

VCM = PROFITABLE GROWTH

INVESTOR PRESENTATION

February 2021

SAFE HARBOUR

Forward-Looking Statements

Certain statements in this presentation may constitute forward-looking statements within the meaning of applicable securities laws. All statements other than statements of historical fact are forward-looking statements. These statements include but are not limited to statements regarding management's intentions, belief or current expectations with respect to market and general economic conditions, future costs and operating performance. These statements are not guarantees of future performance and involve risks and uncertainties that are difficult to predict, and/or are beyond our control. A number of important factors could cause actual outcomes and results to differ materially from those expressed in these forward-looking statements. These factors include, but are not limited to, the distinctive characteristics of Vecima's operations and industry that may have a material impact on, or constitute risk factors in respect of Vecima's future financial performance, as set forth under the heading "Risk Factors" in the Company's Annual Information Form dated September 24, 2020, a copy of which is available at www.sedar.com. In addition, although the forward-looking statements in this presentation are based on what management believes are reasonable assumptions, such assumptions may prove to be incorrect. Consequently, investors should not place undue reliance on such forward-looking statements. In addition, these forward-looking statements relate to the date on which they are made. Vecima disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

Non-GAAP Financial Measurements

In an effort to provide investors with additional information regarding the company's results as determined by generally accepted accounting principles (GAAP), the company also discusses, in its earnings press release and earnings presentation materials, non-GAAP information which management believes provides useful information to investors. Non-GAAP measures do not have a standardized meaning prescribed by IFRS and may not be comparable to similar measures presented by other issuers. Additional information is available at www.sedar.com or on our website at www.vecima.com.

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THE VECIMA LEADERSHIP TEAM

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ADDRESSING THE OPPORTUNITY

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COMPANY OVERVIEW

1988 Company Founded

2005 Listed on Toronto Stock Exchange - TSX:VCM

466 Total Employees (as at December 31, 2020)

30+ Years of Profitability

11 Offices Globally – Headquartered in Victoria, BC

5 Continents with Active Deployments

3 Business Segments

\$96.4M Fiscal 2020 Sales

Vecima is a global leader focused on developing integrated hardware and scalable software solutions for broadband access, content delivery and telematics. We enable the world's leading innovators to advance, connect, entertain, and analyze.



Victoria



Vancouver

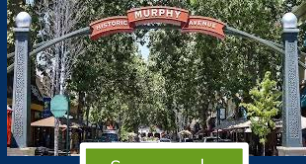


Saskatoon

CANADA



Atlanta



Sunnyvale

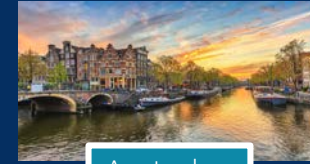


Raleigh

UNITED STATES



London



Amsterdam

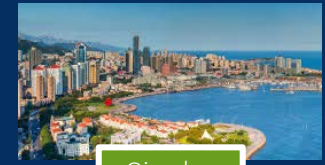
EUROPE



Tokyo



Shanghai



Qingdao

ASIA

ADDED THROUGH THE NOKIA ACQUISITION

EXPANDED GLOBAL COVERAGE

THREE OPERATING BUSINESS SEGMENTS



VIDEO &
BROADBAND
SOLUTIONS

\$35.9M*

Cable network infrastructure for
gigabit class broadband internet
access

Hospitality video platforms for
commercial properties



CONTENT
DELIVERY &
STORAGE

\$55.2M*

IPTV software and systems from
creation to delivery

Streaming, cloud DVR, on-demand,
time shift applications



TELEMATICS

\$5.3M*

GPS-based fleet management
solutions

Moveable asset tracking solutions

Regulatory compliance

*Total segmented revenue for Fiscal 2020



**Sumit Kumar,
President and CEO**

Over 25 years of c-level, executive and technical experience, including senior management positions in strategy, business development and R&D.



