



Fiscal Year 2024 Q2 Results

Quarterly Investor Call



February 14, 2024
December Ending Results Incorporated

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 most recent Annual Information Form, a copy of which is available at www.sedarplus.ca. 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-IFRS Financial Measurements

In an effort to provide investors with additional information regarding the Company's results as determined by International Financial Reporting Standards (IFRS), the Company also discusses, in its earnings press release and earnings presentation materials, non-IFRS information which management believes provides useful information to investors. Non-IFRS 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.sedarplus.ca or on our website at www.vecima.com.

**FINANCIAL
PERFORMANCE**

COMPANY

MARKET
OPPORTUNITY

OPERATIONAL
EXCELLENCE

INDUSTRY –
LEADING TECH

LEADERSHIP

**Top-Line
Revenue:
\$62M
up 1% QoQ**

**Adjusted
EBITDA:
\$12.5M (20.1%
of Sales)
up 54% QoQ**

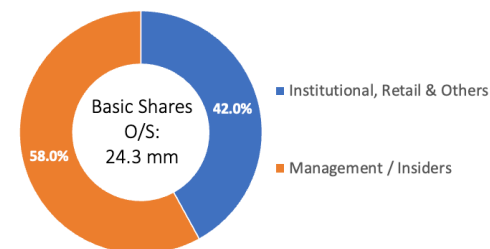
**Gross
Margin:
47.8%
up 91 bps QoQ**

**Began Shipping Next-Generation RPD at the End of the Quarter
FY2024 2H Revenue Return to Historic Highs**

Vecima Financial Overview

C\$	As at Dec 31, 2023
Cash, net of Rev. LOC	(\$41.48M)
Working Capital	\$80.4M
Total Assets	\$376.62M
Short and Long-term Debt	\$15.22M
Shareholders' Equity	\$220.73M
Employees	585

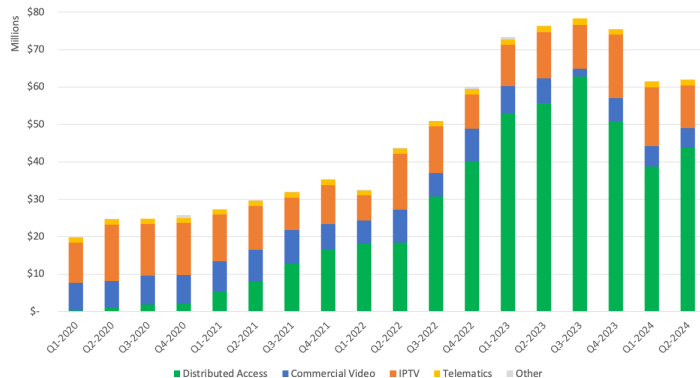
- Recent Market Cap of ~\$397.5M (as at December 31, 2023)
- Solid Balance Sheet
- Quarterly Dividends (\$47.9M returned to shareholders since October 2014)



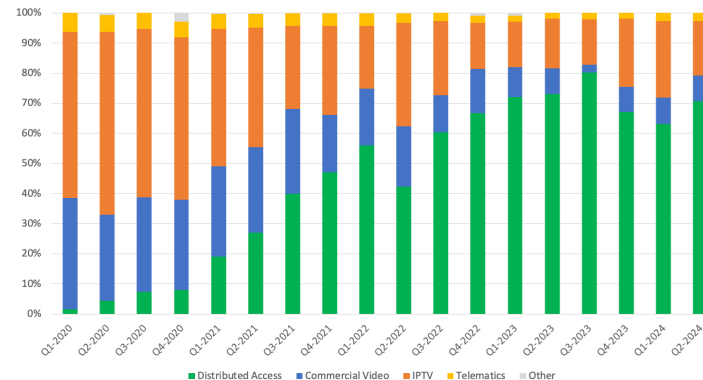
FOCUSED ON GROWTH & PROFITABILITY

Significant Progress with New Products

FY'20 Q1 vs FY'24 Q2



New Product Introduction



215%

Top Line Revenue Growth
FY'20 Q1 v FY'24 Q2

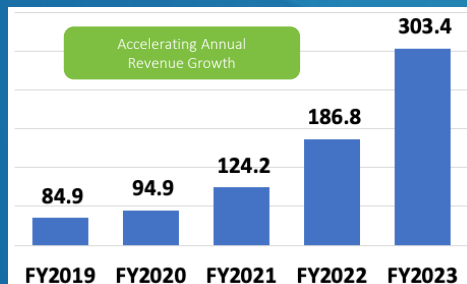
71%

of Revenue
*Attributed to Distributed
Access (Cable & Fiber)*

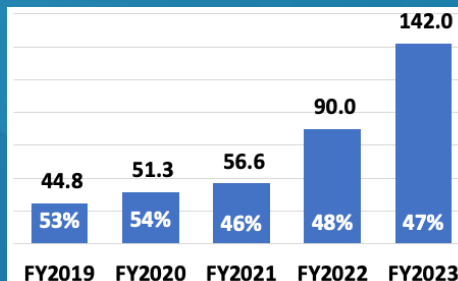
Corporate Financial Trends

Annual

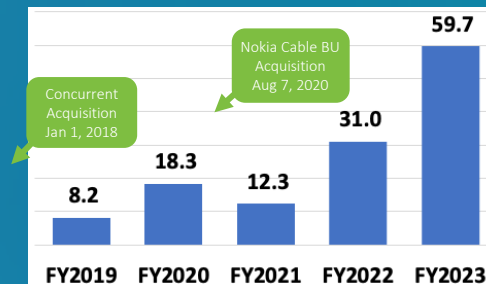
Revenue (\$M)



Gross Margin (\$M)

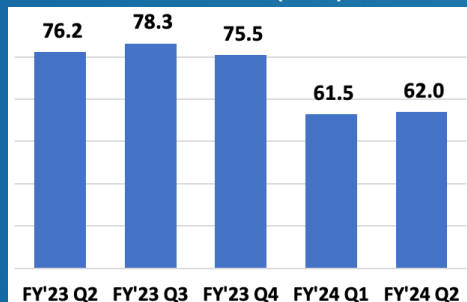


Adjusted EBITDA (\$M)

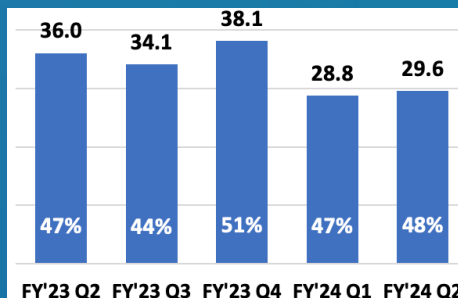


Quarterly

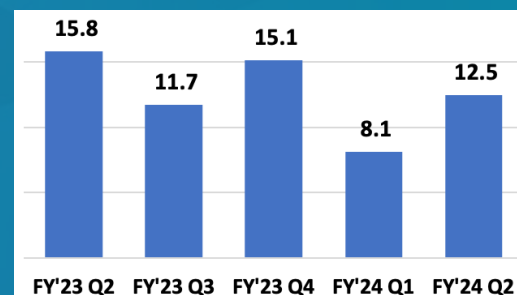
Revenue (\$M)



Gross Margin (\$M)



Adjusted EBITDA (\$M)



