



We make WiFi. Better.



## The Numbers Game Explained: From 5G to WiFi6 to 10G

January 17, 2019

# 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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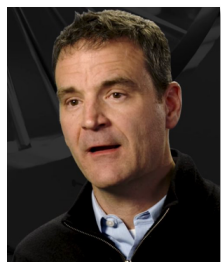
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# The Numbers Game Explained

From 5G to WiFi6 to 10G – making sense of the marketing buzz



Eric Smith, VP Product



Andrew Skafel, President  
and CEO

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# The Numbers Game

Making sense of the marketing buzz



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# The Numbers Game

Making sense of the marketing buzz



The Cable industry's bold vision to provide 10 gigabit networks, or 10G™ to consumers

- A fixed platform to deliver immersive digital services and applications

Driven by CableLabs, NCTA (The Internet & TV Association) and Cable Europe

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# The Numbers Game

Making sense of the marketing buzz



The alphabet soup rebranded from IEEE 802.11 AX to WiFi6 and promises to deliver all things to all users

- Higher speed WiFi
- Better performance in density
- Operates best when it's WiFi6 to WiFi6 chipset and backs off to current standards in mixed mode

More to follow

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# The Numbers Game

Making sense of the marketing buzz



Mobile networks taken to a higher speed

- Less latency
- Less Interference
- More speed (20 Gig peak rate targeted)

Not yet defined & WBA positioning WiFi as the foundation of 5G

Expected to roll out in North America in the next 2-3 years

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Let's take a deeper look at WiFi





**\$33.6 Billion**  
**Global WiFi market by 2020**

*More Devices = More Interference*

**8 Billion**

WiFi devices in use

**3 Billion**

New WiFi devices added over last 12-months

**By 2021**

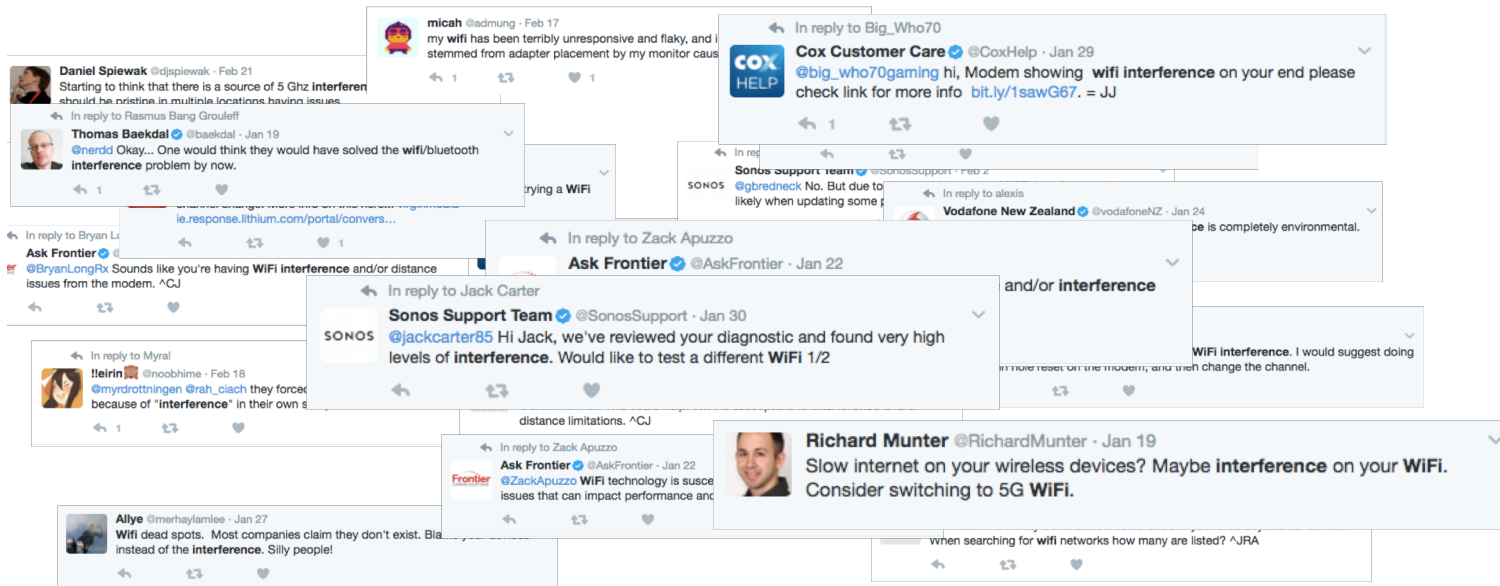
There will be **3.5 devices** and connections per capita

