

Giving Operators a New Edge

INVESTOR PRESENTATION

May 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.

COMPANY

LEADERSHIP

MARKET
OPPORTUNITY

LEADING
TECH

OPERATIONAL
EXCELLENCE

FINANCIAL
PERFORMANCE

COMPANY

LEADERSHIP

MARKET
OPPORTUNITY

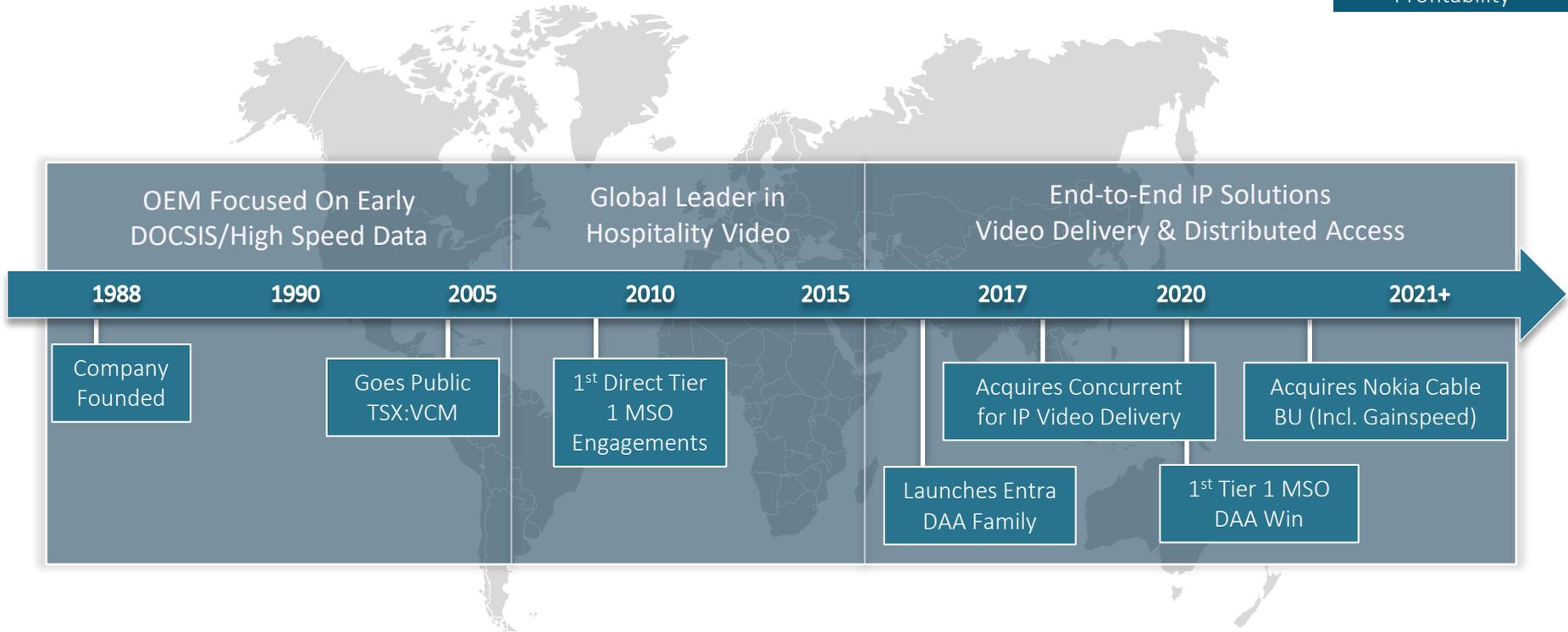
LEADING
TECH

OPERATIONAL
EXCELLENCE

FINANCIAL
PERFORMANCE

Vecima At-a-Glance

30+ Years
of Innovation &
Profitability



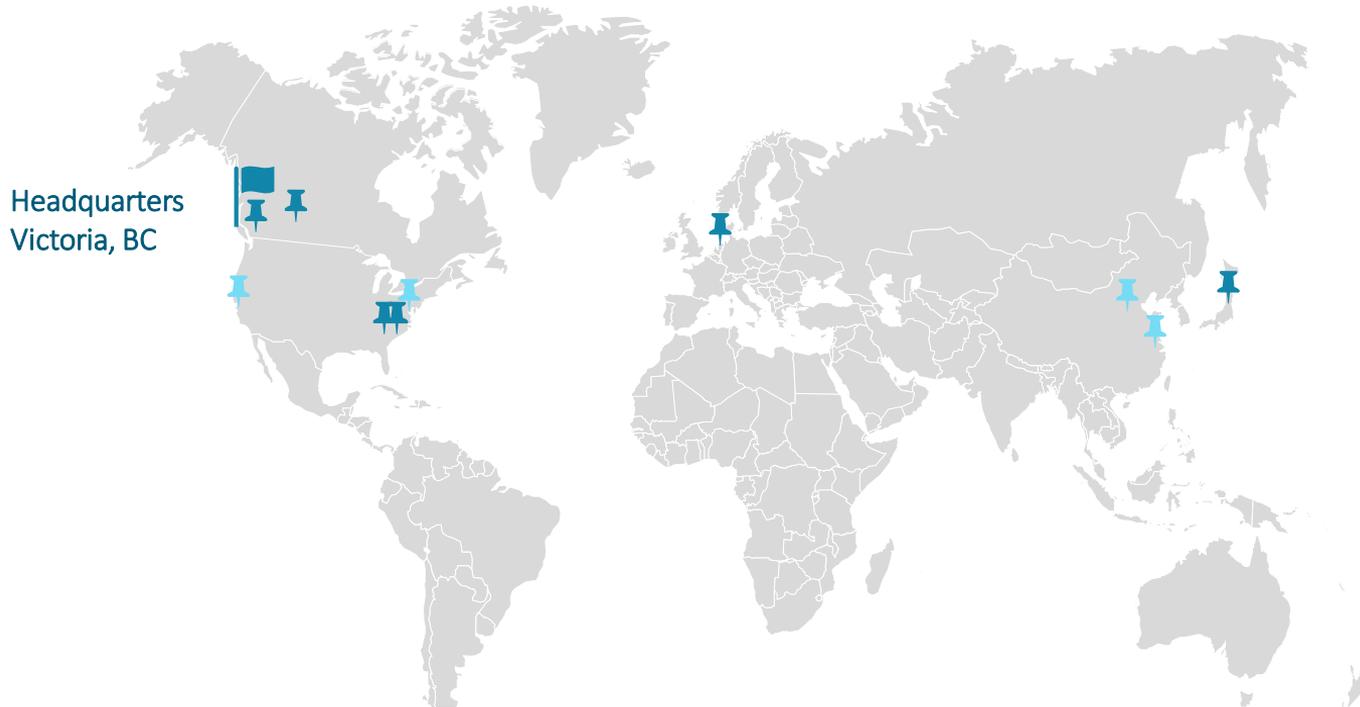
Vecima At-a-Glance

30+ Years
of Innovation &
Profitability

469
Employees

68%
Engineers / R&D

11
Offices Globally



Headquarters
Victoria, BC

Victoria

Vancouver

Atlanta

Amsterdam

London

Saskatoon

Tokyo

Qingdao

Shanghai

Raleigh

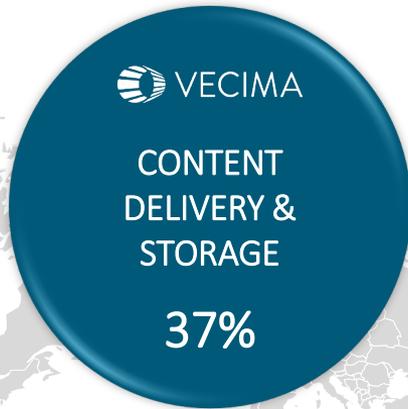
San Jose

Vecima At-a-Glance



Service Provider infrastructure for gigabit broadband internet access

Hospitality video platforms for commercial properties



IPTV software and systems from creation to delivery

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



GPS-based fleet management solutions

Moveable asset tracking solutions

Regulatory compliance

30+ Years
of Innovation &
Profitability

469
Employees

68%
Engineers / R&D

11
Offices Globally

3
Business Segments

Fiscal 2020 Sales: \$96.4M CAD and practically No Debt
Fiscal 2021 Sales YTD (Q1 - Q3): \$88.9M CAD

30+ Years of Global MSO Relationships

30+ Years
of Innovation &
Profitability

469
Employees

68%
Engineers / R&D

11
Offices Globally

3
Business Segments

6
Continents with
Deployments



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OPERATIONAL
EXCELLENCE

FINANCIAL
PERFORMANCE

Vecima Leadership Team



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

**Experienced
Leadership Team**

**Extensive Industry
Expertise**

**Driving Growth and
Profitability**

Board of Directors



DR. SURINDER KUMAR,
CHAIRMAN OF THE BOARD

Founder of Vecima Networks



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.



T. KENT ELLIOTT,
INDEPENDENT DIRECTOR

Former CEO and Executive Vice-Chairman at ForeScout Technologies



DANIAL FAIZULLABHOY,
INDEPENDENT DIRECTOR

Chief Commercial Officer and Senior Advisor at Glasnostic
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
Independent Director at Miratech

- Technology Leadership
- Industry Leadership
- Executive Leadership
- M&A and Venture Capital
- Finance
- Strategic Growth

