

INVESTING IN
INNOVATION FOR
OUR CUSTOMERS



**FY20 Third Quarter
Investor Presentation
January 2020**

Safe Harbor Statement

Except for historical information contained herein, statements made in this release constitute forward-looking statements and thus may involve certain risks and uncertainties. All forward-looking statements made in this release are based on currently available information and the Company assumes no responsibility to update any such forward-looking statements. The following factors, among others, may cause actual results to differ materially from the results suggested in the forward-looking statements. The factors include, but are not limited to the: risk factors described in the Company's annual report on Form 10-K for the fiscal year ended February 28, 2019 which was filed with the SEC on May 14, 2019, as amended on Form 10-K/A filed on May 30, 2019, and other filings made by the Company from time to time with the SEC. The factors described in such SEC filings include, without limitation: the Company's ability to realize the anticipated results of its business realignment; cybersecurity risks; risks that may result from changes in the Company's business operations; our ability to keep pace with technological advances; significant competition in the automotive electronics, consumer electronics and biometrics businesses; our relationships with key suppliers and customers; quality and consumer acceptance of newly introduced products; market volatility; non-availability of product; excess inventory; price and product competition; new product introductions; foreign currency fluctuations; and restrictive debt covenants.

About VOXX International Corporation



- Founded in 1960 as Audiovox Corporation (changed name to VOXX International in 2011)
- Global manufacturer and distributor of lifestyle products to consumers worldwide
- Strong portfolio in the automotive and consumer electronics, and biometrics industries
- Strategic supplier to many of the world's largest Tier-1 OEMs and leading retailers
- Increased manufacturing and R&D capabilities driven by commitment to innovation
- Seasoned management team across all business segments