FINANCIAL
PERFORMANCE

COMPANY

MARKET
OPPORTUNITY

OPERATIONAL
EXCELLENCE

INDUSTRY –
LEADING TECH

LEADERSHIP

Three Trends Drive Our Investments

01

High-Speed Data

rates will increase to 10Gbps+ over the next 5-7 years



50%
Annual Growth



4K & 8K
Video



Gaming



Spatial
Computing

02

Video Delivery

for Managed IP and OTT will continue to be the largest BW consumer

xumo



pluto tv

hulu

STARZ

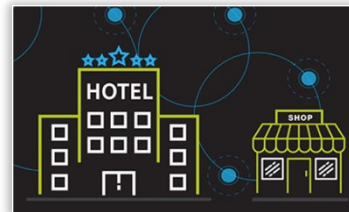


peacock

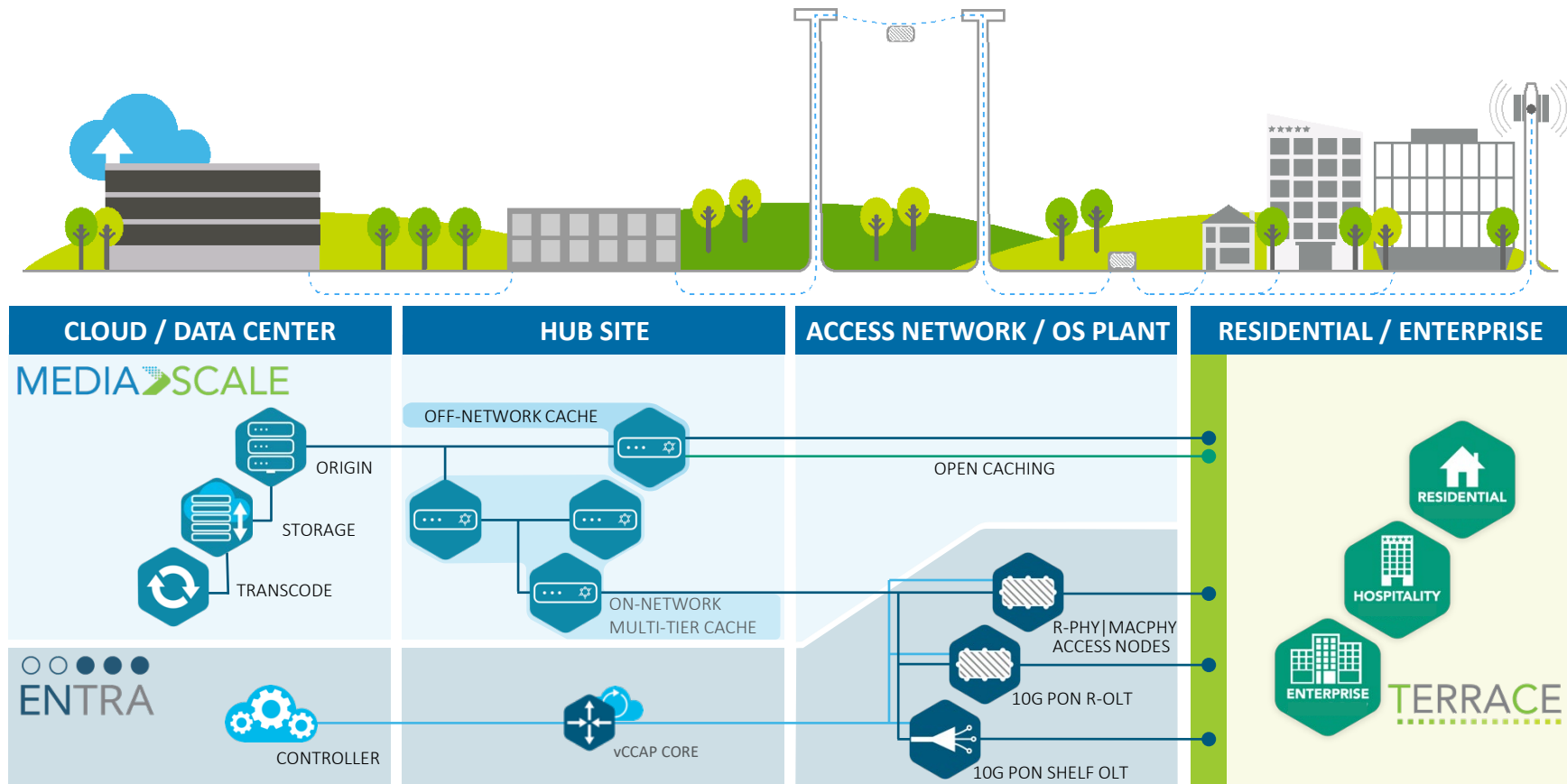
03

Enterprise Market

for Bundled Data & IP Video Solutions will be critical to MSO/BSP offerings



Vecima Delivers an End-to-End Technology Portfolio



Three Business Segments

35+ Years
of Innovation &
Profitability

585
Employees

~60%
Engineers / R&D

10
Offices Globally

3
Business Segments

VIDEO &
BROADBAND
SOLUTIONS

79%

CONTENT
DELIVERY &
STORAGE

18%

TELEMATICS

3%

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

FY 2021 Sales: \$124.2M CAD | FY 2022 Sales: \$186.8M CAD | FY 2023 Sales: \$303.4M CAD

FINANCIAL
PERFORMANCE

COMPANY

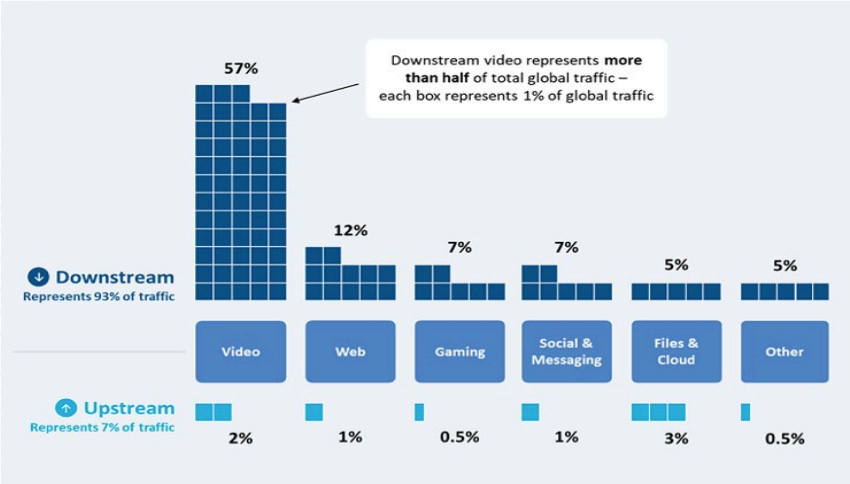
MARKET
OPPORTUNITY

OPERATIONAL
EXCELLENCE

INDUSTRY –
LEADING TECH

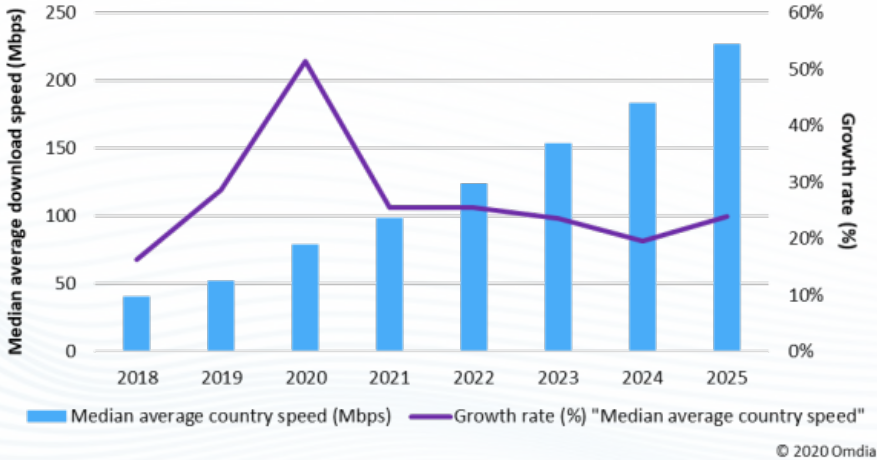
LEADERSHIP

Global IP Traffic Dominated by Video



Source: Cartesian Study

Global Broadband Speeds Continue to Grow



Source: Omdia

VIDEO DRIVES GLOBAL IP AND BROADBAND DEMAND

The Bandwidth Wars are Back!



Company Tests 4 Gbps
Symmetrical Services.
Stated Goal to Achieve
10Gbps



Charter launches \$5.5B initiative for DAA
network evolution Dec 2022. Adds \$8.9B
in Rural Expansion from RDOF + State.
BEAD yet to come.
Successfully tests 9G down & 6G up
D4.0.
Capex Ramps to \$12.3B CY24.



