



# Vecima Networks Inc.

## Q1FY22 Investor Fact Sheet

TSX: VCM \* Recent Share Price: \$16.20 \* 52-Week Range: \$12.98 - \$17.45 \* Shares Outstanding: 23.1M \* Market Cap: \$373.8M

Vecima (TSX: VCM) 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. We build technologies that transform content delivery and storage, enable high-capacity broadband network access, and streamline data analytics.



Video and Broadband Solutions	Content Delivery and Storage	Telematics
Includes platforms and modules that process data from the cable network and deliver it in formats suitable to be consumed on televisions and Internet devices.	Includes solutions and software, under the MediaScaleX™ brand, for industries and customers that focus on storing, protecting, transforming and delivering high value media assets.	Provides fleet managers with the key information and analytics they require to optimally manage their mobile and fixed assets under the Contigo, Nero Global Tracking, and FleetLynx brands.

### Our Strategy

Our growth strategy focuses on the development of our core technologies, including next-generation platforms such as our Entra DAA platform, as well as our IP video storage and distribution technologies being sold and deployed under the MediaScaleX brand within the Content Delivery and Storage segment. We will continue to pursue profitable growth both organically and when appropriate, through value-enhancing strategic acquisitions.

## Highlights for Q1FY22

### Corporate

- Grew first quarter revenue to \$32.4M with Gross Margin at 48.5%

### Video and Broadband Solutions

- Entra sales set a quarterly record of \$18.1M, up 246% YoY
- Vecima highlighted at SCTE Cable-Tec Expo keynote session as a leading next-generation vendor and strategic partner helping to enable the cable industry's next leap in broadband

### Content Delivery and Storage

- Launched two additional IPTV customers in Q1, with 35 operators worldwide now using IPTV services
- Published Open Caching draft specification with the Streaming Video Alliance

### Telematics

- Added eight new restoration industry customers, with the total number of moveable assets being monitored growing to over 12,000 units
- Achieved trailing 12-month EBITDA margin of 35%

## Executive Team

Sumit Kumar,  
President and CEO

Dale Booth,  
CFO

Corporate Office:  
771 Vanalman Avenue  
Victoria, BC, Canada

U.S. Office:  
4375 River Green Parkway  
Suite 100  
Duluth, GA, U.S.A.

Manufacturing Facility:  
150 Cardinal Place  
Saskatoon, SK, Canada

Corporate Information  
Employees: 492

Investor Contact  
T: 250-881-1982  
E: [invest@vecima.com](mailto:invest@vecima.com)  
[www.vecima.com](http://www.vecima.com)

## Financial Results (C\$ in millions except percentage and per-share data)

	Q1FY22	Q4FY21	Q1FY21
Revenue	\$32.4	\$35.3	\$27.3
Gross Margin	48.5%	42.4%	46.2%
Net Income (Loss)	\$0.7	\$1.4	\$(0.8)
Earnings (Loss) Per Share*	\$0.03	\$0.06	\$(0.04)
Adjusted EBITDA**	\$4.3	\$5.7	\$2.2
Cash and Short-term Investments	\$17.9	\$28.9	\$27.3

\*Based on weighted average number of shares outstanding.

\*\*Adjusted EBITDA is a non-IFRS measure. For reconciliation of adjusted EBITDA to the most directly comparable financial measure calculated in accordance with IFRS, please see Vecima's most recently filed Management's Discussion and Analysis, which is available on SEDAR at [www.sedar.com](http://www.sedar.com) and on the Company's website at [www.vecima.com](http://www.vecima.com).

## Outlook

In our Video and Broadband Solutions (VBS) segment, we anticipate strong organic revenue growth in fiscal 2022, led by our next-generation Entra DAA products. With the industry's strongest and most relevant portfolio of DAA Remote PHY, Remote MAC-PHY, access controller and 10G EPON solutions, and expanding relationships with 77 cable operators worldwide, including some of the world's largest Tier 1 MSOs, we anticipate a continued sharp growth trajectory for Entra products in fiscal 2022. We expect Entra sales will dominate Vecima's product mix in the year ahead, but emphasize that we are still in the early stages of DAA adoption. In our Content Delivery and Storage segment, demand for our IPTV and open caching solutions remains strong and expect sales to regain momentum in the second quarter. In the Telematics segment, we anticipate incremental growth in demand from the fleet tracking market in fiscal 2022, along with continued gradual growth in demand for our asset tracking services. We note that global supply chain challenges have the potential to constrain our revenue growth and put pressure on gross margins. If they persist through the year. We are focused on managing these industry challenges strategically, leveraging our strong financial position and excellent supplier relationships to support our inventory needs.

\*Certain statements in this fact sheet may constitute forward-looking statements within the meaning of applicable securities laws. All statements other than statements of historical fact are forward-looking statements. For additional details on Forward-Looking Information or for further details on Vecima's Fiscal 2022 Outlook, please refer to Vecima's most recently filed Management's Discussion and Analysis, which is available on SEDAR at [www.sedar.com](http://www.sedar.com) and on the Company's website at [www.vecima.com](http://www.vecima.com).