**OVER 5 DECADES
OF INDUSTRY
LEADERSHIP**



**MARKET-LEADING
POSITIONS IN
GROWING INDUSTRY
SEGMENTS**

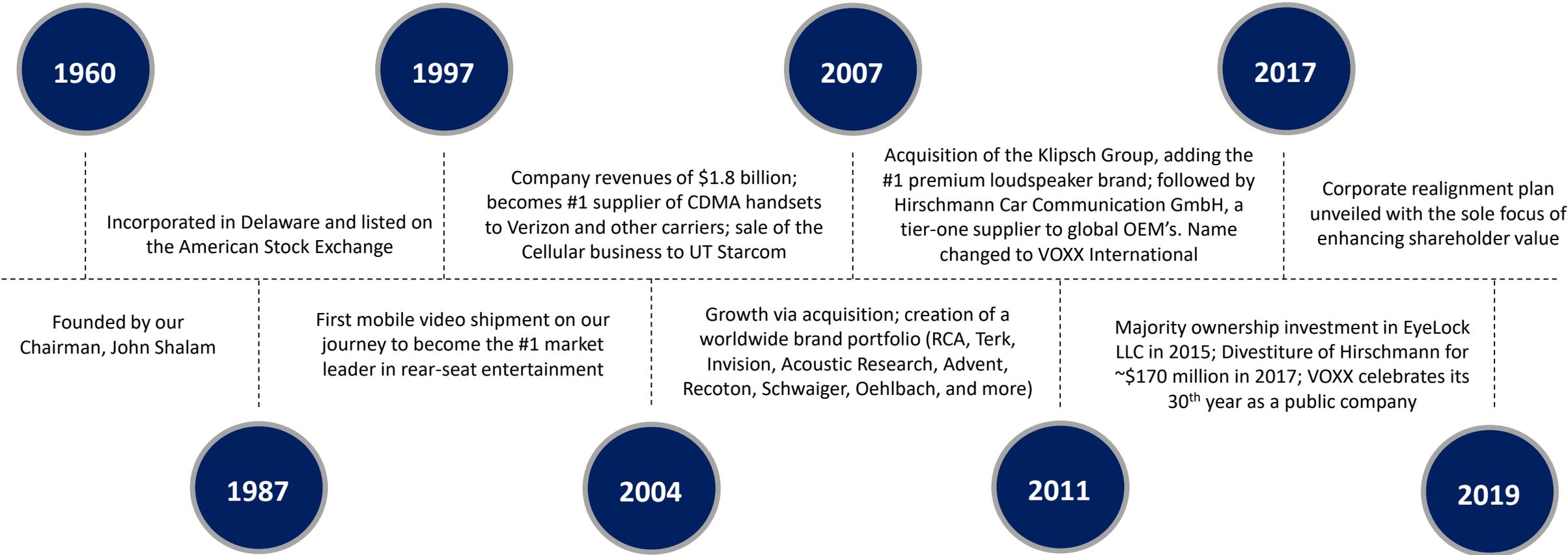


**DIVERSE CUSTOMER
BASE & EXPANSIVE
DISTRIBUTION
NETWORK**



**STRONG BALANCE
SHEET WITH CASH
ON HAND AND
ACCESS TO CAPITAL**

Our History – Over 50 Years of Driving Innovation



Our Transformation – Restructuring VOXX for the Future

Over the past several years, our business has been impacted by disruptive technologies, changes in consumer purchasing behaviors, losses at our majority-owned subsidiary EyeLock, and global macro-economic issues. This past fiscal year, we began taking aggressive measures to realign VOXX, restructure our business, and position the Company for sustainable profitability to enhance shareholder value.

Corporate Realignment Initiatives

- Combination of our former international Premium Audio business under Klipsch Group
- Combination of our international Accessories businesses (Oehlbach and Schwaiger) into one operating entity
- Sale of our international real estate in Germany generated ~\$9.5 million in net proceeds
- Restructuring of our domestic Accessories business
- Aggressive SKU rationalization in our former Consumer Accessories (excluding EyeLock LLC) and Premium Audio segments
- Headcount reduction and cost-containment programs to align based on projected sales volumes
- Change in business reporting segments based on the new alignment
- Increase of authorized stock repurchase program by up to 3 million shares
- New executive Employment Agreements; change in bonus structure to Adjusted EBITDA from pre-tax income
- Ongoing focus on reducing fixed costs, and improving efficiencies to enhance the bottom-line

Focus on growth & sustainable profitability and long-term value creation

New Business Segments in Fiscal Year 2020

CONSUMER ELECTRONICS

Speakers, headphones, soundbars, audio systems, reception, security, karaoke systems, wearable devices, and more



Combination of Consumer Accessories and Premium Audio (less EyeLock)

AUTOMOTIVE ELECTRONICS

Rear-seat entertainment and remote start security for global OEMs and the aftermarket; other aftermarket products include ADAS, telematics, satellite radio, vehicle security systems, and more



Maintained the OEM and aftermarket automotive business

BIOMETRICS

Patented IP portfolio for embedded iris authentication and physical access control systems in the rapidly expanding, global biometrics industry



Created a stand-alone biometrics segment based on upcoming milestones

Consumer Electronics



VOXX CONSUMER ASSOCIATED BRANDS

Klipsch

RCA

AR

TERK

SINGSATION™

Magnat

**MAC
AUDIO**

HECO

Jamo®

ENERGY

Consumer Electronics: #1 Market Position in Premium Audio

#1 MARKET POSITION

Klipsch is the **#1** premium speaker brand in the **United States** with over **25%** total market share in the home audio category. Klipsch is the **#1** premium speaker brand in **Canada** with over **35%** total market share in the home audio category.

2017 NPD DATA

Klipsch



- Founded in 1946
- Headquartered in Indianapolis
- #1 premium speaker brand in the #1 @ U.S. electronics retailer – Best Buy
- Klipsch products are distributed globally through over 1,000 premium audio retailers and distributors

Consumer Electronics: Strong Brand Portfolio in Premium Audio

LEGENDARY BRAND

From explosive cinema sound to classic American hi-fi, Klipsch product lines and trademarks are some of the most revered in the audio industry.