**Dale Booth,
Chief Financial Officer**

Over 30 years of senior management experience in finance, corporate accounting and investments. CPA, CA designated.



**Dean Rockwell,
Executive Vice President**

Over 30 years of experience in c-level and senior management roles in sales, business development, strategy, product management and operations.



**Clay McCreery,
Chief Operating Officer**

Over 20 years in the technology sector with experience in c-level management, M&A transactions, strategy development, sales and product management.



**Colin Howlett,
Chief Technology Officer**

Over 20 years of technical experience in developing cable broadband access systems and working with customers and industry standards bodies to define next-generation cable technology.

***Dynamic
Leadership Team***

***Extensive Industry
Experience***

***Driving Growth and
Profitability***



VECIMA EXECUTIVE MANAGEMENT TEAM



Surinder Kumar, Chairman of the Board

Founder of Vecima Networks



Sumit Kumar, Director

President and CEO of Vecima Networks



T. Kent Elliott, Independent Director

Former CEO and Executive Vice-Chairman at ForeScout Technologies



Danial Faizullahoy, Independent Director

Chief Commercial Officer and Senior Advisor at Glasnostic and Senior Advisor at Plantina Systems



James Blackley, Independent Director

2020 Cable Hall of Fame Honoree and former Executive VP, Advisor to the CEO at Charter Communications



Derek Elder, Independent Director

President of Sercomm Americas and Independent Director at Miratech

- ✓ **4 Independent Directors**
- ✓ **Technology Sector Experience**
- ✓ **Executive Leadership Experience**

Targeted skill sets in:

- ✓ **M&A**
- ✓ **Finance**
- ✓ **Venture Capital**
- ✓ **Strategic Growth**

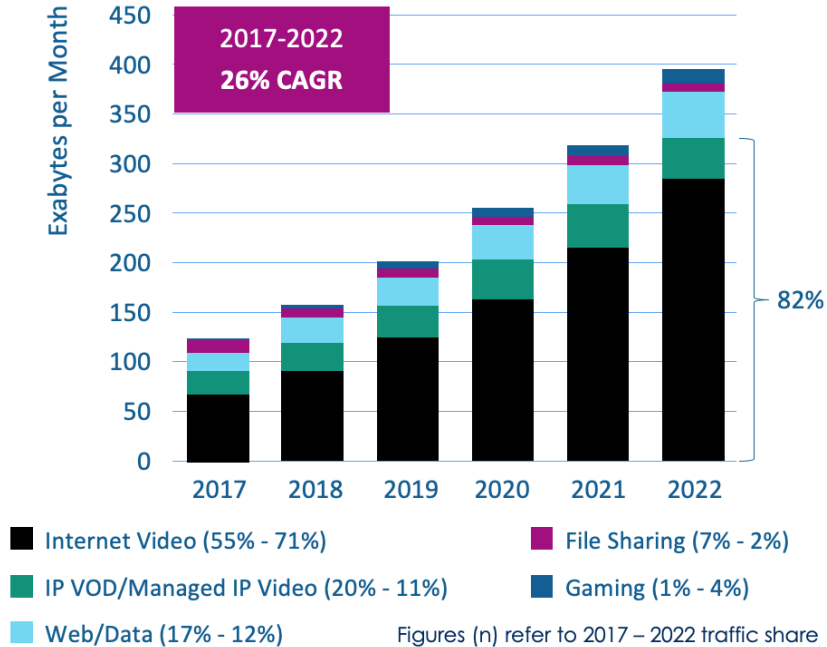


VECIMA BOARD OF DIRECTORS

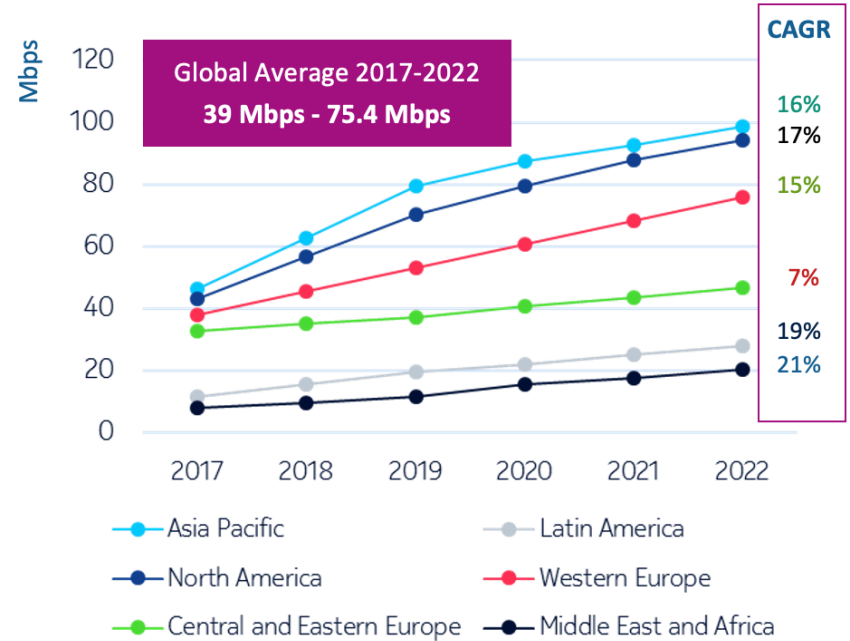


30+ YEARS OF GLOBAL MSO RELATIONSHIPS

Global IP Traffic



Fixed Broadband Speeds

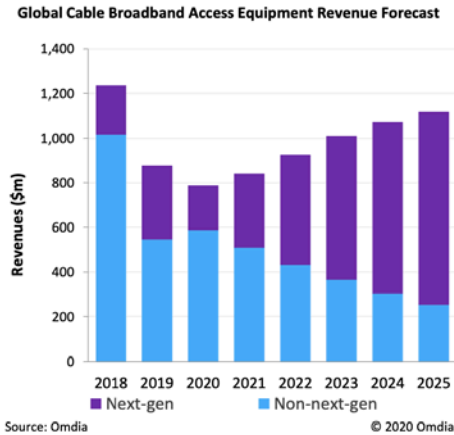


Source: Cisco VNI Global IP Traffic Forecast, 2017-2022

GLOBAL REQUIREMENTS CONTINUE TO EXPLODE

