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 change 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.
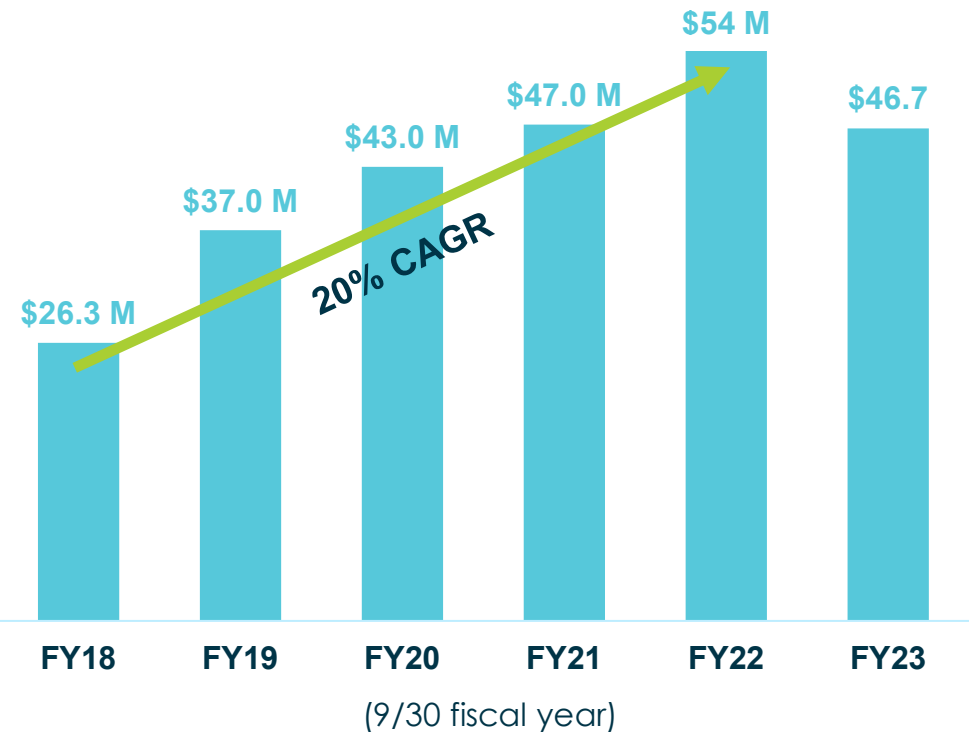
Genasys Overview Video

Genasys at a Glance | Nasdaq: GNSS

Annual Revenue

Bar chart of Annual Revenue (9/30 fiscal year) with 20% CAGR arrow:
- FY18: $26.3 M
- FY19: $37.0 M
- FY20: $43.0 M
- FY21: $47.0 M
- FY22: $54 M
- FY23: $46.7

(9/30 fiscal year)

Our Customers

Governments, Public Safety Agencies & Military

State, Local, Education

Enterprise

200
Worldwide Employees

7
Global Offices

$85M Market Cap[1]

$13.1M Cash[2]   **$0 Debt**

1. As of March 12, 2024
2. As of 12/31/23; Cash includes cash equivalents & marketable securities

Introducing Protective Communications

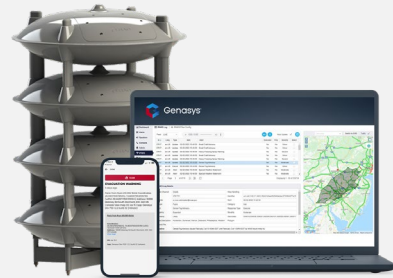**Redefining Mass Notification with a comprehensive, reliable, and redundant platform**

2003-2012

LRAD®

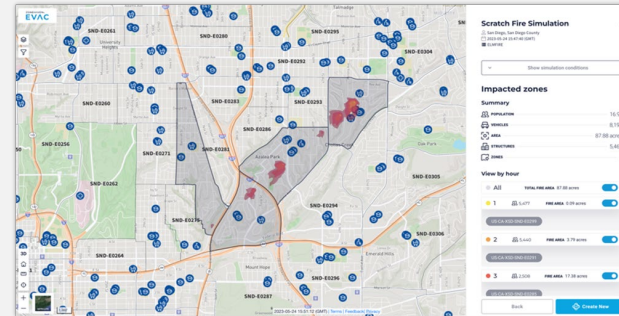Created Acoustic Hailing Device (AHD) market with LRAD

Hardware Innovations

2018

IMNS

Integrated Mass Notification (Hardware & Software)

2021

SaaS

Evacuation & Emergency Management (Software)

Strategic Software Acquisitions

2023

Genasys Protect

PLAN

OPTIMIZE

ACT

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

- Selected to provide comprehensive Early Warning System (EWS) for 37 dams on the island of Puerto Rico. The $60 million to $70 million solution includes both Genasys Protect software and ACOUSTICS, integrated with sensors and communication equipment.