AT&T will expand its fiber
footprint to 7M additional
locations



Google Fiber 2-Gig service
goes live. Expanding build-
out planning in AZ, CO, ID,
NE, UT



Investing in next-gen
network upgrades to enable
symmetrically 1G+ services



Deploying 10G PON services in
markets requiring immediate
bandwidth upgrades



Expanding fiber service
network wide.



Expanded fiber service,
increasing speeds network
wide.

**CABLE & FIBER ACCESS TO
HOMES AND BUSINESSES**

**FIBER PROVIDERS ACTIVELY
OVERBUILDING**

Huge and Growing Rural Broadband Investment



Rural Digital Opportunity Fund



Universal Broadband Fund in Canada

Universal Broadband Fund

Broadband Equity Access and Deployment (BEAD)

**HIGH-SPEED
INTERNET FOR ALL**

\$20.4B USD to:

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

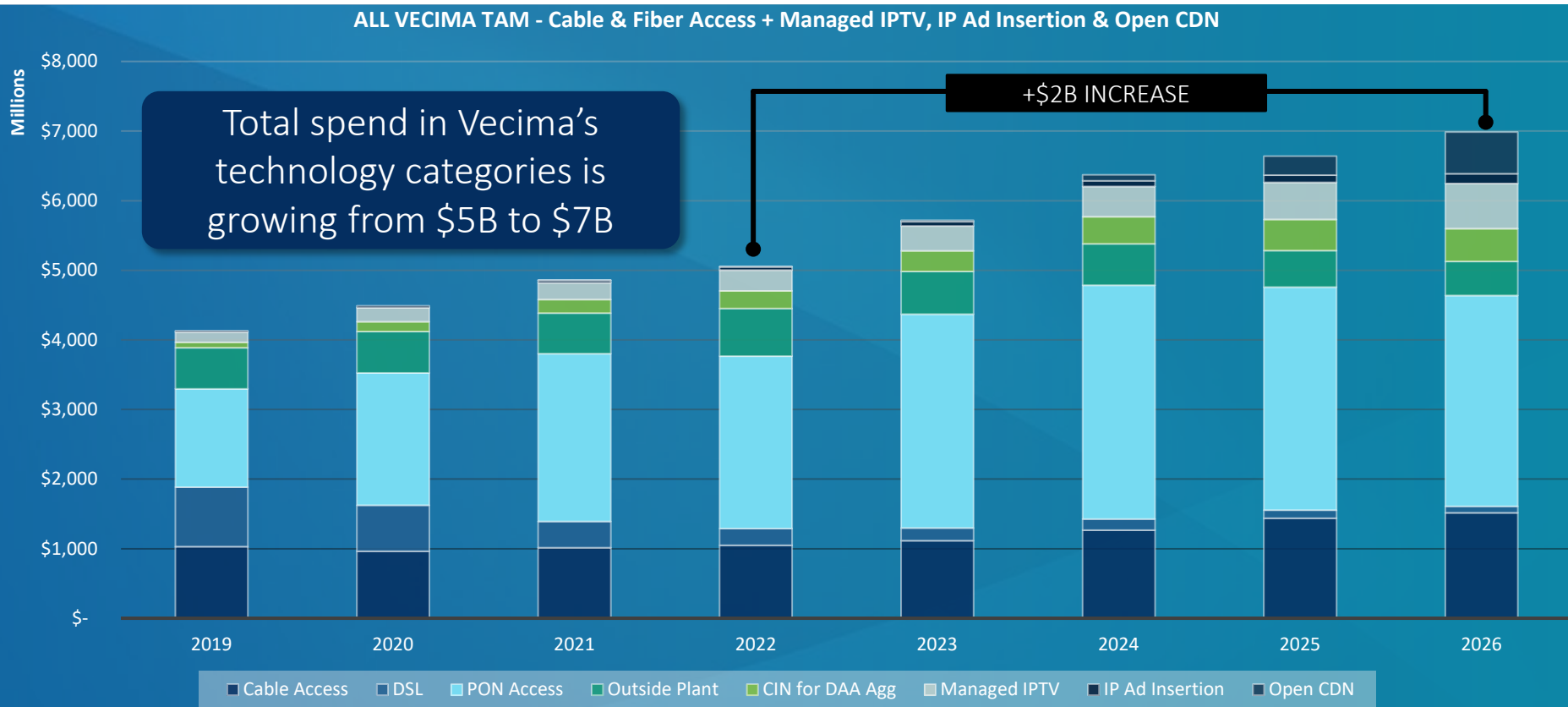
\$3.225B CAD to:

- Build high-speed broadband infrastructure across the country
- Improve Broadband access for rural households (46% currently) and First Nations households (35% currently).

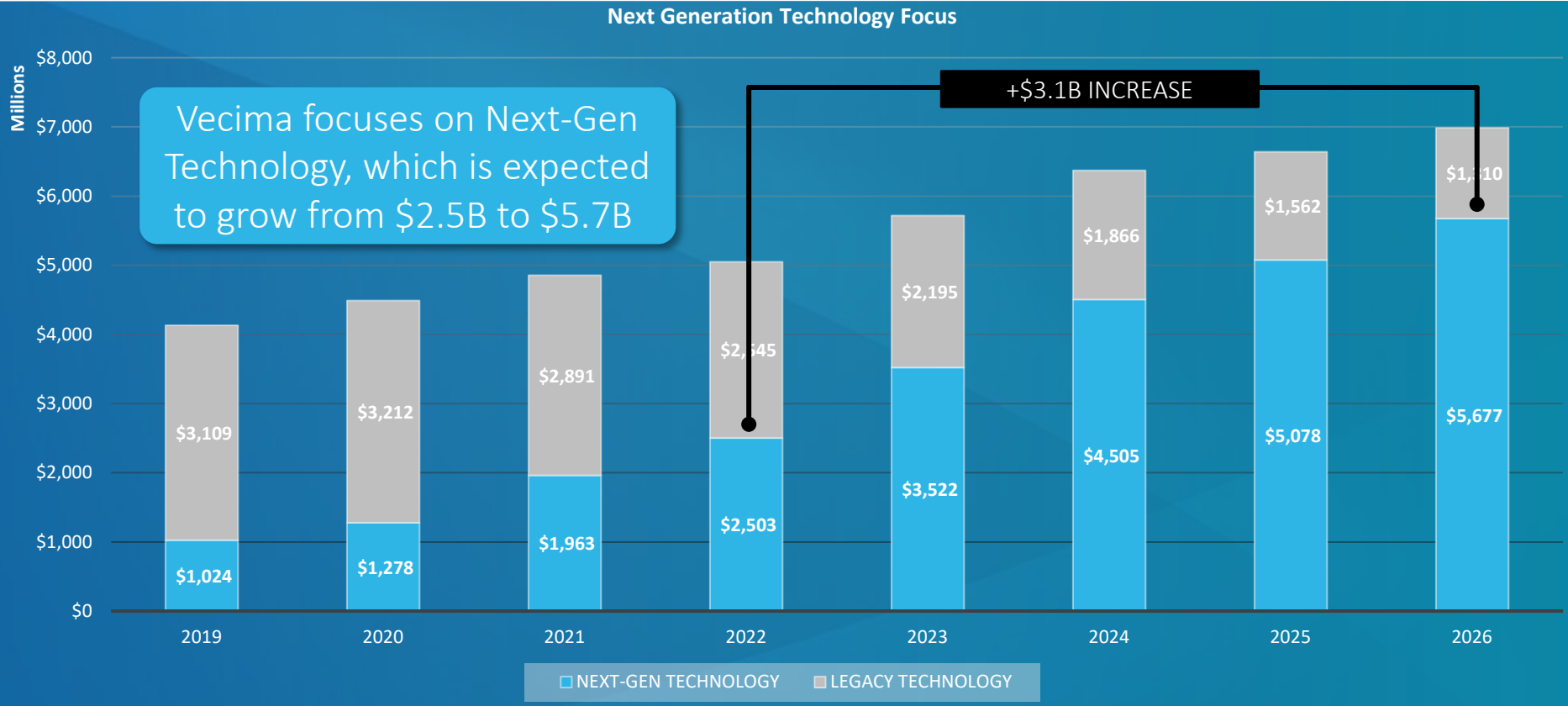
\$42.45B USD to:

