



We make Wi-Fi. Better.



Corporate Update (detailed)

July 2020

www.edgewaterwireless.com

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The Fine Print

Forward looking statements [disclaimer](#)

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.

Revolutionary Wi-Fi Semiconductor Innovator

Seeks growth capital for field-proven, patented silicon solutions

Strong Validations: Industry momentum including CableLabs' co-innovation Dual Channel Wi-Fi™ standard; Wireless Broadband Alliance; IEEE; Comcast & Nokia and a growing customer base including Kroger (2nd largest retailer in USA) and Mediacom (5th largest USA cable operator)

Proven Management and Board: Newbridge; Alcatel; NET; BT; Tele-Communications Inc. (TCI); National Bank, Credit Suisse First Boston

Global, growing market: \$14B residential Wi-Fi devices and \$5.8B Enterprise Wi-Fi access point markets ripe for disruption

Highly differentiated, patented approach: A disruptive approach to Wi-Fi, engineered to help major service providers and businesses reduce costs and increase revenue by enabling more high demand services like video, gaming and IoT

High barriers to entry: Proven silicon (chip) technology with over \$60M invested and backed by an extensive patent portfolio securing our approach; extensive investment in engineering in preparation for cost optimization and the final stages for volume production

Attractive Valuation: Current market cap below value of core technology (\$60+M) and below competitors (Quantenna, Celeno etc); major catalyst with completion of silicon tape-out to deliver cost-optimized product to growing backlog and pipeline of opportunities plus patent portfolio provides a licensing opportunity to established chip companies

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Edgewater Wireless

We Make Wi-Fi. Better.



The industry leader in groundbreaking Wi-Fi Spectrum Slicing technology for residential and commercial markets. A disruptive, next-generation approach to wireless, Wi-Fi Spectrum Slicing optimizes scarce spectrum to deliver demanding next generation applications, like video, gaming, and voice applications at the highest quality of service possible.

Key Customers



Mediacom

We are a revolutionary Wi-Fi
fabless semi-conductor and IP
licensing company

Entrenched in the Cable
Industry

CableLabs®



25+

Patents In Our Core
Technology

Multi-Channel Single Radio
(MCSR™) Wi-Fi Silicon &
Solutions

\$60M+

Invested In
Technology
Innovation

TSXV: YFI
OTCQB: KPIFF

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Edgewater Wireless

Disruptive Innovation Wi-Fi Spectrum Slicing



2016

Disruptive innovation



2017

Emerging Wi-Fi density challenge



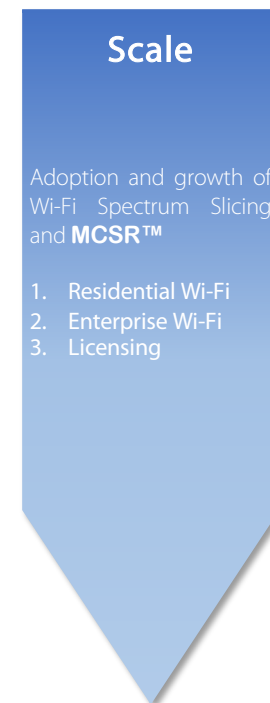
2018

5 billion Wi-Fi devices in use



2019

Wi-Fi achieves 8 billion devices in use



2020 +

Wi-Fi reaches critical breaking point

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Dual Channel Wi-Fi™ is a Trademark of CableLabs

The Solution

Wi-Fi Spectrum Slicing by Edgewater



Divide spectrum to deliver multiple lanes

Optimize the airwaves to unlock capacity and support more devices from a single, Wi-Fi compliant radio

- ✓ Fewer access points with greater capacity
- ✓ Reduce contention & improve customer experience
- ✓ Increase revenue with high-value services

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Edgewater Wireless

Wi-Fi Spectrum Slicing



High Performance Wi-Fi Spectrum Slicing

Backed by 25+ patents, Edgewater's MCSR™ silicon solutions enable large scale OEM / ODM to power demanding applications in Gateways, APs, Set-top boxes and Small Cells; SSA™ and Dual Channel Wi-Fi™ enabled

SILICON SOLUTIONS



aera



High Density Multi-Channel Wi-Fi

Complete suite of reference designs & Wi-Fi solutions engineered for high-density and powered by MCSR™

aera

ACCESS POINT SOLUTIONS

Mediacom

TSXV: YFI
OTCQB: KPIFF

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Key Proof Points

Extensive Third-Party Validation: Industry

CableLabs®

Non-profit responsible for driving innovation into the \$500 Billion global cable industry. 65 members include Comcast, Liberty Global, Rogers and Charter



CableLabs Accelerator Program:

- Hand picked Edgewater for inaugural accelerator program and helped hone Edgewater's product / market fit for the cable industry

Dual Channel Wi-Fi™

Emerging Wi-Fi Standard:

- Emerging Wi-Fi standard co-innovated with CableLabs to tackle video distribution in the home and reduce customer care costs (low latency). First declaration by global standards body that one channel is not enough & places Wi-Fi Spectrum Slicing at the forefront.