- Chosen for multi-year statewide CONNECT contract with the Utah Department of Corrections

- Won 5-year Genasys Protect EVAC contract with Los Angeles County, the nation's most populous county spanning more than 4,000 square miles

- Expanded contracts with Marin and San Mateo counties in California to include Traffic AI, powered by Ladris

- Genasys named a Strong Performer in The Forrester Wave™: Critical Event Management Platforms, Q4 2023 report

PUERTO RICO Early Warning System (EWS) - 37 Dams
$60-$70 million over ~18 Months

Genasys Acoustic Coverage Map

Levels Leq,d in dB(A)

- 60 - 70
- 70 - 75
- 75 - 80
- 80 - 85
- >= 85

- 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
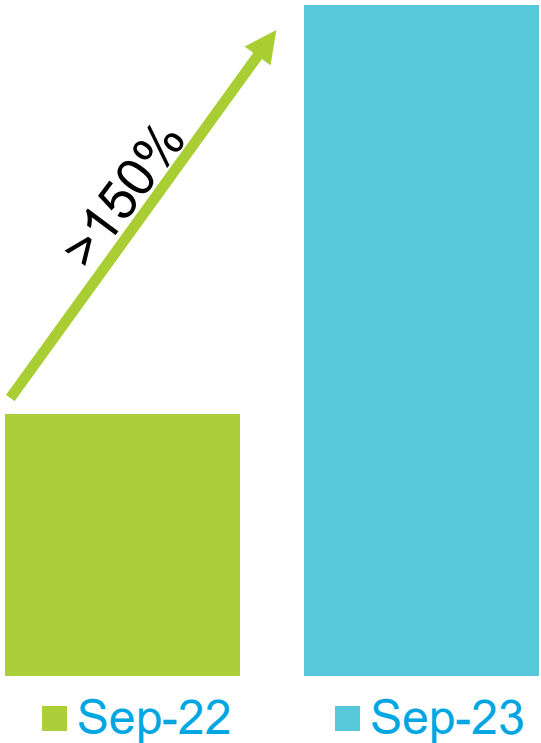- Initial Construction Anticipated: September 2024

Strong Pipeline Entering 2024

Hardware Pipeline

>200%

Sep-22   Sep-23
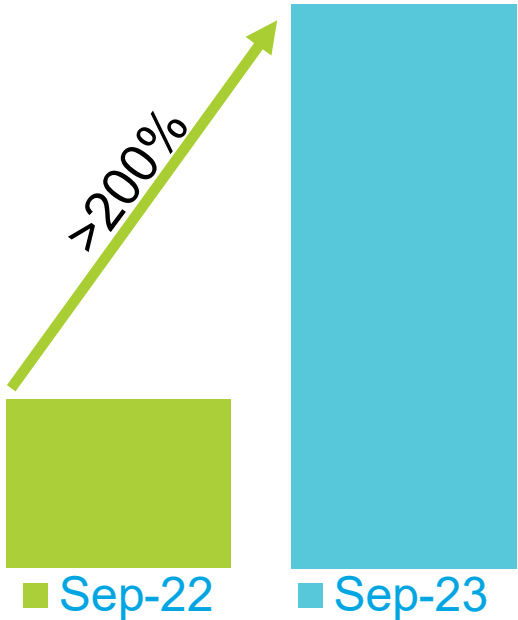
Software Deal Count Pipeline

>150%

Sep-22   Sep-23

Numerous Opportunities for Growth

US DoD/FMS	Critical Infrastructure Protection	Public Warning Systems	International Police/Military
8	5	5	10+
$150M+	$80+M	$50M+	$50M+

Genasys Protect Platform Used in Over 100 Countries Worldwide

- Critical Infrastructure Protection (CIP)
- Energy (Oil & Gas)
- Utilities
- Heavy Manufacturing
- Large Entertainment Venues

$5.5B+
Addressable Market[1]

Unified Platform
Genasys Protect, the first & only complete portfolio of Protective Communications Software and Systems

[1] See Appendix

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Genasys will ensure that our customers are **ready when it matters**

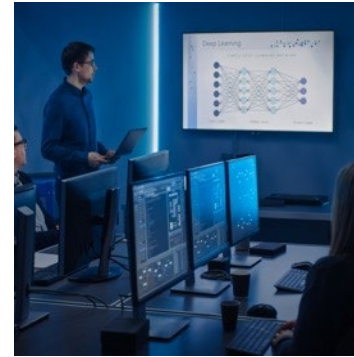Moving at 60 miles an hour, wildfires can threaten numerous counties at once

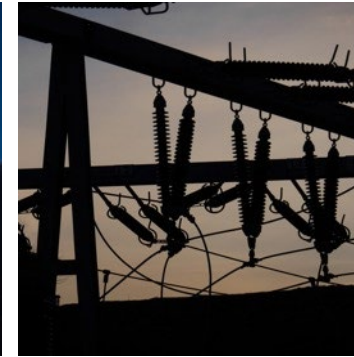A water main break necessitates a boil-water order