- Expand high-speed internet access by funding planning, infrastructure deployment and adoption programs
- Funding distributed largely by the States

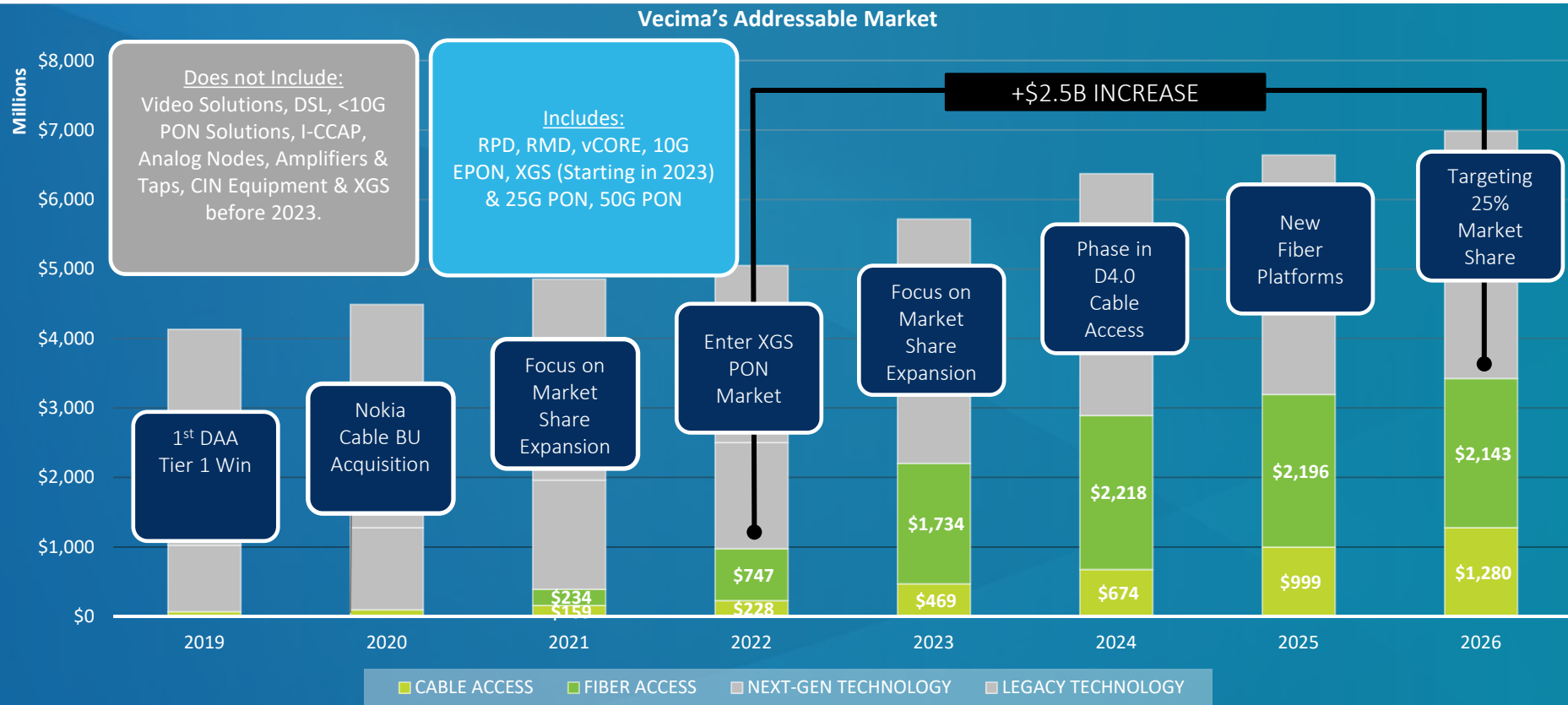
Vecima TAM Across Distributed Access & Video Solutions



Vecima is Focused on Next-Generation Technology



Vecima's Addressable Market Share (DAA Only)



FINANCIAL
PERFORMANCE

COMPANY

MARKET
OPPORTUNITY

**OPERATIONAL
EXCELLENCE**

INDUSTRY –
LEADING TECH

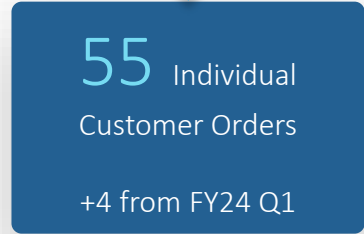
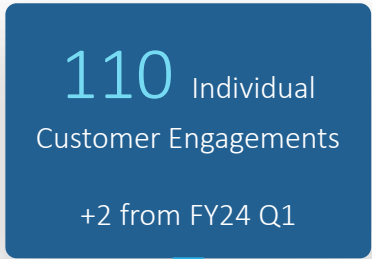
LEADERSHIP

With 30+ years of global relationships



Installed at 100+ operators worldwide, serving more than 100M subscribers

Cable & Fiber Engagement Tracking (as of FY'24 Q2)

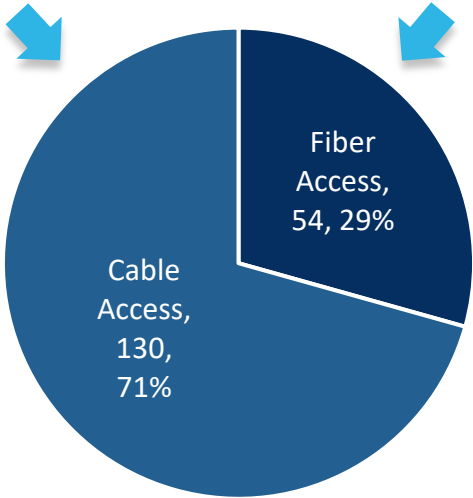


In our quarter ending December 31, 2023, engagements increased by 2, totaling 110 and customers ordering our products increased by 4, totaling 55

Since our portfolio broadly spans across both Fiber & Cable Access solutions, the 110 customer engagements produced 184 separate opportunities, with 54 of them focused on Fiber Access and 130 of them on Cable Access.

Fiber Access further breaks down into EPON & XGS, and node-based R-OLTs, Shelves and Chassis. Cable Access further breaks down to R-PHY & R-MACPHY solutions.

Many customers benefit from mixed use of our Cable & Fiber Access solutions, allowing them to surgically execute upgrades quickly & cost effectively.



