



Investor Presentation

May 2024

GENASYS.COM



Forward-looking

Except for historical information contained herein, the matters discussed are forward-looking statements within the meaning of the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995. You should not place undue reliance on these statements. We base these statements on particular assumptions that we have made in light of our industry experience, the stage of product and market development as well as our perception of historical trends, current market conditions, current economic data, expected future developments, and other factors that we believe are appropriate under the circumstances. These statements involve risks and uncertainties that could cause actual results to differ materially from those suggested in the forward-looking statements. The risks and uncertainties in these forward-looking statements include how the COVID-19 pandemic has adversely impacted worldwide supply chains and the ability to obtain sufficient component parts, including semiconductor chips and integrated circuits, resins, coating, and other equipment and components. Negative impacts on our supply chain could have a material adverse effect on our business.

Other risks and uncertainties are identified and discussed in our filings with the Securities and Exchange Commission. These forward-looking statements are based on information and management's expectations as of the date hereof. Future results may differ materially from our current expectations. For more information regarding other potential risks and uncertainties, see the "Risk Factors" section of the Company's Form 10-K for the fiscal years ended September 30, 2023. Genasys Inc. disclaims any intent or obligation to update those forward-looking statements, except as otherwise specifically stated.

Non-GAAP operational metrics

We include in this presentation Non-GAAP operational metrics of adjusted EBITDA, bookings and backlog, which we believe provide helpful information to investors with respect to evaluating the Company's performance. Adjusted EBITDA represents our net income before other income, net, income tax expense (benefit), depreciation and amortization expense and stock-based compensation. We do not consider these items to be indicative of our core operating performance. The items that are non-cash include depreciation and amortization expense and stock-based compensation. Adjusted EBITDA is a measure used by management to understand and evaluate our core operating performance and trends and to generate future operating plans, make strategic decisions regarding allocation of capital and invest in initiatives that are focused on cultivating new markets for our solutions. In particular, the exclusion of certain expenses in calculating adjusted EBITDA facilitates comparisons of our operating performance on a period-to-period basis.. Bookings is an internal, operational metric that measures the total dollar value of customer purchase orders executed in a period, regardless of the timing of the related revenue recognition. Backlog is a measure of purchase orders received that have not been shipped but are planned to ship within the next 12 months.





[Genasys Overview Video](#)



Ready when it matters

Genasys at a Glance | Nasdaq: GNSS

Genasys Protect Platform Used in Over 100 Countries Worldwide

Military/Law Enforcement
Public Safety
Critical Infrastructure Protection (CIP)
Energy (Oil & Gas)
Utilities
Heavy Manufacturing
Large Entertainment Venues

\$75M Market Cap*

\$15M Cash* \$15M Debt*

200 Employees Worldwide

7 Global offices

\$5.5 Billion TAM¹

As of May 20, 2024; Cash, cash equivalents & marketable securities

¹ See Appendix



aramco



Introducing Protective Communications

Redefining Mass Notification with a comprehensive, reliable, and redundant platform

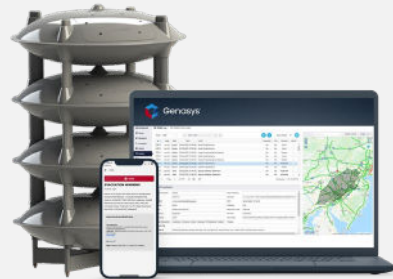


2003-2012

LRAD®

Created Acoustic Hailing Device (AHD) market with LRAD

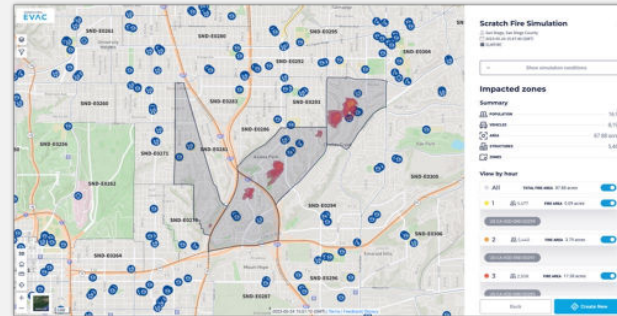
Hardware Innovations



2018

IMNS

Integrated Mass Notification (Hardware & Software)



2021

SaaS

Evacuation & Emergency Management (Software)