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**

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

- **2009, Australian Black Saturday Bushfires kill 173 people**

  > Australian government implements a nationwide two-way text warning system

- **2011, Japan Earthquake and Tsunami kill nearly 20,000 people**

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

- **2017, Hurricane Maria devastates Puerto Rico killing nearly 3,000 people**

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

- **2018, Camp Fire destroys towns of Paradise and Concow, killing 85 people**

  > 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

IN PILOT/RFP
YOLO
Santa Barbara

Alameda
Calaveras
Contra Costa
Del Norte
Humboldt
Inyo
Kern
Lake
Lassen
Los Angeles
Madera
Marin
Modoc
Mono
Monterey
Napa
Nevada
Orange*
Plumas
Riverside
San Benito
San Diego
San Francisco*
San Luis Obispo
San Mateo
Santa Clara
Santa Cruz
Shasta
Sierra
Siskiyou
Solano
Sutter
Tehama
Tulare
Yuba

*partial

EVAC   Suite   CONNECT   ACOUSTICS

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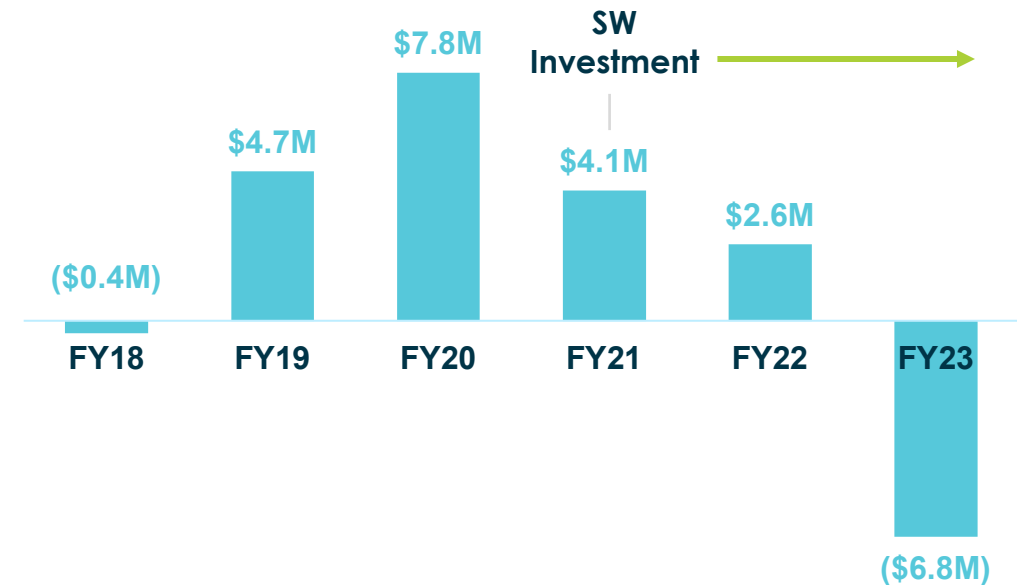# Targeted Opportunities for Accelerated Growth

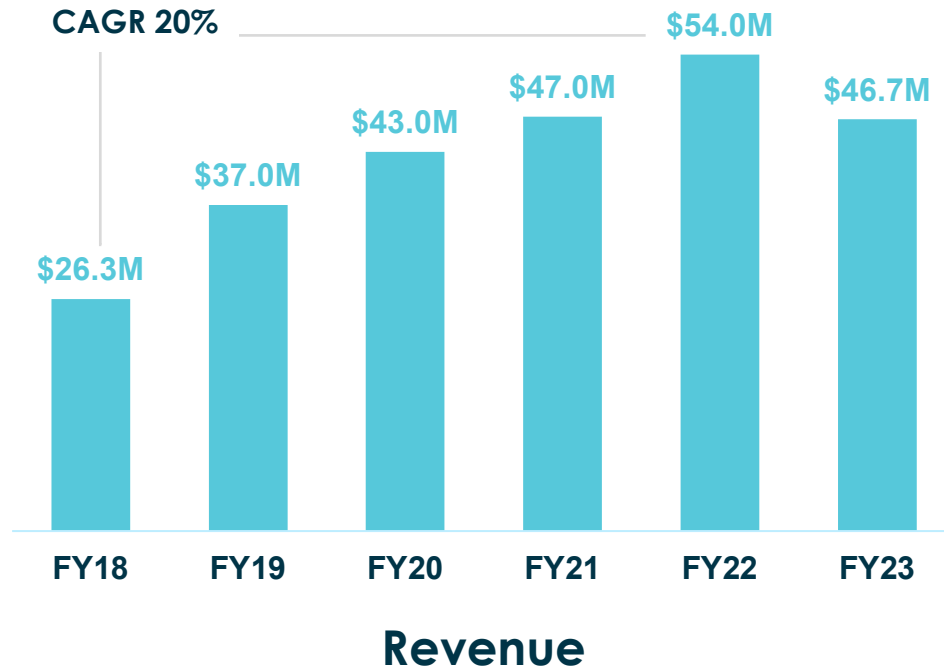**Increased revenue drive by shifting mix towards higher margin SaaS**