Expanding Global Customer Engagements

Consistent Quarterly Customer Order Growth

Expanding Global Market Share

FINANCIAL
PERFORMANCE

COMPANY

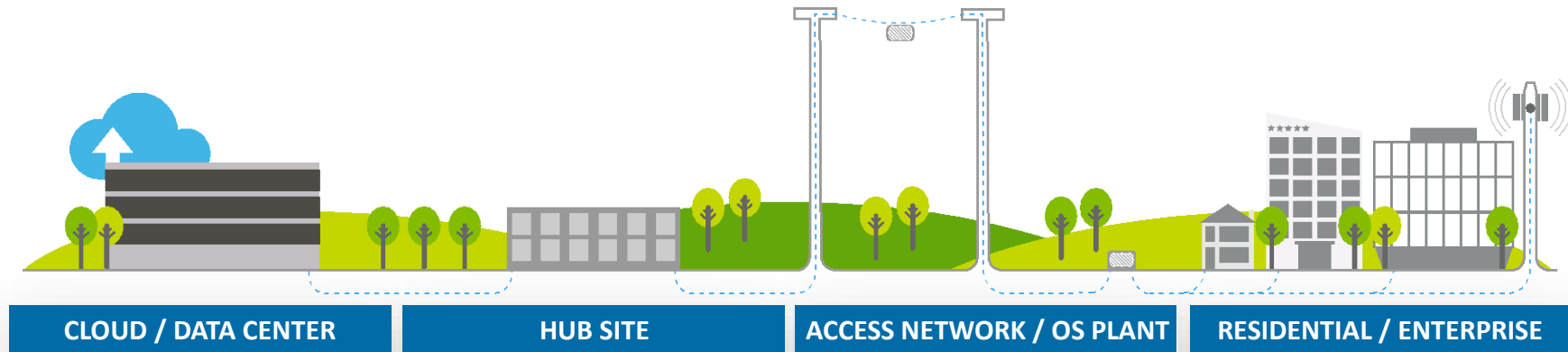
MARKET
OPPORTUNITY

OPERATIONAL
EXCELLENCE

**INDUSTRY –
LEADING TECH**

LEADERSHIP

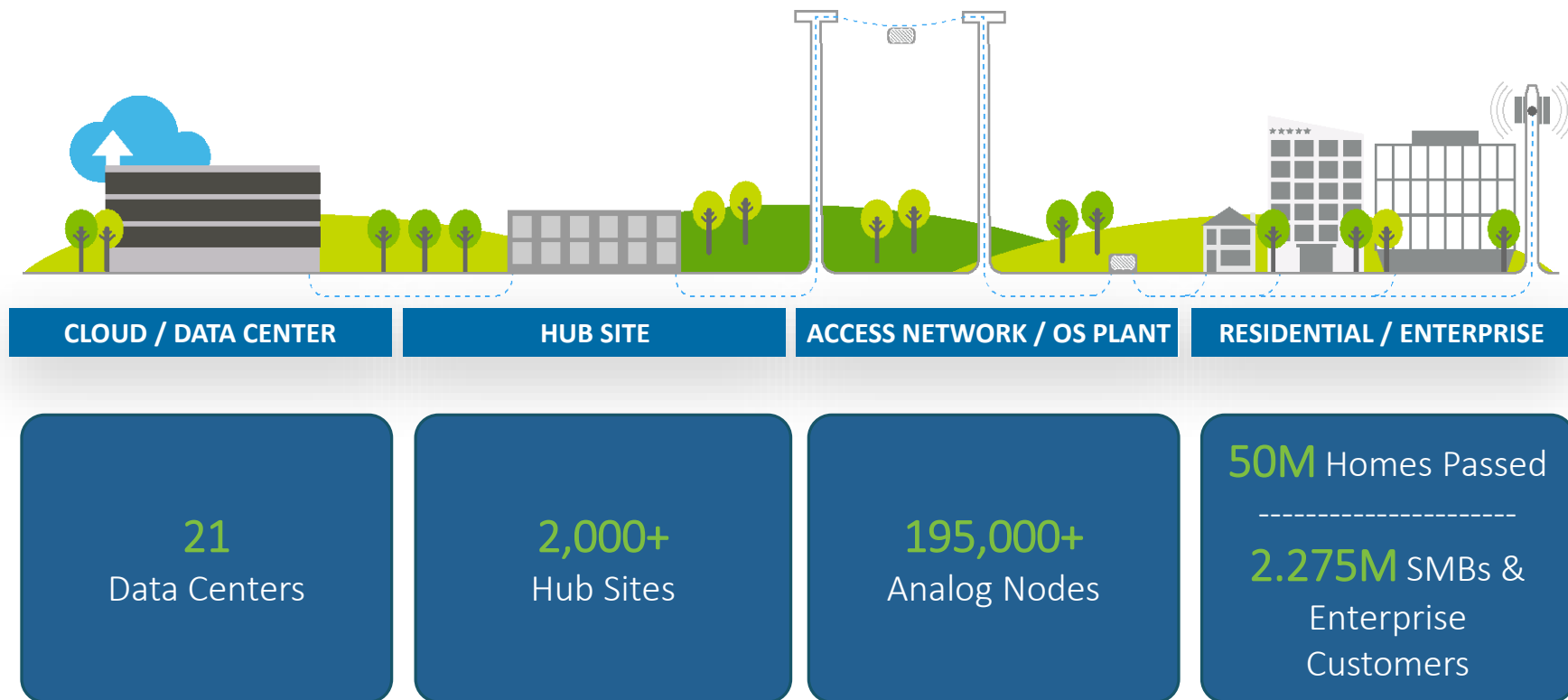
Where are Vecima Products? Everywhere....



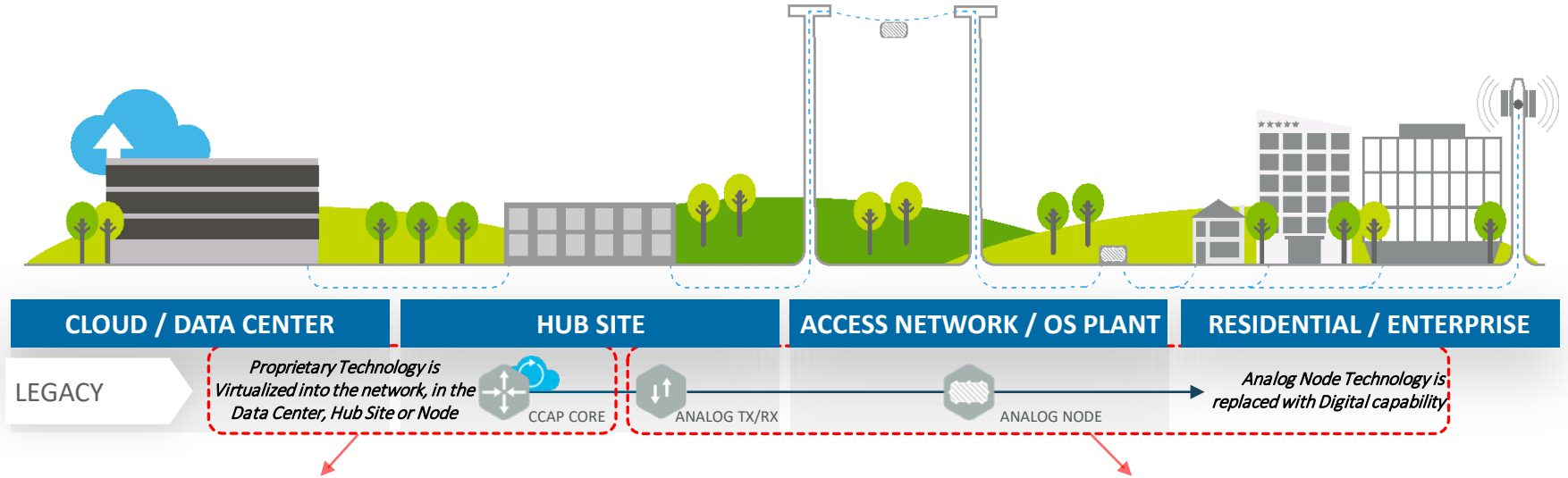
Today, there are ~1 million nodes deployed. Expected to increase 4x to 4+ million nodes



