

FACTSHEET JANUARY 2020 I NASDAO: VUZI

Company Description

Company Overview Leading provider of Smart Glasses and

AR wearable computer and display technologies

for enterprise and consumer

Company was founded in 1997, IPO was in 2009 Founded & IPO

West Henrietta, NY (suburb of Rochester) Headquarters

Executive Management Paul Travers: CEO, President

Grant Russell: CFO, EVP and Treasurer

Offices US, Canada, UK and Japan

Financial Statistics

Share price: \$1.93 ⁽¹⁾ Market Cap: \$64 million ⁽¹⁾ Cash: \$16 million ⁽²⁾

(1): As of January 24, 2020. Market Cap does not include Intel preferred stock on an as converted basis. (2): As of September 30, 2019.

Key Investment Highlights

- 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' new M400 and M4000 smart glasses are well positioned to become leading enterprise solutions
- Vuzix' Blade is emerging as a preferred solution for many enterprise and security/1st 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



END MARKET(S) Enterprise

MARKET STATUS **Emerging**

PROJECTED MARKET OPPORUTNITY

BLADE SMART GLASSES

Enterprise, Security/ 1st Responders, Prosumer

Emerging

\$1B+

OEM SOLUTIONS



Custom Projects across multiple industries

Developing

\$100M+

Enterprise Adoption Across Key Verticals...

\$10B+



TELE-MEDICINE WAREHOUSE LOGISTICS

...will be Driven by Demonstrated ROIs

CUSTOMER

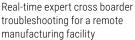






sats







VUZIX USAGE CASE

Remote support for service & maintenance technicians

Remote field service support for installation & maintenance

troubleshooting for a remote manufacturing facility

600+ smart glasses deployed at the Changi Airport for baggage and cargo handling

ROI

Up to 86% faster task completion; Up to 77% error reduction assist

Supervision sign-offs were completed up to one-fourth of the previous time

Up to 60% faster machine repairs; reduced travel costs

Aircraft turnaround times were reduced by up to 15 minutes per flight

VUZIX PRIMARY REVENUE DRIVERS

M-Series Smart Glasses



M-400



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



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

Blade Smart Glasses



STATUS: **CURRENTLY** SHIPPING

Enterprise B2B & B2C

- Supports see-what-I-see applications for field service, security, field inspection, etc.
- B2C applications include telemedicine, 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 solution available for these markets
- Vuzix has already announced multiple security partners (e.g. SWORD, NNTC)
- 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 currently available with more being added every month
- · Blade can currently be purchased 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 for \$100s of millions in product revenues

Additional Information

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Sell-Side Coverage

Alliance Global Partners: Brian Kinstlinger Bradley Woods: Jim McIlree Craig-Hallum: Christian Schwab Maxim Group: Nehal Chokshi

Disclaimer: Except for historical information contained herein, the statements in this fact sheet, dated January 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.