4 Independent Directors

COMPANY

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MARKET
OPPORTUNITY

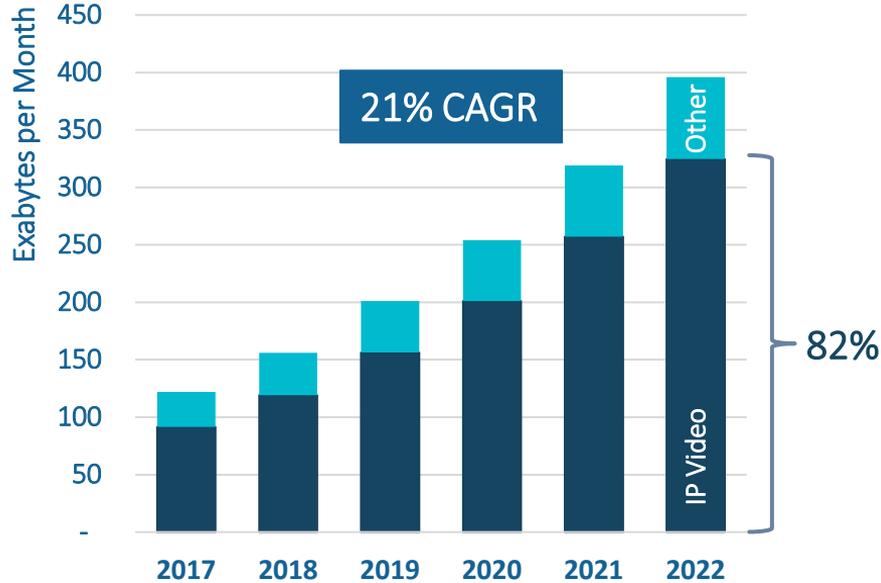
INDUSTRY
LEADING
TECH

OPERATIONAL
EXCELLENCE

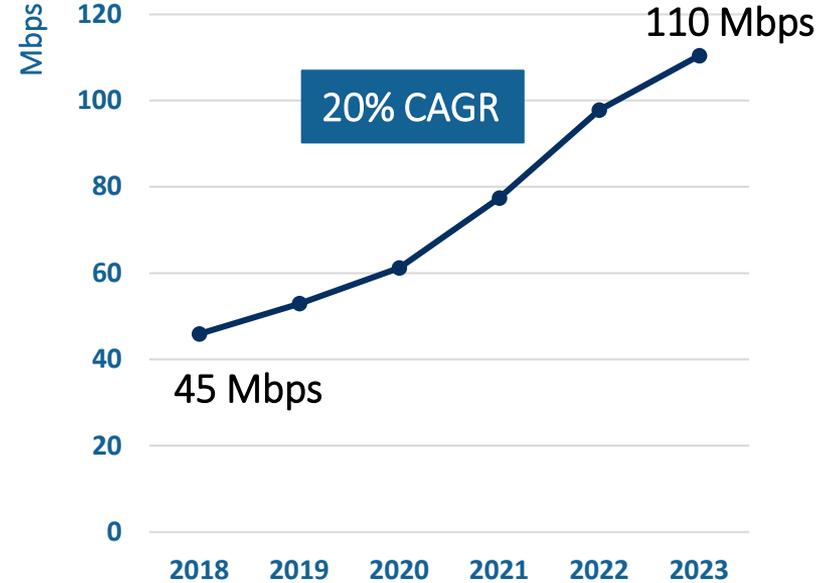
FINANCIAL
PERFORMANCE

Global Broadband Demand Continues to Explode

Global IP Traffic



Global Broadband Speeds



Source: Cisco VNI Global Traffic Forecast, 2017-2022 & 2018-2023

Video Drives Global IP and Broadband Demand

The Bandwidth Wars are Back!

The Last Mile



Company Achieves a Live Network With 1.25Gbps Speed Up and Down



AT&T will expand its fiber footprint to 3M additional locations this year.



Google Fiber 2-Gig service goes live



Charter launches \$5 billion initiative to expand broadband availability

The 5G Mobile Last Mile



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.



Huge and Growing Rural Broadband Investment

Rural Digital Opportunity Fund



\$20.4B USD to:

- Buildout rural fiber over 10 years
- Many Vecima customers have received funding
- Vecima Tier 1 operator initiating huge fiber build
- Incremental to existing FTTH opportunity

American Jobs Plan

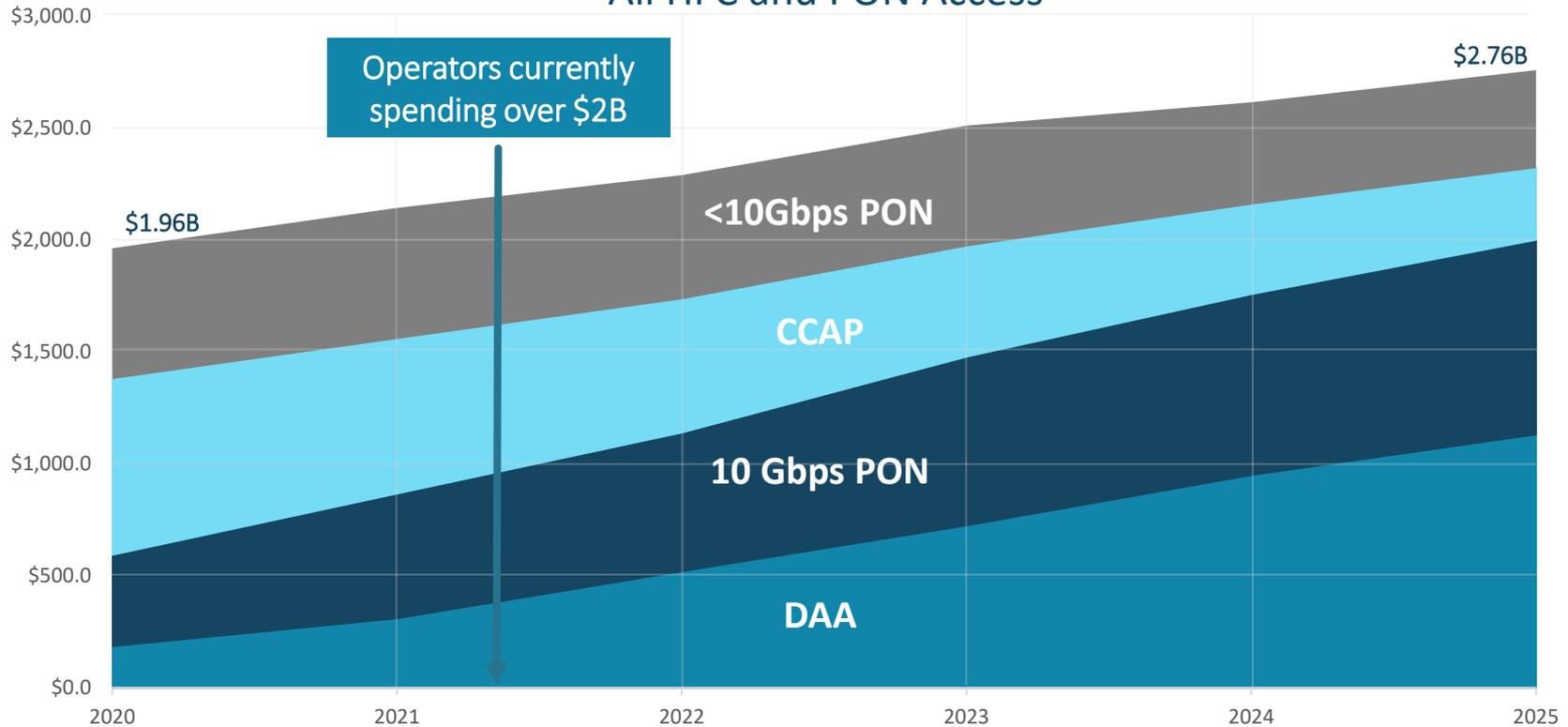


\$100B USD to:

- Build high-speed broadband infrastructure to reach 100% coverage
- Promote transparency and competition
- Reduce the cost of broadband internet service and promote more widespread adoption

