuzix' healthcare ISVs continue to expand the breadth and availability of their Vuzix-powered surgical solutions
- Vuzix expects smart glasses revenue to grow in 2H2022 versus 2H2021



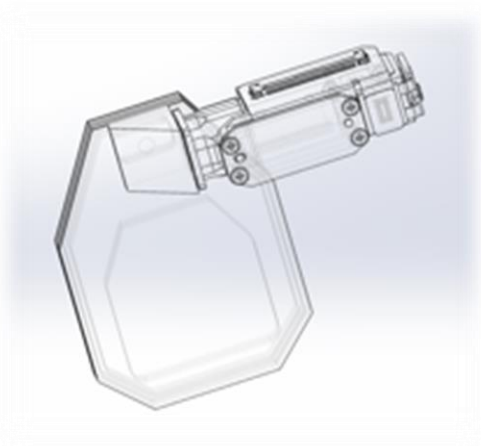
Acquisitions and Investments

- Atomistic agreement was signed in mid-May and great progress is already being made
- To learn more about this agreement, a replay of the Atomistic conference call is available at <https://ir.vuzix.com/>
- Vuzix continues to engage in due diligence and hold discussions with multiple vertical market solution companies



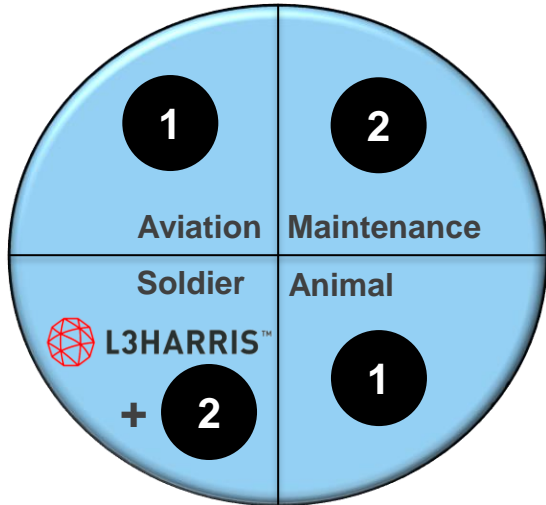
OEM Business is Well Positioned for Success

- Standardized OEM offering is being proactively offered
- Strong IP portfolio - 247 patents & patents pending
- 10-year military non-compete agreement has expired
- Vuzix has been fielding many RFIs and RFQs for waveguide-based solutions and display engines to go with them
- Vuzix is significantly expanding its waveguide manufacturing quality and capacity
- **For defense customers:** Vuzix is the only US-based supplier of waveguides
- **For consumer and enterprise customers:** Vuzix is a flexible high-volume cost competitive provider of waveguides and related solutions

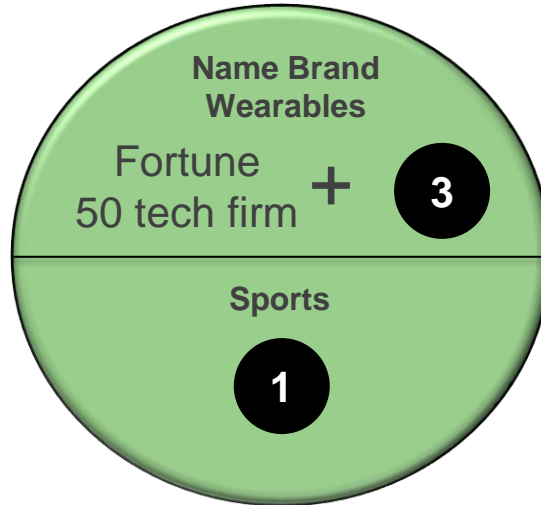


OEM Engagements are Expanding in Number and Breadth

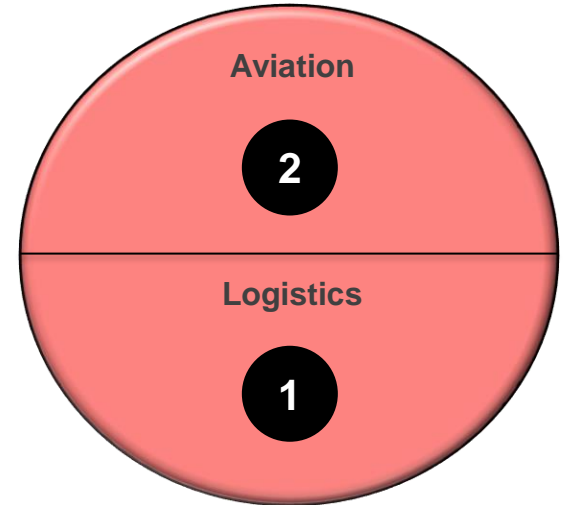
Defense - 7



Consumer - 5



Enterprise - 3



Product Comments



- Three new products are expected to be released over the next several months
- Expect to formally announce and commence volume production of a Blade follow-on product within weeks
- Initial production units of the M400-C have been shipped with an introduction to standard channels expected during 3Q2022
- Shield, Vuzix' next generation smart glasses, is on track for introduction well before the end of 2H2022

2Q2022 Operating Results

	1Q2022	1Q2021	% Change
Revenue: Smart Glasses	\$2.90M	\$2.83M	+2%
Eng. Services	\$0.11M	\$0.08M	+31%
Total	\$3.01M	\$2.92M	+3%
Gross Profit	\$0.43M	\$0.58M	-27%
Gross Margin	14.2%	19.9%	-29%
Total Expenses	\$10.43M	\$9.79M	+7%
Operating (Loss)	\$(10.00)M	\$(9.21)M	-9%
EPS (Loss)	\$(0.16)	\$(0.15)	-7%

Balance Sheet Highlights

	6/30/2022	12/31/2021
Cash	\$100.6M	\$120.2M
Current Assets	\$116.9M	\$137.2M
Working Capital	\$109.1M	\$132.4M
Long-Term Debt	0	0
Shareholder Equity	\$131.5M	\$143.2M

Q&A