



INVESTING IN
INNOVATION FOR
OUR CUSTOMERS



Fiscal 2021 Third Quarter Investor Presentation

January 12, 2021

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 29, 2020 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 impact of the COVID-19 outbreak on the Company's results of operations, 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. Many of the foregoing risks and uncertainties are, and will be, exacerbated by the COVID-19 pandemic and any worsening of the global business and economic environment as a result. The Company assumes no obligation and does not intend to update these forward-looking statements.

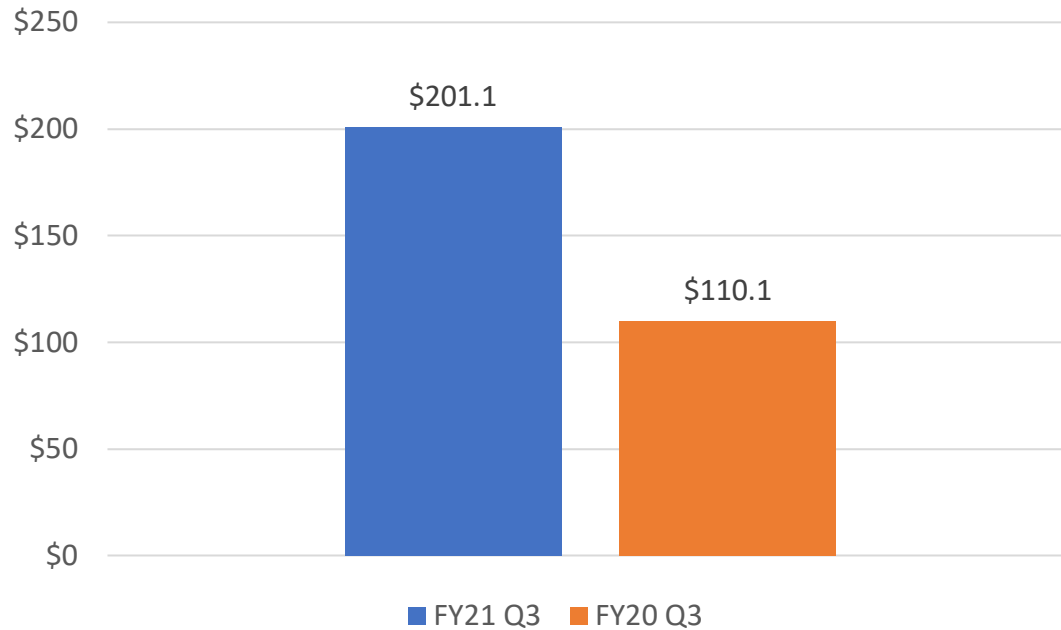
Fiscal 2021 Third Quarter Recap

Delivered significant top- and bottom-line improvements and well-positioned for the future

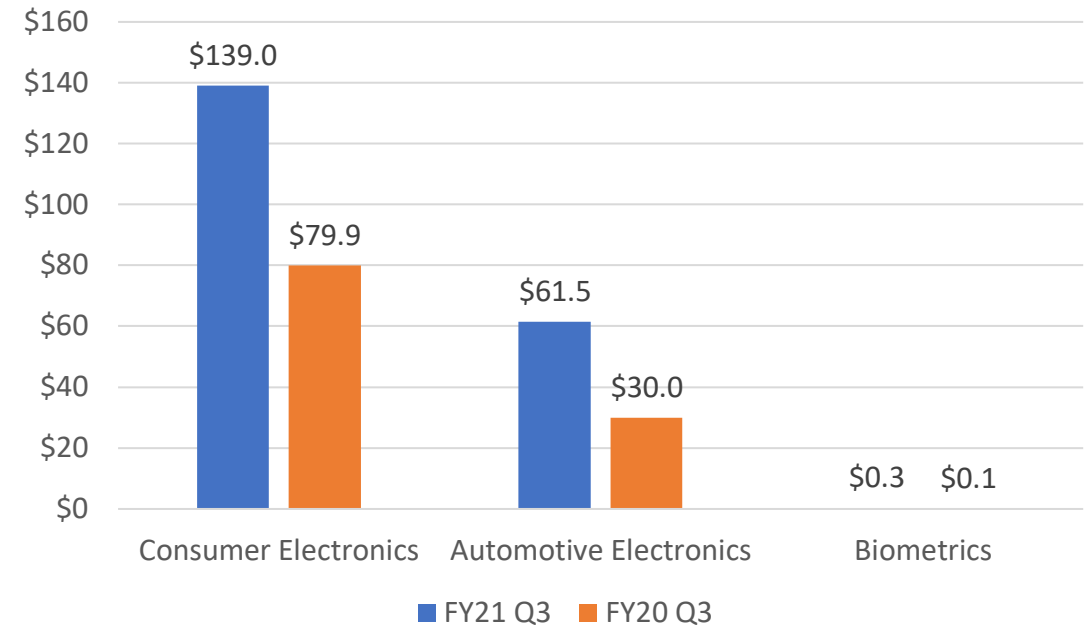
- Net sales increased by ~83%
- All business segments reported growth
- Exceptionally strong performance in the premium audio products category, up 111.6%
- Acquisitions of VSM/Rostra and DEI subsidiaries performing well and accretive to earnings
- Operating income of \$18.6 million, an improvement of \$18.4 million
- Adjusted EBITDA of \$24.5 million, an improvement of \$18.7 million

