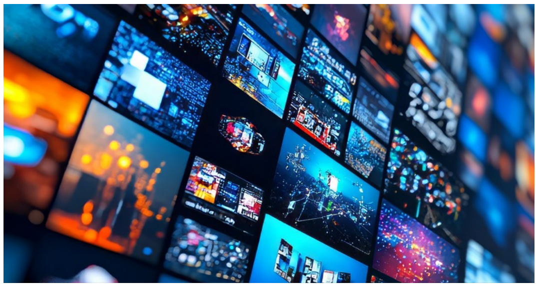
Vecima Networks Inc.
Q4 FY2025 Investor Fact Sheet

TSX: VCM * Recent Share Price: $10.95 * 52-Week Range: $8.43 - $21.09 * Shares Outstanding: 24.3M * Market Cap: $266.2M

Vecima Networks Inc. (TSX: VCM) is leading the global evolution to the multi-gigabit, content-rich networks of the future. Our talented people deliver future-ready software, services, and integrated platforms that power broadband and video streaming networks, monitor and manage transportation, and transform experiences in homes, businesses, and everywhere people connect. We help our customers evolve their networks with cloud-based solutions that deliver ground-breaking speed, superior video quality, and exciting new services to their subscribers. There is power in connectivity – it enables people, businesses, and communities to grow and thrive.



Video & Broadband Solutions

Includes the Entra® family of DAA technologies that process data from cable networks to deliver high-speed internet connectivity to homes over cable and fiber, and the Commercial Video product lines that adapt video services to formats suitable for media consumption at commercial properties.

Content Delivery and Storage

Includes solutions and software, under the MediaScale™ brand, for service providers and content owners that focus on ingesting, producing, storing, delivering and streaming video for live linear, Video on Demand (VOD), network Digital Video Recorder (nDVR) and time-shifted services over the internet.

Telematics

Provides fleet managers with the key information and analytics they require to optimally manage their mobile and fixed assets under the Contigo and Nero Global Tracking 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 MediaScale 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 Q4 FY2025

Corporate
- Fourth quarter revenue of $68.8M increased 7% QoQ
- Decrease of net debt position to $53.6M in Q4 fiscal 2025 from $92.0M in Q3 fiscal 2024

Video & Broadband Solutions
- Full year VBS sales of $237.9M; Fourth quarter VBS sales of $58.1M
- Record Entra year with sales of $222.7M, a 5% increase YoY
- Announced partnership with Cox Communications, a leading Tier 1 North American MSO, to deploy Entra vCMTS to modernize and enhance its DOCSIS network
- Launched EN3400 compact GAP node and secured initial orders with a Tier 1 operator

Content Delivery and Storage
- Full year CDS sales of $40.1M; Fourth quarter CDS sales of $8.6M
- Full year Gross Margin of 60.8%
- Deployed Vecima's targeted Dynamic Ad Insertion (DAI) solutions with multiple customers

Telematics
- Full year Telematics sales of $7.8M and GM of 65.4%; Q4 Telematics sales of $2.1M
- Added 10 new customers for the NERO asset tracking platform during Q4 and added over 18,000 tags, bringing total asset tags under management to over 100,000.

Financial Results (C$ in millions expect percentage and per-share data)	Q4 FY25	Q4 FY24	FY2025	FY2024
Revenue	$68.8	$87.5	$285.9	$291.0
Gross Margin	27.3%	47.9%	38.3%	48.7%
Net Income (Loss)	$(13.2)	$8.3	$(17.8)	$19.4
Earnings (Loss) Per Share*	$(0.54)	$0.34	$(0.73)	$0.80
Adjusted Gross Margin	37.4%	47.3%	40.6%	49.2%
Adjusted Earnings (Loss) Per Share	$(0.05)	$0.29	$(0.18)	$0.87
Adjusted EBITDA**	$6.7	$14.5	$28.9	$53.2

*Based on weighted average number of shares outstanding. **Adjusted Gross Margin, Adjusted Earnings Per Share and Adjusted EBITDA do not have a standardized meaning under IFRS and therefore may not be comparable to similar measures provided by other issuers. For reconciliation of adjusted financial results please see Vecima's most recently filed Management's Discussion and Analysis, which is available on SEDAR+ at www.sedarplus.ca and on the Company's website at www.vecima.com.

Executive Team:

Sumit Kumar
President and CEO

Judd Schmid
Chief Financial Officer

Dean Rockwell
Executive Vice-President

Clay McCreery
Chief Operating Officer

Corporate Office:
201-771 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: 592

Investor Contact:
T: 250-881-1982
E: invest@vecima.com
www.vecima.com

Outlook
Throughout the past year and across the cable industry, MSOs have been preparing for major network upgrades as part of their transition to next-generation technologies like DOCSIS 4.0. While system-level changes of this magnitude are complex and typically challenging for operators to implement, once field level qualifications are complete the stage is set for technology uptake as rollouts commence. At the close of fiscal 2025, a number of operators had begun their network upgrade programs, supported by Vecima's next-generation solutions. Customers' existing product inventories were also starting to come into better balance as more platforms were deployed. As we approach the conclusion of the first quarter of fiscal 2026, we are tracking another strong quarter on the top line. On a full-year basis, we anticipate a return to strong annual growth, including exiting the year with a run rate higher than any previous high water mark in sales. We expect to pair the sales growth with improved gross margins in the first quarter, along with gradual strengthening of gross margins through the fiscal year as our product mix reflects the growth and addition of higher-margin product lines. The anticipated rebound in gross margins reflects a normalization in foreign exchange volatility as well as a more typical product mix. In the VBS segment, new products are expected to build on continued strong contribution from our industry-leading platforms and portfolios. They also represent new and incremental use cases and market verticals for our broad and ever-more comprehensive portfolio of cable and fiber access IP. In the Content Delivery and Storage segment we are sharply focused on strengthening revenue in fiscal 2026, while continuing to note that CDS results can fluctuate significantly from quarter-to-quarter based on order and project timing. Longer term, we continue to see excellent opportunities for the CDS segment as IPTV builds momentum and our newer solutions, including open caching, gain traction. In the Telematics segment, we anticipate stable revenue performance and continued strong profitability from our asset and fleet tracking business. To date, trade actions have had a negligible impact on the 90% of our sales made to the US. Our manufacturing is predominantly domiciled in Canada, exempting that portion of our production from tariff actions under the United States-Mexico-Canada Agreement (USMCA). While upcoming renegotiation of the USMCA could, in an unlikely case, result in changes to the tariff environment, Vecima is one of the few competitors in our industry that fully "owns" our manufacturing process. This gives us significant flexibility to adapt quickly to changing macroeconomic conditions, an agility we have demonstrated in the past, inclusive of rapidly transitioning manufacturing to different countries. Moving forward, we are confident in our growth prospects both near and longer term. We have built the industry's deepest and broadest portfolio of innovative, interoperable cable and fiber access products and IPTV solutions that now give customers unprecedented choice and support as they move forward with their network-wide upgrades. And we are simultaneously leading the way forward with new investments in a comprehensive, highly innovative, cloud-native portfolio that will prepare them for the 50G future.