Strategic Software Acquisitions

2023

Genasys Protect



Genasys Protect Packages

ALERT



Intelligent, location based multichannel mass notification

EVAC



Real time, zone-based planning and evacuation management

ACOUSTICS



Remotely managed, always-on voice message broadcast system

CONNECT (Evertel)

TRAFFIC AI (Ladris)

THREAT DETECTION (3rd Party Partners)



Recent Highlights

- Expanded project value of previously announced Early Warning System (EWS) for 37 dams on the island of Puerto Rico to approximately \$75 million.
- Fortified balance sheet through \$15 million, two-year term loan agreement. Loan agreement calls for non-amortizing quarterly interest payments, with pre-payment optionality.
- Expanded our Board of Directors with two independent directors with extensive understanding of the public sector markets for emergency planning, management and response.
- Awarded \$2.7 million order from US Navy for 950XL LRADs to replace/upgrade units on surface ships.



PUERTO RICO Early Warning System (EWS) - 37 Dams

\$75 million



- Scope: Engineer, Procure and Construct (EPC) software and hardware (speakers, dam sensor instrumentation and comm links), set up EOCs, and train personnel to maintain/operate system
- Fully Funded by FEMA: **\$94.3M**
“The Federal Emergency Management Agency (FEMA) approved over \$41.3M for construction phase of the Early Warning System (EWS) for 17 dams in 12 municipalities... In August 2023, FEMA approved an initial EWS set in 20 dams, totaling over \$53M in funding.” January 25, 2024. (FEMA release NR604)
- RFP issued: October 10, 2023
- Proposal Submitted: January 19, 2024
- Award Notification: February 9, 2024
- Protest Period Expiration: March 10, 2024
- Initial Construction Anticipated: TBD



Genasys will ensure that our customers are ready when it matters



Moving at 60 miles an hour, wildfires can threaten numerous counties at once



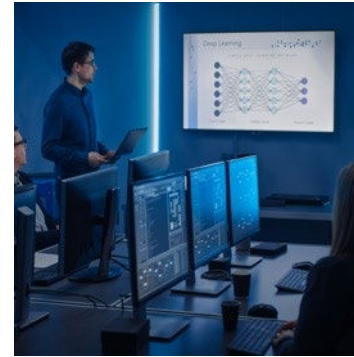
A water main break necessitates a boil-water order



Extreme weather is predicted to flood multiple city blocks



A hazardous chemical spill makes downwind areas uninhabitable



Multiple bomb threats have been made against your municipality



Infrastructure failure causes a citywide power outage



A political protest is in danger of getting out of hand



Events Drive Change

- **2000, USS Cole Attacked in Yemen, killing 17 sailors**
- **2009, Australian Black Saturday Bushfires kill 173 people**
- **2011, Japan Earthquake and Tsunami kill nearly 20,000 people**
- **2017, Hurricane Maria devastates Puerto Rico killing nearly 3,000 people**
- **2018, Camp Fire destroys towns of Paradise and Concow, killing 85 people**



US Navy orders all vessels to install AHDs to determine intent, while creating time and distance for decision making



Australian government implements a nationwide two-way text warning system



Japan installs >1,000 LRAD systems across the entire country.



Puerto Rico, funded by FEMA, deploys emergency warning system including solar powered and satellite connected Genasys LRAD systems.