Fiscal Third Quarter Revenue Comparisons

Total Net Sales



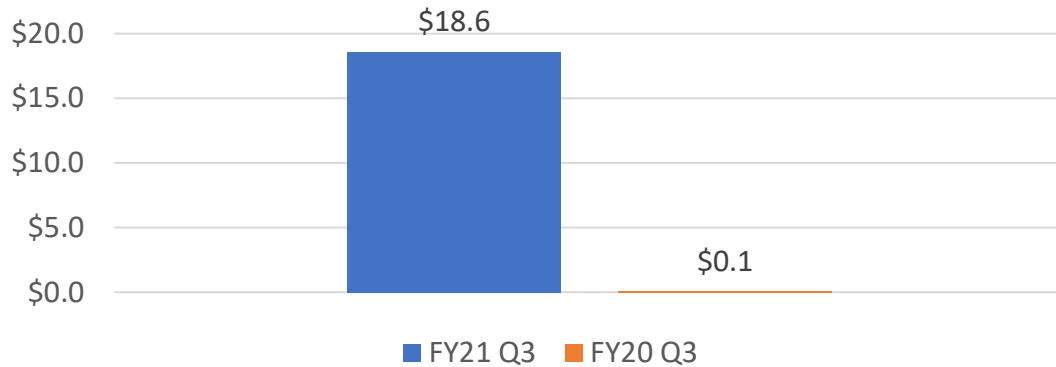
Segment Net Sales



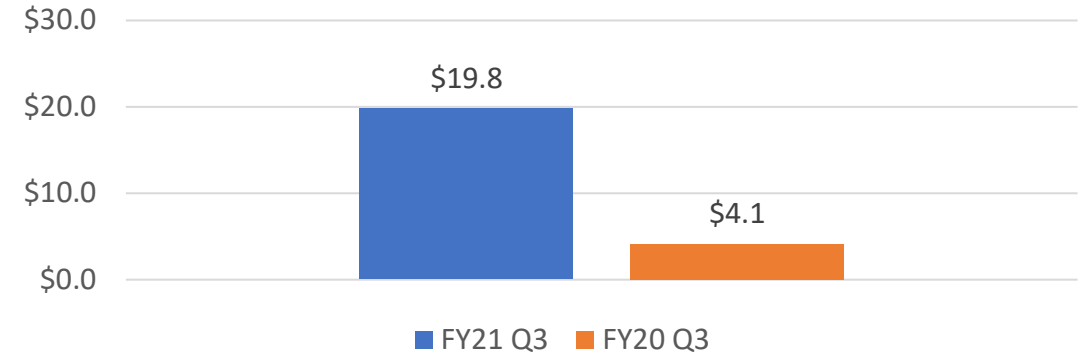
- Automotive Electronics segment net sales increased by 105.1%
- Consumer Electronics segment net sales increased by 74.0%
- Biometrics segment net sales increased by 148.6%