SaaS Growth Drivers

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

Targeted Sources of Revenue Growth

FY2023	SaaS (US)	LRAD	ACOUSTICS	Int'l	FY2026
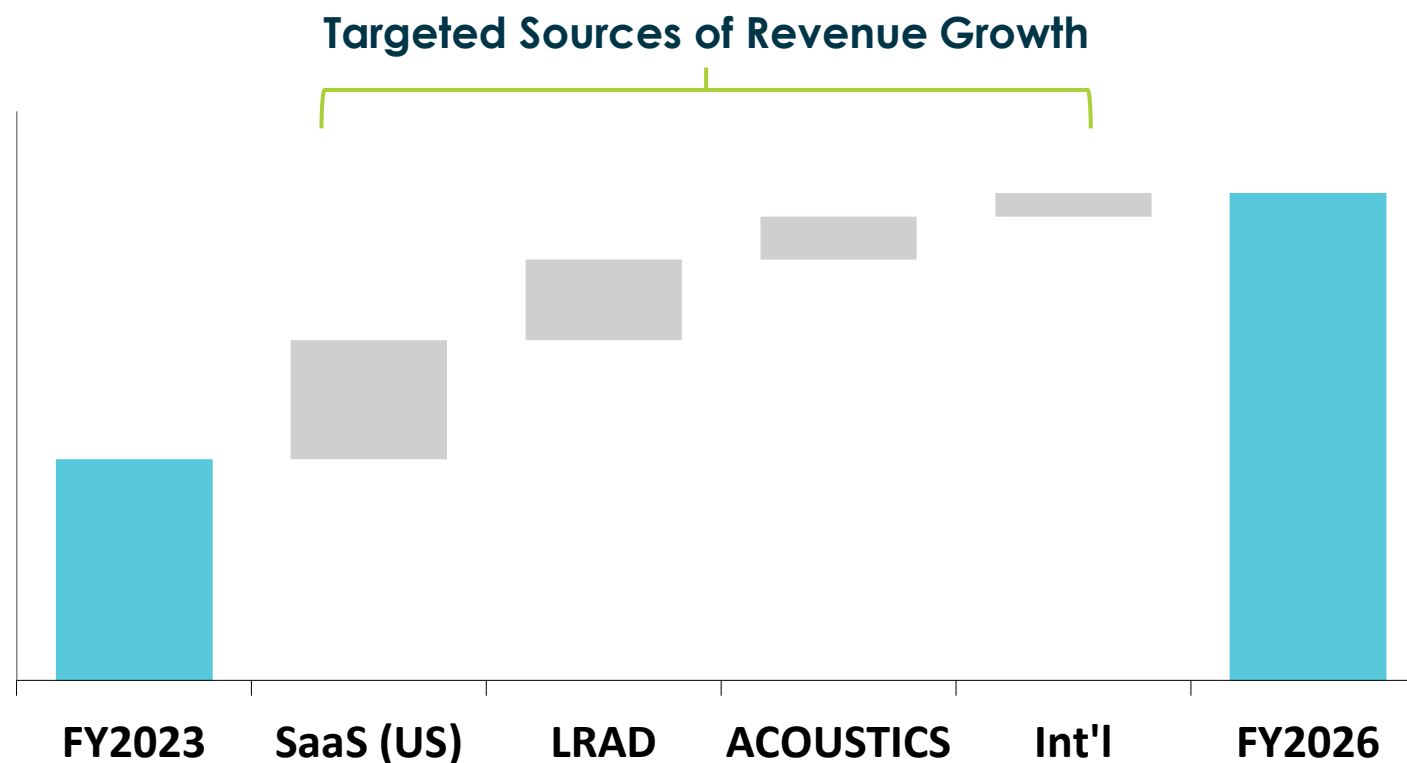
"Growth Spending" to support SaaS investment strategy impacting near-term EBITDA

CAGR 20%

$26.3M — FY18
$37.0M — FY19
$43.0M — FY20
$47.0M — FY21
$54.0M — FY22
$46.7M — FY23

Revenue

SW Investment

($0.4M) — FY18
$4.7M — FY19
$7.8M — FY20
$4.1M — FY21
$2.6M — FY22
($6.8M) — FY23

Adjusted EBITDA

Strategic growth investment in SaaS starting in FY21

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Note: Adjusted EBITDA - EBITDA plus share-based compensation

Long-term Target Model (<u>Excluding</u> PR Deal)

Profitability improves with faster revenue growth, higher gross margin, and scale