Vecima Operator Access Market Opportunity

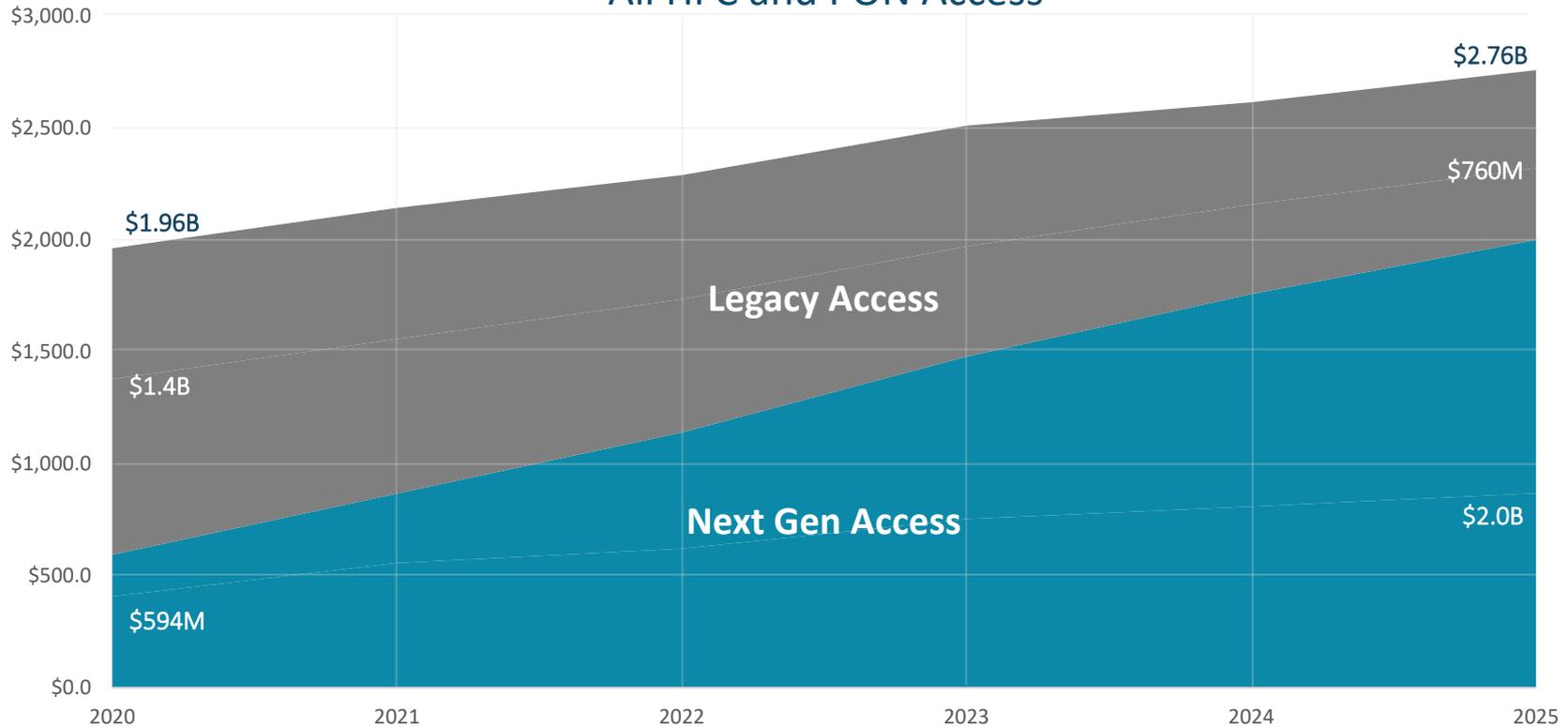
All HFC and PON Access



Source: Dell'Oro
Units: USD

Vecima Operator Access Market Opportunity

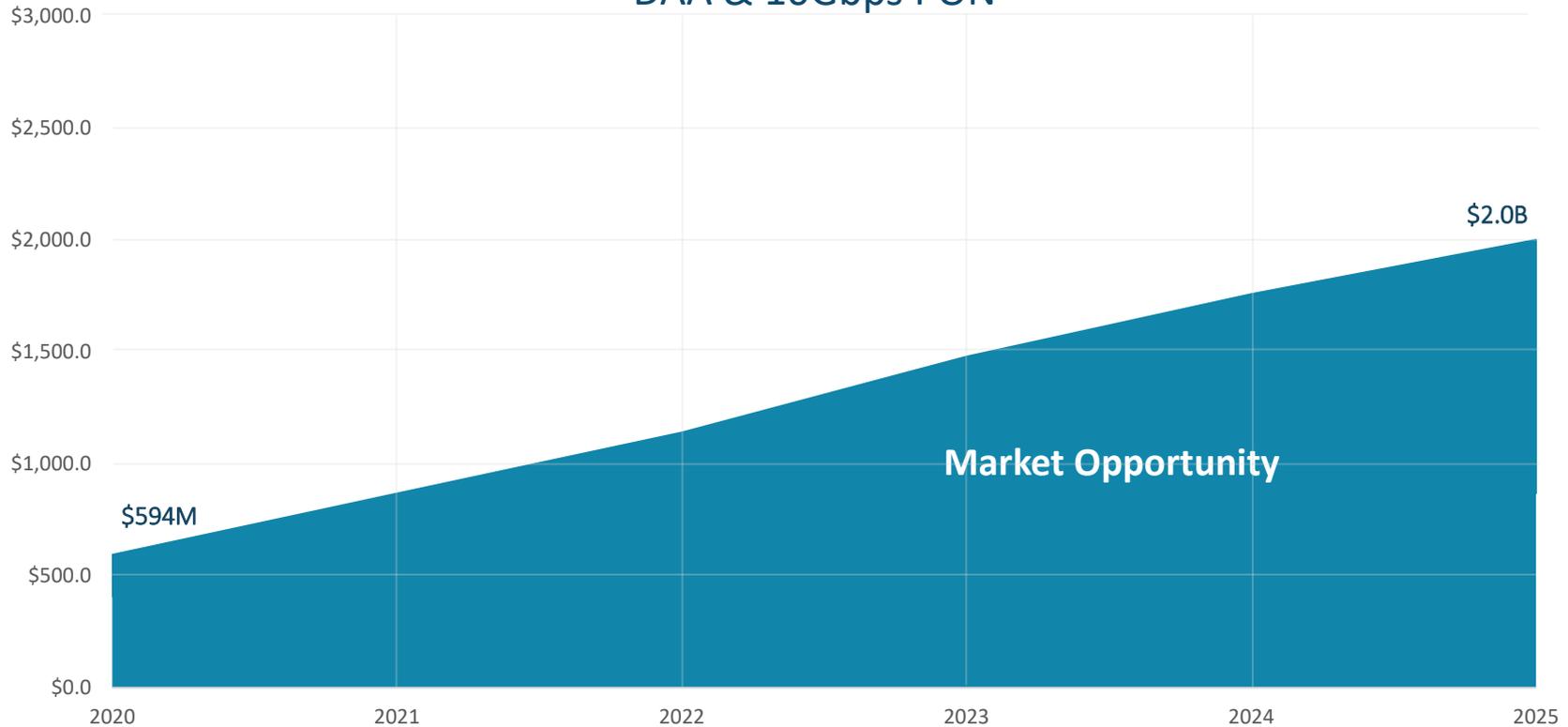
All HFC and PON Access



Source: Dell'Oro
Units: USD

Vecima Operator Access Market Opportunity

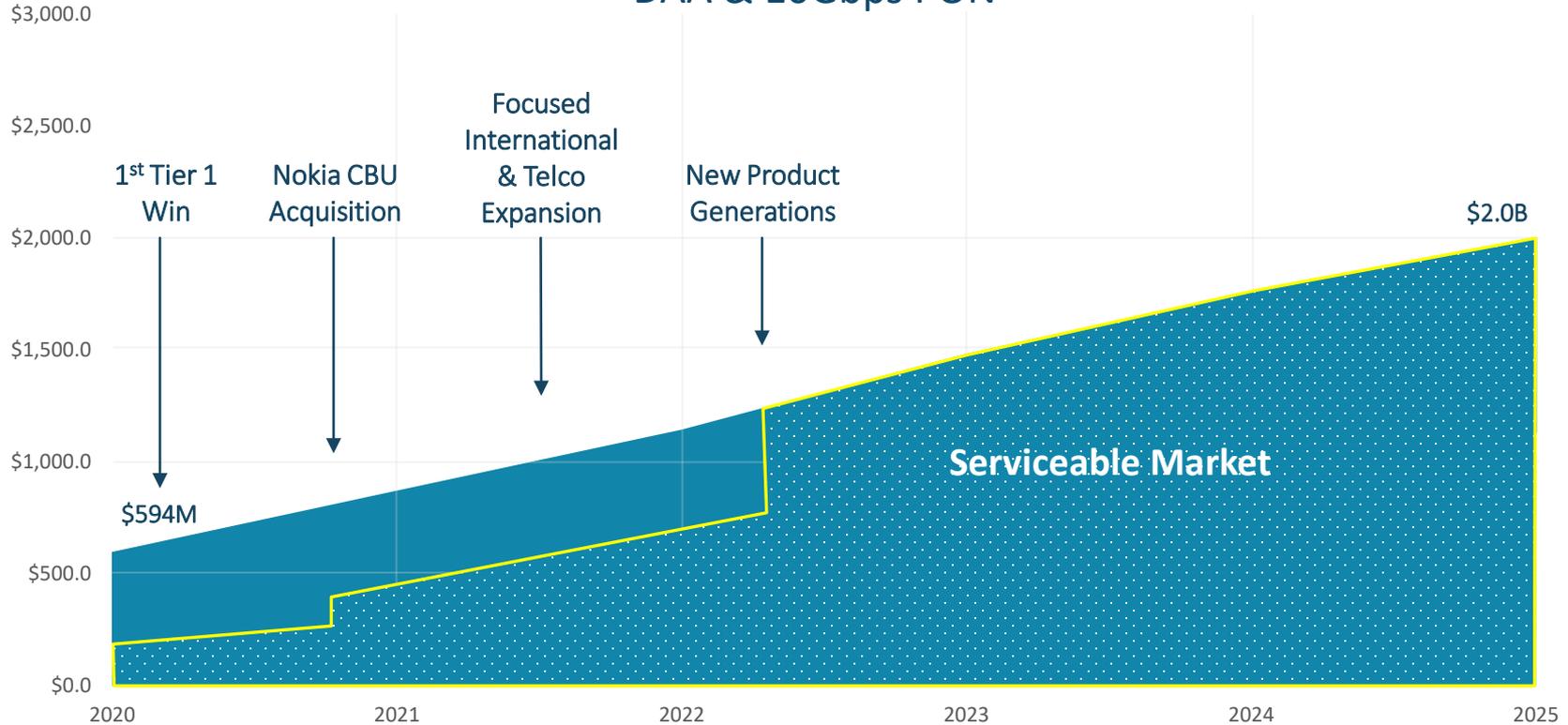
DAA & 10Gbps PON



Source: Dell'Oro
Units: USD

Vecima Operator Access Market Opportunity

DAA & 10Gbps PON

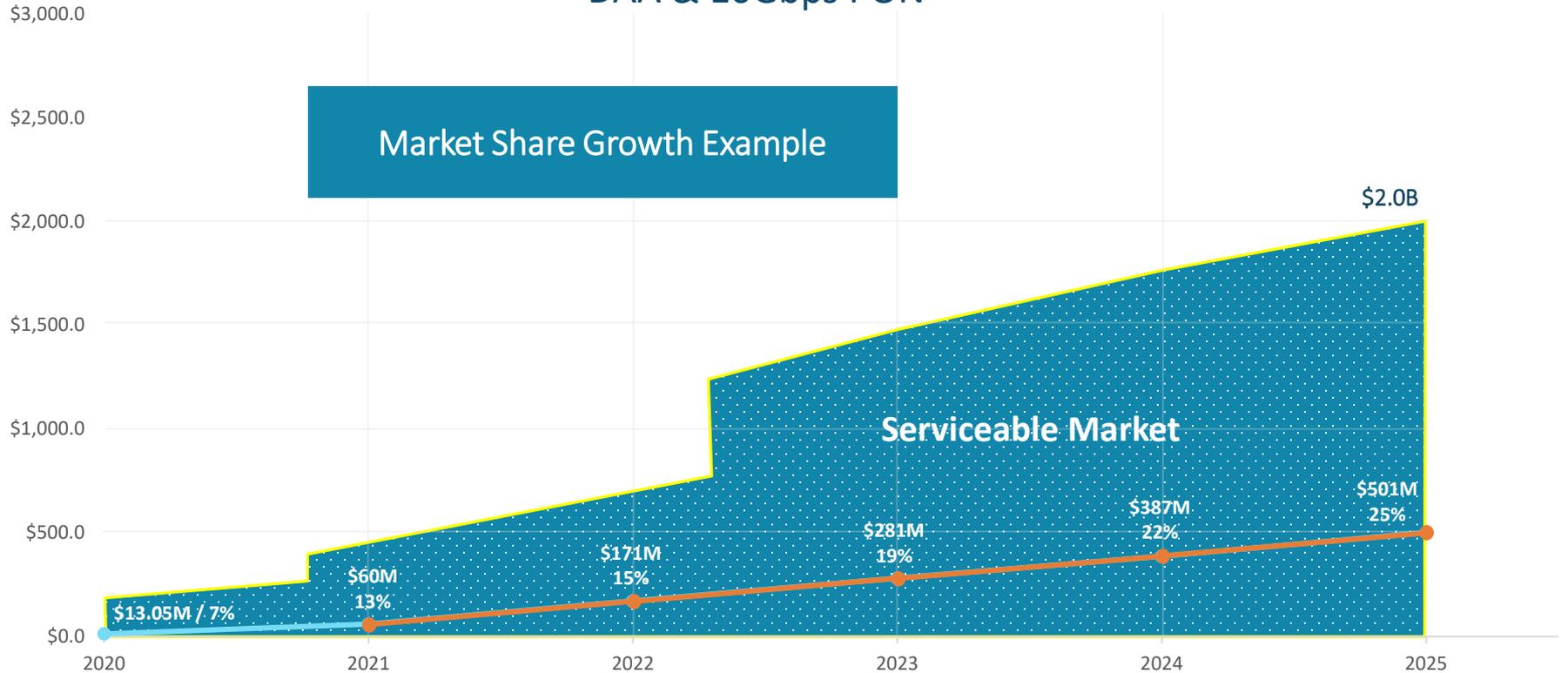


Source: Dell'Oro & Vecima