Fiscal Third Quarter Profitability Comparisons

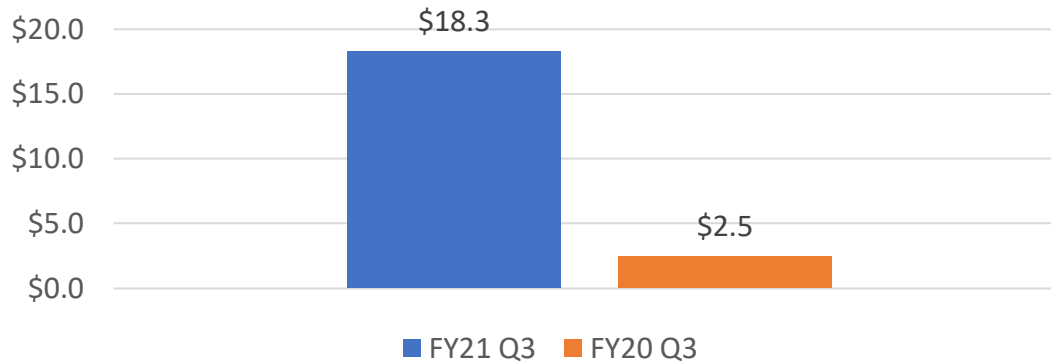
Operating Income



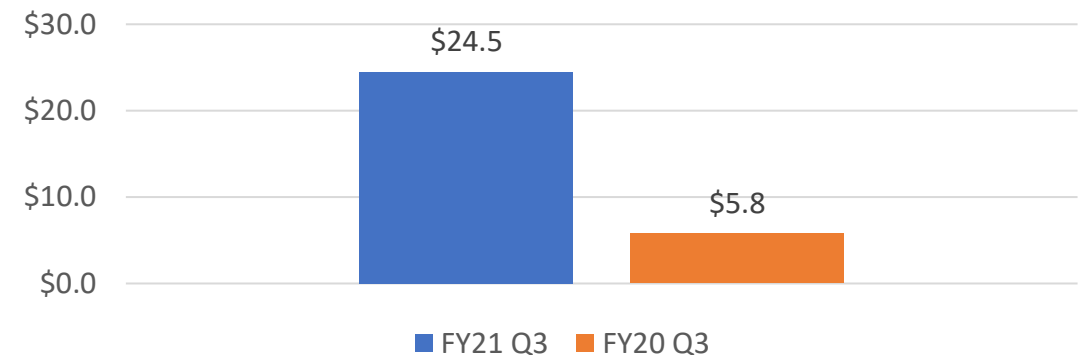
Pre-Tax Income



Net Income Attributable to VOXX



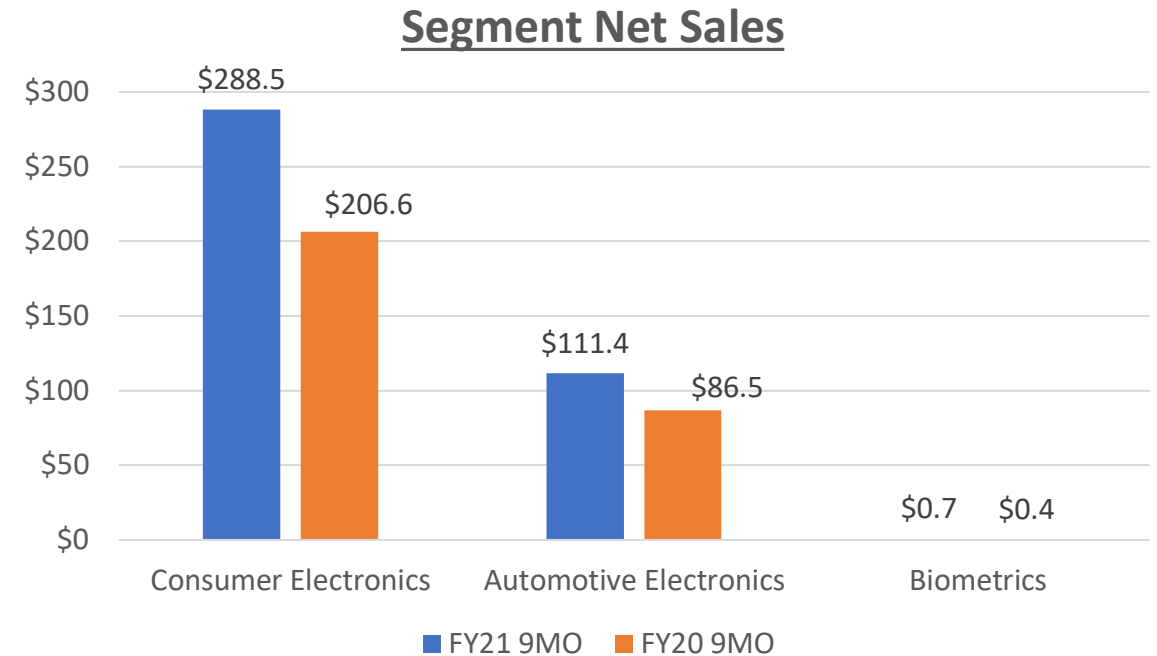
