



**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**

Broadband Service Providers rely on Entra® cloud-based connectivity solutions, market-leading DAA and fiber platforms, and intelligent automation to deliver high-speed broadband, while Terrace™ solutions deliver IP video seamlessly into hospitality and enterprise

### **Content Delivery and Storage**

MediaScale platforms deliver the highest-quality, most efficient live, on-demand, and streaming video, while unlocking new revenue through personalized advertising and Open CDN architectures

### **Telematics**

Complete GPS fleet management services under the Nero Global Tracking™ brand, helping business owners and operators increase visibility into their systems, streamline operations, and increase revenue

## **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 Q3 FY2026

## Corporate

- Revenue of \$64.8M; Gross Margin 47.3%; Adjusted EBITDA of \$11.3M

## Video & Broadband Solutions

- Third quarter fiscal 2026 VBS sales of \$52.2M; Entra DAA sales of \$49.3M
- Announced a major multi-year DOCSIS 4.0 agreement with Charter Communications' Spectrum
- Vecima's PON Remote OLTs named global market share leader in the fiber access market for 5<sup>th</sup> consecutive year by Dell'Oro Group, a leading industry market researcher

## Content Delivery and Storage

- Third quarter fiscal 2026 CDS sales of \$10.7M; Gross Margin of 68.0%
- Vecima's MediaScale selected by a Tier 2 customer to replace a competitor's solution
- Successfully deployed Phase 2 of Targeted Dynamic Ad Insertion with Hotwire Communications

## Telematics

- Third quarter fiscal 2026 Telematics sales of \$1.9M; Gross Margin of 72.9%
- Added 12 new customers for the NERO asset tracking platform and booked an additional 137 new subscriptions, bringing total asset tags under management to over 124,000

Financial Results (C\$ in millions expect percentage and per-share data)	Q3 FY26	Q2 FY26	Q3 FY25
Revenue	\$64.8	\$73.7	\$64.0
Gross Margin	47.3%	44.9%	47.7%
Net Income (Loss)	\$(0.2)	\$0.1	\$1.2
Earnings (Loss) Per Share*	\$(0.01)	\$0.00	\$0.05
Adjusted Gross Margin**	50.7%	46.4%	47.4%
Adjusted Earnings (Loss) Per Share**	\$0.06	\$0.04	\$0.05
Adjusted EBITDA**	\$11.3	\$10.6	\$10.3

\*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](http://www.sedarplus.ca) and on the Company's website at [www.vecima.com](http://www.vecima.com).

## Outlook

We increase our revenue growth expectation for calendar 2026 to a range of 22.5% to 30.0% compared to calendar 2025, driven by Vecima's portfolio strength, major customer design wins, and essential DAA-based gigabit upgrades globally. We expect demand to ramp up sharply in the coming quarter (Q4 fiscal 2026), helping to establish a new record quarterly revenue level before rising to a higher level in the second half of calendar 2026. Our anticipated demand profile also positions Adjusted EBITDA margins to break through 20% in calendar 2026, driving Adjusted EBITDA growth of 74% to 85%, compared to calendar 2025. Our confidence in our increased forecast further strengthened in the third quarter as our customers are providing purchase orders and forecasts with clear visibility into increased volumes in the near term. In the VBS segment, our lead North American BSP (Broadband Service Provider) customer has now begun its large-scale network upgrade using our next-generation DAA technologies. We are anticipating strong near-term 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 (Multiple Dwelling Units) and enterprise applications, the EEM210, and our new PHMs (Power Holdover Modules). Longer term, our outlook is bolstered by the recently announced fiber-access/DOCSIS 4.0 agreement with Charter Communication's Spectrum. This agreement includes deployment of our new ERM422, the world's first DOCSIS 4.0 Dual Downstream Service group RPD, and continued fiber-to-the-home deployment of our global market-leading Entra SF-4X Remote OLT (Optical Line Terminal). Rollout of our new vCMTS solution under additional agreements, as well as expanding engagements with customers globally are expected to further support Vecima's growth trajectory, building on our multi-year growth runway. Commercial Video sales are also poised to expand during the 2026 calendar year as our lead Tier 1 U.S. customer begins a major, multi-year network upgrade using Vecima's TerraceIQ solution. Sales of our legacy TerraceQAM and Terrace Family products are expected to continue to trend lower in the coming quarters as customers begin their transition to TerraceIQ and as a portion of our Commercial Video solutions become DAA-driven and are accounted for as part of Entra family sales. In the Content Delivery and Storage segment we anticipate stronger revenue performance in Q4 fiscal 2026, 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 our sales made to the US. Our manufacturing is predominantly domiciled in Canada, exempting that portion of our production from tariff actions under the Canada-United States-Mexico Agreement (CUSMA). While upcoming renegotiation of the CUSMA could result in changes to the tariff environment, Vecima is one of the few competitors in our industry that fully "owns" our manufacturing process. This provides the advantageous 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](http://www.sedarplus.ca) and on the Company's website at [www.vecima.com](http://www.vecima.com).

## Executive Team:

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