Units: USD



Vecima Operator Access Market Opportunity

DAA & 10Gbps PON



Source: Dell'Oro & Vecima
Units: USD

COMPANY

LEADERSHIP

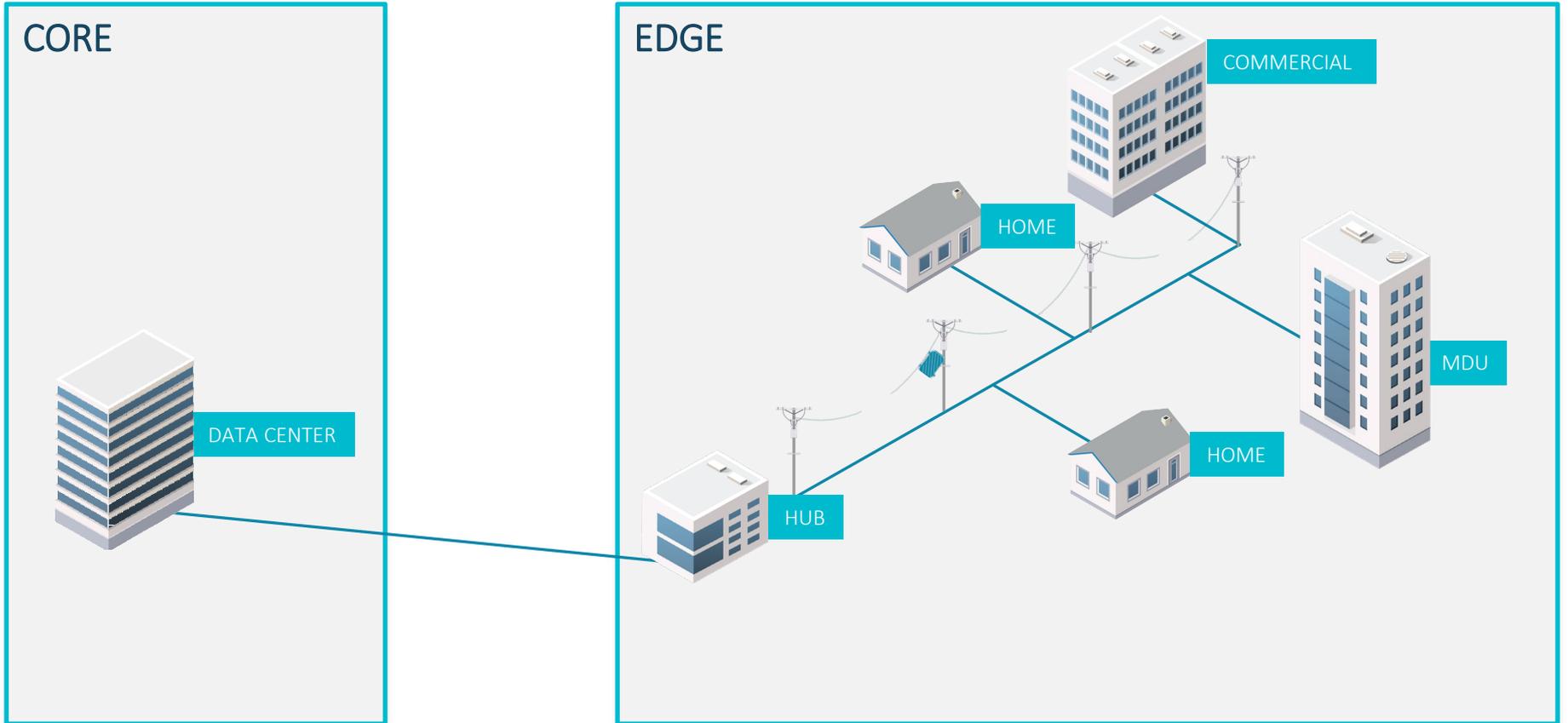
MARKET
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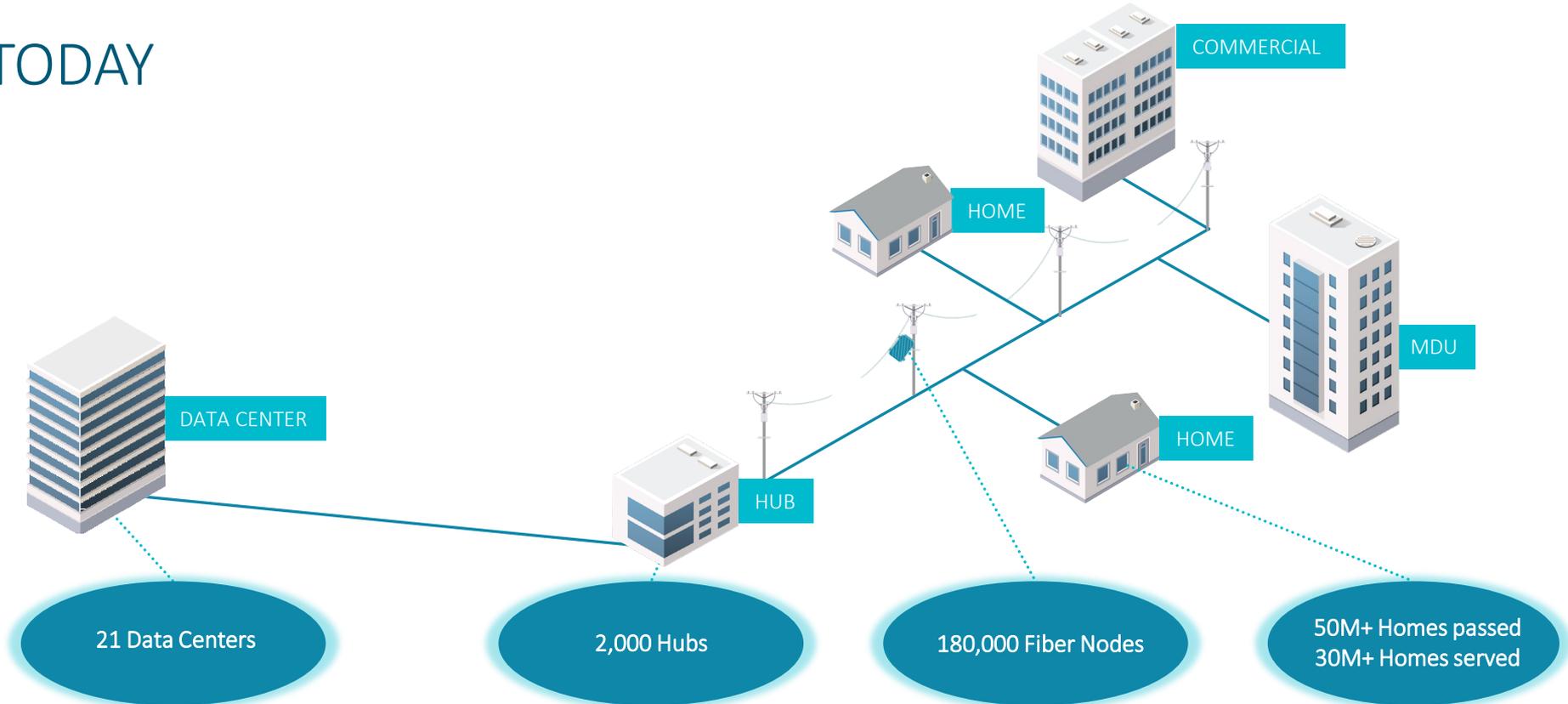
FINANCIAL
PERFORMANCE

Vecima Solutions – A Bird's Eye View



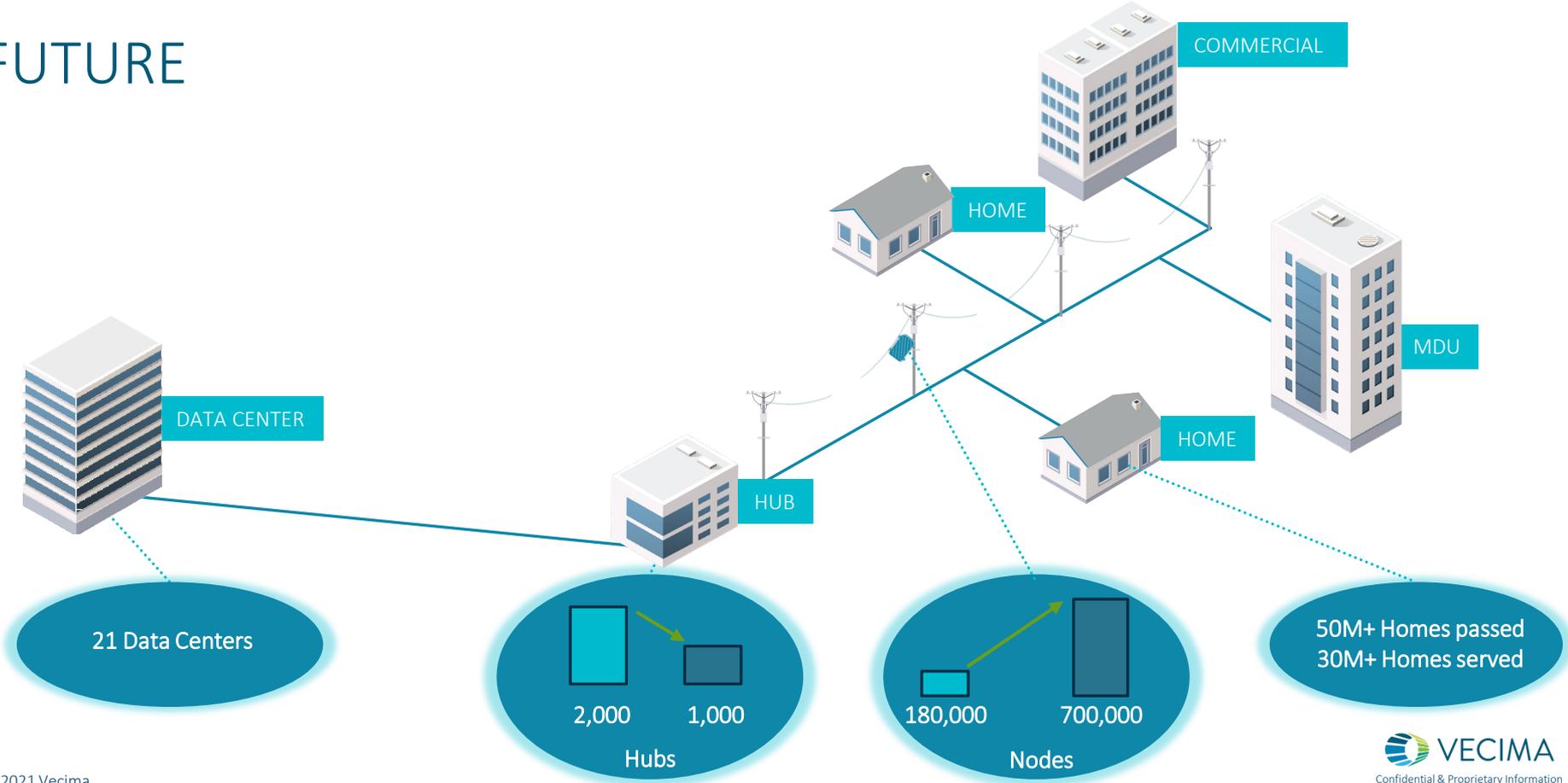
Vecima Solutions – A Tier 1 Operator

TODAY



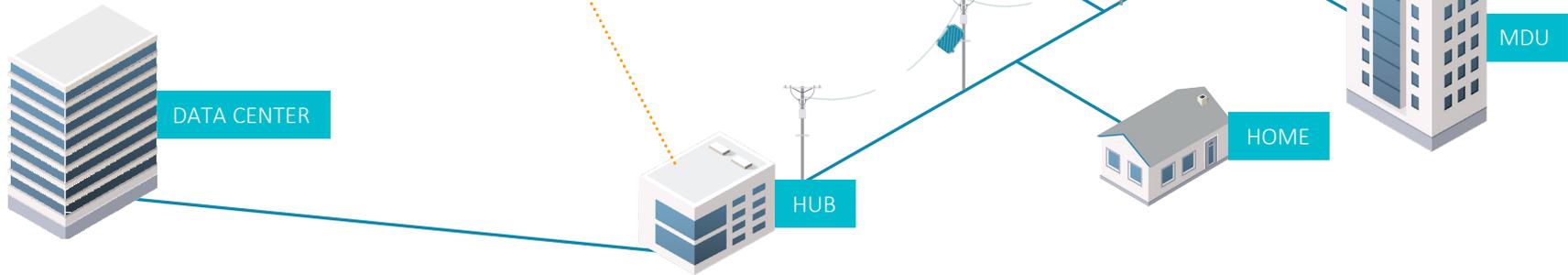
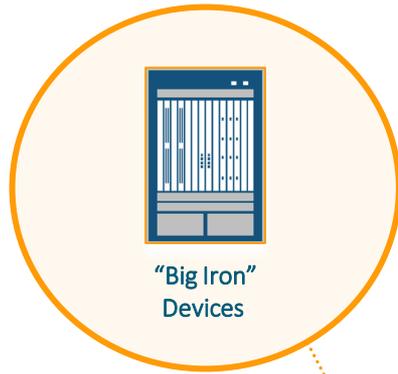
Vecima Solutions – A Tier 1 Operator