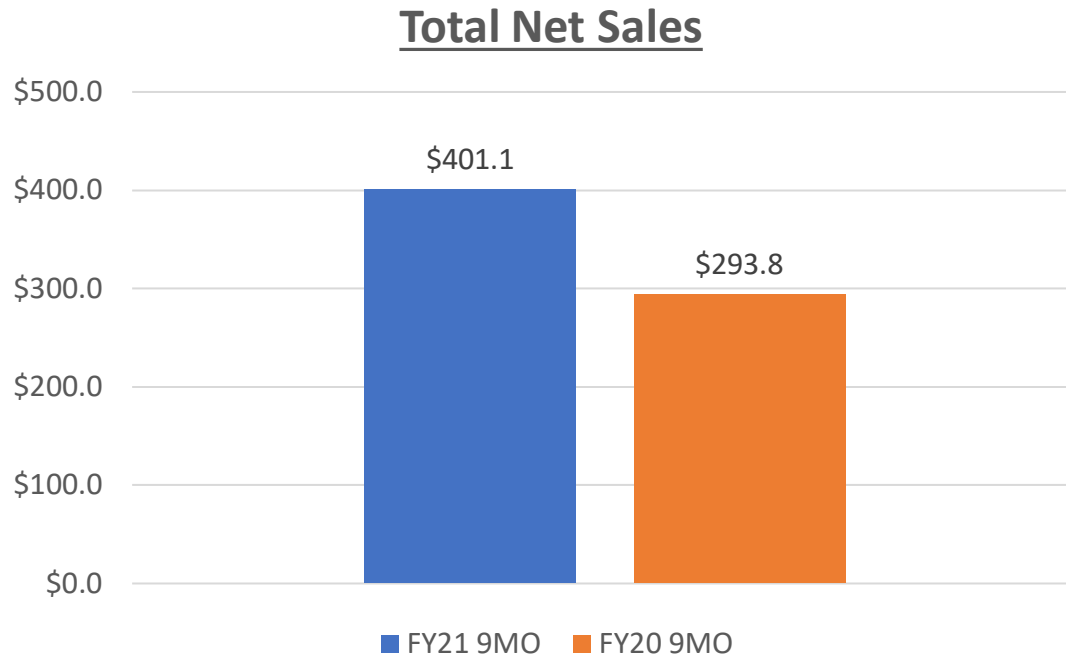
Adjusted EBITDA



EBITDA is defined as Earnings Before Interest, Taxes, Depreciation and Amortization.

Comparisons are for the Fiscal 2021 third quarter ended November 30, 2020 and Fiscal 2020 third quarter ended November 30, 2019.