REFERENCE™



Forte

Klipschorn®

LaScala

Klipsch

Cornwall

Heresy

Klipsch
KEEPERS OF THE SOUND

REFERENCE™
PREMIERE

Consumer Electronics: Premium Audio Product Categories

PERSONAL AUDIO
AND SOUNDBARS



PARTNERSHIPS
AND LICENSING



TARGETED
focus

PREMIUM
LOUDSPEAKERS



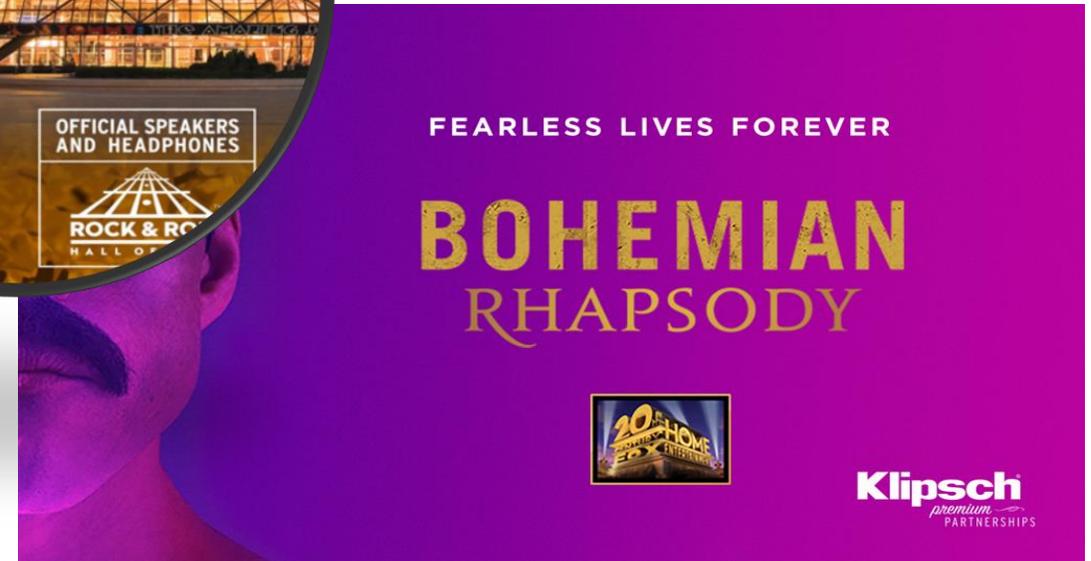
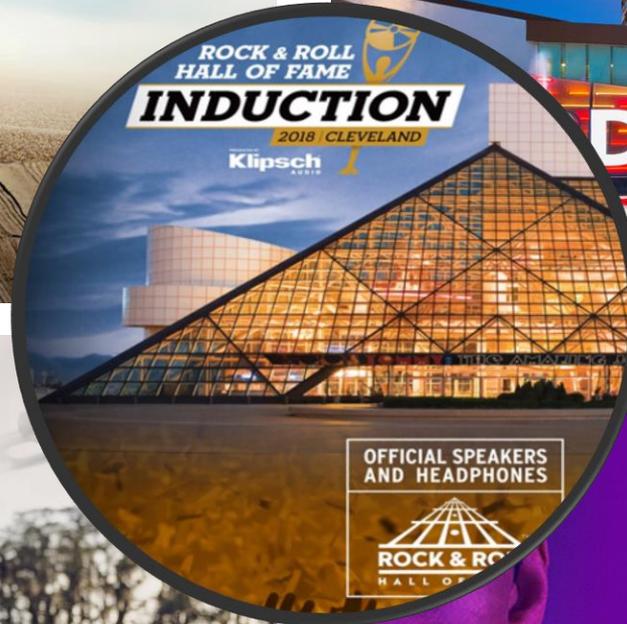
CUSTOM
INSTALLATION
SOLUTIONS



PROFESSIONAL
AND CINEMA
SOUND



Consumer Electronics: Klipsch Partnerships



Consumer Electronics: Array of Products for the Everyday Consumer



TERK
ANTENNAS
[MORE INFO](#)



RCA
ANTENNAS
[MORE INFO](#)



RCA
SPEAKERS
[MORE INFO](#)



project nursery®
BABY MONITORING
[MORE INFO](#)



MYGUARD
FITNESS TRACKERS
[MORE INFO](#)



Consumer Electronics: Growing Healthcare Presence

Supporting the Growth of CONNECTED HEALTHCARE

- ✓ HIPAA compliant shared services and distribution facilities
- ✓ HIPAA compliant reverse logistics facility for managing PHI, PII data clearing and cleaning
- ✓ Established business relations with key OE hardware suppliers
- ✓ Credit facilities to support large scale programs
- ✓ Full forward and reverse logistics
- ✓ Direct to consumer shipments
- ✓ Global logistics expanding to Europe

CARE



Positive Momentum

• **2018:** Agreement with UnitedHealthcare® to distribute Apple®, Fitbit®, Samsung®, Garmin® and Striiv® wearable devices as part of UHC's Motion® Program

• **2019:** Agreement with Reemo Health to distribute their Personal Independence Smartwatch, which combines wearable technology and a Personal Emergency Response Service (PERS), built for senior citizens