35 of 58 counties in California have licensed Zone Based Evacuation solutions



Increasing coverage of CA with Genasys Protect

Population

Total: 39.5M

Genasys: 25M

Counties

Total: 58

Genasys Protect: 36

Suite: 12

GENASYS.COM



EVAC Suite

CONNECT ACOUSTICS

*partial

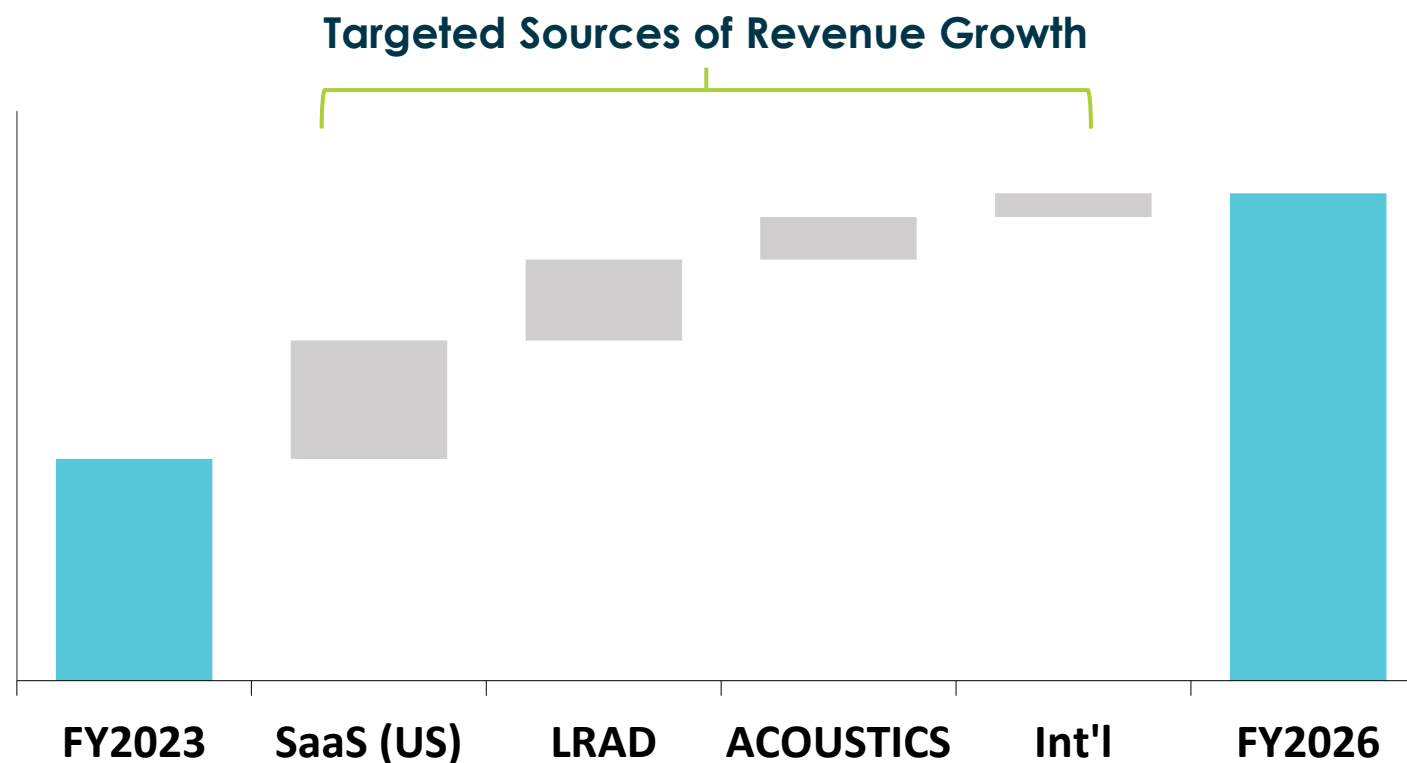


Targeted Opportunities for Accelerated Growth

Increased revenue drive by shifting mix towards higher margin SaaS (excluding Puerto Rico project)

SaaS Growth Drivers

- Land and Expand
- Differentiated Solution
- Rapid Innovation and technical improvement
- Passionate customer support
- International expansion
- Partner channel



Thank you!

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Appendix

Investor Presentation | August 2023



\$5.5B+ Addressable Market

Sources:

- Frost & Sullivan – Unified Critical Communications Market Analysis
- Gartner – Market Guide for Emergency/Mass Notification Services Solutions
- Avascent – AHD and MNS Market Assessments
- Barnes Reports
- National Centers for Environmental Information
- Brookings Research - Global manufacturing scorecard
- Northland Research 5.14.2021
- Includes cross section of Zonehaven subscriptions to date



Management Team



Richard S. Danforth, Chief Executive Officer

Richard S. Danforth has over 30 years of defense and aerospace industry experience including executive leadership positions with two of the world's largest defense contractors, Raytheon Company (NYSE: RTN), and DRS Technologies Inc, a wholly owned subsidiary of Leonardo-Finmeccanica (BIT: LDO).



Dennis D. Klahn, Chief Financial Officer

Dennis D. Klahn has more than 30 years of accounting, finance and operations experience, which includes serving as Controller or CFO at several publicly traded companies, including Teledyne Technologies (NYSE: TDY), ISE Corporation, Overland Storage, Anacomp, and International Lottery & Totalizator Systems.