WiFi carries close to **70% of** smartphone traffic

Wireless data traffic requirements are projected to rapidly grow at **47% CAGR** over the next 5-years

# The Problem with WiFi

Why – does my WiFi look like this?



What's happening?

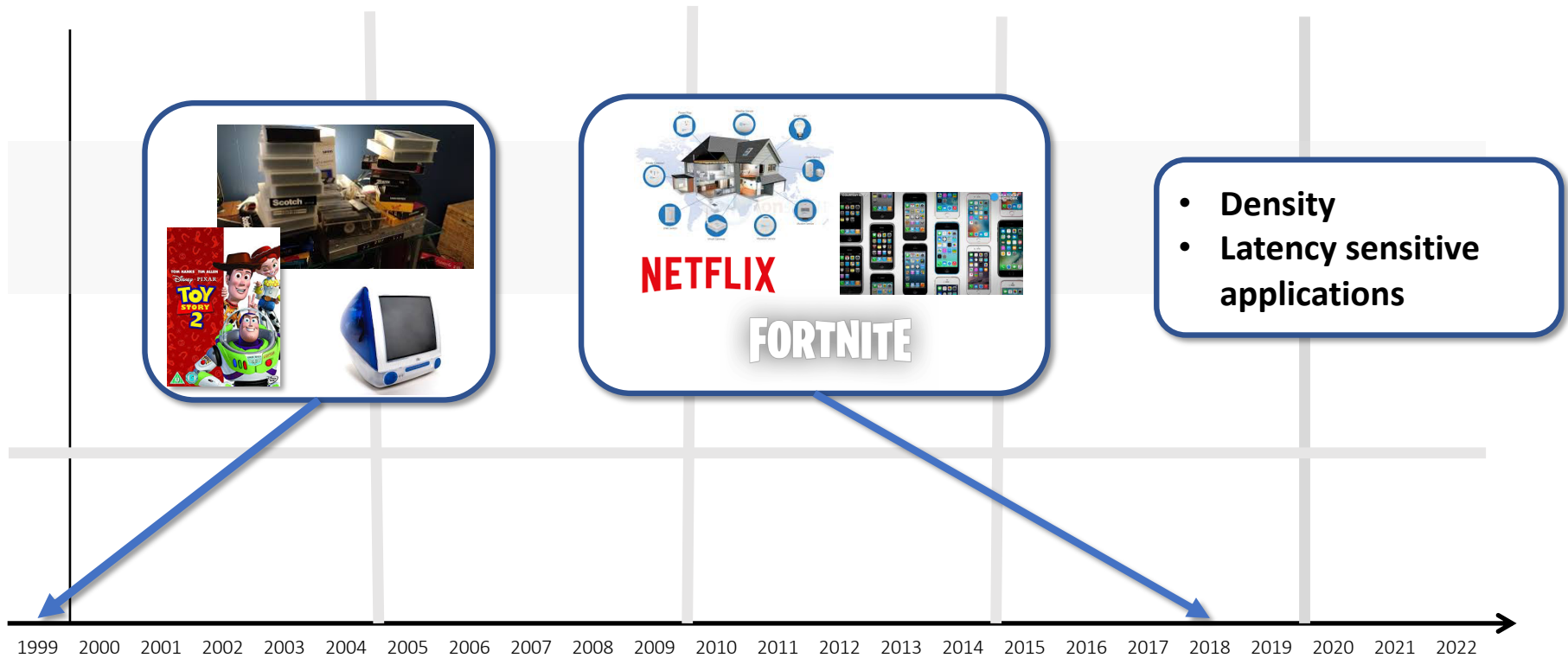
Interference  
Latency  
Capacity  
Density