• Other alliances with leading technology companies underway

Automotive Electronics



VOXX AUTOMOTIVE ASSOCIATED BRANDS

AUDIOVOX® //ADVENT™ ⓘINVISION™ ROSEN  movies 



OMEGA

CRIMESTOPPER
SAFETY & SECURITY



 PRESTIGE

CODE  ALARM®

VOXX

ADVANCED DRIVER ASSISTANCE SYSTEMS


FLASHLOGIC
Powered by BOS


EVR
STOLEN VEHICLE RECOVERY

CAR:LINK™

Automotive Electronics

- Combination of our Automotive assets including Invision Automotive Systems, Code Alarm and Audiovox Electronics
- Manufacture and distribute a wide range of products for global OEMs and in the aftermarket through our nationwide and worldwide distribution channels
- World-class manufacturing facility in Lake Nona, FLA
- OEM and Tier-1 Automotive customers worldwide
- Strong engineering capabilities driving innovation
- #1 or leading market positions in rear-seat infotainment, remote start systems/car security, and aftermarket satellite radio
- Committed to developing next-generation technologies that bridge the gaps across content, devices and connectivity

North American Footprint



Orlando Facility: Engineering, Quality, Manufacturing, Supply Chain & Operations
• \$16M corporate investment in new 115,000 sq. ft. facility



Michigan Facility - Local Support: Design & Development Engineering, Sales and Program Management • Vehicle Integration and Systems Integration Expertise
• Full Test and Validation Lab

Automotive Electronics: Driving Innovation for Global OEMs



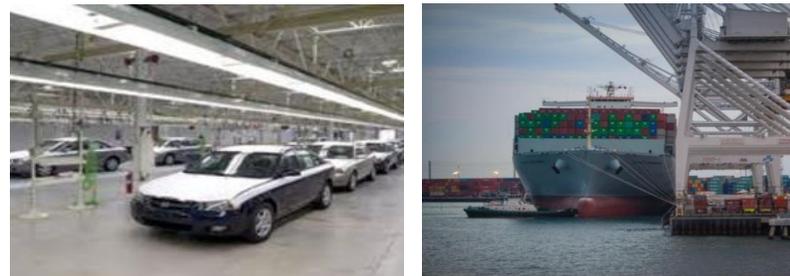
Multiple Channels Supporting Our OEM Customers

PRODUCTION LINE



Vehicle Production

MOD CENTER AND PORTS



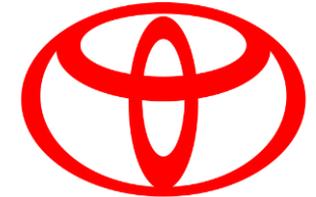
Post Production

DEALERSHIP



Dealer Direct

Automotive Electronics: Sampling of Our OEM Customers



Tier 1 Customers



Automotive Electronics: Diversified Aftermarket Solutions



Automotive Security & Remote Start Systems

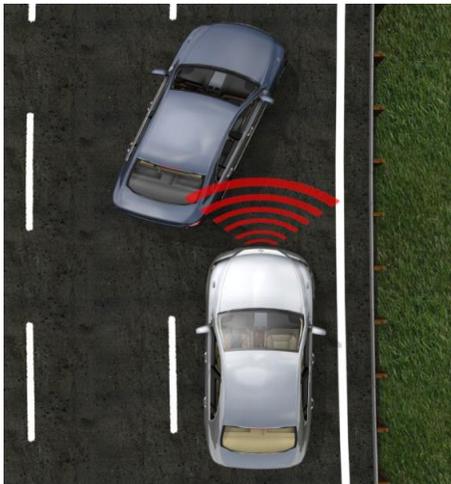


RSE Headrest Solutions & Drop-Down Monitors



Aftermarket Satellite Radio

Advanced Driver Assistance Systems / Vehicle Telematics



Biometrics



VOXX Biometrics

VOXX holds a majority ownership stake in EyeLock LLC and 100% of its intellectual property

Investment in 2015 in R&D stage company – well positioned across multiple global industries in the coming years

