

# MicroVision Announces First Quarter 2011 Results

REDMOND, Wash.--(BUSINESS WIRE)-- MicroVision, Inc. (NASDAQ:MVIS), a leader in innovative ultra-miniature projection display technology, today announced its operating and financial results for the first quarter of 2011.

"During the quarter we made solid progress on our three primary objectives for this year," stated Alexander Tokman, president and CEO. "The direct green PicoP engine development has been progressing and has not been disrupted by the recent disaster in Japan. Our ground work implemented in late 2010 on enhancing product distribution channels, introducing a new product, and simplifying operations has already paid dividends through increased revenue and lower cash usage than the fourth quarter of 2010."

# Notable business developments during the quarter include:

- -- Continued advancement of the next-generation direct green laser PicoP(R) display engine despite the recent events in Japan. Both MicroVision and Pioneer have been devoting substantial resources to the joint development of key components of MicroVision's next-generation direct green laser PicoP engine. Commercial launch of a direct green PicoP display engine is planned for the first half of next year.
- -- Product revenue more than doubled from the fourth quarter of 2010 from increased sales of the SHOWWX(TM) line of pico projectors.
- -- Decreased cash used in operations by 28% compared to the fourth quarter of last year. This reduction is in line with the company's target of reducing 2011 cash used in operations by 40% from 2010. The company anticipates cash used in operations will continue to decrease during the remainder of 2011 as the impact of changes made early in the first quarter take full effect.
- -- The company opened a research and development center at Singapore's Nanyang Technological University to further innovation and as a cost-effective means for expanding its global research and development initiatives. The company chose NTU because of the breadth of science and technology expertise found at NTU and its centralized location in Asia.

### Financial Results

The following financial results are for the three months ended March 31, 2011, compared to the same period one year earlier.

- -- Revenue was \$1.1 million, compared to \$668,000 a year ago, primarily from increased sales of the company's accessory laser pico projectors.
- -- Operating loss was \$9.0 million, compared to \$9.5 million for the same quarter a year ago.
- -- Net loss was \$9.0 million, or \$0.09 per share, compared to \$9.1 million, or \$0.10 per share for the same quarter a year ago.

orders of \$11.9 million for the PicoP display engine has delayed its product launch to the second half of 2011. This has introduced additional uncertainty about the commercialization ramp of the customer's high-end media player. Consequently, MicroVision has removed these orders from its backlog until more information regarding the timing and quantity of engine deliveries can be established.

Cash used in operations was \$8.1 million during the quarter ended March 31, 2011, compared to \$11.2 million for the fourth quarter of 2010. Cash and cash equivalents were \$14.5 million as of March 31, 2011, which includes \$3.1 million in cash raised during the first quarter through the company's 2010 equity financing facility.

### Conference Call

The company will host a conference call today to discuss its first quarter 2011 results and current business operations at 8:30 a.m. ET / 5:30 a.m. PT. Participants may join the conference call by dialing 866-362-4829 (for U.S. participants) or 617-597-5346 (for international participants) ten minutes prior to the start of the call. The conference call pass code number is 76869564. The call will also be broadcast over the Internet and can be accessed from the company's web site at <a href="www.microvision.com/investors">www.microvision.com/investors</a>. The webcast and information needed to access the telephone replay will be available through the same link approximately one hour after the conference call concludes.

## About MicroVision

MicroVision provides the PicoP(R) display technology platform designed to enable nextgeneration display and imaging products for pico projectors, vehicle displays and wearable displays that interface with mobile devices. The company's projection display engine uses highly efficient laser light sources which can create vivid images with high contrast and brightness. For more information, visit us on:

Our company website: <a href="https://www.microvision.com">www.microvision.com</a>

Our corporate blog: <a href="https://www.microvision.com/displayground">www.microvision.com/displayground</a>

Twitter: <u>www.twitter.com/microvision</u>

Facebook: www.facebook.com/MicrovisionInc

YouTube: <u>www.youtube.com/mvisvideo</u>

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# Forward-Looking Statements

Certain statements contained in this release, including those relating to future product development and operating results and those using words such as "anticipate," "target" and "plan" are forward-looking statements that involve a number of risks and uncertainties. Factors that could cause actual results to differ materially from those projected in the company's forward-looking statements include the following: our ability to raise additional

capital when needed; our or our customers' failure to perform under open purchase orders; our financial and technical resources relative to those of our competitors; our ability to keep up with rapid technological change; government regulation of our technologies; our ability to enforce our intellectual property rights and protect our proprietary technologies; the ability to obtain additional contract awards; the timing of commercial product launches and delays in product development; the ability to achieve key technical milestones in key products; dependence on third parties to develop, manufacture, sell and market our products; potential product liability claims; and other risk factors identified from time to time in the company's SEC reports, including the company's Annual Report on Form 10-K filed with the SEC. Except as expressly required by federal securities laws, we undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, changes in circumstances or any other reason.

Microvision, Inc.

Balance Sheet

(In thousands)

(Unaudited)

	Ma	March 31,		ecember 31,
	2	011	20	010
Assets				
Current Assets				
Cash and cash equivalents	\$	14,469	\$	19,413
Investment securities, available-for-sale		12		13
Accounts receivable, net of allowances		880		1,116
Costs and estimated earnings in excess of billings on uncompleted contracts		123		137
Inventory		5,423		6,075
Current restricted investments		306		306
Other current assets		477		564
Total current assets		21,690		27,624
Property and equipment, net		3,843		4,169
Restricted investments		1,019		1,189
Intangible assets		2,186		2,233
Other assets		30		18
Total assets	\$	28,768	\$	35,233

Liabilities and Shareholders' Equity

## Current Liabilities

Accounts payable	\$ 6,808		\$ 7,665	
Accrued liabilities	4,305		4,135	
Billings in excess of costs and estimated earnings on uncompleted contracts	47		81	
Current portion of capital lease obligations	37		40	
Current portion of long-term debt	87		85	
Total current liabilities	11,284		12,006	
Capital lease obligations, net of current portion	105		114	
Long-term debt, net of current portion	137		159	
Deferred rent, net of current portion	600		697	
Other long-term liabilities	330		424	
Total liabilities	12,456		13,400	
Commitments and contingencies	-		-	
Shareholders' Equity				
Common stock at par value	105		102	
Additional paid-in capital	404,305		400,791	
Accumulated other comprehensive loss	(31	)	(30	)
Accumulated deficit	(388,067	)	(379,030	)
Total shareholders' equity	16,312		21,833	
Total liabilities and shareholders' equity	\$ 28,768		\$ 35,233	

Microvision, Inc.

Statement of Operations

(In thousands, except earnings per share data)

(Unaudited)

	Three months	ended March 31,
	2011	2010
Contract revenue	\$ 233	\$ 298
Product revenue	886	370
Total revenue	1,119	668

Cost of contract revenue	299		128	
Cost of product revenue	2,240		1,159	
Total cost of revenue	2,539		1,287	
Gross margin	(1,420	)	(619	)
Research and development expense	4,327		4,998	
Sales, marketing, general and administrative expense	3,299		3,888	
Gain on disposal of fixed assets	(7	)	-	
Total operating expenses	7,619		8,886	
Loss from operations	(9,039	)	(9,505	)
Interest income	15		29	
Interest expense	(13	)	(17	)
Gain on derivative instruments, net	-		395	
Other expense	-		(19	)
Net loss	\$ (9,037	)	\$ (9,117	)
Net loss per share - basic and diluted	\$ (0.09	)	\$ (0.10	)
Weighted-average shares outstanding - basic and diluted	102,697		88,693	

Source: MicroVision, Inc.