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# WiFi Evolution

Applications drive adoption

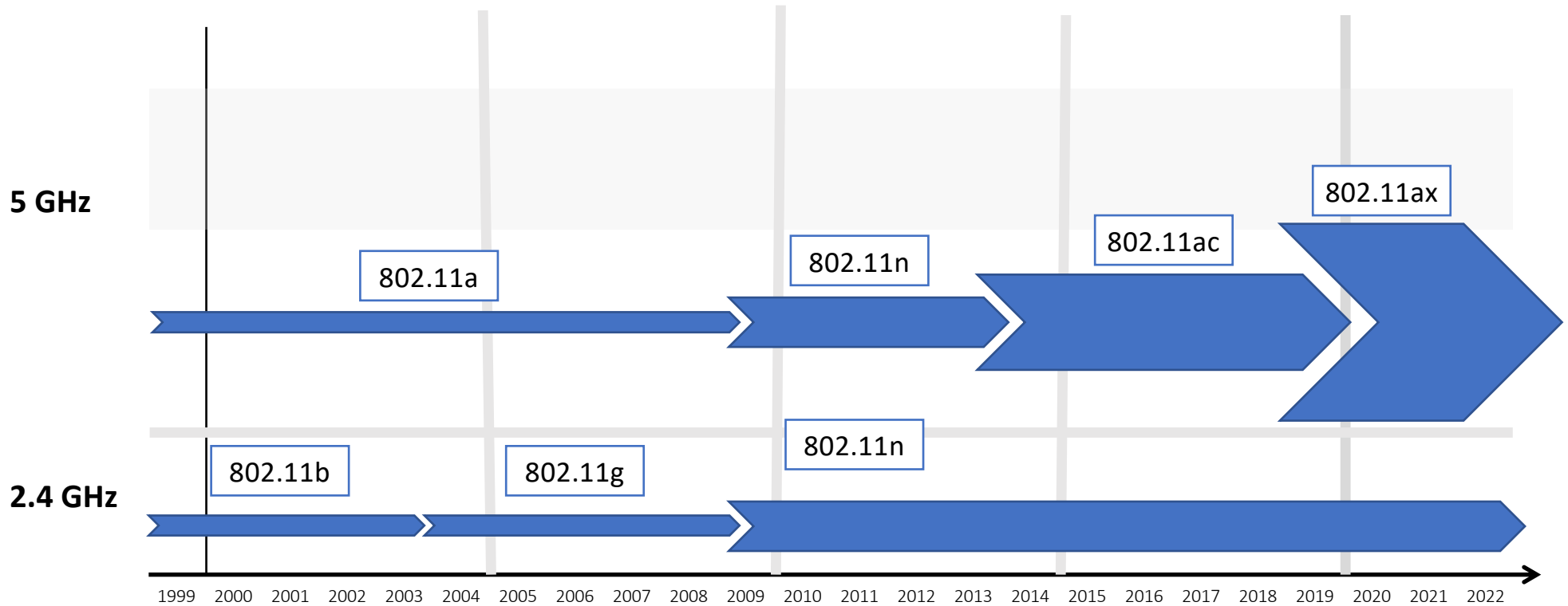


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# WiFi Evolution

The need for Speed?