Biometrics: About EyeLock and its Potential

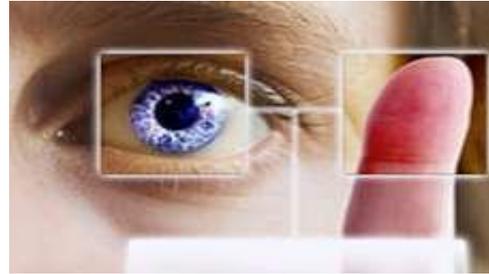
- Initial minority investment in 2014 and **majority ownership stake** in late 2015
- EyeLock today has one of, if not the **strongest IP collection** of iris-authentication solutions worldwide (75 patents or patents pending)
- **Past:** Great technology – moving from proof of concept to design and testing with several partners
- **Present:** Contracts secured in the retail/vending, defense and financial services industries; several tests underway with large global companies in the healthcare, financial services and gaming sectors
- **Future:** The world is changing; people will be recognized through biometrics, whether fingerprint, facial and/or iris
- EyeLock is **well-positioned** to capture its fair share in the coming years in a rapidly growing, multi-billion industry



A close-up photograph of a human eye with a white iris, similar to the one above. The eye is looking slightly to the left. Overlaid on the eye is the text "Biometric technology keeps growing." in a bold, black, sans-serif font. Below this, in a smaller, lighter font, are two lines of text: "The total global biometrics market is projected to reach \$44.2 billion by 2021, up from \$7 billion in 2014." and "The global market for iris biometrics is projected to reach \$3.6 billion by 2020 at a CAGR of ~23% from 2015-2020." Below that, in an even smaller font, is the source: "Source: Radiant Insights, Markets and Markets".

Biometrics: Why IRIS Over Other Forms of Biometrics?

The Internet of Things has made security a critical part of daily life, demanding more efficient means of protecting identities and assets



False Accept Rate



DNA

1 in 800 Trillion



Iris

Single Eye:
1 in 1.5 Million

Double Eye:
1 in 2.25 Trillion



Finger Prints

1 in 50,000



3D Facial

1 in 1 Million

Consumers have multiple log-ons; user names, passwords and PINs are simply unmanageable and not secure



User ID

Passwords



PINs



Mother's Maiden Name

Cards, keys and IDs are expensive and easily forged, hacked and counterfeited



Access Cards



Keys



Credit Cards



Photo ID

Biometrics: EyeLock's Offering & Differentiation



EYELOCK IRIS ADVANTAGE



SPEED

EyeLock uses video, not still pictures to capture an image of your eyes, and delivers throughput of up to 20 people per minute.



SECURITY

No two human irises are alike - not in twins, not even on the same person. EyeLock provides a False Accept Rate (FAR) of 1 in 2.25 Trillion for both eyes.



NO IRIS, NO ID

EyeLock generates a unique EyeLock ID™ of each iris. Then to authenticate your ID, it matches the EyeLock ID™ with your eyes.



HYGIENIC

EyeLock is a fully touchless system, authentication can be completed without the requirement to remove eyewear, face masks and gloves.



CONVENIENT

EyeLock authenticates users within seconds, with only a brief glance into the lens.

CES 2020: Key Partnerships Unveiled



ARE
YOU
CES
READY?

JANUARY 7-10
LAS VEGAS



Breaking News: VOXX Automotive & Amazon Collaboration

VOXX Automotive and Amazon Collaborate to Deliver the **Fire TV Experience** for Global OEM's



- VOXX Automotive chosen as Amazon's domestic vehicle systems integrator
- Fire TV Edition for Auto will enable vehicle manufacturers to integrate Fire TV directly into in-car entertainment systems
- With hands-free access to Alexa, touch screen interface and offline playback capabilities, parents and kids will be able to enjoy the living room TV experience in the car and watch a wide variety of content recorded with Fire TV Recast or saved locally on-device
- Content will be streamed using a vehicle's Wi-Fi or LTE connection, a mobile hotspot or any other WAN-enabled device
- FCA Chrysler Automobiles (FCA) to be the first OEM to work with VOXX Automotive

amazon

FCA
FIAT CHRYSLER AUTOMOBILES

Breaking News: VOXX Automotive and SOAR Collaboration

VOXX Automotive Unveils SOLO – New Integrated Module to *Detect Presence of Life and Save our Children*



- VOXX Automotive has partnered with patent holder of the “Save-our-Loved-Ones” technology with a focus on ending mortality rates of children inadvertently left in cars where temperatures soar
- The result is SOLO, our integrated module with technology to detect the presence of life within seconds of a driver leaving the vehicle through respiratory activity
- SOLO module can alert you via flashlights, 2-way key fob feedback, horns, remote starts, and can also vent the windows to quickly lower temperatures or provide text alerts or GPS notifications
- 829 children have died due to Pediatric Vehicular Heatstroke (PVH) since 1998* – all deaths could have been prevented – pending legislation to require rear-seat technology in every vehicle