Hardware ◼ Software

30% CAGR

> $100M

2023A   2024E   2025E   2026E
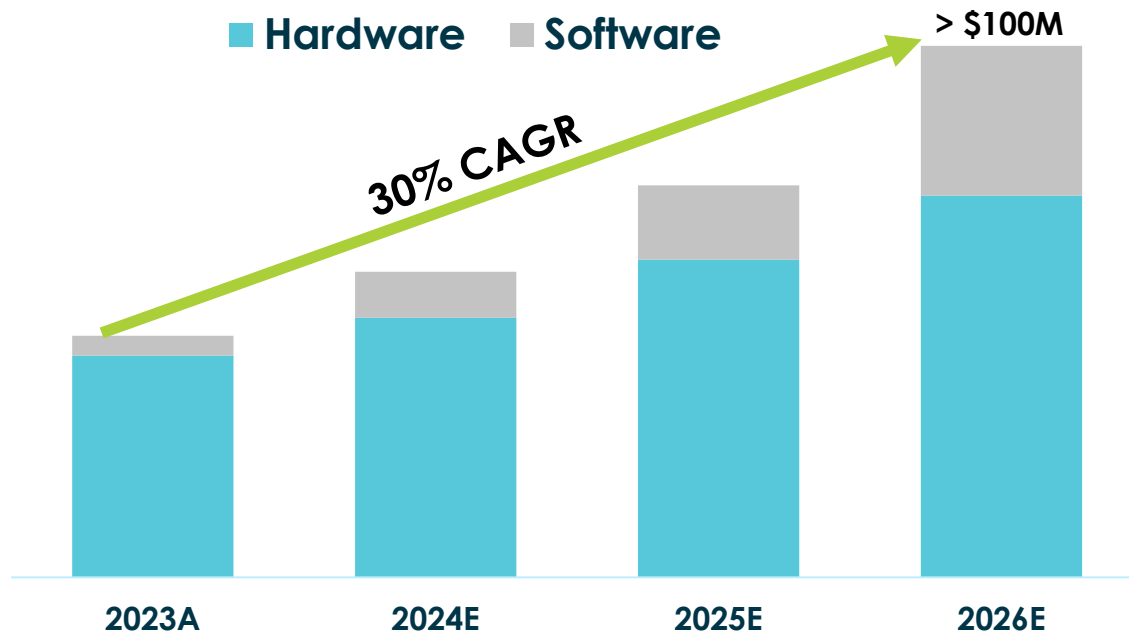
SW Investments Driving CAGR Improvement

Adjusted EBITDA

◼ Hardware ◼ Software ◼ Total

>$20M

2023A   2024E   2025E   2026E
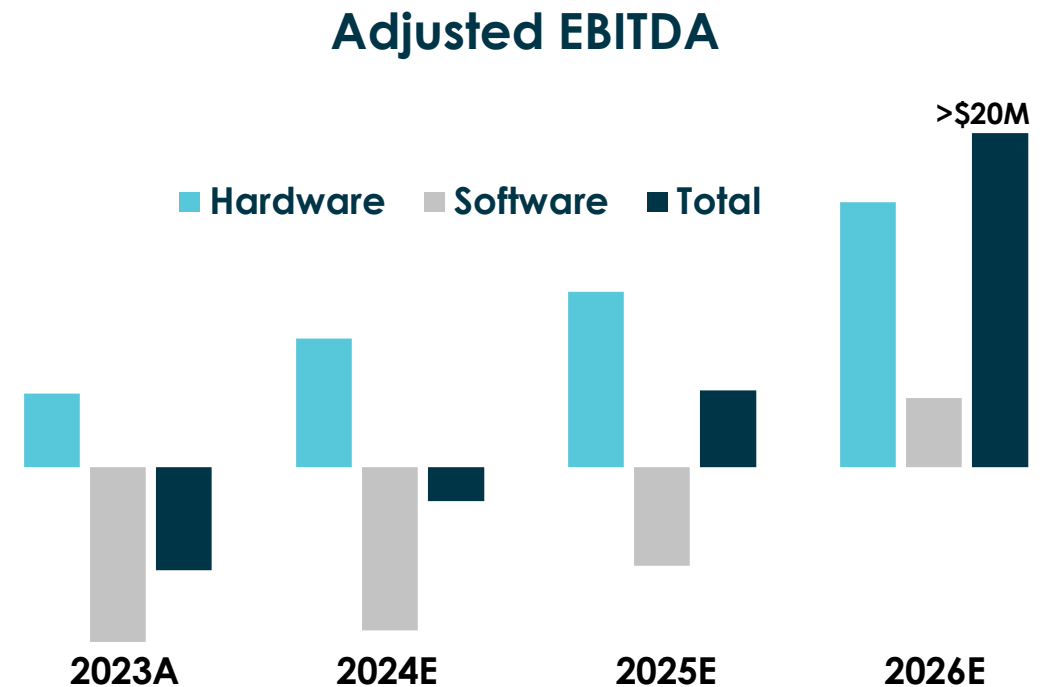
HW Profit Reallocation Enabling SW Profit in FY 2026

Fiscal 2024 Outlook

- Software revenues to more than double year over year

- Hardware revenues to approach fiscal 2022 levels, though heavily backend weighted.