Tier 1 Case Study



Network Architectures are ~~Evolving~~ Revolutionizing

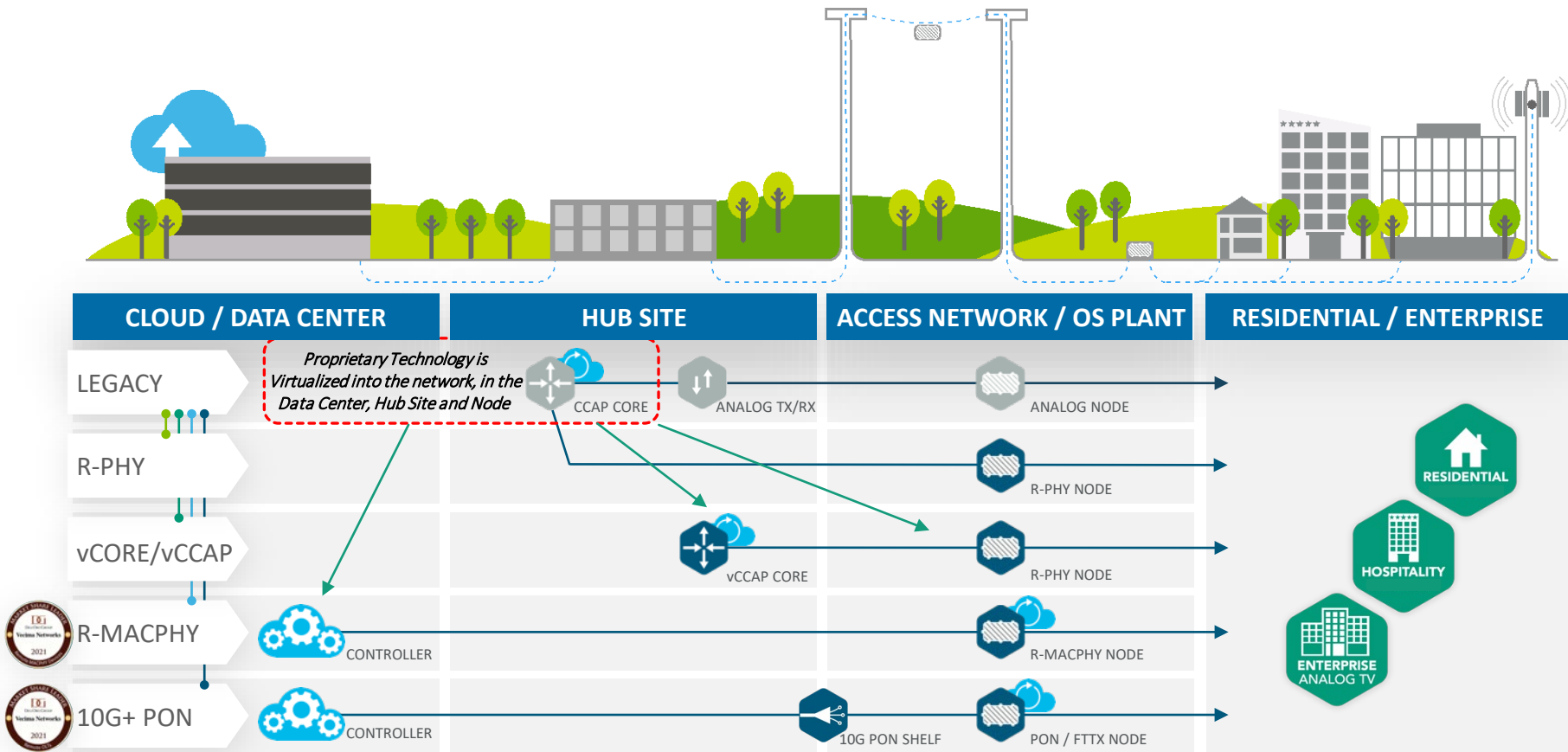


The era of proprietary CMTS and Analog Connectivity have ended, making way for Virtualized, Cloud Native Services, and a Fully Digital Network

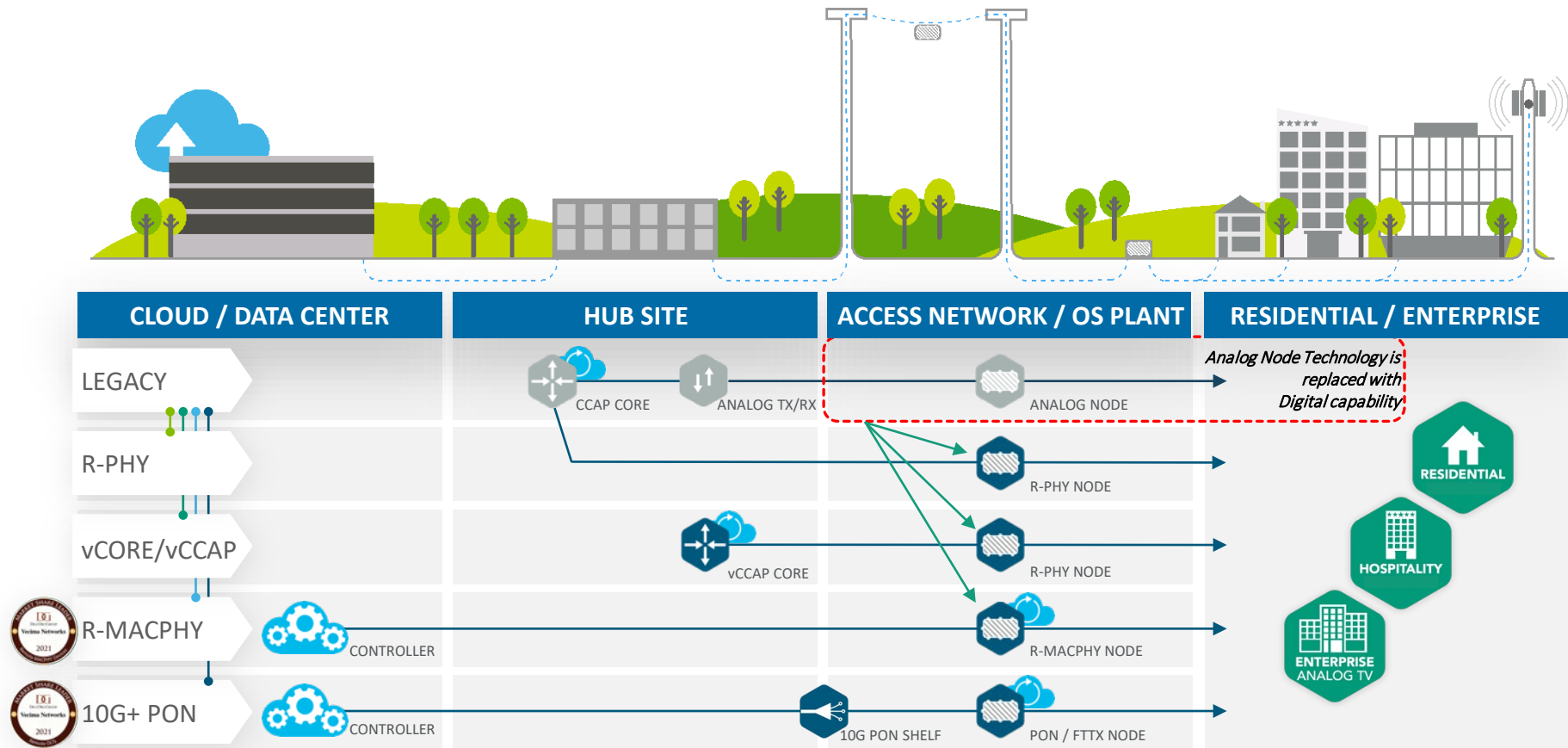


Analog technology provides inferior signal quality, reduced distances, and lower internet speeds.