Additional Resources

[Genasys Overview Video](#)

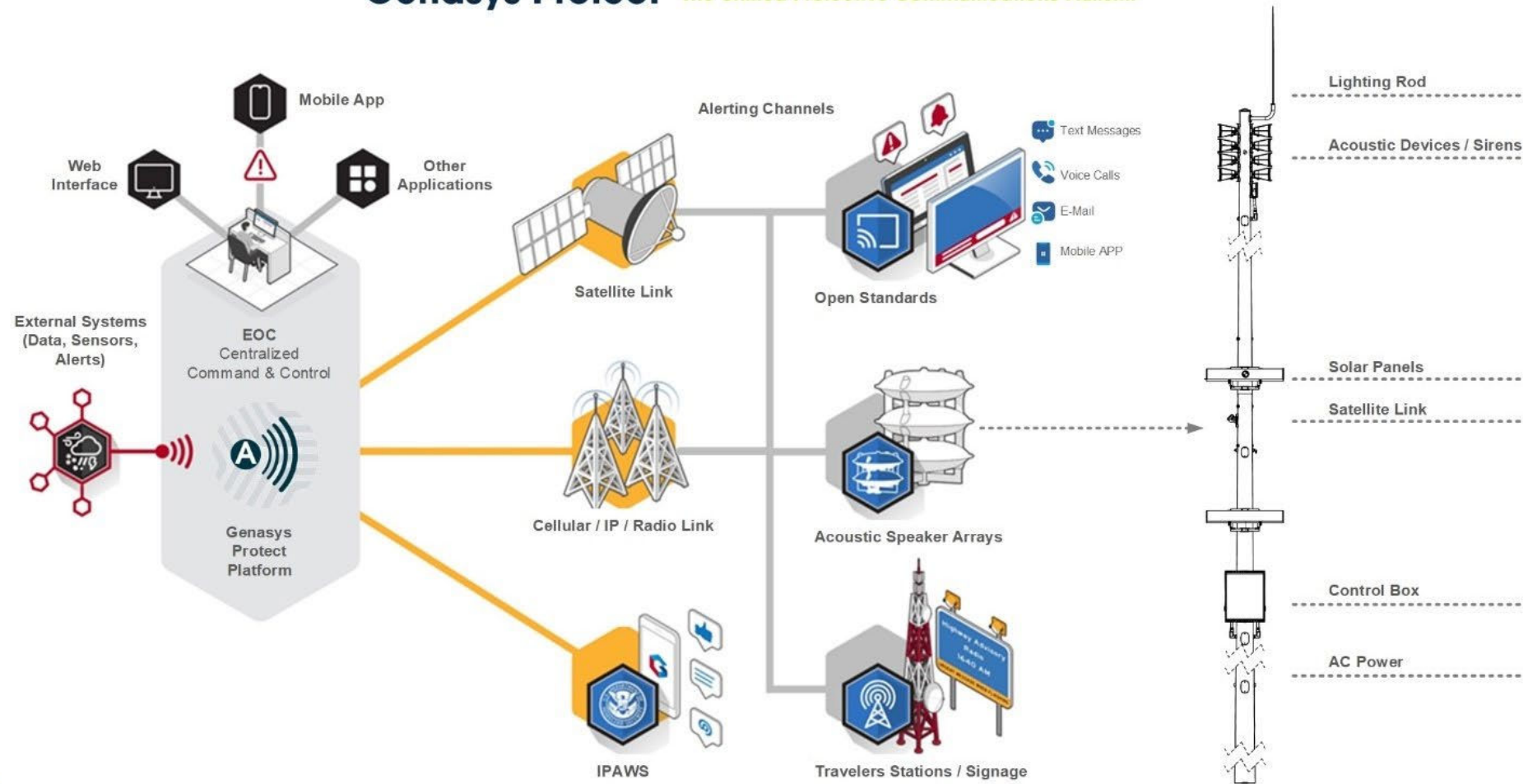
[Genasys Protect Product Demo Video](#)

[Protective Communications: Extending the Capabilities of Today's Mass Notification Systems](#)