- Adjusted EBITDA Loss to improve versus fiscal 2023.

Thank you!

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San Diego, CA 92127

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Appendix

Investor Presentation | August 2023

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).

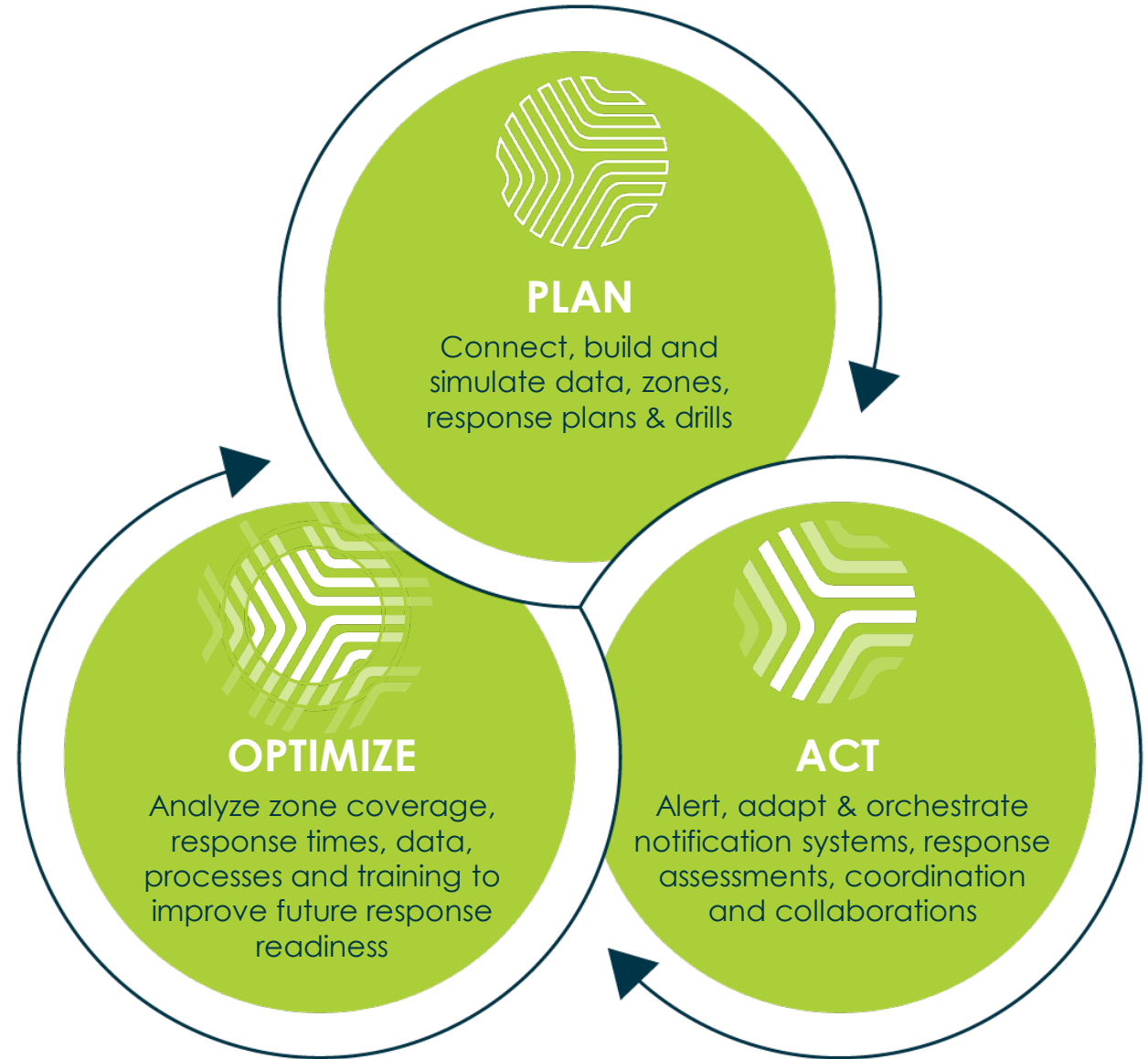**Dennis D. Klahn,** Chief Financial Officer
Dennis D. Klahn has more than 30 years of accounting, finance and operations experience, which includes serving as Controller or CFO at several publicly traded companies, including Teledyne Technologies (NYSE: TDY), ISE Corporation, Overland Storage, Anacomp,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

Genasys Protect

The Unified Protective Communications Platform

Genasys Protect combines the most comprehensive **PLAN** (preparedness), **ACT** (response) and **Optimize** (analytics) solutions to keep people, assets, and operations protected against the impacts of natural disasters, terrorism, violent civil unrest, and other dangerous situations, as well as power failures, facility shutdowns, and other non-emergency operational disruptions.