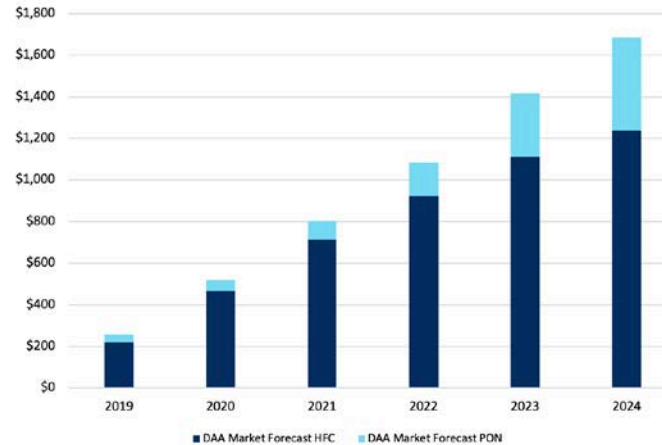
DAA momentum will transform cable market

- Omdia's cable broadband access equipment forecast – updated August 2020.
- Next-gen technologies include vCMTS/CCAP, Remote PHY/Remote MACPHY Devices and Shelves, and DAA Fiber Nodes.
- Post-pandemic, market will regain momentum, approaching \$1.2B in 2025.
- By 2025, next-gen technologies will make up 75%+ of global cable access equipment revenues.