PREVENTING DEATHS
of Children
Left in **HOT CARS**

SaveOurLovedOnes™

Breaking News: VOXX Automotive and Motion Intelligence Collaboration

VOXX Automotive and Motion Intelligence Enter into **Distribution Agreement in the ADAS category**



- New partnership with Motion Intelligence, an emerging leader in driver-distraction prevention technology
- VOXX will be distributing the MI app-based Evvy product for trucking fleets, addressing the growing distracted driving category (estimated at \$2 billion annually)
- Evvy technology identifies a smart mobile device in the vehicle and sets a driver's device to only allow safe, hands-free, fleet-approved app access, preventing distracted driving
- Evvy app and its associated signaling device, can be seamlessly integrated to enable fleet managers to prevent distractions caused by mobile devices (cell phones, unauthorized computers, rogue devices, etc.)
- To be launched in Q1 of Fiscal 2021



Breaking News: EyeLock and SiriusXM Collaboration

EyeLock and SiriusXM Unveil Iris Biometric *Prototype for the SiriusXM e-Wallet*



- e-Wallet unveiled in January 2019 at the Consumer Telematics Show by SiriusXM and Visa
- Now, at CES 2020, in collaboration with SiriusXM, EyeLock demonstrates a prototype of an iris biometric touchless gateway to the multiple services the SiriusXM e-Wallet plans to offer
- The e-Wallet will be offered to automakers who deploy SiriusXM's connected vehicle services
- Using EyeLock's iris biometric authentication technology as the secure access, e-Wallet is being designed to integrate into the vehicle, enabling drivers and passengers to make purchases on-the-go
- EyeLock's prototype will activate and authenticate a payment through voice and touchscreen commands, and eliminate driver distractions during the transaction



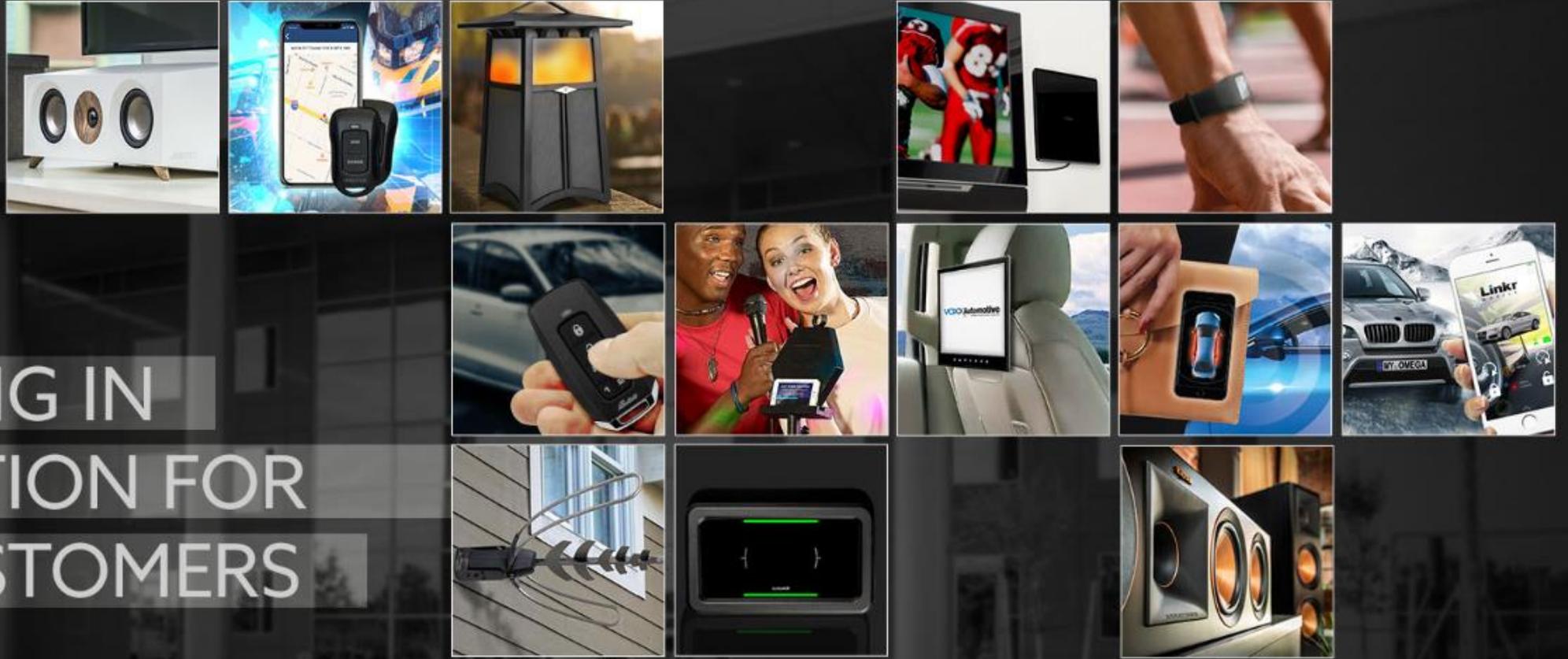
Breaking News: Klipsch and McLaren Formula 1 Team Collaboration