PLAN
Connect, build and simulate data, zones, response plans & drills

OPTIMIZE
Analyze zone coverage, response times, data, processes and training to improve future response readiness

ACT
Alert, adapt & orchestrate notification systems, response assessments, coordination and collaborations

Genasys Protect

The Complete Protective Communications Platform

Genasys Protect is the first & only complete portfolio of Protective Communications Software and Systems, designed around one premise: ensuring organizations & public safety agencies are **ready when it matters.**

Proven Technology
Genasys solutions have been on the front lines for more than 40 years, providing optimal response with precision-targeted communications that ensure the right people get the right message - right away.

Modular Suite
Built on open standards, Genasys software and hardware systems are easy to integrate, whether you're using the full suite or complementing the notification platforms you already have in place.

Predictive Simulation
Test response plans preemptively with advanced simulation of evacuation-level events, like fires and floods, and their impact on infrastructure, including traffic patterns and perimeter establishment.

Unified Viewpoint
One common safety operating picture provides real-time visibility into your people, assets, and environment by combining first-party data from asset and people-management platforms and IoT sensors with vetted third-party data sources, including FEMA, NOAA, DHS, and more.

Unmatched Precision
Customized zone mapping enables pinpoint targeting of mass notifications down to the street level, making it easy to sequence response areas from most to least critical.

Multi-channel
Saturate your notification area by simultaneously alerting people across SMS, voice calls, social media, TV, radio, digital signage, website, mobile app and outdoor acoustic devices.

Network Effect
Implementation in neighboring municipalities as well as public- and private-sector organizations within the same municipality extends coverage and enables greater precision when notifying people of threats.

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$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
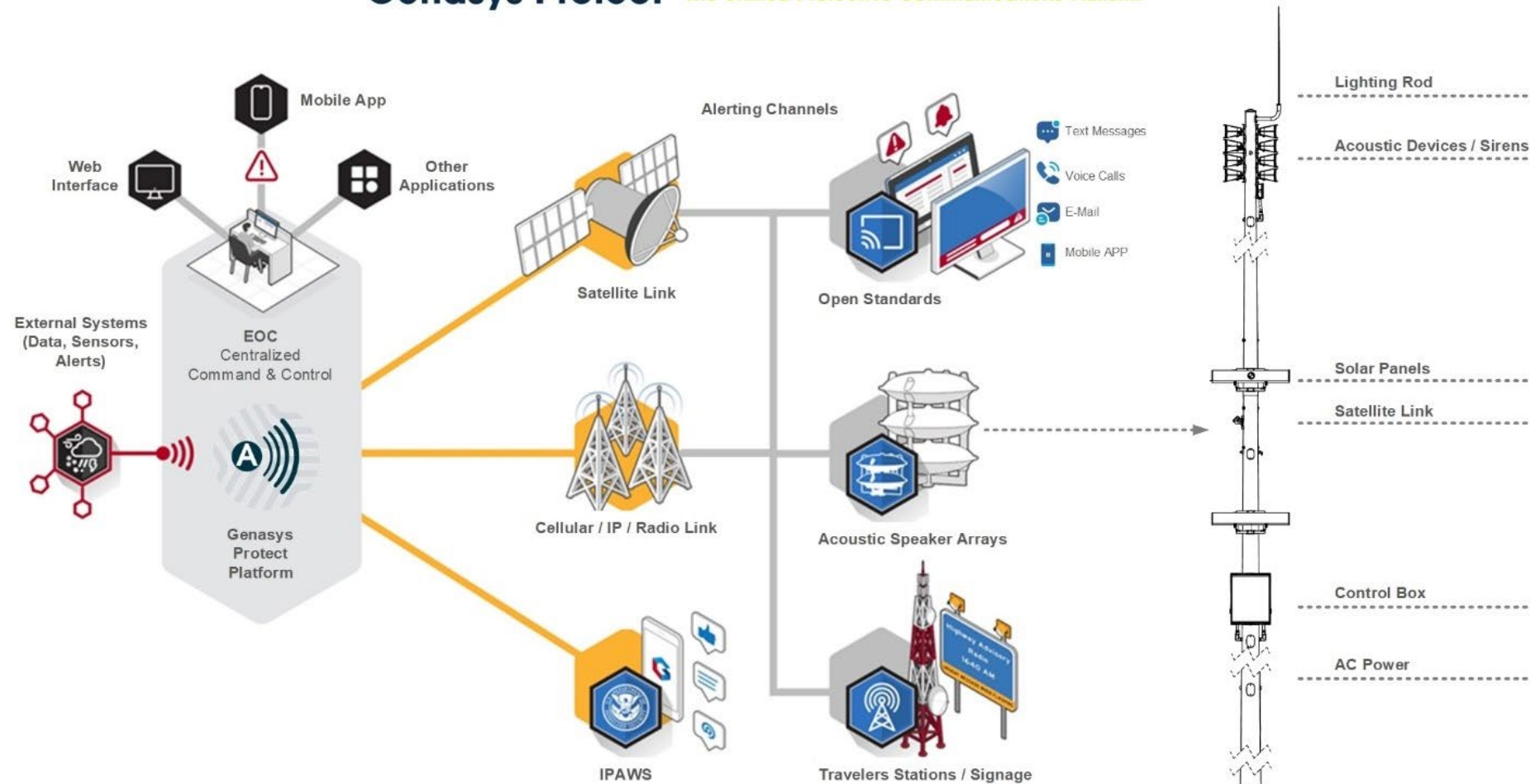
Additional Resources