Proposed Design for Puerto Rico Dams

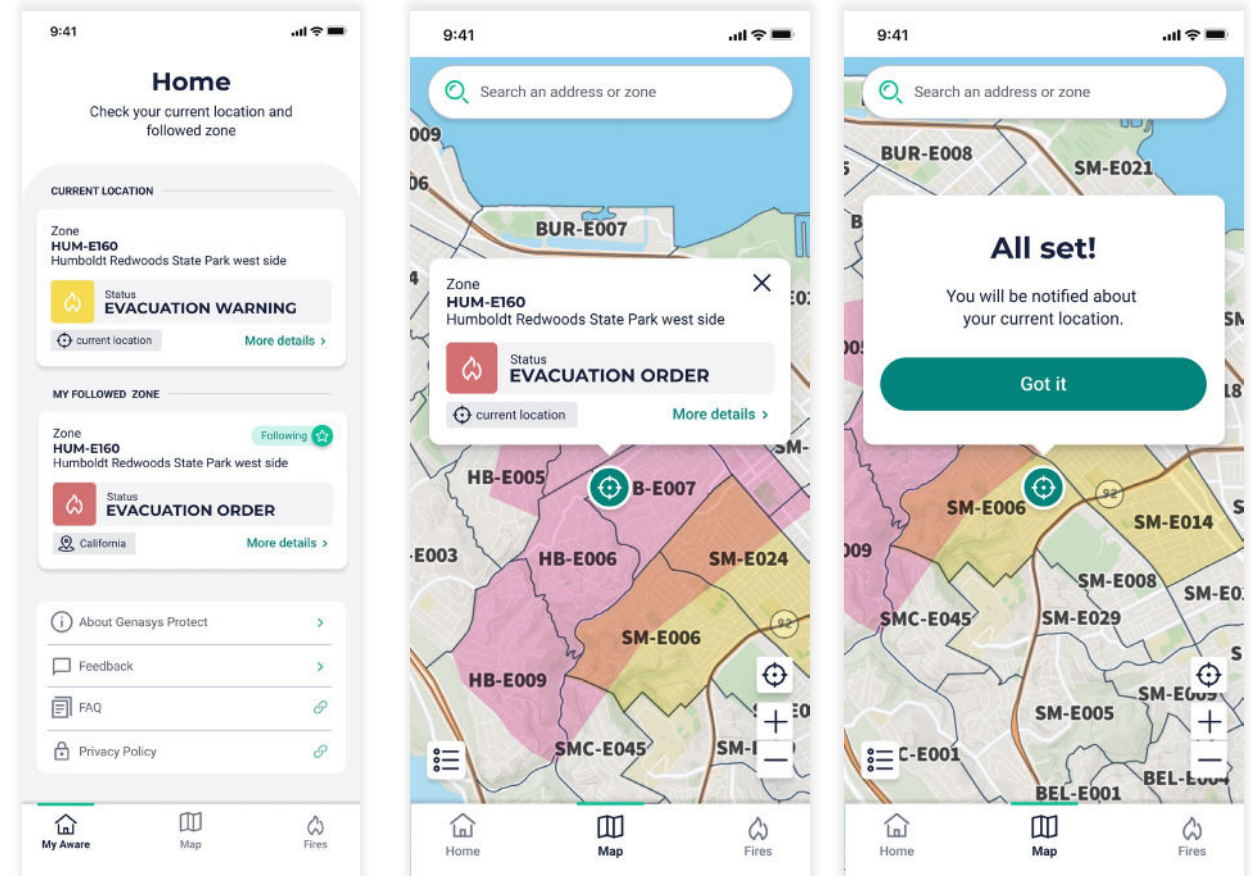
Genasys Protect *The Unified Protective Communications Platform*



Public-facing mobile app

Meet users wherever they are and keep them informed on response status

- Empower the public with the **Genasys Protect mobile app**.
- Disseminate location-based aggregated information to mobile users
- Augment standard emergency communications channels with purpose-built technology
- Help community members understand and track what is happening in their own and surrounding geographic zones



Global Automakers | Safer Manufacturing

Enterprise critical communications solution integrated into existing ERP system

The Winning Solution

- Integrated with active directories, HR, visitor management or building control systems
- Multichannel communications to workers, contractors and visitors
- Automatic updates on an employees' status or location
- Speeds incident and security breach reports
- Enables managers to quickly respond and deploy incident resources

28,000+

Employees receiving
life safety and critical
event notifications in
11 states & 3 countries