Klipsch and McLaren Partnership – Official Headphone/Portable Audio Partner of Formula 1 Team



- Klipsch and McLaren unite to develop superior audio products
- Collection of Klipsch x McLaren headphones debuted at CES 2020
- Headphones built using the most advanced technologies and finest materials, inspired by McLaren Racing
- Klipsch x McLaren T10 True Wireless smart earphones – smaller and lighter than any other true wireless earphone available today, with embedded artificial intelligence
- Klipsch x McLaren Over-Ear Active Noise Cancelling headphones – state-of-the-art, dual-microphone noise cancelling technology, with Bluetooth connectivity and 30 hours of battery life
- Klipsch x McLaren T5 Sport True Wireless earphones – designed to stay dry and in place through anything; case features a unique moisture removal system and wireless charging





INVESTING IN
INNOVATION FOR
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FY20 Third Quarter and 9-Month YTD Financial Results *Summary*

Fiscal 2020 and Fiscal 2019 Third Quarter Comparisons

(\$'s in Millions)	FY20 Q3	FY19 Q3	Summary
Net Sales	\$110.1	\$129.6	\$19.5M YOY decline related primarily to lower Automotive OEM sales due to customer launch delays, lower global vehicle sales and the SKU rationalization program, partially offset by higher premium audio product sales, among other factors.
Gross Profit Margin (%)	28.6%	30.0%	140 basis point YOY decline primarily due to lower sales of OEM products and lower absorption of fixed overhead, partially offset by higher sales of premium audio products.
Total Operating Expenses	\$31.3	\$33.2	\$1.9M YOY improvement a result of the Company's global realignment initiatives; excluding \$1M favorable pick-up in FY19 Q3; operating expenses would have been down \$2.9M.
Operating Income	\$0.1	\$5.7	\$5.6M YOY decline related to lower sales and gross profit primarily attributable to the Automotive Electronics segment.
Total Other Income, net	\$4.0	\$0.8	Includes \$4.1M gain on the sale of real estate in Pulheim, Germany.
Net Income	\$1.4	\$10.6	
Net Loss Attributable to Non-Controlling Interest	\$(1.1)	\$(1.6)	
Net Income Attributable to VOXX	\$2.5	\$12.2	
Income Per Share – Basic and Diluted: Attributable to VOXX	\$0.10	\$0.50	

Fiscal 2020 and Fiscal 2019 Nine-Month Comparisons

(\$'s in Millions)	FY20 9-MO YTD	FY19 9-MO YTD	Summary
Net Sales	\$293.8	\$339.4	\$45.5M YOY decline related primarily to lower Automotive OEM sales and the Company's SKU rationalization program.
Gross Profit Margin (%)	27.7%	28.8%	110 basis point YOY decline primarily due to lower sales of OEM products and lower absorption of fixed overhead, partially offset by higher sales of premium audio products.
Total Operating Expenses	\$96.0	\$108.5	\$12.5M YOY improvement related to cost-cutting and the Company's realignment initiatives. FY19 YTD includes \$9.8M of intangible asset impairment charges and a \$3.0M reimbursement from the favorable outcome of a lawsuit.
Operating Loss	\$(14.7)	\$(10.8)	\$3.9M YOY decline related to lower sales and gross profit primarily attributable to the Automotive Electronics segment.
Total Other Income (Expense), net	\$7.7	\$(0.5)	\$8.3M YOY improvement related to lower interest and bank charges; a \$4.1M gain on the sale of real estate and other investment gains; and a FY19 impairment of \$3.5M related to the Company's Venezuela investment properties.
Net Loss	\$(8.2)	\$(14.5)	
Net Loss Attributable to Non-Controlling Interest	\$(3.5)	\$(5.0)	
Net Loss Attributable to VOXX	\$(4.6)	\$(9.5)	
Loss Per Share – Basic and Diluted: Attributable to VOXX	\$(0.19)	\$(0.39)	

