



CIX INVESTOR PRESENTATION



# The Fine Print

## Forward looking statements disclaimer

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Certain statements in this Investor Presentation may constitute "forward-looking" statements which involve known and unknown risks, uncertainties and other factors which may cause the actual results, revenue recognition, performance or achievements of Edgewater Wireless Systems Inc. ("EWSI"), or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. When used in this Investor Presentation, such statements use such words as "will", "expect" or "plan" and other similar terminology. These statements reflect EWSI's current expectations regarding future events and operating performance and speak only as of the date of this Investor Presentation. Forward-looking statements involve significant risks and uncertainties, should not be read as guarantees of future performance or results, and will not necessarily be accurate indications of whether or not such results will be achieved. A number of factors could cause actual results to differ materially from the results discussed in the forward-looking statements, including, but not limited to, the factors discussed below. Although the forward-looking statements contained in this Investor Presentation are based upon what management of EWSI believes are reasonable assumptions, EWSI cannot assure investors that actual results will be consistent with these forward-looking statements. These forward-looking statements are made as of the date of this Investor Presentation and are expressly qualified in their entirety by this cautionary statement. Subject to applicable securities laws, EWSI will not assume any obligation to update or revise them to reflect new events or circumstances.

In particular, this Investor Presentation contains forward-looking statements pertaining to the following:

- proliferation of wireless devices;
- demand for bandwidth by users of wireless devices;
- future demands on existing infrastructure;
- increased Wi-Fi access point market size;
- wireless infrastructure investment; the development plans of EWSI;
- competitive advantages;
- business prospects and opportunities;
- dependence on personnel; and
- expectations regarding market prices and costs.

With respect to forward-looking statements contained in this Investor Presentation, EWSI has made assumptions regarding, among other things:

- the impact of increasing competition;
- and scope and pace of development of the market for Wi-Fi access points.

EWSI's actual results could differ materially from those anticipated in these forward-looking statements as a result of the risk factors set forth below:

- EWSI's limited history;
- EWSI's negative operating cash flow;
- key-man and liability insurance, uninsurable risks;
- future financing requirements;
- dependence on limited products;
- the company's willingness to recognize revenue on purchase orders;
- patent protection;
- governmental and regulatory requirements;
- currency exposure; competition.

**The forward-looking statements contained in this Investor Presentation are expressly qualified by this cautionary statement. Except as required under applicable securities laws, EWSI does not undertake or assume any obligation to publicly update or revise any forward-looking statements.**

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# It's a Wi-Fi World

Edgewater Wireless – more devices, more connections - everyday



## Investment +



Over \$60M invested in our patented technology to date

## Evolution +



Spun out of a leading defence industry R&D powerhouse.

## Innovation +



Engineered from the ground up with over 20 patents



## + 3 Pillars

Hardware: Access Points & Radio Cards  
Licensing: OEM Technology Integration  
Intellectual Property: Patent Licensing



## + Market Focus

Active engagements in USA, Asia, Canada and Europe for WiFi & IOT



## + Success

NDA's with 3 of the top 5 tablet and handset manufacturers  
**IP Licensing** – Patent Sale to leading tablet & handset maker  
**Global technology partner** for high density applications like stadiums & convention centres

# What is WiFi3™

We've reengineered WiFi – for the better

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**WiFi3™** is wireless technology developed specifically to solve the evolving issues of capacity and density.

Why is the capacity issue evolving? – because, even in as short a time as two years ago, the average WiFi user wasn't bringing 2-3 devices with them everywhere. Fast forward to today and the average user carries 3 devices (Phone, Tablet, Laptop, Watch and more) which is straining existing WiFi networks to capacity & their breaking point.

WiFi3™ solves the capacity issue by enabling a standards-compliant WiFi radio to handle up to 3 simultaneous channels of transmit and receive on a single WiFi radio. With every other WiFi technology approach, one radio equals one channel.

