



We make Wi-Fi. Better.



## Corporate Overview

2022

# 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:

- In the immediate future, the impacts of COVID-19 will be our most significant risk since it affects all aspects of our business;
- 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.

# #WFH

## **4 Billion**

New Wi-Fi devices added over last 12-months  
with growing number of IoT devices

## **36% increase**

In mobile data use over Wi-Fi  
since start of pandemic

## **60% jump**

Network traffic spiked up to  
60 percent during COVID-19

Wi-Fi generates **40% of customer care calls** at major service providers

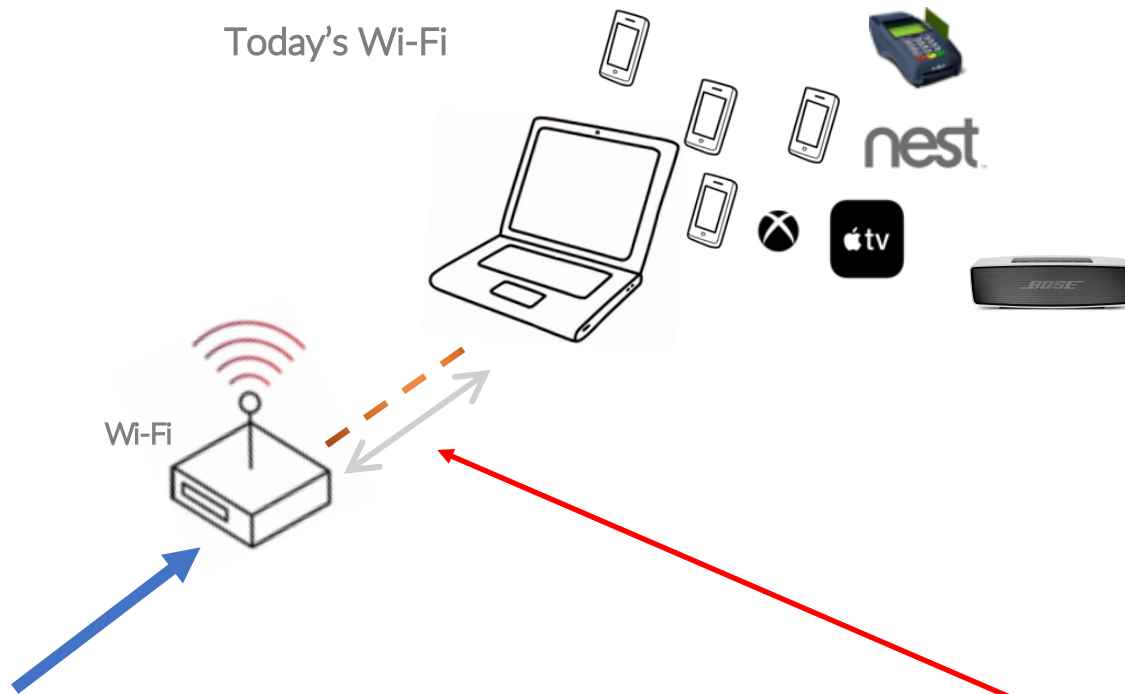


# 10x or more

Recently completed Proof of Concept with Tier 1 service provider in 750,000 homes demonstrated 6.5 to 18x performance gains to 75% homes with Edgewater's patented Spectrum Slicing

# The Problem

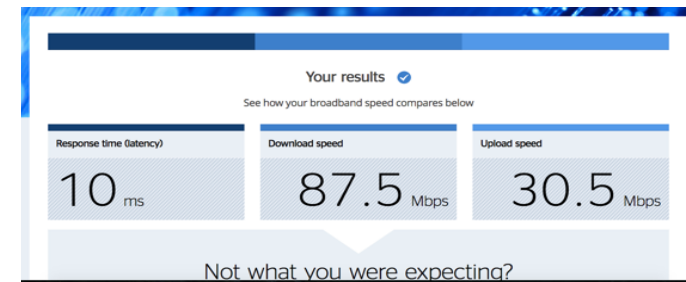
Today's Wi-Fi struggles with multiple devices



## One Wi-Fi lane shared by all devices

Contention and Collision Avoidance causes single channel throughput to decrease as all devices try to share the physical medium.