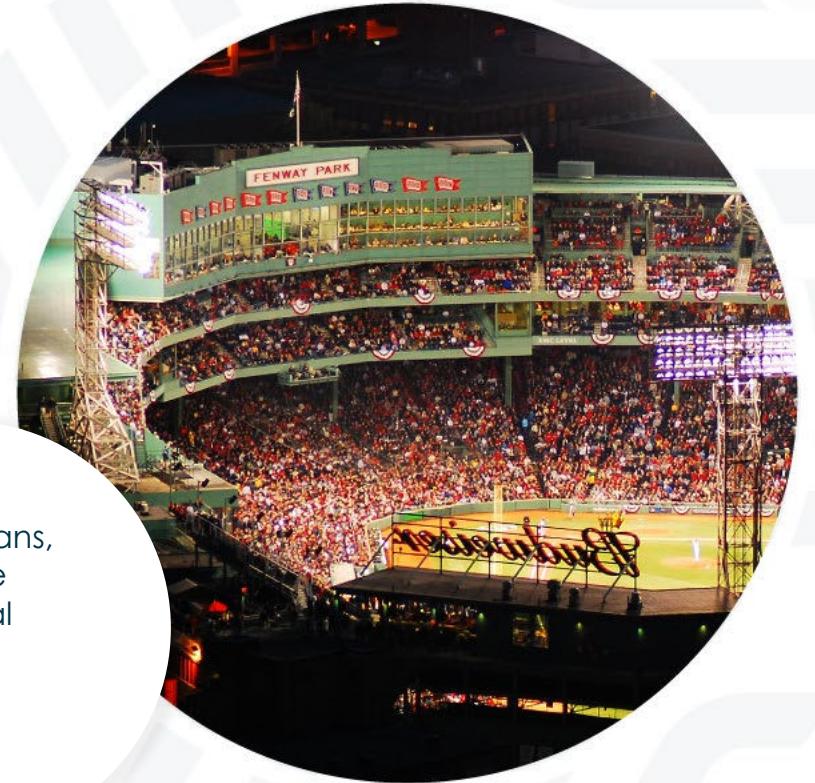


Large Entertainment Venue | Boston Red Sox

Delivering critical communications to team members, staff and spectators

The Winning Solution

- Multichannel public safety alerts
- Implementing QR-code alerting
- Genasys unique Auto Discovery feature sends notifications to fans via WiFi



We are excited to partner with Genasys Inc. to improve emergency communications for the millions of visitors that attend Fenway Park events every year. The safety of our fans, players and employees is a top priority of the Red Sox and being able to communicate quickly and efficiently across multiple channels in the case of an emergency is a critical tool in ensuring an inclusive, safe and memorable experience for all.

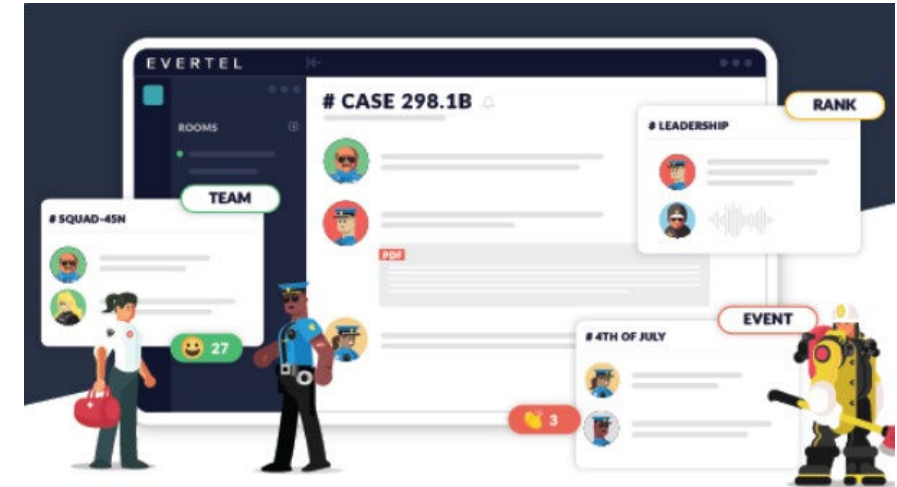
Brian Shield

Red Sox Vice President for Information Technology



More than Slack for Cops

- Founded in 2017 by a retired major city police chief, Evertel is an established SaaS collaboration platform built for public safety/government that includes:
 - Real time intelligence sharing
 - Instant cross agency collaboration (interoperable)
 - Encrypted, secure and compliant messaging (FOIA, CJIS, HIPAA)
 - All on existing mobile phones and desktops
- 215 Customers, 18,839 paid seats



The leading **cross-agency collaboration** platform for public safety

Evertel is your agency's all-in-one public safety collaboration tool — bringing agencies together with real-time updates and organized intelligence sharing.



Law Enforcement

Establish true interoperability with instant intelligence sharing and organized chatrooms



Fire & Rescue

Coordinate your efforts and get all of the information you need—before you're on scene



Emergency Management

Address crisis events faster than ever with a stronger communications and coordination network



Government

Stay informed with immediate updates from your public safety agencies and first responders



Thank you!

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