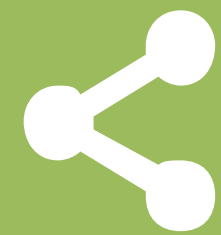
# The Edgewater Wireless Transformation

Realignment, Focus = Results



Focus on High Density Multi-channel WiFi  
Redesigned Solutions Platform  
Evolved technical platform & feature set  
Strong, competitive, agile solutions

**01**  
**HIGH DENSITY WIFI**



Accelerant for carrier growth  
Integration of WiFi3 into OEM products  
Zinwave partnership is launch pad  
Exponential market opportunity

**02**  
**OEM & LICENSING**



Unlock Intellectual Property value of 20+ patents  
Sparked by Patent Transaction (January 2015)  
Patents applicable across wireless spectrum

**03**  
**PATENT PORTFOLIO**

# Technology **Shifts** Paradigms

Edgewater Wireless is ahead of the capacity curve

1

**Uber**

World's largest taxi company  
owns no taxis

2

**AirBnB**

World's largest  
accommodation company  
owns no hotels

3

**Skype**

Largest communications  
company owns no telecom  
infrastructure

4

**Apple**

Largest software vendor  
doesn't develop the apps

5

**Facebook**

Largest media company  
produces no content

## Edgewater Wireless

WiFi3 is what we do

The future of WiFi is High Density

IOT is high density – 100s of devices, data, connections

Capacity is biggest issue with IOT over WiFi

Capacity is what we solve

WiFi3 is the best technology on the market to solve capacity & density

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# 2015 Raised the Bar

Achieving great things over the last 10 months

1

## Patent Sale

Sold technology patent to leading tablet & handset maker

January 2015

2

## Fortune 500

Solidified customer relationship win with leading Fortune 500 retailer

March 2015

3

## Partner Milestone

Created partnership with Zinwave – part of the McWane Group – One of the largest privately held in North American companies

April 2015

4

## OEM Engagement

Entered into NDA agreements with 2 of the top 5 mobile and tablet manufacturers in the world in

October 2015

5

## Product Launch

IoTair platform and launch into IOT market – predicted as one of the fastest evolving technology markets globally 2016-2020

November 2015

“Companies that manufacture the infrastructure of the IoT – processor chips, wifi networks, sensors, etc – are clearly poised to profit from this explosion.”

Greg Petro – Forbes Investing

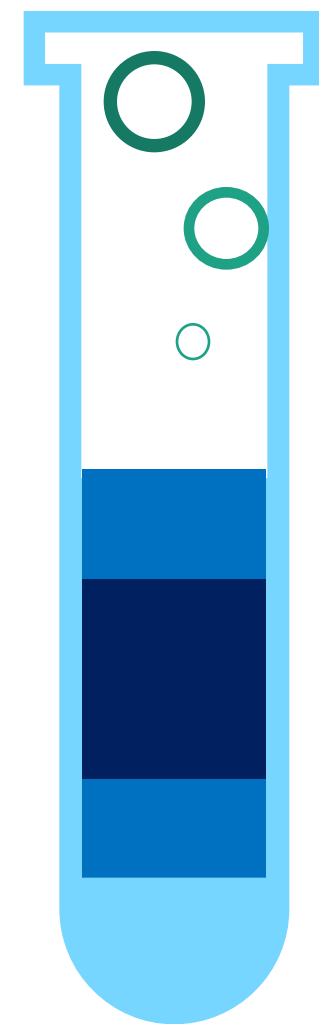
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# Our Formula For Success