- ✗ Contention and collisions increase
- ✗ Latency for all devices increases
- ✗ Throughput decreases
- ✗ Increasing customer care costs to carrier



Typical Wi-Fi Speed Test

# The Solution

## Spectrum Slicing

Wi-Fi  
with  
Spectrum Slicing



**Deliver more bandwidth  
to more devices.**

## In-band Spectrum Slicing optimizes capacity

Patented approach, divides spectrum to allow more capacity from a single, Wi-Fi compliant radio

- ✓ Reduced latency
- ✓ Dramatically reduced contention
- ✓ Improved PHY rate
- ✓ Spectral Efficiency



# Proof of Concept

Tier 1 Service Provider -- Skyrocketing Support Costs

## Single-channel Wi-Fi compared to Spectrum Slicing

- 750,000 homes with 6-million devices
  - Average 8 or more connected devices in home
- Real-world operational data from single-channel, dual-band Access Points
  - Data demonstrated each time a device added, Wi-Fi performance declined\*
- Compared to 6-channel Spectrum Slicing implementation
  - Divide clients over 6-channels reduces contention and performance is not degraded

**75% see 7-18 times performance gain with Spectrum Slicing**

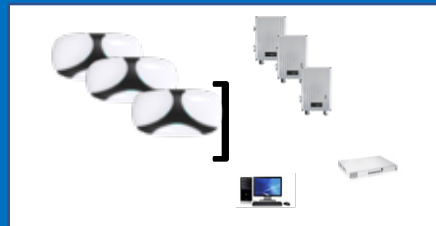
# Edgewater Wireless

Spectrum Slicing – Monetization



**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; Dual Channel Wi-Fi™ enabled

SILICON SOLUTIONS



**High Density Multi-Channel Wi-Fi**  
Complete suite of WiFi solutions and reference designs powered by MCSR™ Silicon Solutions

aera

ACCESS POINT SOLUTIONS



**25+ Patents Available for Partner Licensing**  
Patents applicable across numerous wireless technologies  
First IP customer – Apple

IP LICENSING



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# Strategic Focus

2022 / 2023 – Milestones

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## 1. Proof of Concept (PoC) Pipeline Expansion:

Focus on select Tier 1 Service Providers who have displayed a strong and genuine interest in participating in future PoCs and Pilots

- ✓ Major Service Provider Completes Proof of Concept
- ✓ Building robust pipeline of Tier 1 Service Provider opportunities

## 2. Commercial Pilot Project:

Top priority: Completion of Pilot with major Tier 1 Service Provider

- ✓ Wi-Fi Spectrum Slicing once again demonstrates superiority

## 3. Silicon Partnerships and Alliances:

Building alliances with several potential silicon partners to strengthen move to capture volume market for Spectrum Slicing

- ✓ CMC & Edgewater accelerate commercialization of game-changing technology

# Key Proof Points

Edgewater Wireless – [Thought Leadership](#)



✓ Thought leadership:

- ✓ Industry leading webinar series and groundbreaking white papers
- ✓ Wireless Broadband Alliance (WBA) & CableLabs UpRamp

✓ Groundbreaking applications:

- ✓ 5G offload at WBA with Nokia & Comcast
- ✓ Broadcast Wi-Fi with BBC, Global Invacom & EU Space Agency
- ✓ Dual Channel Wi-Fi™ standard co-innovated with CableLabs

✓ Commercial:

- ✓ Residential Pilot with major Tier 1 demonstrating 50% reduced latency and increased performance
- ✓ Residential Proof of Concept with major Tier 1 demonstrating 7-18 times gains
- ✓ Mediacom: 5<sup>th</sup> largest cable operator (USA) for hospitality applications
- ✓ Kroger: 2<sup>nd</sup> largest retailer (USA) selects Edgewater to power retail solution securing first design win

[www.edgewaterwireless.com](http://www.edgewaterwireless.com)



# Edgewater Wireless

We make Wi-Fi. Better



*The industry leader in groundbreaking Spectrum Slicing technology for residential and commercial markets. A disruptive, next-generation approach to wireless, 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



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

Entrenched in the Cable Industry



25+

Patents In Our Core Technology

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

\$60M+

Invested In Technology Innovation

TSXV: YFI  
OTC: KPIFF

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# Capitalization Table

We are [YFI.V](#)