FUTURE

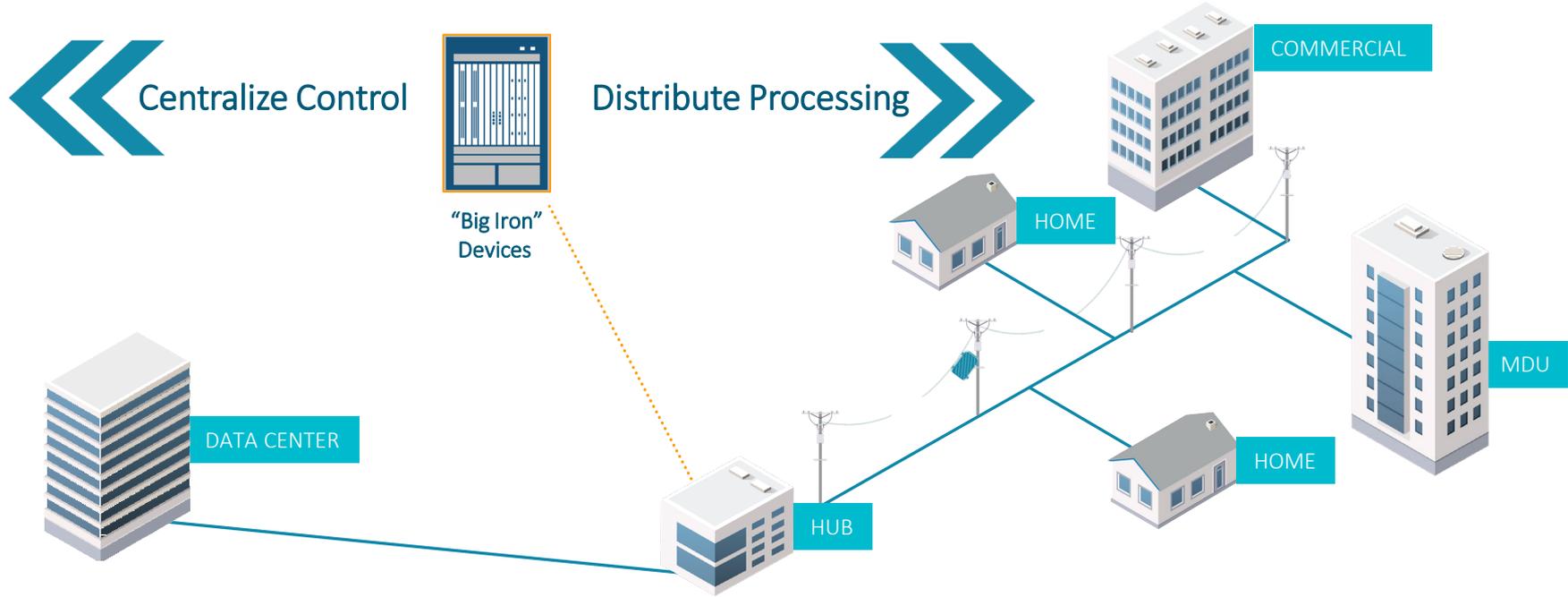


Vecima Solutions – Legacy Architectures

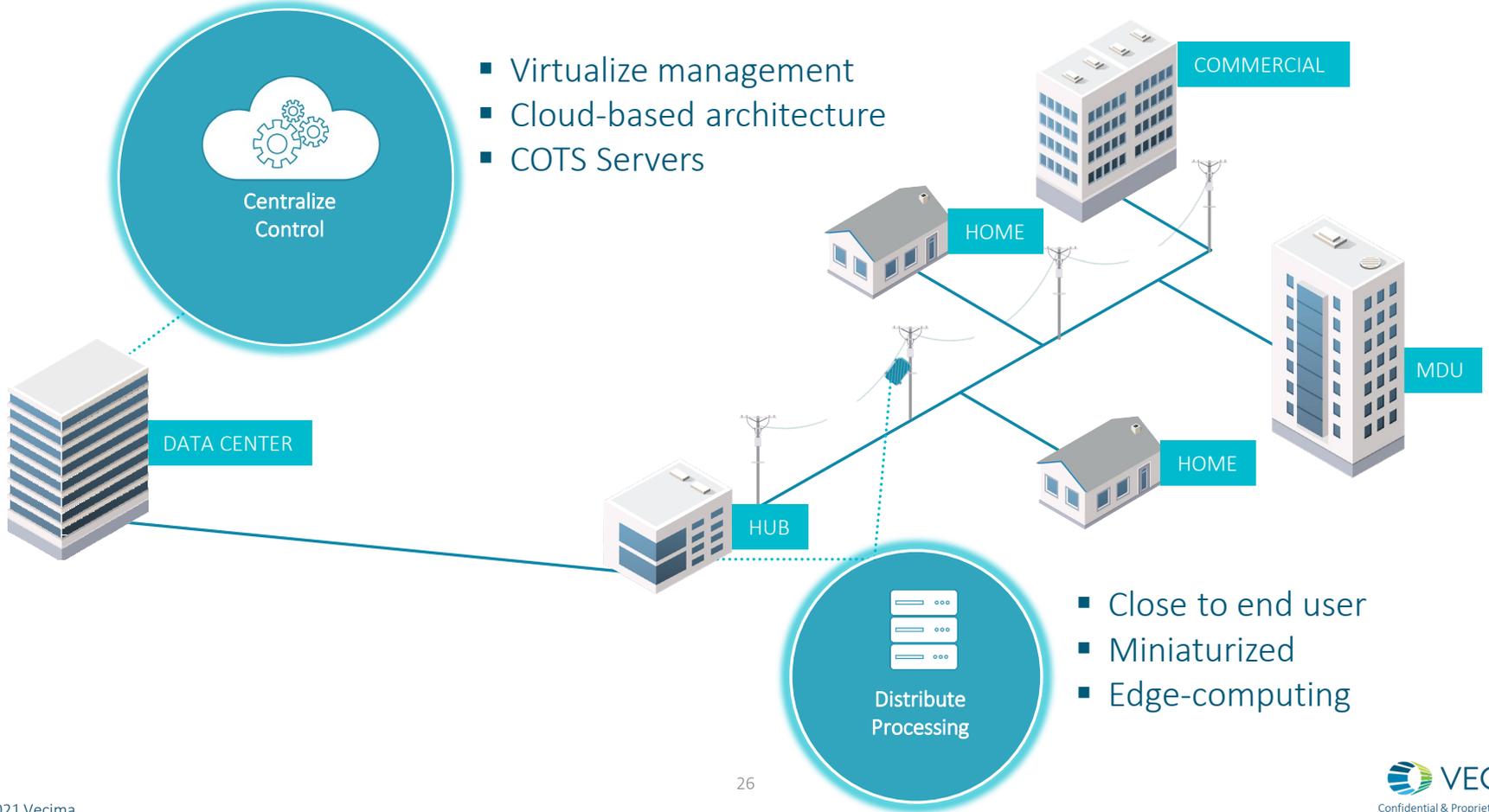
- “Big Iron”
- Cable-specific
- Difficult to scale
- Space-power intensive



