Company Description

Company Overview	Leading provider of Smart Glasses, AR wearable computers, and display technologies for the enterprise, defense and consumer markets
Founded & IPO	Company was founded in 1997, IPO was in 2009
Headquarters	West Henrietta, NY (suburb of Rochester, NY)
Executive Management	Paul Travers: CEO, President Grant Russell: CFO, EVP and Treasurer Pete Jameson: COO
Offices	US, Canada, UK and Japan
Employees	~90 (>80% based in West Henrietta, NY)
Financial Statistics	Share price: $1.42 [1] Market cap: $92 million [1] Cash position: $17 million [2]

(1) As of June 12, 2024.
(2) As of March 31, 2024.

Key Investment Highlights

➤ Pure play in AR wearables and related technologies, an expected $1T industry by 2030

➤ Strong IP portfolio of key technologies with 375+ patents and patents pending

➤ High-volume low-cost state-of-the-art waveguide manufacturing mega factory

➤ Leader in enterprise AR smart glasses

➤ Developing OEM opportunities across defense, enterprise and consumer

➤ Sufficient cash management and cost controls to execute operating plans

Two Primary Growth Drivers

Vuzix Branded Smart Glasses Hardware and Software Products and Solutions

Key OEM Components and Systems

AR Smart Glasses – Enterprise: Large; Broad Usage: Much Larger

The Enterprise Market Opportunity

AR smart glasses: 1M-5M units/year
TAM@$1000 ASP: $1B-$5B/year

Vuzix 20% share revenue potential:
$200M-$1B/year

The Broad Market Opportunity

AR smart glasses: 1B units/year
Waveguides & displays: $120B/year

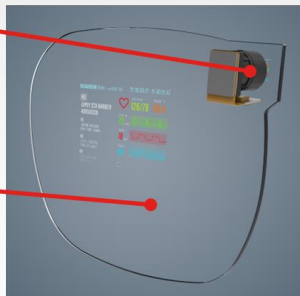Vuzix 10% share revenue potential:
$12B/year

Vuzix Supplies the 2 Key Technologies for See-Thru AR Wearables

microLED Projectors
Small form factor
High Brightness
High Contrast
Low power
Low latency

Optical Waveguides
Transparent
Thin
Lightweight
Full color

The ability to produce these technologies in high volume at low cost with the needed levels of flexibility, functionality and performance is EXTREMELY CHALLENGING

AR Smart Glasses Have Numerous Market Verticals and Use Cases

Warehouse/Logistics
Pallet Management
Order Picking Employee
Onboarding
Remote Audting

Manufacturing
Work Instructions
Process Confirmation
Quality Assurance
Training Videos

Field Service
Remote Support
Record Keeping
Site/Work Inspection
Training Videos

Healthcare
Surgery Support
Operating Room Support
Education/Training
Telemedicine/EMT

VUZIX **M400**
VUZIX **M4000**
VUZIX **BLADE2**
VUZIX **SHIELD**
VUZIX **Z100**

The MOST versatile and broadest product family in the industry:

✓ A complete product line - not a one-trick pony with a single device offering

✓ Built out exclusive to Vuzix technology

✓ Competitively Positioned within the Smart Glasses Industry

Vuzix is Positioned for Success in the OEM AR Solutions Space

FAST TURN
COST EFFECTIVE
HIGH EFFICIENCY
SCALABLE VOLUME
DESIGNED & ASSEMBLED IN THE USA
FULL CUSTOM

DEFENSE – Waveguides and display engines for HUDs, night vision and other wearables

ENTERPRISE, MEDICAL & INDUSTRIAL – Waveguides and display engines for wearables

CONSUMER - Waveguides and display engines for wearables; reference designs for white label use by major consumer electronics firms, telcos and glasses makers

Waveguide Leadership

Mega-Manufacturing Facility
Low-Cost Production Process
1M+/year Capacity - Scalable
Incognito Eliminates Eye Glow
Prescription Integrated Assembly
Small to Large Form Factors

Additional Information

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