

## Company Description




<b>Company Overview</b>	Leading provider of Smart Glasses and AR wearable computer and display technologies for enterprise, consumer, medical, defense and security markets
<b>Founded &amp; IPO</b>	Company was founded in 1997, IPO was in 2009
<b>Headquarters</b>	West Henrietta, NY (suburb of Rochester)
<b>Executive Management</b>	Paul Travers: CEO, President Grant Russell: CFO, EVP and Treasurer
<b>Offices</b>	US, Canada, UK and Japan
<b>Employees</b>	88
<b>Financial Statistics</b>	Share price: \$2.50 <sup>(1)</sup> Market Cap: \$98 million <sup>(1)</sup> Cash: \$16.5 million <sup>(2)</sup>

(1) As of June 4, 2020. Market cap does not include Intel preferred stock on an as converted basis.  
(2) Pro forma as of March 31, 2020 including net proceeds from May, 2020 common stock offering

## Key Investment Highlights

- COVID-19 is driving global demand for AR glasses
- 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 has 157 patents and patents pending
- Vuzix' M400 and upcoming M4000 smart glasses are well positioned to become leading enterprise solutions
- Vuzix, Blade is emerging as a preferred solution for many enterprise and security/1<sup>st</sup> 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/ 1 <sup>st</sup> Responders, Prosumer	Custom Projects across multiple industries
MARKET STATUS	Emerging	Emerging	Developing
PROJECTED MARKET OPPORTUNITY	\$10B+	\$1B+	\$100M+

## Enterprise Adoption Across Key Verticals... ..is Now Being Driven by COVID-19 Response



Companies are restricting travel



Work-from-home/  
videoconferencing



Health facilities are limiting interaction

**These actions have become growth catalysts for smart glasses usage across telemedicine, remote support and business continuity applications**

# VUZIX PRIMARY REVENUE DRIVERS

## M-Series Smart Glasses



M400

**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 rate, drop tested 2 meters, standard USB-C connector for external battery connection
- Supported by a broad line of wearable accessories



M4000

**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 and hands-free computing
- Increased resolution to WVGA with a 16x9 aspect ratio and a larger FOV

## Blade Smart Glasses



**STATUS:** CURRENTLY SHIPPING

**COMING SHORTLY:** REFRESH  
WITH STEREO AUDIO AND  
AUTOFOCUS CAMERA

**Enterprise  
B2B & B2C**

- Supports see-what-I-see applications for field service, security, field inspection, etc.
- B2C applications include tele-medicine, 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 solutions available for these markets
- Vuzix has already announced and shipped to multiple security partners
- 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 are currently available with ore being added every month
- Blade can currently be purchase 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 of \$100s of millions in product revenues**

## Additional Information

### Vuzix Headquarters

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### Investor Inquiries

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### Sell-Side Coverage

Alliance Global Partners: Brian Kinstlinger  
Craig-Hallum: Christian Schwab  
Maxim Group: Jack Vander Aarde

Disclaimer: Except for historical information contained herein, the statements in this factsheet, dated June 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.