DAA Market Size (\$M)

DAA market is accelerating



- Market is Global & Accelerating
- Deploying & seeing momentum across all regions
- Major MSO's making significant investments

DAA MOMENTUM TRANSFORMING THE CABLE MARKET



Google Fiber

The Landscape of 5G

5G will differentiate itself by delivering various improvements:



10x

Decrease in latency:
Delivering latency as low as 1 ms.



10x

Connection density:
Enabling more efficient signaling for IoT connectivity.



10x

Experienced throughput:
Bringing more uniform, multi-Gbps peak rates.



3x

Spectrum efficiency:
Achieving even more bits per Hz with advanced antenna techniques.



100x

Traffic capacity:
Driving network hyper-densification with more small cells everywhere.

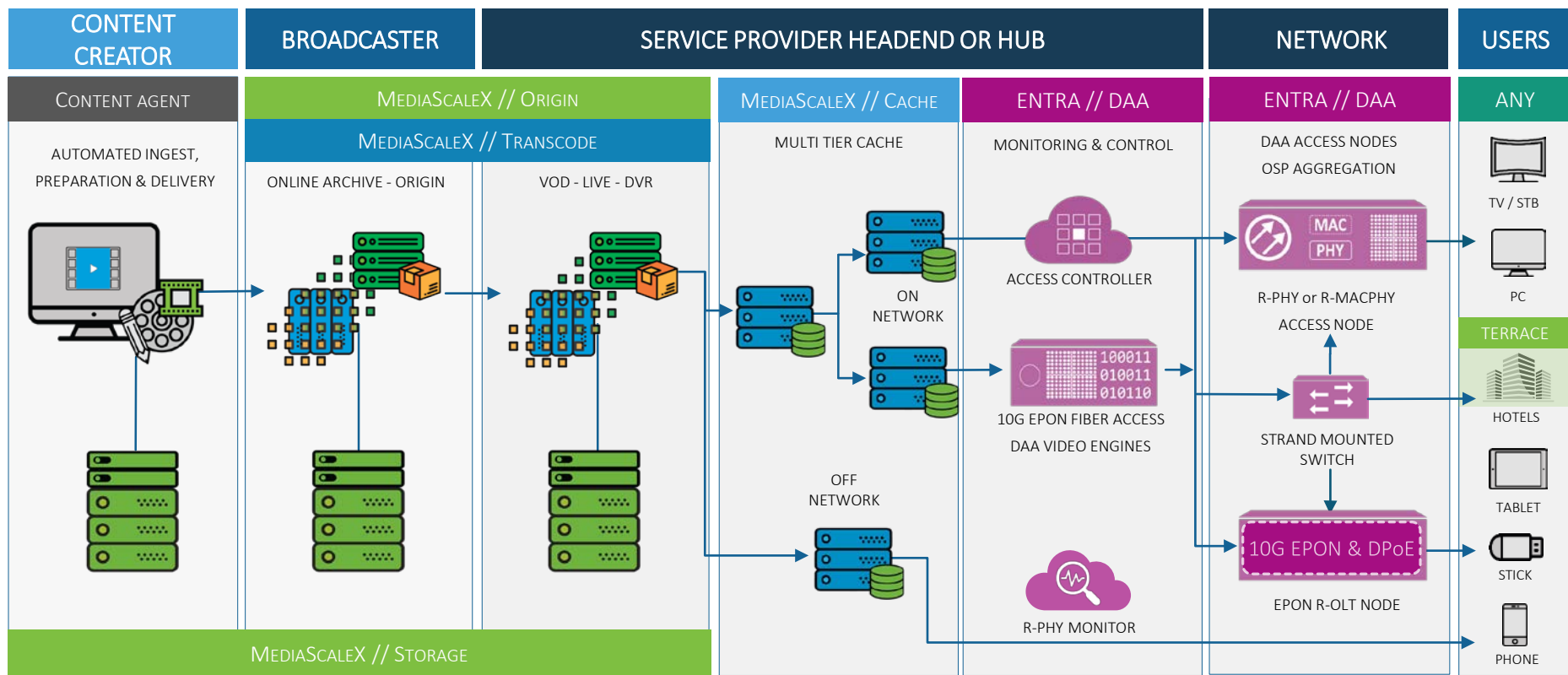


100x

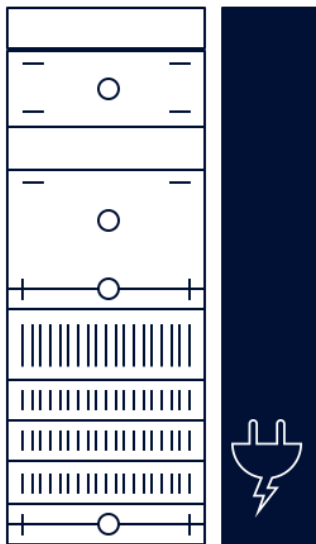
Network efficiency:
Optimizing network energy consumption with more efficient processing.



THE BANDWIDTH WARS ARE BACK!