Vecima Solutions – Legacy Architectures



Vecima Solutions – Delivering Next Generation Architectures



Vecima Solutions – Delivering Next Generation Architectures

- Virtualize management

COMMERCIAL

Benefits of Distributed Processing



Real Estate



Power



Latency



Speed

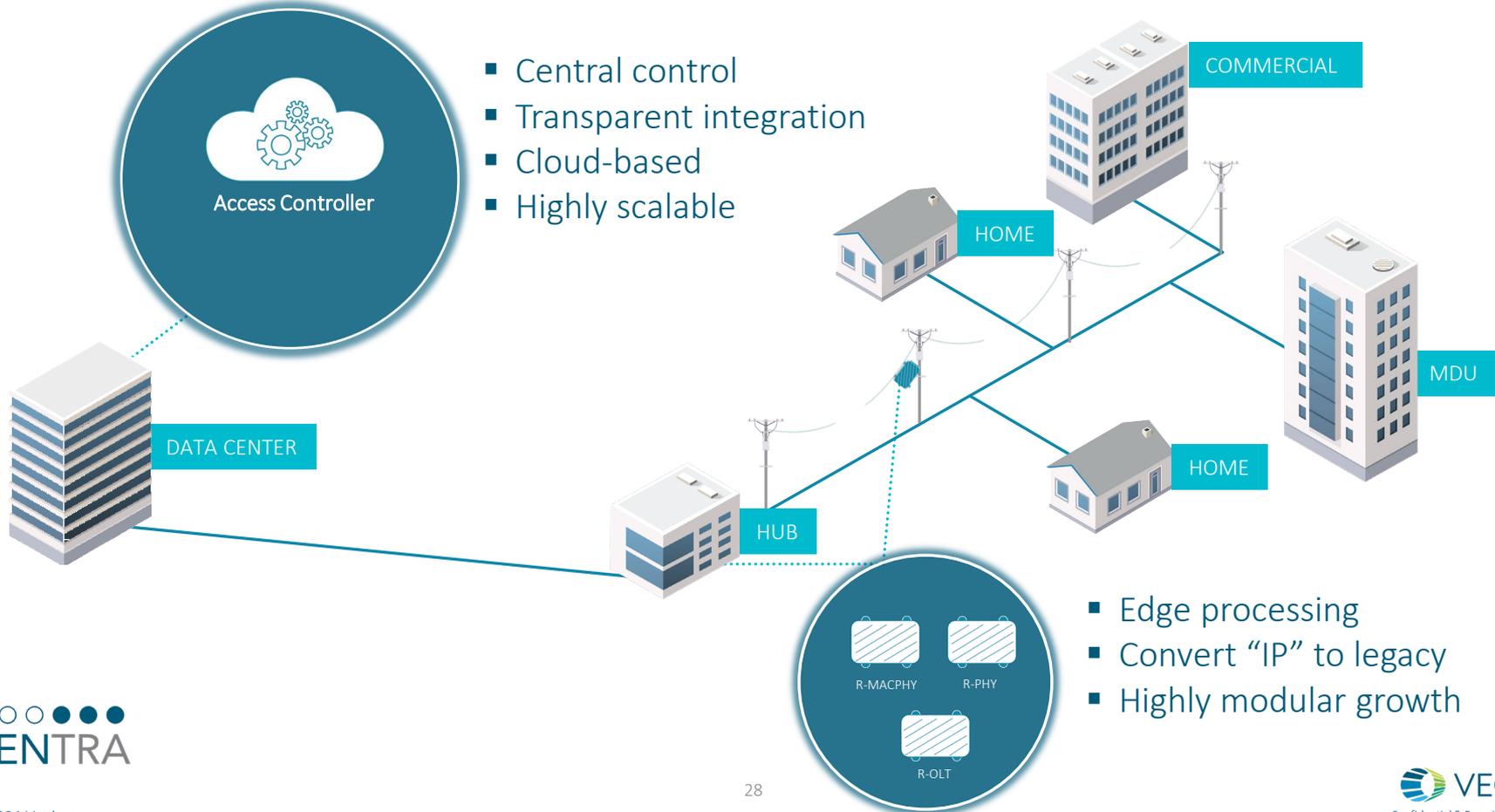


MDU

Distributed Processing

Edge Computing

Vecima Solutions – Distributed Access

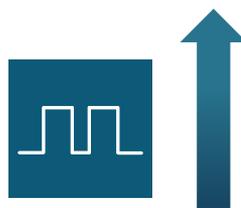


Vecima Solutions – Distributed Access

- Central control

COMMERCIAL

Improved Network Fidelity

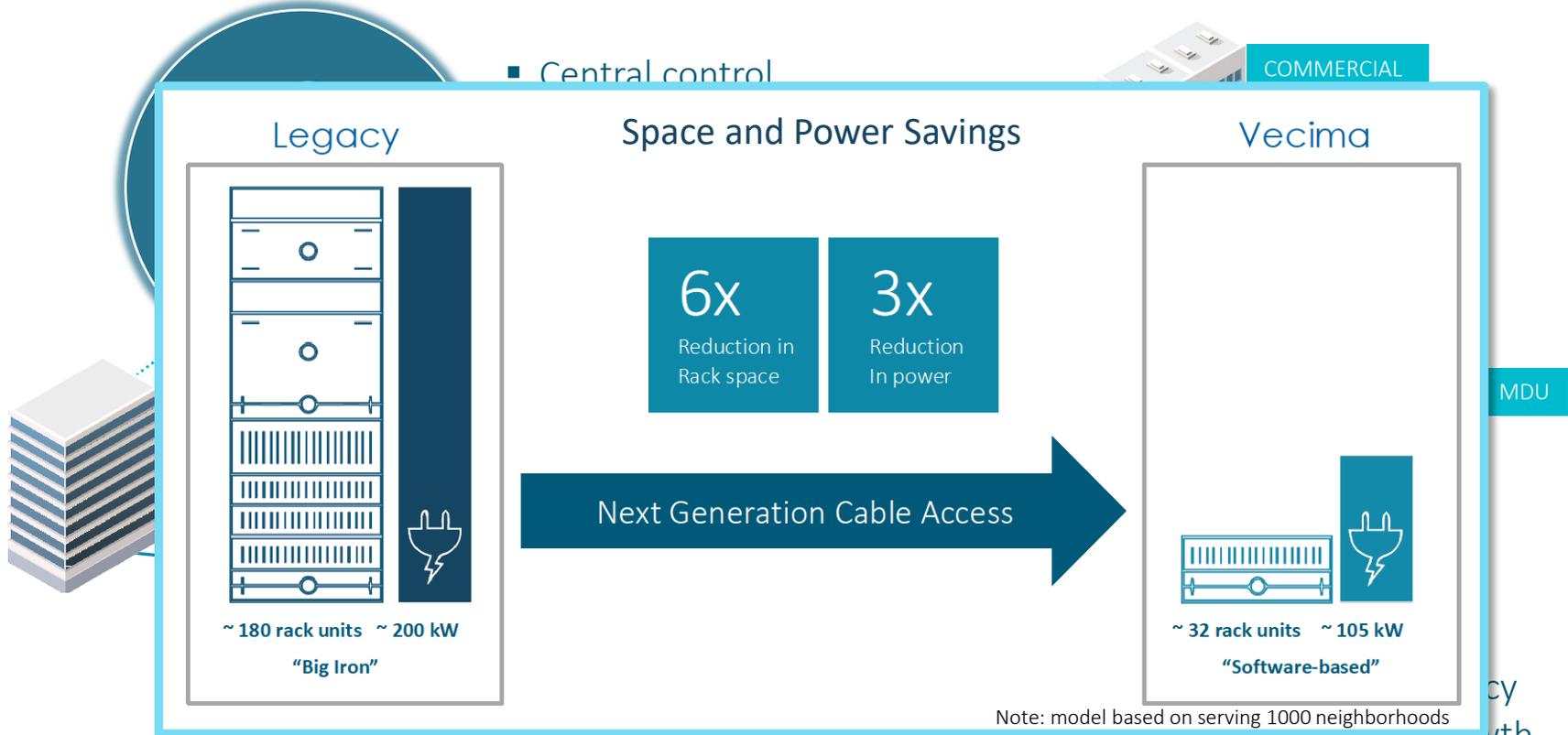


MDU



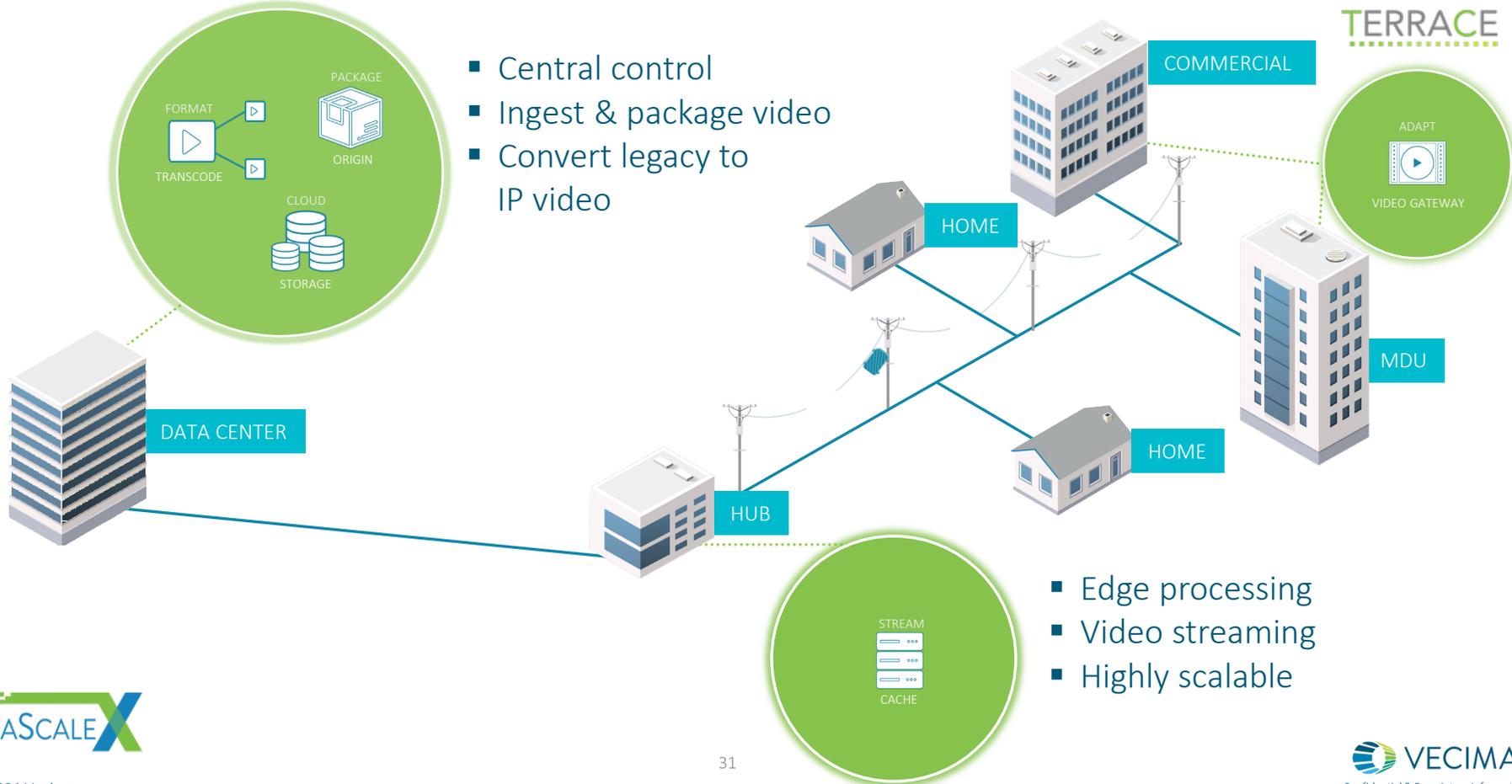
Vecima Solutions – Distributed Access

- Central control



Note: model based on serving 1000 neighborhoods

Vecima Solutions – IP Video Delivery



TERRACE

ADAPT
VIDEO GATEWAY

DATA CENTER

HUB

HOME

COMMERCIAL

MDU

HOME

STREAM
CACHE

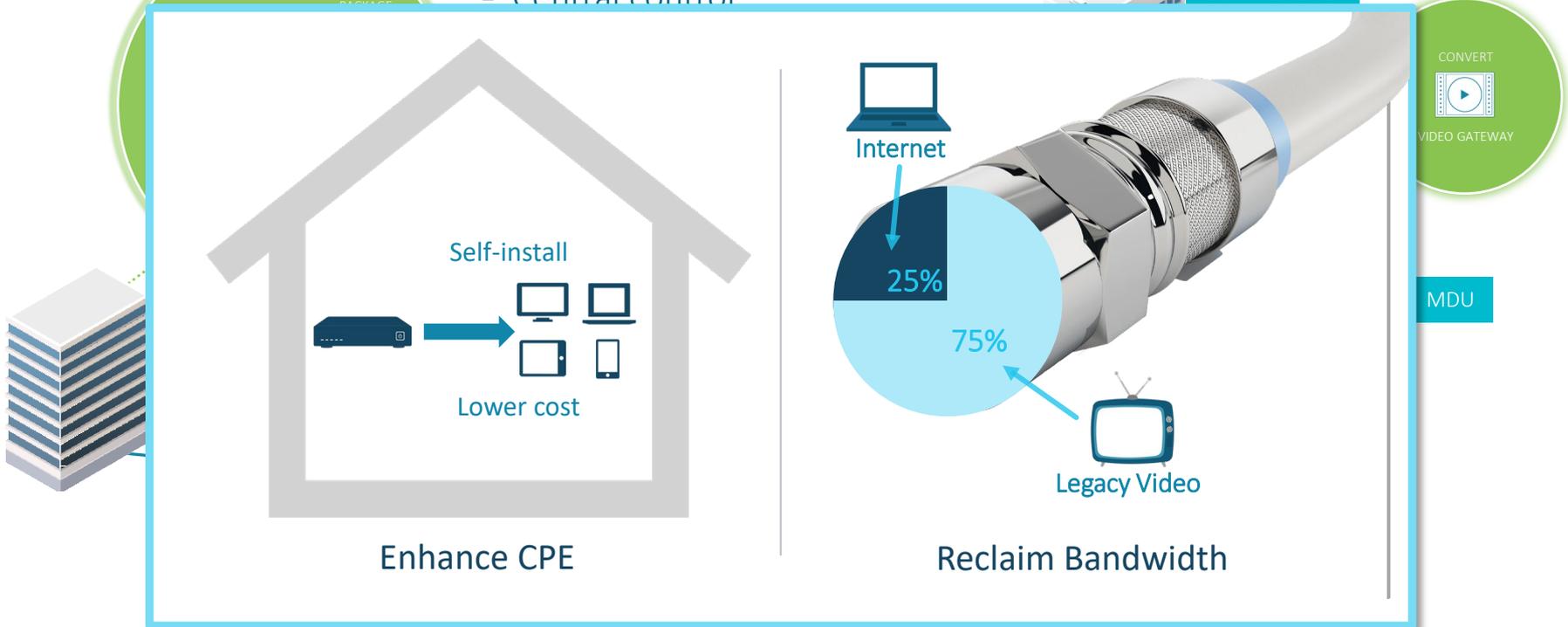
- Edge processing
- Video streaming
- Highly scalable