Edgewater Wireless is evolving WiFi technology

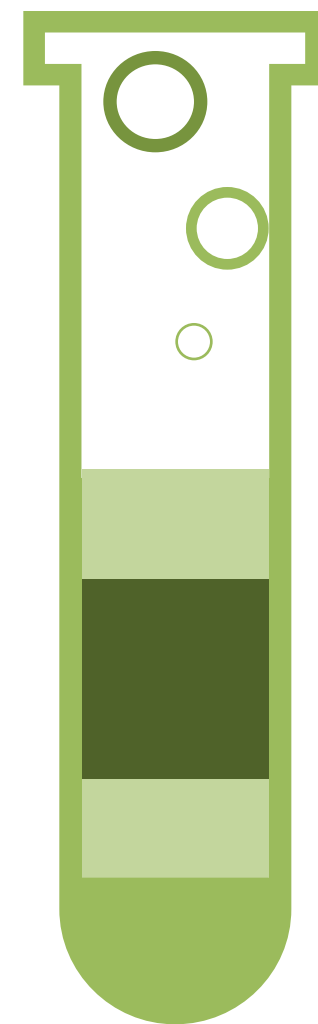
2015



**Establishing** disruptive High Density position against incumbent players.

**Engaging** with major OEM and Carrier customers & partners

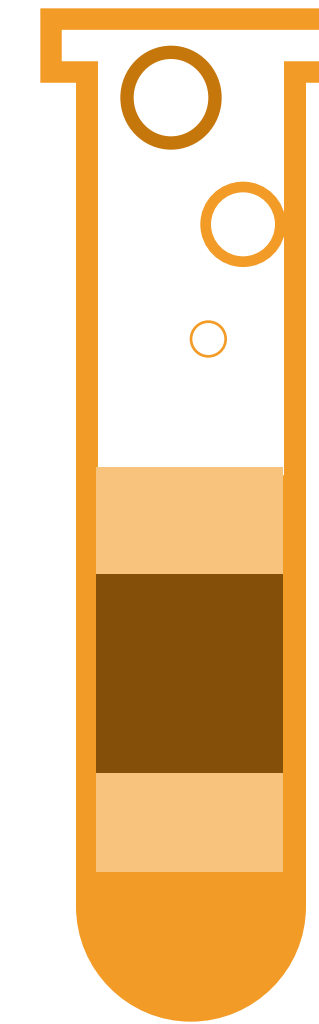
2016



**Market expansion** to massive opportunities in Internet of Things (IOT) technology

**Sales growth** aligned with 3 pillars of hardware, OEM licensing and patent intellectual property

2017



**Dominance** in the High Density WiFi market as capacity & density issues compound

**WiFi3 Standard** Recognized position as standard technology for high density deployments

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# The Time is Right For YFI

The market factors are aligned for success

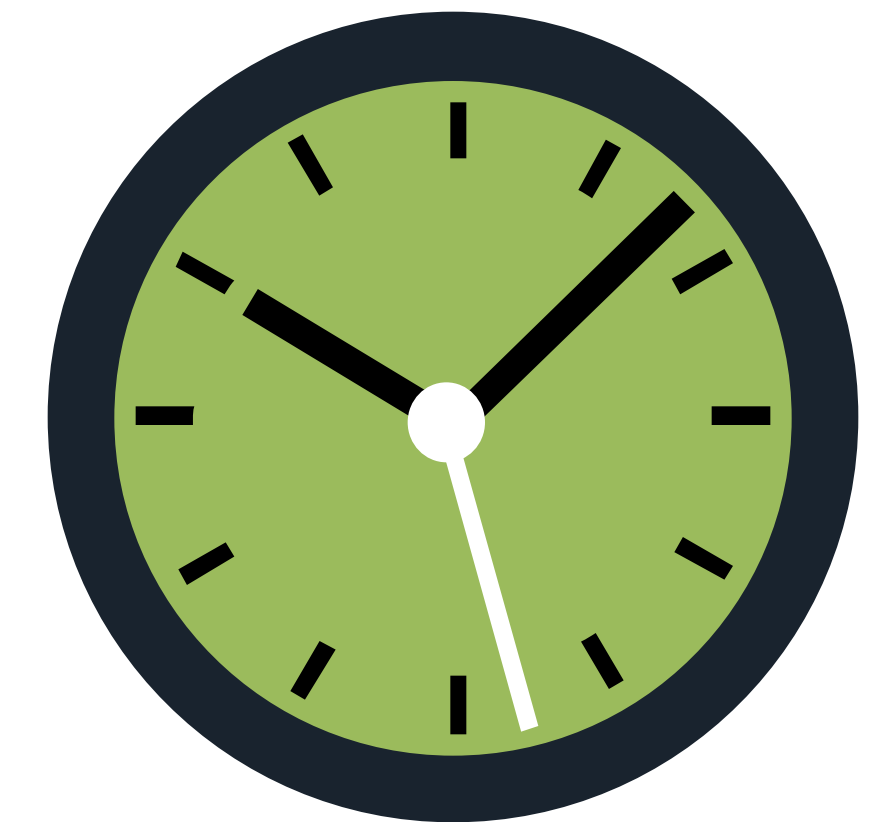
## Market



Exponential growth of WiFi & IOT 2016-2020

**Gartner analysis:** 25 billion connected “things” by 2020

## Business



Products, OEM Licensing & IP Monetization – diversification and multiple revenue streams

**Markets & Markets:** Global WiFi market worth 33.6 Billion by 2020

## Technology



Highly differentiated technology and applications for traditional WiFi and explosive IOT markets

**Tech Analysis:** 3 channels on one radio and 12 channels per access point delivers more capacity for lowest deployment costs = infrastructure & tech win



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