Global industry forum driving a seamless global Wi-Fi ecosystem through collaboration and standards development. Members include silicon providers, vendors & service providers.

COMCAST

NOKIA

5G indoors:

- Collaborating with Comcast, Nokia and CableLabs to position Wi-Fi as a foundation of 5G, NG Hot-Spot enables seamless and secure handover between cellular and Wi-Fi and is a major step to establish Wi-Fi Spectrum Slicing's role in 5G. Video [here](#).

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Key Proof Points #2

Extensive Third-Party Validation: Global Standards



Organization responsible for setting standards such as Wi-Fi publishes research paper supporting Edgewater's groundbreaking approach

Effects of Channel Bonding in High-Density Environments:

- Independent research supporting Edgewater's disruptive approach to Wi-Fi in the real-world

*** Edgewater's Wi-Fi Spectrum Slicing approach is complementary to Wi-Fi standards, working with existing and new Wi-Fi devices to deliver better performance while reducing customer care costs.*



Contracted by the BBC, ESA and Global Invacom to develop Broadcast Wi-Fi standard for video distribution in high-density environments like venues and stadia



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Key Proof Points #3

Extensive Third-Party Validation: Commercial



5th largest cable operator selects Edgewater's Wi-Fi Spectrum Slicing for hospitality applications and Wi-Fi Spectrum Slicing delivers better performance and decreases operational costs; current financing will enable expansion

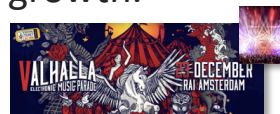


First silicon design win with 2nd largest retailer in USA. selects Edgewater to transform retail experience. Edgewater's silicon solutions enable the support of services such as customer Wi-Fi, staff Wi-Fi, digital signage, intelligent shelving and IoT – from a single, multi-channel radio. Current financing will enable production for commercial opportunities, including Kroger.

Demonstrated broad appeal of Edgewater's products across multiple market segments is a strong validation of our commercial benefits and path to growth.

Enterprise: Hospitality, Retail, Venue and more

Residential: Dual Channel Wi-Fi™



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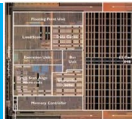
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The Ask

Use of Funds

✓ Catalyst: \$1.5M

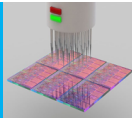
Tape-out



1st financing for \$1.5 million of growth capital to complete silicon tape-out

✓ Growth: \$4.5M

Production



Volume



Sales & Marketing



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TIMELINE

Use of Funds

Action	Milestone	2020	2021	2022 +
Catalyst: Scale <i>Close 1st financing: \$1.5M</i>	Strengthen senior engineering team Award ASIC migration services tender Tape-out complete & ready to engage foundry			
Phase #1 <i>Close 2nd financing: \$4.5M</i>	Ramping up production & QA teams Engage North American foundry			
Phase #2	Engineering samples Customer engagements Initial production for commercial pipeline and backlog Design optimization to improve performance			
Growth and Beyond <i>Warrants exercised & other non-equity financing (i.e. factoring)</i>	Scaling sales & marketing teams Next steps: Volume production (>1M units) Capitalization options: factor, debt, equity, commercial etc.			

Project: Silicon process migration

- ✓ Move proven designs to lower cost, higher volume production process (foundry)
- ✓ Leverage advances in chip production to deliver better performing, lower cost silicon at significant volume
- ✓ Experienced team leveraging world-class partners

✓ **Target Gross Margin**
45-50%

Use of Funds

Growth funds

Catalyst: Scale

Strengthen Senior Engineering Team: Grow senior engineering team for silicon (chip) production

Award ASIC Migration Tender: Select world-class ASIC design services partner to port existing silicon (chip) designs to newer process. Newer processes establish a platform for large volume production, performance improvements and cost reductions which will enable cost-competitive entry into the residential Wi-Fi market. Process migration of proven silicon designs is a known, well defined one-off process.

Tape-out Complete and Ready to Engage Foundry: Representing years of R&D work, tape-out of silicon is the final step before large scale production. It is a major milestone for semiconductor companies before foundries, or licensing, can be engaged. Like the steel foundries of the industrial age, silicon foundries, or fabrication plants, produce chips at large volumes.

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Use of Funds

Second Financing

Phases 1 & 2: Ramping

Ramping Up Production and QA teams: In advance of large-scale production, seasoned production and Quality Assurance teams will be expanded.

North American Foundry Engaged: On completion of tape-out and the second financing, a North American foundry will be engaged for production of Edgewater's silicon solutions. The foundry will provide world-class production capabilities and will be strategically aligned to capitalize on the re-nationalization of chip production by the current USA administration. Few Wi-Fi vendors can claim North American-made.

Engineering Samples: As part of the production process, first samples of silicon (chips) will be extensively performance and environmentally tested in-house to ensure chips meet our high standards and those required by our customers.

Early Customer Engagements: Early customer engagements give us a touch-stone to ensure our products will be aligned with current and future customer requirements and will provide opportunities to pre-market products.