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

As a comprehensive platform, Genasys Protect creates differentiated opportunities.

- Comprehensive critical communication systems and solutions needed to replace ad hoc offerings

- Appeal of Genasys Protect full incident management lifecycle capability

- The growing need for an all-inclusive platform to communicate, collaborate and coordinate emergency responses during cross-jurisdictional crises

- Increasing synergistic opportunities for the Genasys Protect platform

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San Diego & Riverside

Genasys Protect Opportunity

5.7 M
People

**$11.2 M**
Combined bookings

11,564
Square miles

$1 M+
in ARR

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
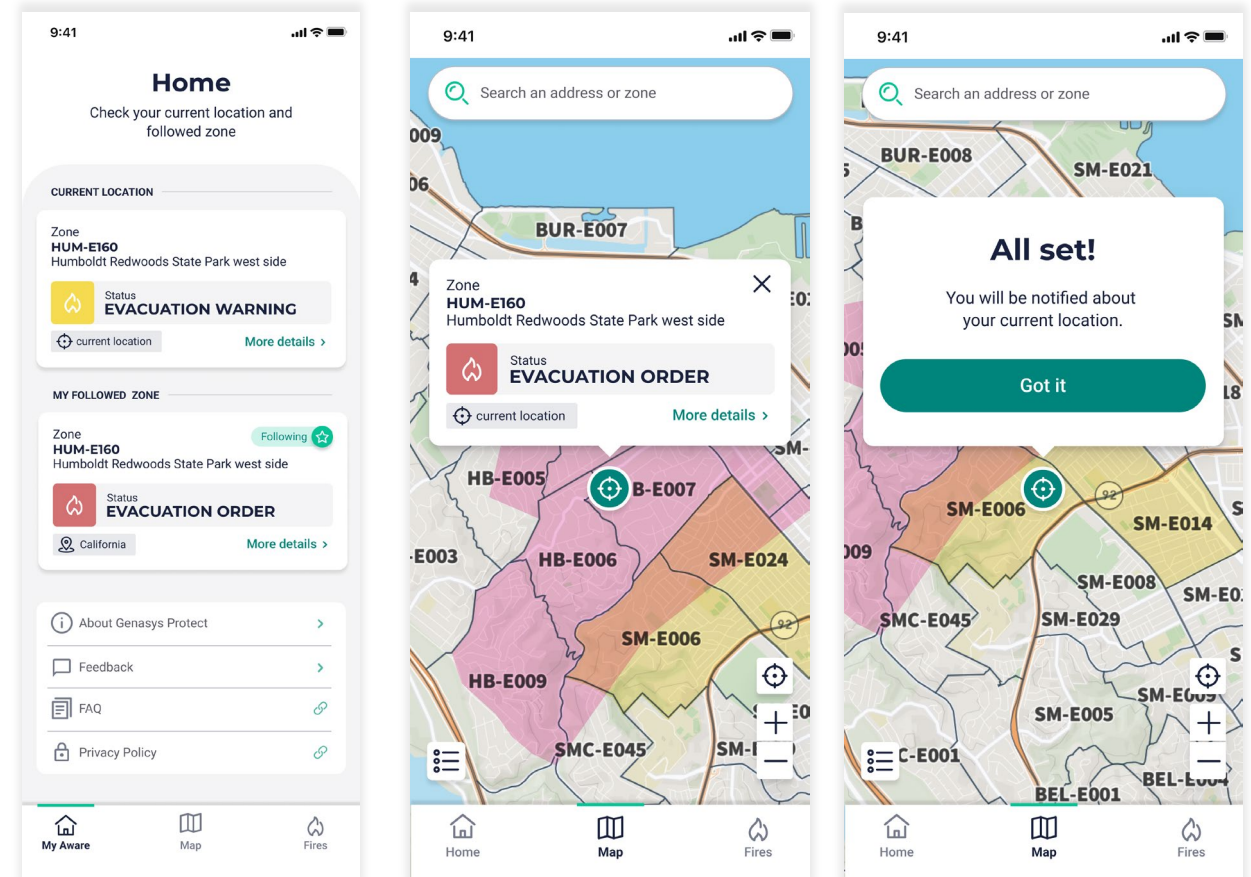
Global Automakers | Safer Manufacturing

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

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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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