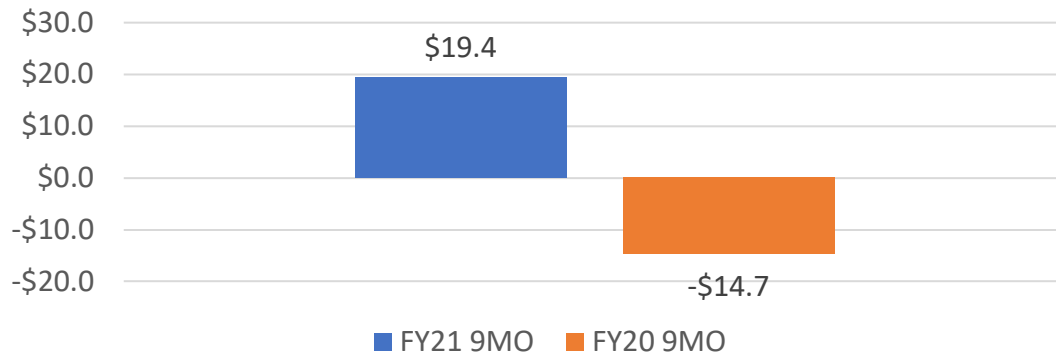
Fiscal Nine-Month Revenue Comparisons



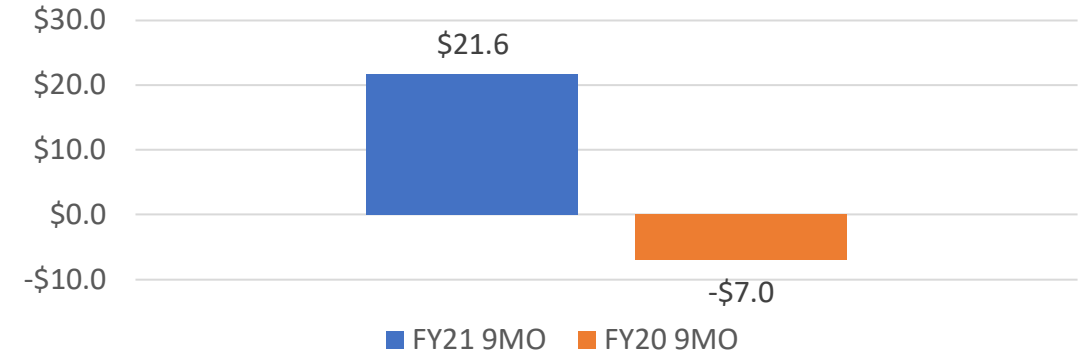
- Automotive Electronics segment net sales increased by 28.8%
- Consumer Electronics segment net sales increased by 39.7%
- Biometrics segment net sales increased by 76.6%

Fiscal Nine-Month Profitability Comparisons

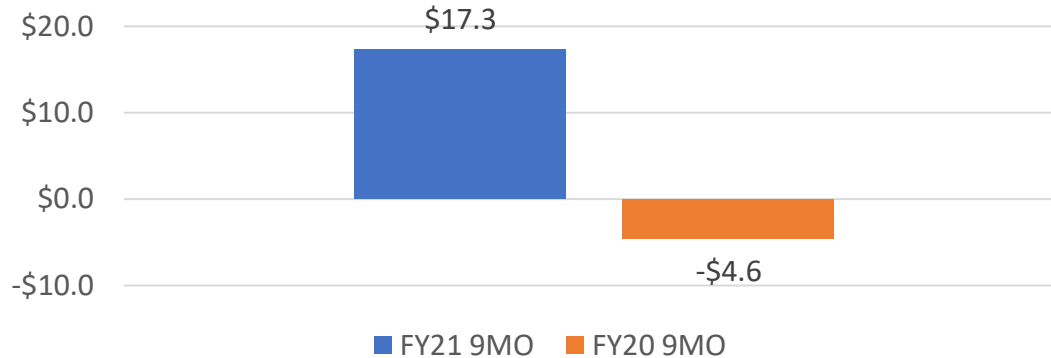
Operating Income (Loss)



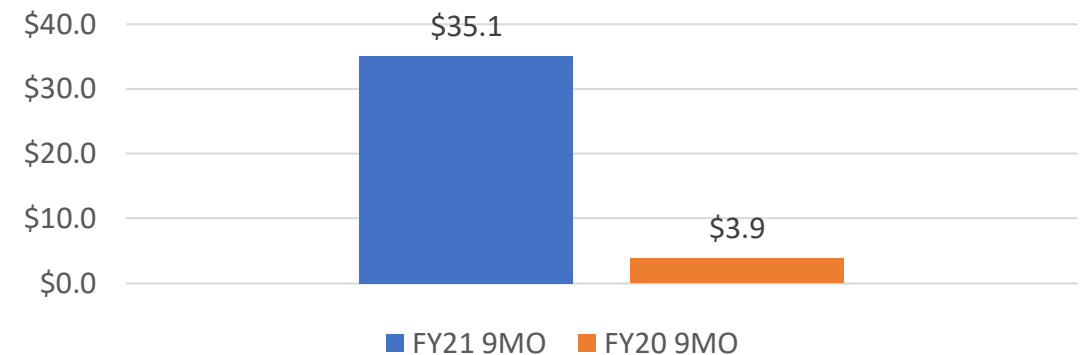
Pre-Tax Income (Loss)