# Semiconductor Comparables

	Ticker	Price	Mkt Cap.	LTM Rev	GM	EV/Sales			EV/EBITDA			P/E			
		(Local)	(US\$, M)	(US\$, M)	(LTM %)	2020	2021	2022	2020	2021	2022	2020	2021	2022	
Edgewater Wireless Systems Inc.	YFI-CA	0.065	10	0	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	
Broadcom Inc.	AVGO	622.05	256,828	27,450	54	12.3	10.7	9.6	21.6	17.8	15.7	28.1	22.2	18.8	
Intel Corporation	INTC	55.91	227,386	78,474	56	3.0	3.2	3.2	6.5	7.2	7.8	10.5	10.6	15.2	
Qualcomm Inc	QCOM	185.40	207,648	171	58	10.0	6.5	5.5	29.1	16.1	13.6	44.2	21.7	17.1	
Texas Instruments Incorporated	TXN	184.64	170,520	17,588	66	11.8	9.5	9.1	24.9	17.8	17.2	30.9	23.3	22.7	
Analog Devices, Inc.	ADI	173.63	91,213	7,318	55	13.4	10.2	7.0	31.3	20.8	14.1	35.4	26.9	23.0	
Marvell Technology, Inc.	MRVL	86.23	72,761	3,917	46	25.6	17.1	12.9	83.0	37.1	31.0	93.7	55.7	39.0	
MediaTek Inc	2454-TW	1080.00	62,405	16,415	43	4.9	3.2	2.8	30.5	13.6	11.7	41.5	16.1	15.1	
NXP Semiconductors NV	NXPI	227.54	60,510	10,531	48	8.0	6.3	5.6	24.8	16.5	14.5	36.4	21.5	18.8	
Infineon Technologies AG	IFX-DE	39.50	58,499	13,216	39	6.5	5.0	4.3	27.0	17.4	13.6	61.7	32.9	24.9	
Xilinx, Inc.	XLNX	200.52	49,705	3,469	67	15.4	12.9	11.9	51.3	39.6	35.1	76.5	52.3	47.2	
ON Semiconductor Corporation	ON	65.93	28,405	6,340	36	5.9	4.6	4.3	29.4	15.9	13.1	77.6	23.5	20.1	
Renesas Electronics Corporation	6723-JP	1386.00	23,275	8,105	42	4.7	3.5	2.9	16.2	9.9	8.2	52.2	20.6	13.4	
Lattice Semiconductor Corporation	LSCC	68.01	9,313	481	58	23.6	19.0	16.9	78.0	56.3	50.9	NM	66.7	56.0	
Silicon Laboratories Inc.	SLAB	188.86	7,590	853	53	6.7	7.3	6.7	32.5	48.2	45.0	NM	96.3	82.1	
Ambarella, Inc.	AMBA	157.05	5,811	304	61	25.5	17.1	14.2	NM	NM	62.1	NM	NM	NM	
SiTime Corporation	SITM	245.93	4,981	183	59	42.8	23.2	17.7	NM	76.6	57.5	NM	88.0	71.7	
MaxLinear, Inc.	MXL	65.92	5,058	839	49	11.4	6.1	5.4	44.2	19.9	17.0	74.9	24.6	21.0	
Pixelworks, Inc.	PXLW	3.72	198	176	48	4.1	3.0	2.3	NM	NM	NM	NM	NM	NM	
GSI Technology, Inc.	GSIT	4.61	112	31	52	2.2	1.9	1.5	NM	NM	NM	NM	NM	NM	
Averages:						52.1	12.5	9.0	7.6	35.4	26.9	25.2	51.1	37.7	31.6

## M&A Deals

Announced	Close Date	Target	Acquirer	EV (US\$)	EV/EBITDA
28 Oct '21	Pending	Celeno Communications (Israel) Ltd.	Renesas Electronics Corp.	315.0	---
27 Mar '19	19 Jun '19	Quantenna Communications, Inc.	ON Semiconductor Corp.	809.8	105.6

## Funding

Plume Raises \$300M at a \$2.6B Valuation



2.4 GhZ Channels

5 GhZ Channels