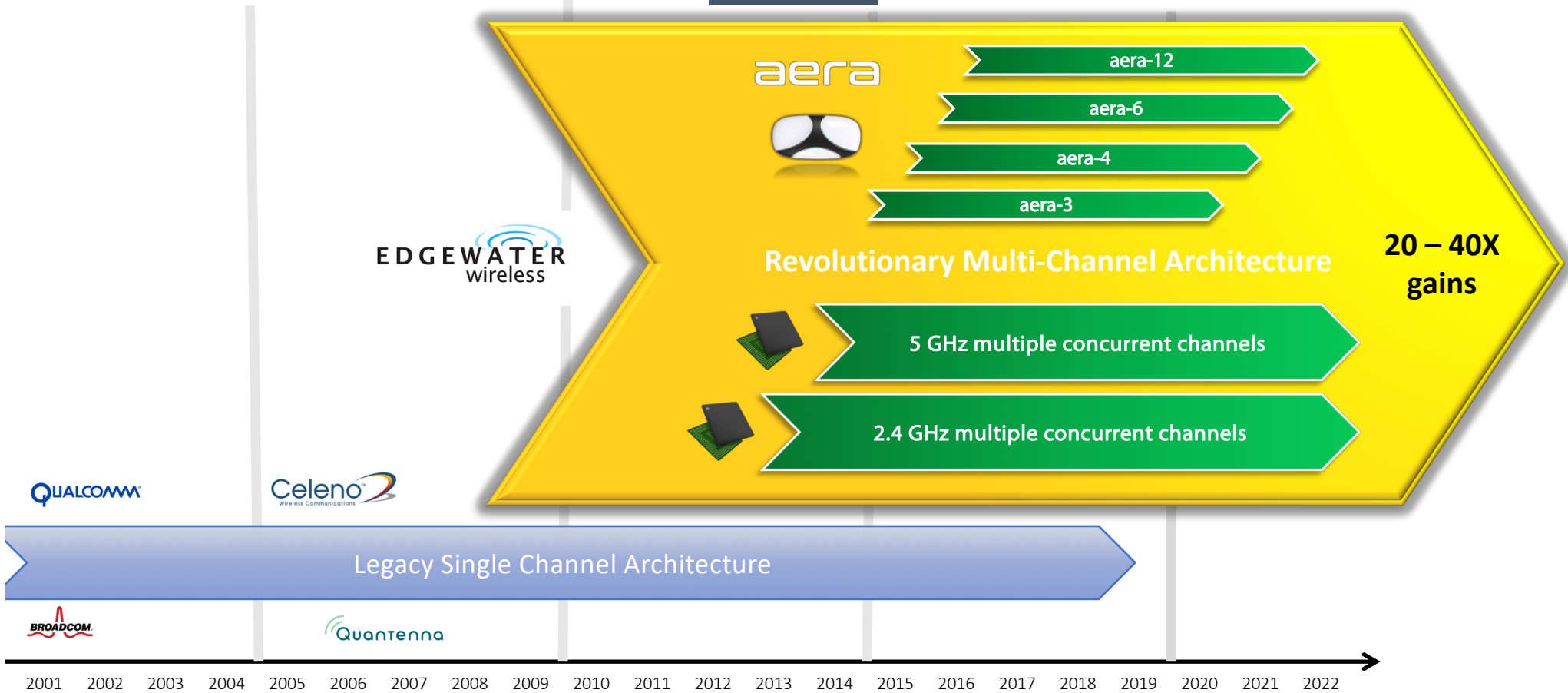


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# WiFi Evolution

Edgewater's MCSR™ - at the forefront of WiFi Evolution



# Edgewater Wireless

We Make WiFi. Better.



Key Customers



Innovator In High-Density  
WiFi Solutions &  
Technology

Entrenched in the Cable  
Industry



24+ Patents In Our Core  
Technology

Multi-Channel Single  
Radio (MCSR) WiFi Silicon  
& Solutions

\$60M+ Invested In  
Technology  
Innovation



TSXV: YFI  
OTCQB: KPIFF  
Market Cap: \$20M



Research: Echelon

# Edgewater Wireless – Path to Market

Three Product Units



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Interested in learning more?

- White Paper: [IEEE 802.11ac: Effects of Channel Bonding on Spectrum Utilization in Dense Environments](#)
- White Paper: [Disruptive Innovation \(802.11ac vs MCSR\)](#)

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