Vecima DAA Solutions are Built to Support Every Architecture



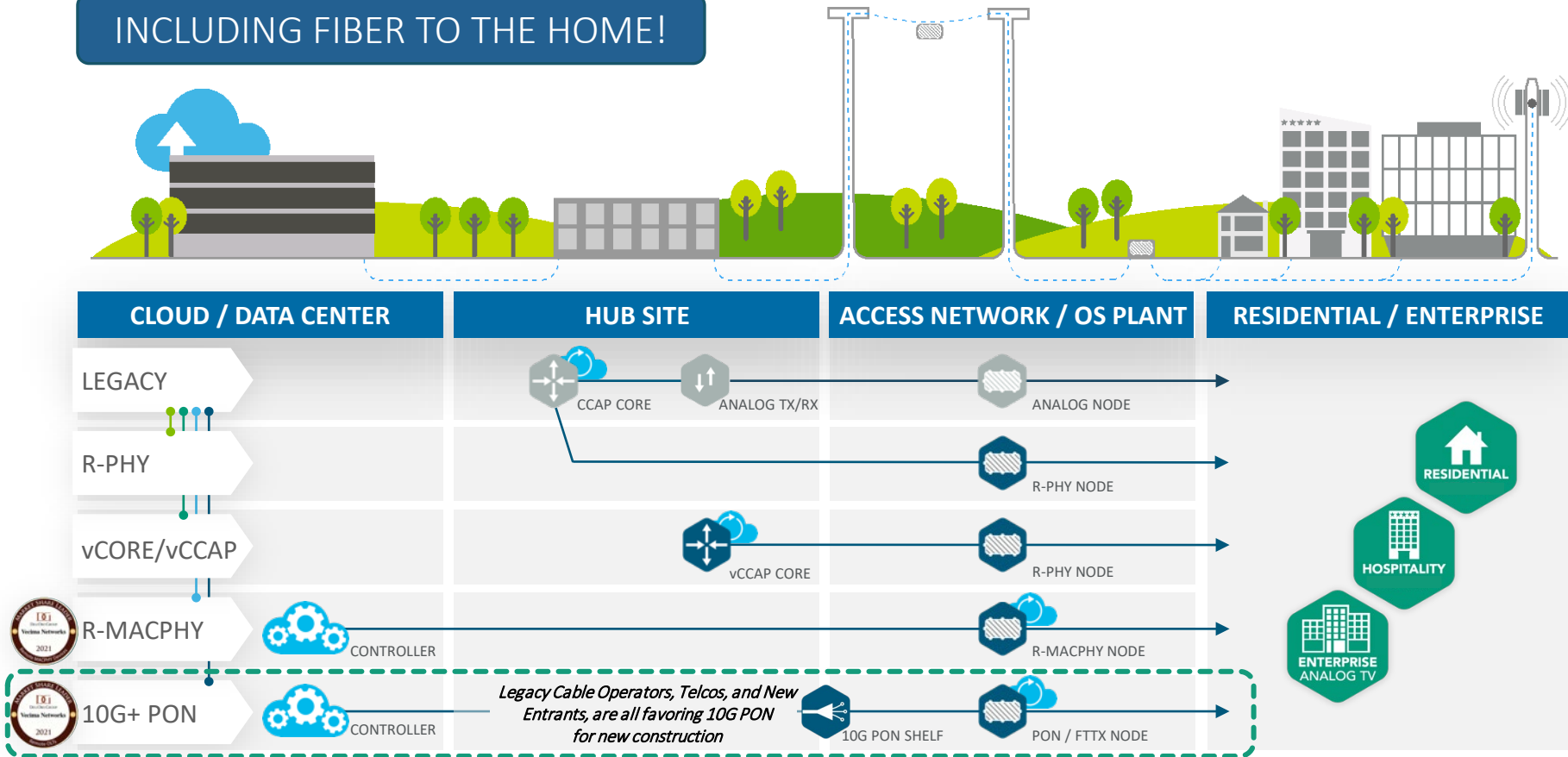
Vecima DAA Solutions are Built to Support Every Architecture



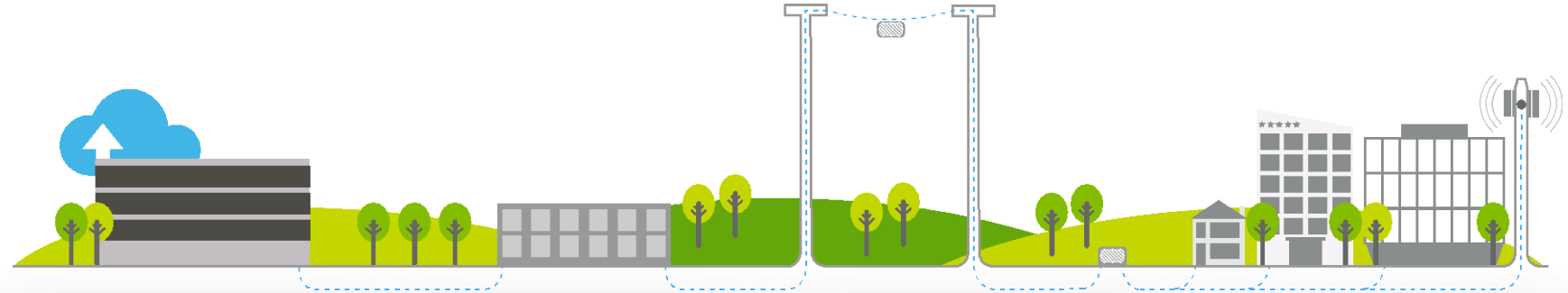
Vecima DAA Solutions are Built to Support Every Architecture



INCLUDING FIBER TO THE HOME!



Network Architectures are Evolving



CLOUD / DATA CENTER HUB SITE ACCESS NETWORK / OS PLANT RESIDENTIAL / ENTERPRISE

Legacy

~ 180 rack units, ~ 300 kW
"Big Iron"

Real Estate & Power Savings

6x
Reduction in
Rack space

3x
Reduction in
power

Next Generation Cable Access

Vecima

~ 32 rack units ~ 105 kW
"Software-based"