Initial Production for Commercial Pipeline and Backlog: Upon successful validation and QA, production quality silicon will be ready for existing customers and pipeline opportunities.

Design Optimization: A mark of world-class technology companies is continuous improvement based on current and future customer demands. Edgewater is world-class.

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Use of Funds

Growth and Beyond

Growth and Beyond

Scaling Sales and Marketing Teams: Growing sales and marketing teams is an integral part of our long-term strategy to deliver value for shareholders.

Volume Production: Fabless semiconductor companies create platforms for enormous scale while erecting barriers to entry for competitors (i.e. patents and expertise). With over 25+ patents, Edgewater is creating a platform for volume production for residential and enterprise Wi-Fi growth (>1M units). Proven market, differentiated products and commercial orders enable other avenues for capitalization – including non-dilutive facilities.

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Addressable Wi-Fi Markets

Verticals – Increasing density of Wi-Fi devices

✓ Residential



\$14.2B

Global market

\$3.9 B

in the USA

27 Million Comcast
(Home)
24 Million Charter

✓ Enterprise



\$5.8 Billion

Enterprise WiFi Market

2.2 Million Comcast
1.4 Million Charter

✓ Venues



\$3 Billion

Stadium, Concert and
Public Spaces WiFi
Market

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Source: IDC Trackers, Turnstyle

Edgewater Wireless Team

Strong Management, Experienced Board

Management

Andrew Skafel, President & CEO: Broad strategic perspective working with both multinational equipment vendors (Newbridge, ALU & InterWAVE) and a number of successful start-ups (NCI sold to BvN)

Robert Harper, CFO: Experienced executive with strong financial management and capital raising background working with start-up and early stage enterprise development

Eric Smith, VP Product: Proven product innovator and business development professional who artfully blends technical and creative product strategies to drive growth (NCI sold to BvN)

Technology Advisor

Duane Anderson, Founder & Visionary: Technology visionary and forefront of the company's development of wireless technology; founder of military avionics R&D company

Board of Directors

Brian Imrie, Independent: Retired investment banker with 30+ years of M&A and corporate finance experience. He received an MBA from Harvard University in 1987 and his BA from the University of Toronto in 1983.

Bert Whyte, Independent: Based in the UK, Bert has extensive background in technology, including leading Advanced Computer Communications which was eventually acquired by Ericsson for just under US\$300M

Jane Barratt, Independent: Founder & CEO of GoldBean. Ms. Barratt spent more than 20 years driving growth for Fortune 500 companies. She is also an author on Lynda.com and Investopedia.com

Dr. Richard Nottenburg, Oceansound Partners, Independent: Dr. Nottenburg has spent his professional career focused on communications technology & infrastructure. He is currently Chairman of Q-Sensei Corp and sits on the boards of multiple public and private companies.

Steve Andrews, Independent: A seasoned executive with more than 25 years of wireless and Wi-Fi experience working with British Telecom and current board advisor of the Wireless Broadband Alliance

Chris McGillivray, Independent: Accomplished financial and real estate specialist with 20+ years experience. He's lead and structured multiple public and private financings and is a strong Made in Canada advocate

Andrew Skafel, Director / President & CEO

Morgan Stanley
CREDIT SUISSE

NEWBRIDGE
net! ERICSSON
Network Equipment Technologies

Y&R

MOTOROLA Sonus
SEQUANS COMMUNICATIONS

BT Wireless
Broadband Alliance

NEWBRIDGE
INTERWAVE
ALCATEL
natural convergence

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Recent Activity and Comparables

Wi-Fi Semiconductor Consolidation

Edgewater Wireless

- ✓ Highly differentiated, patented approach and in-market chips
- ✓ \$20.4 million raised since RTO with demonstrated capital efficiency

Comparable

Celeno

- ✓ VC backed and founded in 2005
- ✓ Early stage, raised \$116.2 million at increasing valuations
- ✓ Standard Wi-Fi implementation targeting video applications

Industry Consolidation

Cypress Semiconductor

- ✓ Wi-Fi and IoT focused fabless semiconductor company
- ✓ Acquired by Infineon Technologies for \$10 billion

Quantenna

- ✓ Wi-Fi fabless semiconductor 'pure play' acquired by ON Semiconductor for \$1.1 billion
- ✓ Raised \$161.5 million
- ✓ Standard Wi-Fi implementation

*** Current strategic push by US, and major trading partners, for North American production of semiconductors favorable to Edgewater.*

Capitalization Table

We are **YFI.V**

Shares Issued & Outstanding	169,738,630
Warrants Outstanding	33,466,348
Stock Options Granted	13,892,501
Full Diluted Shares	217,097,479

Ownership Founder, Board & Management		11.00%
01	Duane Anderson, Founder	8.99%
02	Andrew Skafel, President, CEO & Director	0.85%
03	Brian Imrie, Director	0.70%
04	Steve Andrews, Director	0.20%
05	Other Insiders	0.26%

TSXV: YFI
OTCQB: KPIFF

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