Vecima Solutions – IP Video Delivery

TERRACE

■ Central control

COMMERCIAL



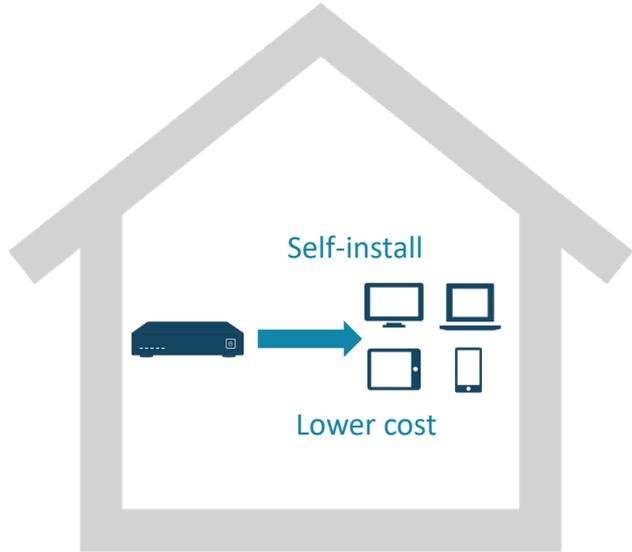
MEDIASCALE X

Vecima Solutions – IP Video Delivery

TERRACE

■ Central control

COMMERCIAL



Enhance CPE



100%

Reclaim Bandwidth



CONVERT
VIDEO GATEWAY

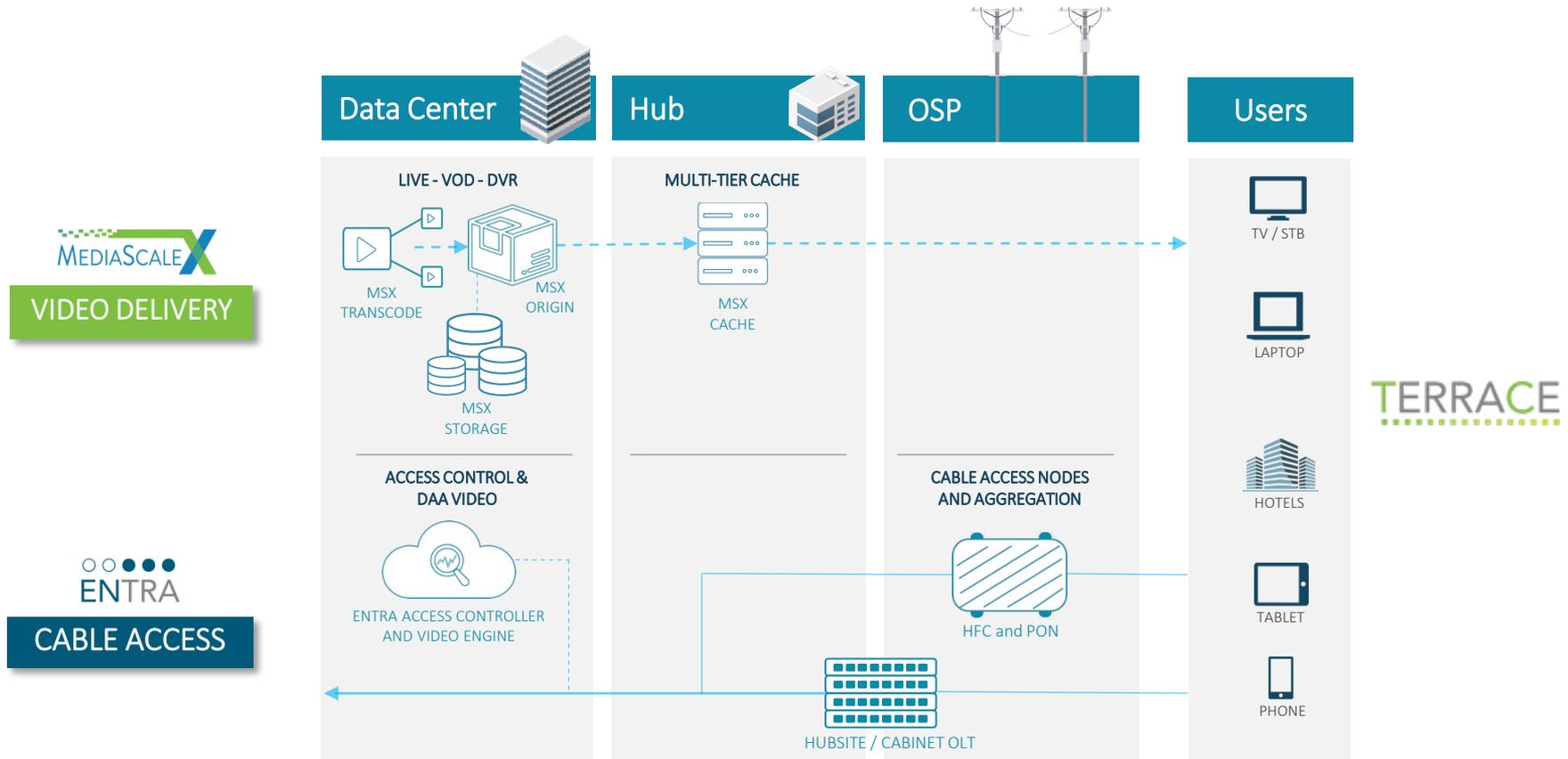
MDU

CACHE

Highly Scalable



Vecima Solutions – Video and Cable Access



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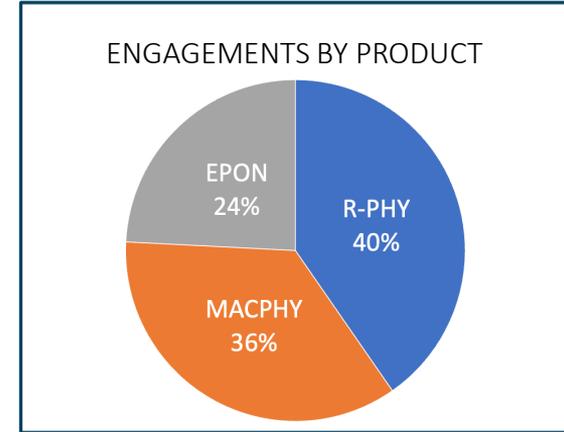
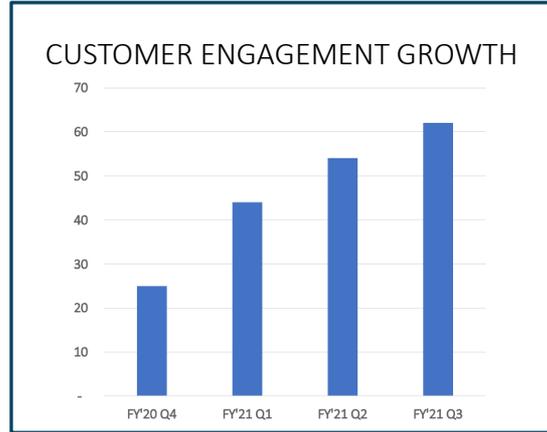
MARKET
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PERFORMANCE

DAA ENGAGEMENT TRACKING (FY'21 Q3)