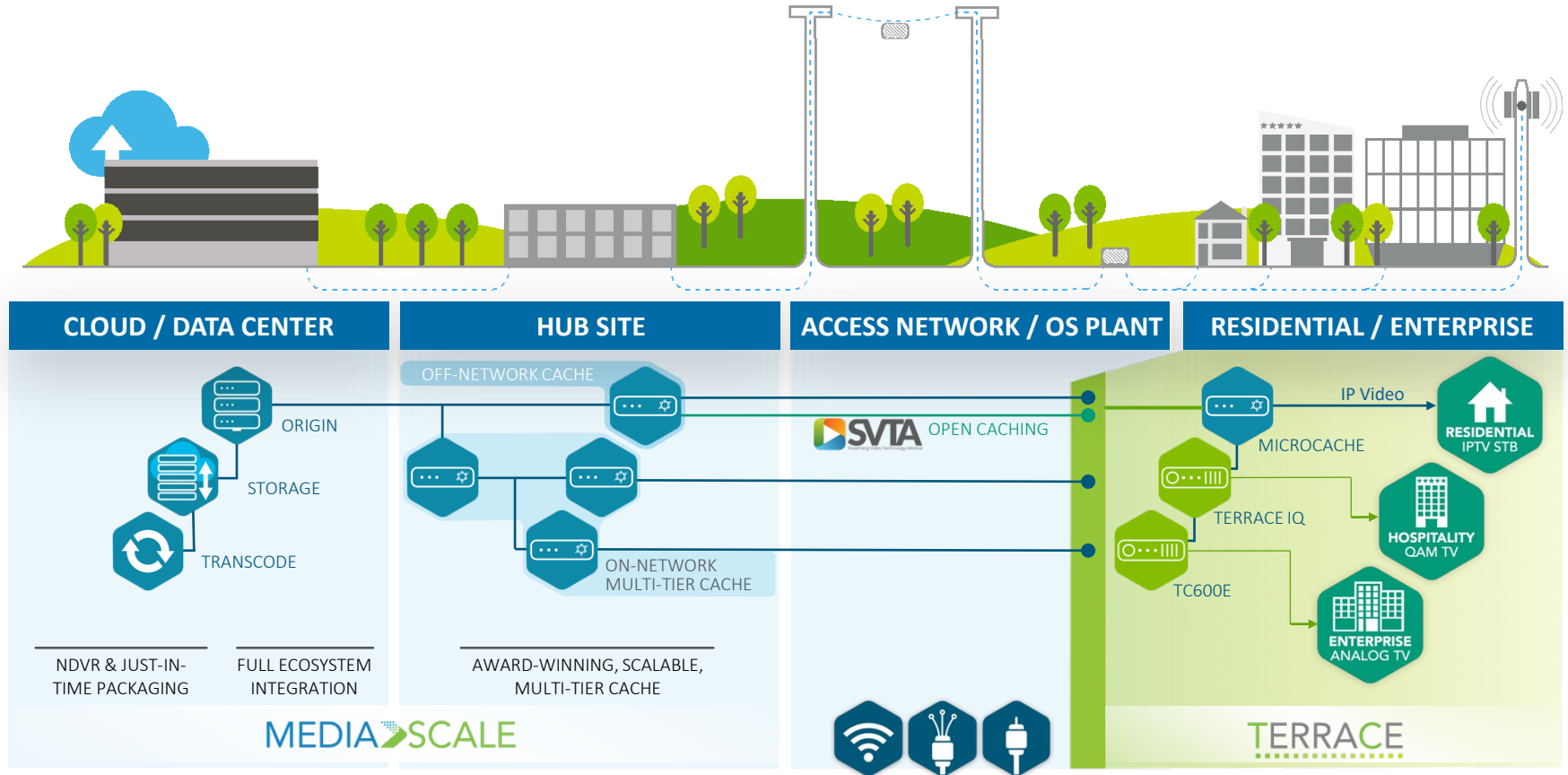
Signal Quality Improvement

Truck Roll Reduction

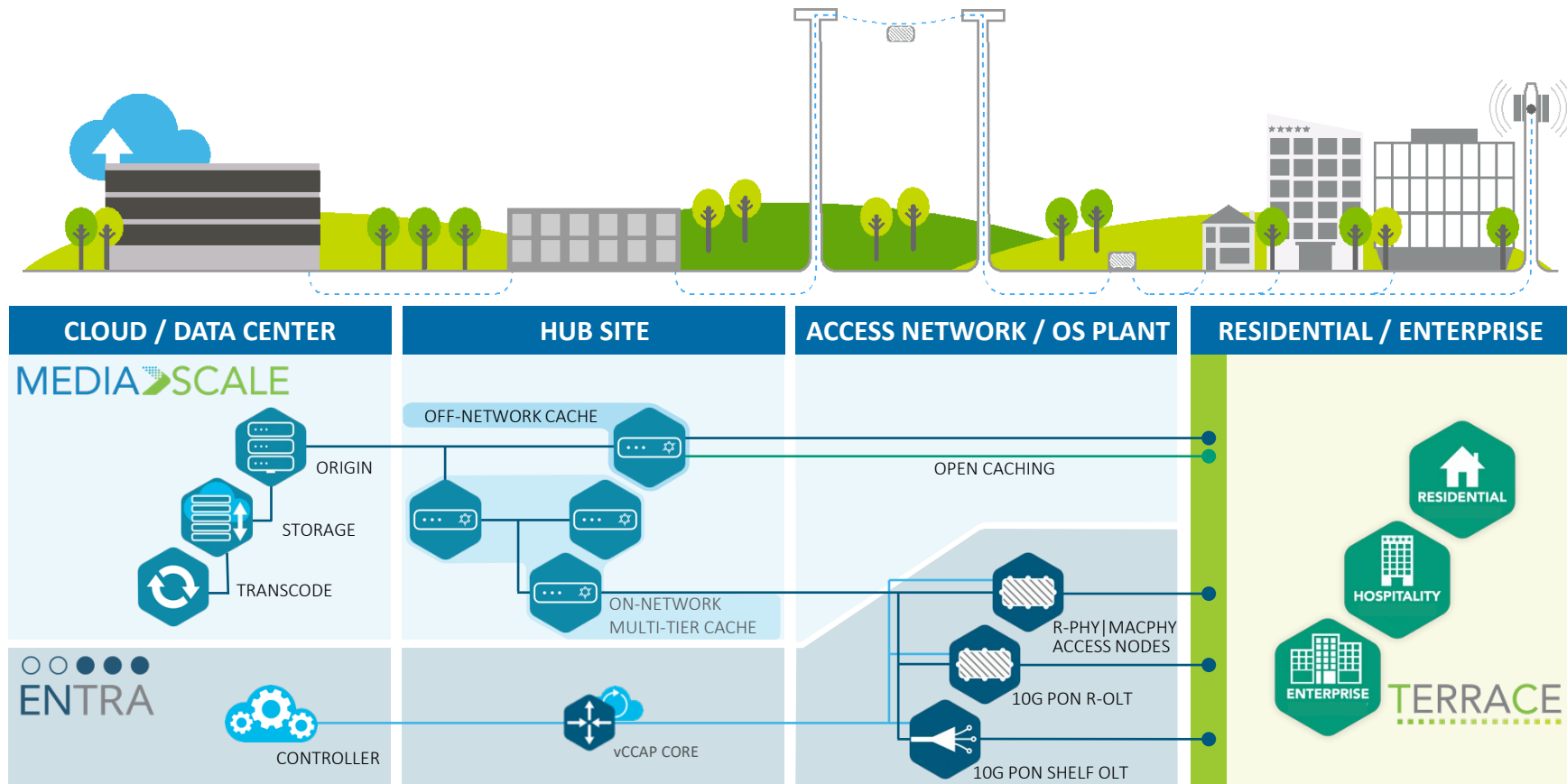
Service Quality Improvement

High-Speed Data Speed Increase

MediaScale + Terrace: A holistic video solution



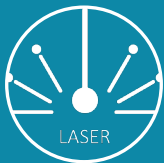
Strategically Positioned and Aligned



Vecima's Competitive Edge



Most Open &
Interoperable



Most Industry-
Focused Vendor in
Market



Widest Solution
Ecosystem



Global Sales Team
/ Momentum



Credibility in
Market



**Flexibility
=
Design Wins**

**\$400M+ R&D
Accumulated
over 8 years**

**Cable
Fiber
IP Video
Commercial**

**Scale
Knowledge
Support**

**Invented
Developed
Deployed**

Competitive Landscape

<i>(in scope order)</i>	Next-Generation <u>Cable</u> Access	Next-Generation <u>Fiber</u> Access	IP Video Distribution	Commercial Video IP Gateways
Vecima	4	4	4	4
Competitor 1	3	2	2	0
Competitor 2	4	1	3	0
Competitor 3	1	3	0	0
Competitor 4	0	4	0	0
Competitor 5	0	4	0	0
Competitor 6	0	0	0	3
Competitor 7	2	0	0	0

Vecima stands alone as the only vendor with Cable, Fiber, IP Video and Commercial/Hospitality Solutions.

FINANCIAL
PERFORMANCE

COMPANY

MARKET
OPPORTUNITY

OPERATIONAL
EXCELLENCE

INDUSTRY –
LEADING TECH

LEADERSHIP

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 25 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.



HEATHER ASHER
GENERAL COUNSEL and
CORPORATE SECRETARY

Over 15 years advising organizations on commercial contracts, mergers and acquisitions, compliance, corporate governance, and enterprise security and risk 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.



Rick Brace
Independent Director

Former President of Rogers Media and former Chairman of CTV Specialty Television and Discovery Canada



Danial Faizullahbhoj
Independent Director

Chief Commercial Officer and Senior Advisor at Glasnostic, and Senior Advisor at Platina Systems



James Blackley
Independent Director

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



Scott Edmonds
Independent Director

Advisor to the CEO at STEMCELL Technologies and a 2014 finalist for EY Entrepreneur of the Year (Pacific Region) in the B2B category



Samuel Chernak
Independent Director

40 years in cable and telco with 30 years at Comcast, leading operations for cellular, VoIP, and the access architecture and DOCSIS teams

5 Independent Directors

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

Key Takeaways



Global leader in IP
Video Delivery and
Cable & Fiber Access
with a market-
leading portfolio

Strong
operational and
financial track
record

Strong industry
dynamics – broadband
demand; shift to
Distributed Access
underway; \$3 billion
per year market
opportunity

Organic and
acquisitive growth
strategy

Recent acquisitions
have advanced
Company's product
offering, positioning
Vecima for success in
the emerging DAA
market

Highly
experienced team
with proven track
record

Thank You



CORPORATE HEAD OFFICE:

771 Vanalman Avenue,
Victoria, BC, Canada V8Z 3B8
Tel: (250) 881-1982
Fax: (250) 881-1974

U.S. OFFICE:

4375 River Green Parkway, Suite 100
Duluth, GA, USA 30096
Tel: (678) 258-4112
Fax: (679) 258-4300

MANUFACTURING FACILITY:

150 Cardinal Place
Saskatoon, SK, Canada S71 6H7
Tel: (306) 955-7075
Fax: (306) 955-9919

Website: www.vecima.com

Email: invest@vecima.com

Social:



CONTACT VECIMA