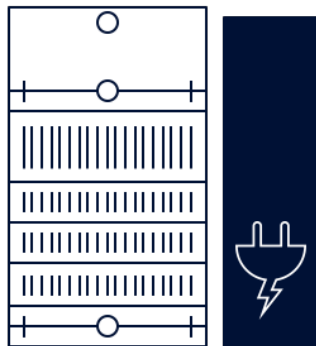


END-TO-END VECIMA VALUE



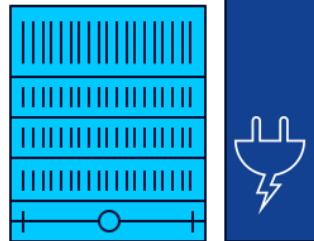
~ 180 rack units ~ 290 kW

"Big Iron" I-CCAP



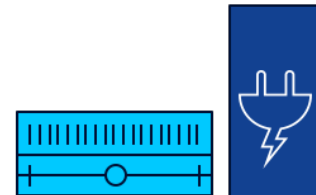
~ 110 rack units ~ 180 kW

"Big Iron" CCAP + R-PHY



~ 78 rack units ~ 155 kW

Vecima vDAA + R-PHY



~ 32 rack units ~ 105 kW

Vecima MACPHY

6x

Reduction in
rack space

3x

Reduction
in power

0

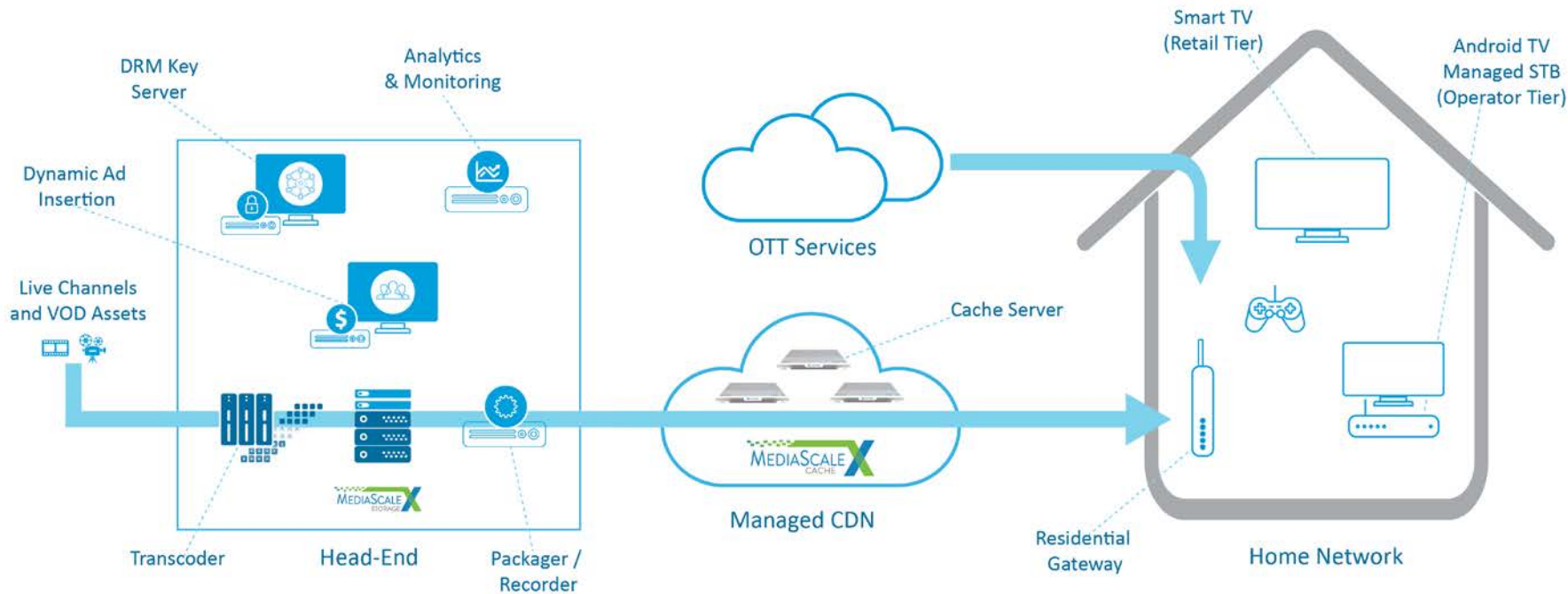
more
analog fiber



Future-proof
IP network

Headend equipment for 1,000 service groups
Power includes outside plant

ENVIRONMENTAL IMPACT OF DAA



VECIMA MODERNIZED IPTV PLATFORM

▶ Invest and Grow IP Network

- ▶ Move more services to IP
- ▶ Reclaim spectrum for data
- ▶ Control Infrastructure Costs
- ▶ Reduce CPE costs

▶ Increase Subscribers and ARPU

- ▶ Video Drives Data Usage / Demand
- ▶ Reduce Churn



MSO BUSINESS PLANS

FINANCIALS

VECIMA FINANCIAL OVERVIEW

Why Vecima?

- Expert Management Team
- Solid Balance Sheet
- Clear and Differentiated Value Proposition
- Organic and Acquisitive Growth Strategy
- Quarterly Dividends (\$32.4M returned to shareholders since October 2014)

<i>in CDN\$</i>	As At December 31, 2020	As At June 30, 2020
Cash & ST Investments	\$20.8M	\$34.5M
Total Assets	\$205.9M	\$210.3M
Long-term debt	\$4.1M	\$4.6M
Shareholders' equity	\$174.1M	\$179.8M
Employees	466	377

Recent Market Cap of \$338.3M (as at December 31, 2020)