Net Income Attributable to VOXX



Adjusted EBITDA



Fiscal 2021 YTD Segment Milestones



Consumer Electronics Segment: Realignment of Premium Audio

Realignment of Premium Audio Business to Support Growth

Formation of New Subsidiary, 11 Trading Company

Distribution Alliance with Onkyo and Pioneer Corporation

- Klipsch Holding, LLC became Premium Audio Company, LLC with two subsidiaries
- Klipsch Group will distribute the Klipsch, Jamo, Energy, and ProMedia speaker brands
- Newly formed 11 Trading Company will distribute the Onkyo, Pioneer, Pioneer Elite, and Integra brands in the Americas, and have the rights to the Magnat and Heco brands in the Americas
- Transition driven by expanded distribution alliance with Onkyo and Pioneer Corporation, which distribute Klipsch products in Japan
- Company enters new categories: Products range from AV receivers, HiFi equipment, mini-systems, smart speakers, turntables, sound bars, home theater systems, optical disc players and more

Stronger Premium Audio Brand Portfolio Than Ever Before

Klipsch®

Jamo®

ENERGY

Magnat

**MAC
AUDIO**

FORMATION OF 11 TRADING COMPANY TO DISTRIBUTE LEADING A/V BRANDS THROUGH ALLIANCE

ONKYO

Pioneer

**Pioneer
ELITE**

Integra®

Magnat

**MAC
AUDIO**

Klipsch is Gaining Market Share

As part of The NPD Group's Consumer Electronics Performance Awards, Klipsch achieved the highest increase in U.S. online market share in the Home Speakers category

#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.

NPD DATA



MARKET POSITION

Five of the top ten best-selling premium home speakers in the United States are Klipsch products, including the #1 and #2 position SKUs.

NPD DATA

#1 premium speaker brand in the #1 consumer electronics retailer in the United States.

BEST BUY

Automotive Electronics Segment: EVOLVE is Coming!

The Next Generation of In-Car Entertainment is Launching this Year



EVOLVE with Amazon's Fire TV Launching in 2021

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



- Chosen as Amazon's domestic vehicle systems integrator
- Fire TV will be integrated directly into in-car entertainment systems
- Passengers can watch content recorded with Fire TV Recast or saved locally on-device
- Content streamed using Wi-Fi or LTE connection, mobile hotspot or other WAN-enabled devices
- ***FCA and Ford - scheduled launch in our FY22 second quarter (Jun-Aug '21)***



Acquisition of Directed (DEI) Strengthens Aftermarket Business



- FY21 2nd quarter acquisition for \$11 million in cash plus certain assets and liabilities
- Leader in remote start and security systems and Connected Car solutions (telematics)
- Strong brand portfolio and engineering talent
- Expands aftermarket distribution network
- Expected to add ~\$50 million in annual sales

AstroStart

AUTOSTART. ⚡



AVITAL

CLIFFORD

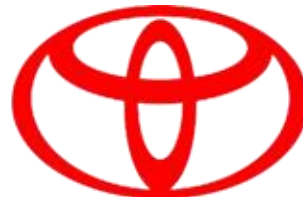
DIRECTED

PYTHON

VIPER

OEM Customer Base Continues to Grow

New OEM customers through VSM acquisition / New OEM awards across multiple product lines



Biometrics Segment: Several New Global Partnerships in FY21



- ✓ Strategic alliance formed in June
- ✓ CMITech develops iris recognition systems for applications such as enrollment programs, immigration and border control, law enforcement, healthcare, financial services, and access control
- ✓ Partnership broadens accessibility of iris technology for the global markets
- ✓ EyeLock gains exclusive distribution rights for physical access control applications in North and South America and non-exclusive rights worldwide
- ✓ CMITech to utilize EyeLock's iris recognition algorithms and leverage its distribution network for access control
- ✓ Future solutions to be customized for full compatibility with EyeLock's EIS™ identity management software platforms



- Global partnership formed in July to bring to market advanced biometric solutions. ITS is a global provider of integrated iris and fingerprint biometric solutions for healthcare and life sciences industries
- Partnership covers the European and Americas markets
- EyeLock will leverage ITS' iris authentication integration platform and integrate it with its myris® handheld devices
- Combined solution is designed specifically for the medical, pharmaceutical, agricultural and food processing industries to meet GxP requirements set by the FDA
- Demand for touchless iris authentication solutions is intensifying due to current global environment and where higher security and convenience is needed



- Global partnership formed in July to introduce and distribute EyeLock technology and access control solutions in the Japanese market and expand into Asia
- Partnership provides Marubeni the rights to deliver EyeLock's nano NXT® and EXT™ offerings across their partner base
- EyeLock to leverage Marubeni's strong distribution and customer networks, particularly in the automotive, financial and construction industries
- Goal is to provide customers with a privacy-friendly solution capable of authenticating up to 20 people per minute with unparalleled accuracy (in real-time and at a distance – whether indoors or outdoors)
- Marubeni is a global market leader with over \$70 billion in annual revenue

