

3Q2022 EARNINGS PRESENTATION

NOVEMBER 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 3Q2022 Comments

- 3Q2022 revenue of \$3.4M rose 14% both sequentially and YOY
- International sales channel was expanded with the addition of Hongke Tech
- Sales and support teams bolstered in Europe to support key accounts and drive additional growth in the EMEA region
- Record 3Q sales of waveguides & display engines and engineering services
- Post 3Q, waveguide capacity expansion and Moviynt acquisition announced

Smart Glasses Business Comments

- Core customer base continues to expand both vertically and geographically
- Q4 is expected to be a stronger quarter for products sales than Q3
- Warehousing and logistics and healthcare remains two of the most promising verticals
- The biggest challenge remains forecasting and managing customers' needs and expectations around the timing of deployments from key accounts



Acquisition Comments



- Moviynt, a SaaS SAP solution provider, has now become a Vuzix company
- The core Moviynt team brings 40+ years of experience related to SAP system level architecture, mobility, project management and implementation of SAP software suites
- Significant market opportunity to support traditional warehouse hardware and introduce Vuzix smart glasses into these environments
- For Moviynt, we expect a low 6 figure sales contribution in Q4 2022 and low 7 figure sales contribution in 2023
- We continue to make steady progress with the Atomistic acquisition

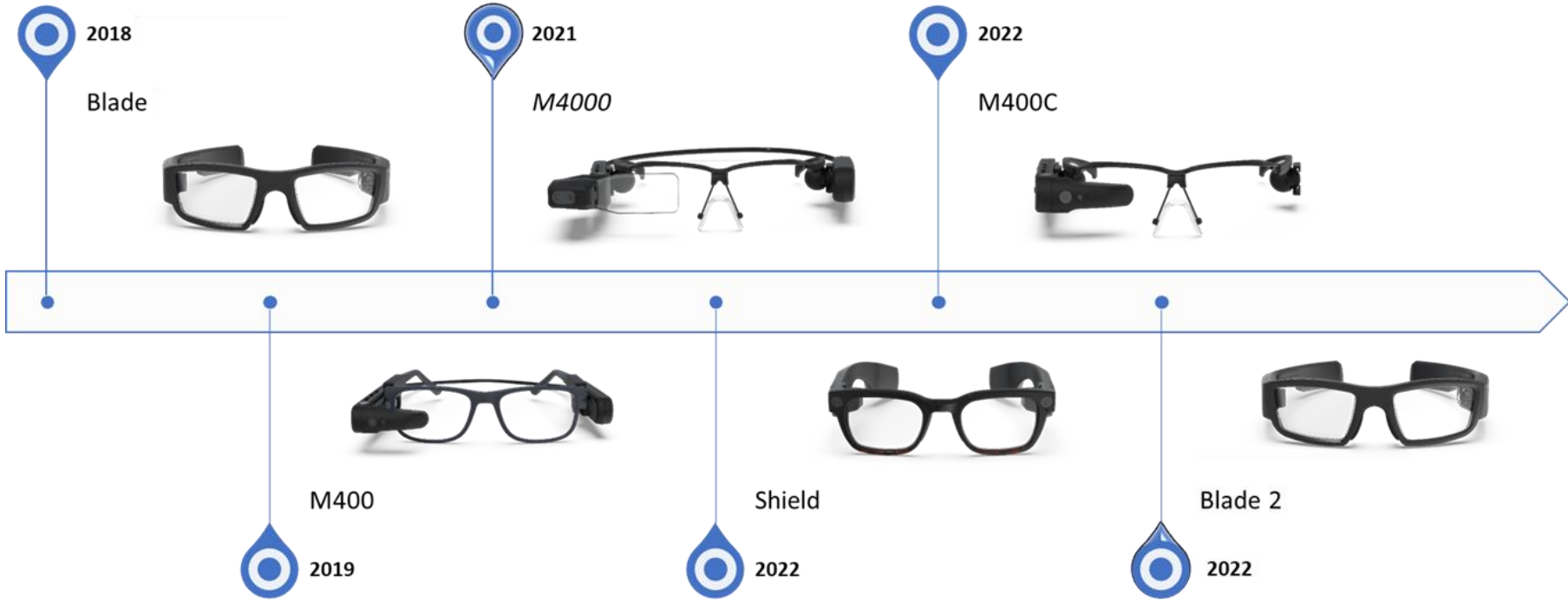
OEM Business Comments



- Currently in discussions with well over a dozen firms with multiple projects already underway with many of them

- Well positioned on the defense and military side as the only US-based manufacturer of waveguide
- Well positioned on the consumer side to be a high-volume, cost-competitive provider of waveguides, display engines and related reference designs
- Led by both consumer OEM customers and US and allied defense and homeland security customers, we expect our OEM revenue in 4Q to show continued growth

Product Comments



3Q2022 Operating Results

| | 3Q2022 | 3Q2021 | % Change |
|------------------------|-----------|------------|--------------|
| Revenue: Product Sales | \$2.54M | \$3.02M | -16% |
| Eng. Services | \$0.89M | - | nm |
| Total | \$3.43M | \$3.02M | +14% |
| Gross Profit | \$0.87M | \$0.40M | +119% |
| Gross Margin | 25.3% | 13.1% | +93% |
| Total Expenses | \$10.83M | \$10.77M | +1% |
| Operating (Loss) | \$(9.48)M | \$(10.49)M | +10% |
| EPS (Loss) | \$(0.15) | \$(0.17) | +12% |

Balance Sheet Highlights

| | 9/30/2022 | 12/31/2021 |
|--------------------|-----------|------------|
| Cash | \$90.4M | \$120.2M |
| Current Assets | \$109.0M | \$137.2M |
| Working Capital | \$100.8M | \$132.4M |
| Long-Term Debt | 0 | 0 |
| Shareholder Equity | \$125.6M | \$143.2M |

Q&A