FOCUSED ON PROFITABILITY AND RETURN ON EQUITY

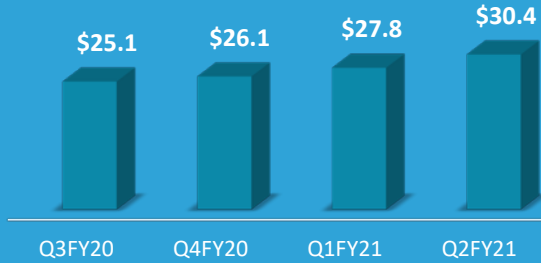
CAPITAL ALLOCATION



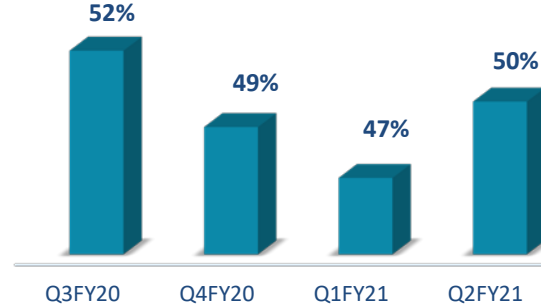
USE OF CASH

FINANCIAL HIGHLIGHTS - QUARTERLY

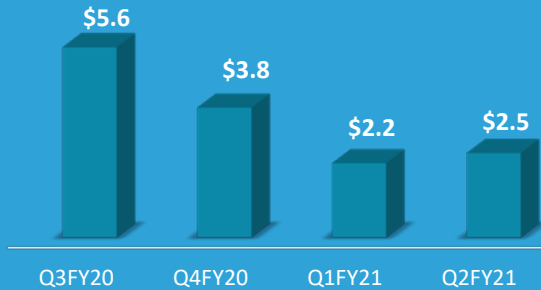
Revenue (\$M)



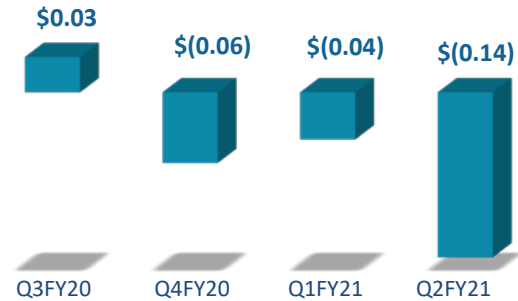
Gross Margin (%)



Adjusted EBITDA (\$M)

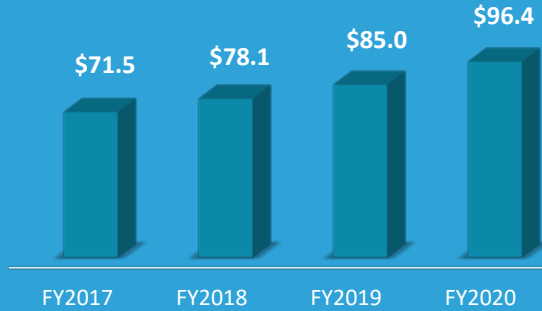


Adjusted Earnings Per Share

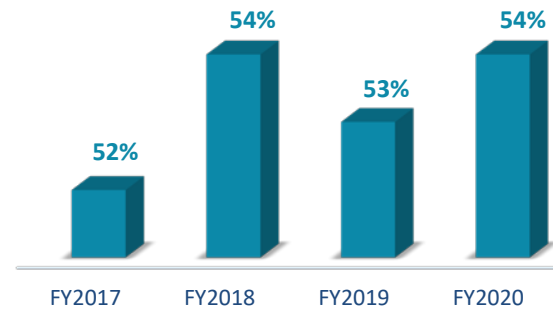


FINANCIAL HIGHLIGHTS - ANNUAL

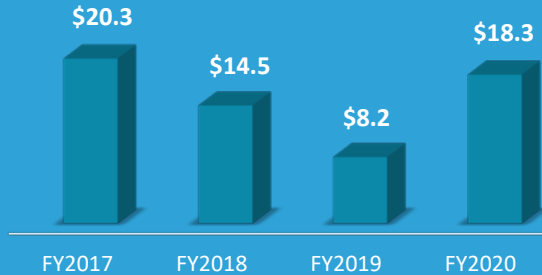
Revenue (\$M)



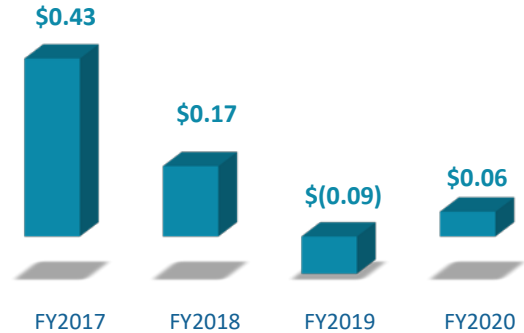
Gross Margin (%)



Adjusted EBITDA (\$M)



Adjusted Earnings Per Share



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Thank You