Cash and Debt Summary – FY20 Q3 vs. FY19 YE

Assets - \$'s in Millions	As of November 30, 2019	As of February 28, 2019	Summary
Cash and Cash Equivalents	\$32.2	\$58.2	Cash decline related to operating results and a change in the Company's supply chain financing program. Had the program been utilized, the cash balance would have been ~\$15M higher as of November 30, 2019.
Debt - \$'s in Millions	As of November 30, 2019	As of February 28, 2019	Summary
Domestic Credit Facility	---	---	Nothing outstanding on the \$140M revolving credit facility.
Florida Mortgage	\$7.7	\$8.1	\$0.4M improvement related to ongoing payments.
Euro Asset-Based Lending Obligation – VOXX Germany	---	\$6.0	Net proceeds from sale of Pulheim, Germany real estate used to pay down ABL in full.
Euro Asset-Based Lending Obligation – Magnat	\$0.6	\$0.7	\$0.1M decline related to ongoing payments.
VOXX Germany Mortgage	---	\$2.6	Net proceeds from the sale of Pulheim, Germany real estate used to pay down mortgage in full.
Total Debt	\$8.4	\$17.6	\$10.2M improvement since FY19 YE.
Long-term Debt	\$7.2	\$7.6	\$0.4M improvement since FY19 YE.

Please refer to the Company's Form 10-Q on file with the Securities and Exchange Commission for additional details.

Strategy to Improve Results & Enhance Shareholder Value

Focus on More Sustainable, Growing & Profitable Categories

- SKU rationalization and corporate restructuring designed to remove slower moving products and product lines from mix.
- Anticipate lower revenue and profitability in FY20, with growth and improved bottom-line performance in FY21 and beyond.
- Automotive Electronics segment will be down in FY20; new programs in FY21 and significant contract wins in FY22 bode well for future growth / Consumer Electronics segment growth anticipated in FY21, with premium audio product lines and the Healthcare category fueling optimism / FY21 could show meaningful improvements in the Biometrics segment.

Continue to Realign Our Overhead Structure to Improve Profitability

- Core overhead continues to decline YOY, with big declines in FY19 and more in FY20.
- Bulk of restructuring initiatives completed in 1H FY20; continued focus on cost-containment and driving efficiencies.
- Consolidation of German operations, and the integration of our former Consumer Accessories and Premium Audio segments anticipated to have a positive impact on cost structure in FY20 and beyond.

Leverage Strong Balance Sheet to Enhance Value

- Sale of real estate in Germany generated net proceeds of ~\$9.5 million, resulting in lower debt position.
- Other real estate sales could materialize in conjunction with or independent of transactions.
- Authorization to repurchase up to 3 million shares in the open market – intend to continue to execute on this program.

Opportunistic & Strategic M&A

- Opportunities to potentially divest assets (segments, divisions, brands) to drive further balance sheet improvements.
- Looking for accretive acquisitions to complement offering and expand distribution, to drive growth and improve EBITDA and cash flow.
- In any acquisition, we will look to leverage our back-end/shared services functions to drive savings and generate a strong ROI.

Increase Investor Awareness & Improve Liquidity

- Proactive IR outreach programs will resume following Q3 results to broaden shareholder base and improve liquidity.
- Renewed focus on sell-side coverage given balance sheet strength, business stability and M&A “optionality”.
- Opportunities to leverage banking and broker-dealer relationships to increase awareness of VOXX.

Why Invest in VOXX?

Large Addressable Global Markets

Avenues for Growth Across Each of our Business Segments

Strong Balance Sheet with Cash on Hand to Meet all Working Capital Requirements

Potential Divestitures to Strengthen Balance Sheet Further

Comprehensive Portfolio of Proprietary and 3rd-Party Brands

Scalable Operating Platform to Support Growth and Pursuit of Accretive Acquisitions

Loyal, Diverse & Long-Standing Customer Partnerships

Experienced Management Team

