Vecima Networks Inc.
Q1 FY2027 Investor Fact Sheet

TSX: VCM * Recent Share Price: $13.72 * 52-Week Range: $9.31 - $14.49 * Shares Outstanding: 24.3M * Market Cap: $333.6M

Vecima Networks builds the intelligent infrastructure powering the next generation of connectivity. Through broadband access, content delivery, cloud-native software, automation, and AI-enabled solutions, Vecima helps service providers modernize cable and fiber networks, deliver exceptional broadband and video experiences, and operate more intelligent, efficient networks. As operators evolve toward AI-enabled, software-driven architectures, Vecima's platforms simplify operations, accelerate innovation, and enable the reliable, high-performance networks that connect homes, businesses, and communities around the world. Learn more at vecima.com.

Broadband Access Solutions



- Fiber Access
- Cable Access
- Intelligence, Automation & AI

ENTRA

Broadband Service Providers rely on Entra® cloud-based connectivity solutions, market-leading DAA and fiber platforms, and intelligent automation to deliver high-speed broadband.

Content Delivery Solutions



- IPTV, Content Delivery Networks & Monetization
- Hospitality & Commercial Video

MEDIASCALE TERRACE

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. Terrace™ solutions deliver IP video seamlessly into hospitality and enterprise.

A New Phase of Growth

Vecima is entering a new phase of accelerated growth, combining proven market leadership, powerful broadband and AI tailwinds, an increasingly higher-margin recurring revenue mix, and growing market share to drive sustained shareholder returns.

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Financial Results (C$ in millions except percentage and per-share data)*	Q1 FY27	Q4 FY26	Q1 FY26
Revenue	$95.1	$91.0	$69.2
Gross Margin	41.6%	45.4%	41.4%
Net Income	$5.9	$5.4	$0.1
Earnings Per Share**	$0.24	$0.22	$0.00
Adjusted Gross Margin***	41.9%	45.0%	43.3%
Adjusted Earnings Per Share***	$0.29	$0.21	$0.04
Adjusted EBITDA**	$18.7	$18.9	$10.9

*Includes results from continuing operations only, unless otherwise noted. Continuing operations do not include results for Vecima's Telematics segment, which was sold in July 2026. **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 vecima.com.

Corporate

- Record Revenue of $95.1M; Gross Margin 41.6%; Adjusted EBITDA of $18.7M; Adjusted EPS of $0.29

Broadband Access Solutions

- First quarter BAS sales of $76.5M
- Achieved record quarterly cable access products revenue with broad penetration of industry-first GAP node
- Strong customer momentum with Entra vCMTS, increasing interest and commitment from Q4FY26
- Launched Entra Intelligence with the September 18th acquisition of Akleza's CableDiag proactive network maintenance platform, deployed in more than 25 operator networks

Content Delivery Solutions

- First quarter CDS sales of $18.6M
- Completed a major hardware refresh modernization for three Tier 2 customers, using MediaScale Origin, Storage and CDN solutions
- Expanded IPTV platform capacity at a large North American Tier 2 operator with ongoing increases in subscriber uptake
- Shipped first tranche of TerraceIQ products under agreement signed with a Tier 1, driving substantial increase in Q1 TerraceIQ sales, nearly tripling Q1 TerraceIQ sales compared to what was achieved in all of fiscal 2026.

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Executive Management Team



Sumit Kumar
Chief Executive Officer



Clay McCreery
President and Chief Operating Officer



Judd Schmid
Chief Financial Officer

Corporate Offices
201-771 Vanalman Avenue
Victoria, BC Canada

US Office
4375 River Green Parkway, Suite 100
Duluth, GA USA

Manufacturing Facility
150 Cardinal Place
Saskatoon, SK Canada

Corporate Information
Employees: 615

Vecima Networks: Outlook Summary

Financial Guidance

- CY2026 revenue growth of ~20% with adjusted EBITDA margin of ~18%
- FY2027 revenue growth of 30% to 35% with adjusted EBITDA margin of ~20%
- Visibility supported by portfolio strength, major customer design wins, and essential DAA-based gigabit upgrades globally

Content Delivery Solutions (CDS)

- Continued steady performance in MediaScale anticipated from subscriber growth and network expansions among existing IPTV customers and DAI technology expected to provide increasing contribution as adoption increases
- Commercial Video to grow as Terrace family sales continue expanding as lead T1 customer continues major, multi-year network upgrade with TerraceIQ platform, and as additional operators begin their own rollouts with TerraceIQ

Broadband Access Solutions (BAS)

- Lead North American Broadband Service Provider customer now underway with large-scale DAA network upgrade
- Strong contribution from industry-leading RPD solutions, EN9000 and EN8400 platforms, and highly successful Entra Optical fiber access
- Continued rollout of newer Entra products, including the EN3400 for MDU and enterprise applications, the EEM210 which is a stand-alone 10G EPON module that supports global deployment, and the Power Holdover Modules which support the Entra cable and fiber access products
- Charter (Spectrum) fiber-access/DOCSIS agreement, which includes deployment of the ERM422, the world's first DOCSIS 4.0 Dual Downstream Service Group RPD, and continued deployment of the global, market-leading Entra SF-4X Remote OLTs
- Rollouts of new vCMTS with an expanding range of global customers are expected to further support multi-year growth runway

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 2027 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.