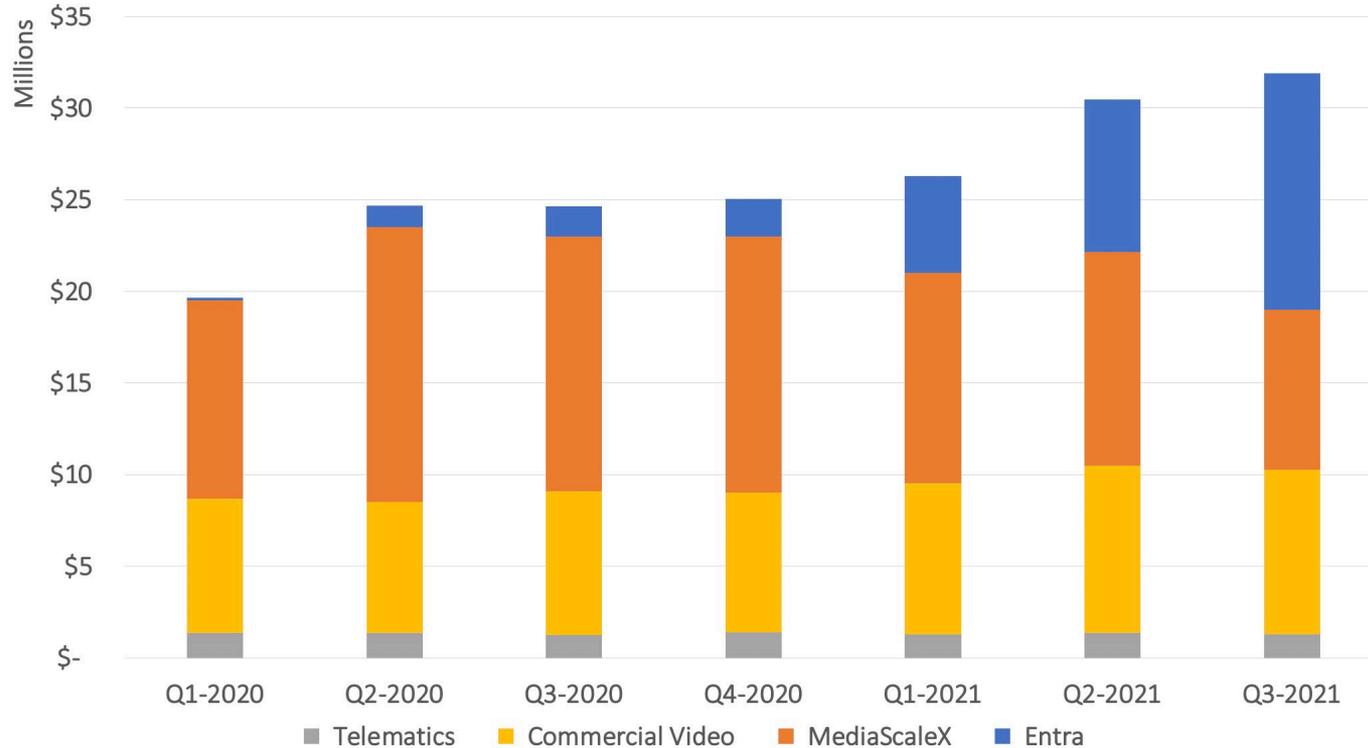


Consistent Quarterly
Customer Order
Growth

Expanding Global
Customer
Engagements

Balanced
Product
Engagements

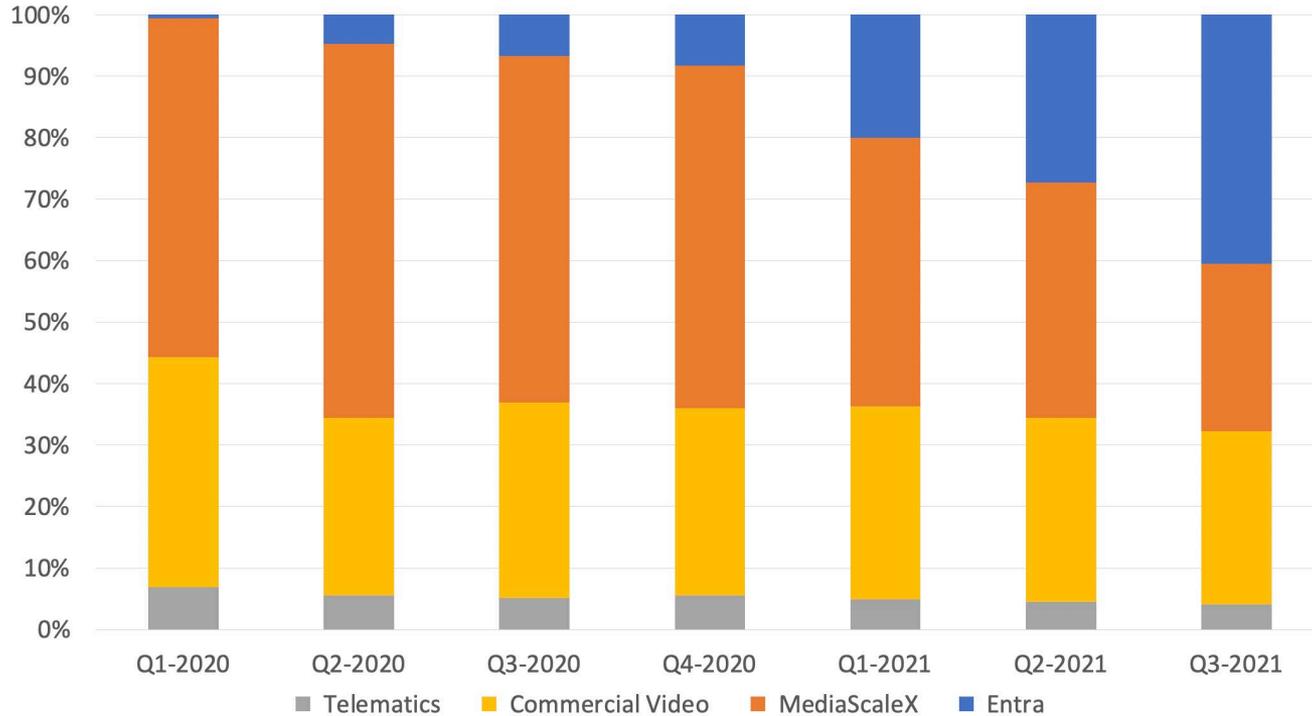
SIGNIFICANT PROGRESS WITH NEW PRODUCTS



62% Top Line Revenue Growth
FY'20 Q1 vs FY'21 Q3

Units: CAD

SIGNIFICANT PROGRESS WITH NEW PRODUCTS



40% of Revenue

New Product
Introduction

COMPANY

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EXCELLENCE

FINANCIAL
PERFORMANCE

Vecima Financial Overview

Why Vecima?

- Expert Management Team
- Solid Balance Sheet
- Clear and Differentiated Value Proposition
- Organic and Acquisitive Growth Strategy
- Quarterly Dividends (\$33.7M returned to Shareholders since October 2014)

in CDN\$	As At March 31, 2021	As At June 30, 2020
Cash & ST Investments	\$23.0M	\$34.5M
Working Capital	\$46.0M	\$55.3M
Total Assets	\$214.7M	\$210.3M
Long-term debt	\$4.1M	\$4.6M
Shareholders' equity	\$175.4M	\$179.8M
Employees	469	377

Recent Market Cap of \$348.3M (as at May 5, 2021)

FOCUSED ON PROFITABILITY AND RETURN ON EQUITY

Capital Allocation



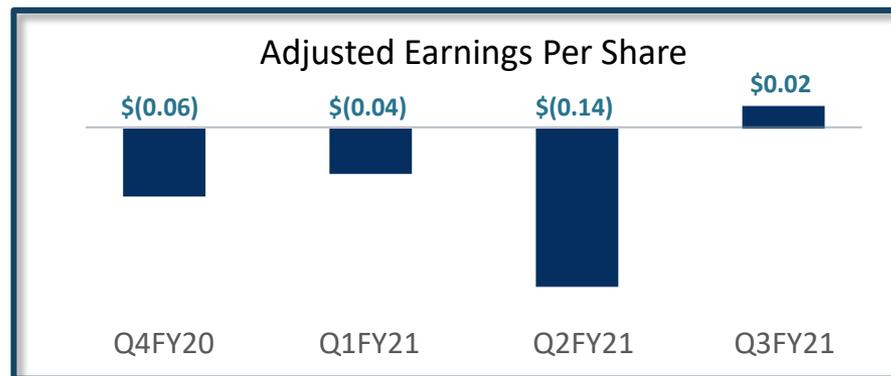
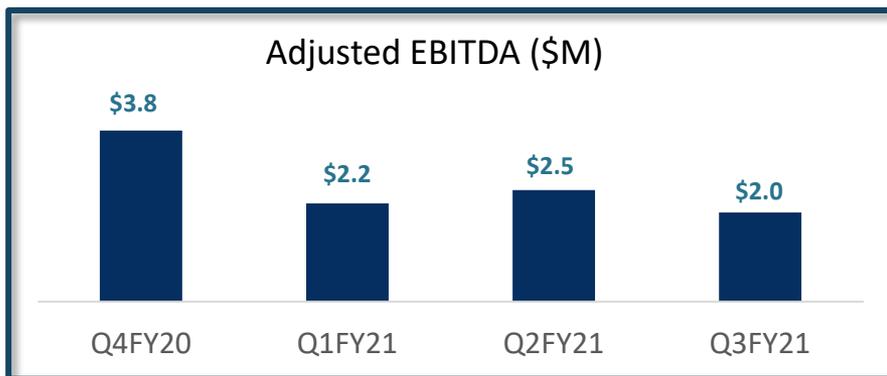
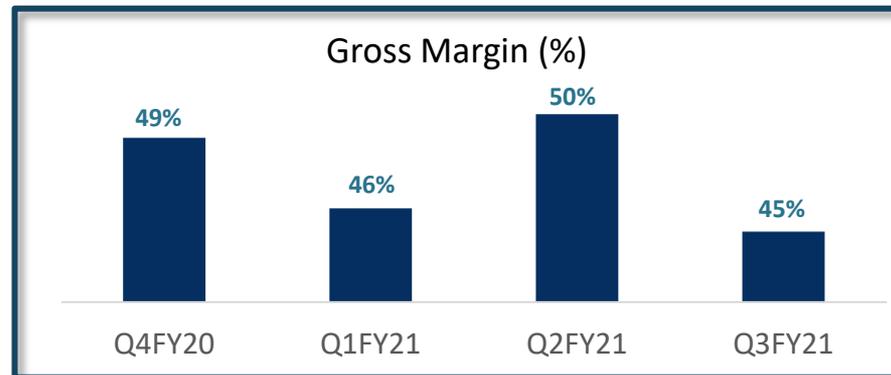
USE OF CASH & CAPITAL

“Opportunistic”
MERGERS & ACQUISITIONS

“Success-Based”
RESEARCH & DEVELOPMENT

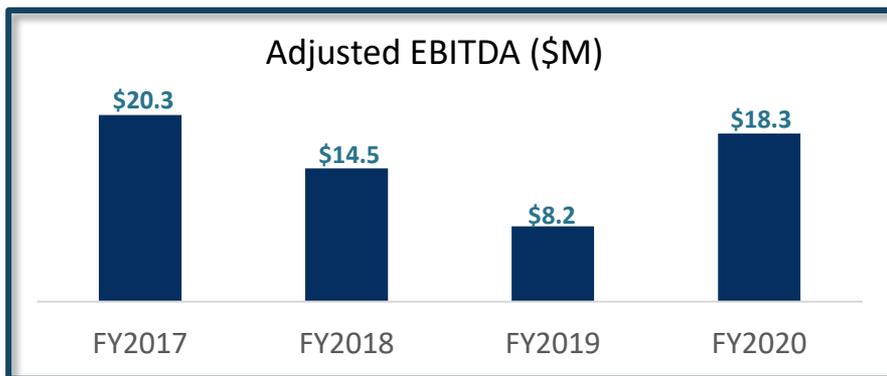
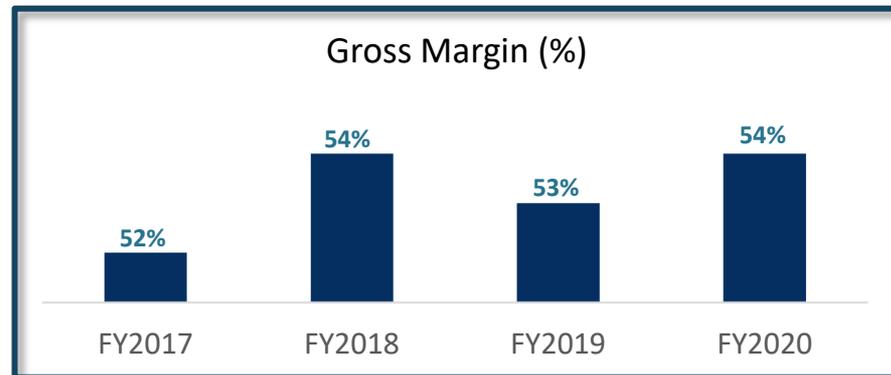
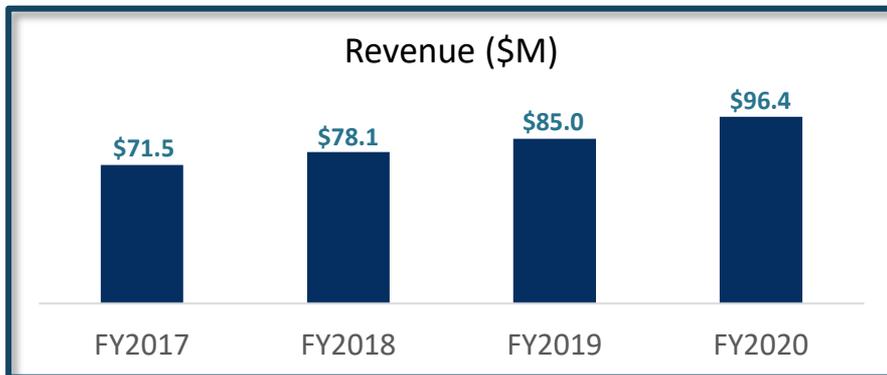
“Shareholder Returns”
DIVIDENDS

Financial Highlights - Quarterly



Units: CAD

Financial Highlights - Annual



Units: CAD

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Fax: (306) 955-9919

Website: www.vecima.com

Email: invest@vecima.com

Social:



CONTACT VECIMA

Thank You