Biometrics Segment: Innovative New Product Launched

nano iXT®

The Most ADVANCED Indoor Iris
Identity Authentication Solution



EyeLock iXT® with the optional iTemp thermal sensor



FEATURES

- Provides the highest accuracy of infrared imaging technology for human temperature measurement
- Incorporates the latest industry-leading FLIP Lepton enhanced micro-sensor that is fully contactless
- Measures temperature of each subject's forehead
- Operates effectively on people wearing masks and glasses

Biometrics Segment: Innovative New Product Launched

EyeLock ID®

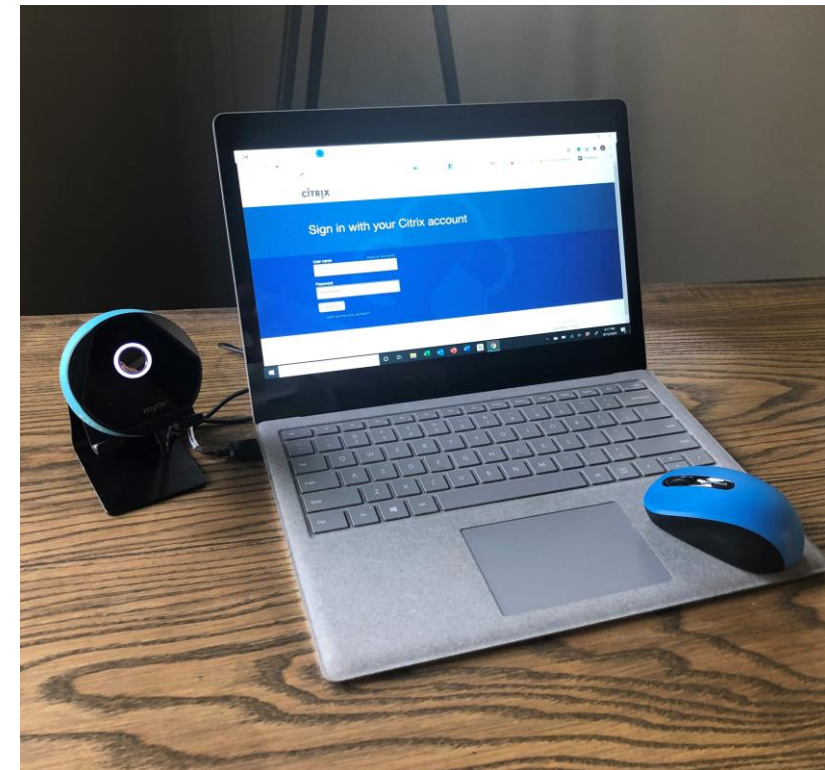
EyeLock ID® makes it easy for companies to deploy secure authentication services for its remote and office employees. At the center of EyeLock ID® is the **myris®**, a proven hand-held, USB connected iris identity authenticator. The software allows users to securely gain access to their Windows® computers, corporate networks, cloud applications, custom applications, Citrix®, VPN's, etc.

EyeLock ID™ software:

- No usernames or passwords to remember anymore
- Provides multi-factor authentication (MFA)
- Easy and secure iris self-enrollment
- Supports Windows Active Directory accounts
- Supports industry-standard web authentications (e.g. - FIDO2)
- Supports select single sign-on (SSO) and LDAP authentication solutions
- EyeLock ID® is an affordable per user, per year subscription
- Identity is authenticated within 3 seconds

EyeLock ID™ use cases:

- | | | |
|--------------------|-----------------|---------------------|
| * Higher Education | * Manufacturing | * Government |
| * Corporate | * Healthcare | * Transportation |
| * Criminal Justice | * Enterprise | * Banking/Financial |



Positioned for a Strong Fiscal Year and our Outlook Looks Promising

- Despite COVID, our business is performing well based on the changes we've made
- Over \$400 million in new automotive OEM contracts are mostly incremental business
- Stronger aftermarket business following the acquisitions of VSM/Rostra and DEI
- Premium Audio growing rapidly -- new distribution, creation of 11TC and success of new products
- Biometrics opportunities should continue to increase; strategic process underway
- Strong balance sheet with cash position expected to increase by FY-end
- Access to capital through Credit Facilities to take advantage of potential acquisition opportunities