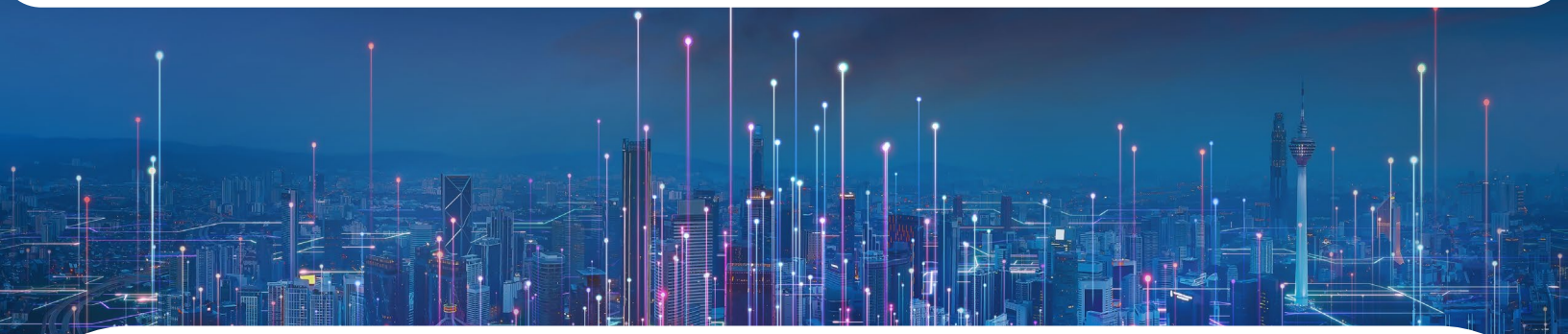
Vecima Networks Inc.
Q2 FY2026 Investor Fact Sheet

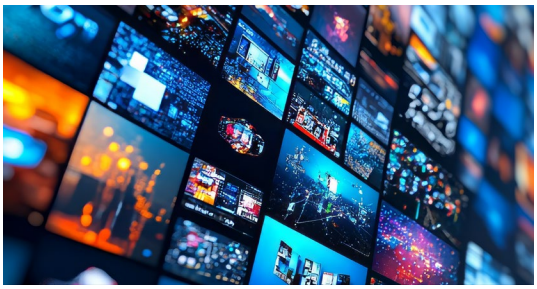
TSX: VCM * Recent Share Price: $10.15 * 52-Week Range: $8.43 - $13.49 * Shares Outstanding: 24.3M * Market Cap: $246.8M



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 Q2 FY2026

Corporate
- Revenue of $73.7M; Gross Margin 44.9%; Adjusted EBITDA of $10.6M

Video & Broadband Solutions
- Second quarter fiscal 2026 VBS sales of $59.6M; Entra DAA sales of $56.3M
- Commenced deliveries of Entra EN3400 platforms to the lead customer in Q2, providing a robust contribution to VBS sales.
- Secured first XGS-PON customer in the U.S. while continuing to expand engagement around the globe.

Content Delivery and Storage
- Second quarter fiscal 2026 CDS sales of $12.3M; Gross Margin of 65.1%
- Acceleration of IPTV customer subscriber growth, together with significant further migration from QAM to IPTV across multiple customers.

Telematics
- Second quarter fiscal 2026 Telematics sales of $1.8M; Gross Margin of 71.4%
- Added 11 new customers for the NERO asset tracking platform and booked an additional 345 new subscriptions, bringing total asset tags under management to now over 106,000

Financial Results (C$ in millions expect percentage and per-share data)	Q2 FY26	Q1 FY26	Q2 FY25
Revenue	$73.7	$71.1	$71.2
Gross Margin	44.9%	42.1%	36.4%
Net Income (Loss)	$0.1	$0.2	$(7.9)
Earnings (Loss) Per Share*	$0.00	$0.01	$(0.32)
Adjusted Gross Margin**	46.4%	43.9%	35.6%
Adjusted Earnings (Loss) Per Share**	$0.04	$0.05	$(0.30)
Adjusted EBITDA**	$10.6	$11.5	$(0.3)

*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:
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U.S. Office:
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Manufacturing Facility:
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Corporate Information:
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Outlook

Vecima is nearing the cusp of a major growth inflection. With a lead North American BSP (Broadcast Service Provider) customer on the verge of large-scale adoption of our next-generation DAA technologies, another North American Tier 1 customer preparing for a wholesale upgrade to our new TerraceIQ commercial video platform, demand expected to remain strong for our high-margin, market-share leading Entra Optical line of fiber-access solutions, and new products continuing to roll out, our visibility into upcoming growth has sharpened. Based on customer indications we now expect next-twelve-month revenue to increase in the range of 20% to 30% year-over-year, driven by Vecima's portfolio strength, major customer design wins, and essential DAA-based gigabit upgrades globally. The anticipated demand profile also positions adjusted EBITDA margins to break through 20%, driving adjusted EBITDA growth of 70% to 85%, compared to calendar 2025. While industry consolidation activity, as previously discussed, could still constrain deliveries in Q3 fiscal 2026, the impact is now expected to be modest and further mitigated by a favorable product mix in the quarter. Demand is expected to ramp up sharply beginning in the fourth quarter of fiscal 2026. In the VBS segment, our next-generation DAA solutions, including design wins for DOCSIS 4.0, are expected to lead our near-term growth. We are anticipating continued strong contribution from our industry-leading Remote PHY device (RPD) solutions, EN9000 and EN8400 platforms, and highly successful Entra Optical fiber access portfolio. Our outlook also reflects continued rollout of newer Entra products, including the EN3400, a compact version of the EN9000 specifically designed for MDU and enterprise applications, the EEM210, a stand-alone 10G EPON module that fits both new and existing nodes and supports global deployments, and our new PHMs (power holdover modules), which support Entra's cable and fiber access products with innovative supercapacitor-based resiliency to power grid interruptions in the field. Eventual roll out of our new vCMTS solution under our multi-year contract with Cox Communications is expected to become an additional important growth driver over time. Commercial Video sales are also poised to expand over the next twelve months as our lead Tier 1 U.S. customer begins a major, multi-year network upgrade using Vecima's TerraceIQ solution. In the Content Delivery and Storage segment we remain sharply focused on strengthening revenue, while continuing to note that CDS results can fluctuate significantly from quarter-to-quarter based on order and project timing. Our outlook for the CDS segment anticipates the addition of new IPTV customers, as well as subscriber growth and network expansions among existing customers. Vecima's promising Dynamic Ad Insertion technology is also expected to provide increasing contribution as customer adoption increases. 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 approximately 91% 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 performing strongly and sharply focused on the demand growth our customers are forecasting. 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.

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 2026 Outlook, please refer to 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.