



Investor Presentation

September 2024

[GENASYS.COM](https://www.genasys.com)



Statements & Disclosures

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.





[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

\$150M Market Cap

\$13M Cash* \$15M Debt*

200 Employees Worldwide

7 Global offices

\$5.5 Billion TAM¹

As of June 30, 2024; Excludes Bid Bond held as Pre-Paid Expense
¹ See Appendix



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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

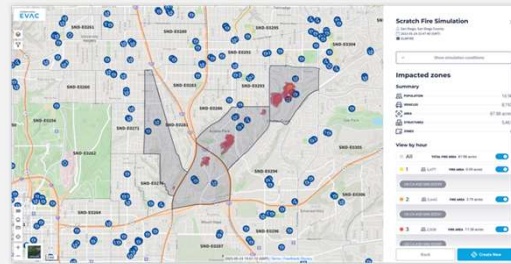


2018

IMNS

Integrated Mass Notification (Hardware & Software)

Strategic Software Acquisitions



2021

SaaS

Evacuation & Emergency Management (Software)

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)

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Recent Highlights

- Announced statewide agreement with Oregon's Office of Resilience and Emergency Management (OREM) for Genasys EVAC.
- Announced ACOUSTICS orders from Port of Houston and Alabama-Coushatta Tribe, both in the state of Texas.
- 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.



PUERTO RICO Early Warning System (EWS) - 37 Dams

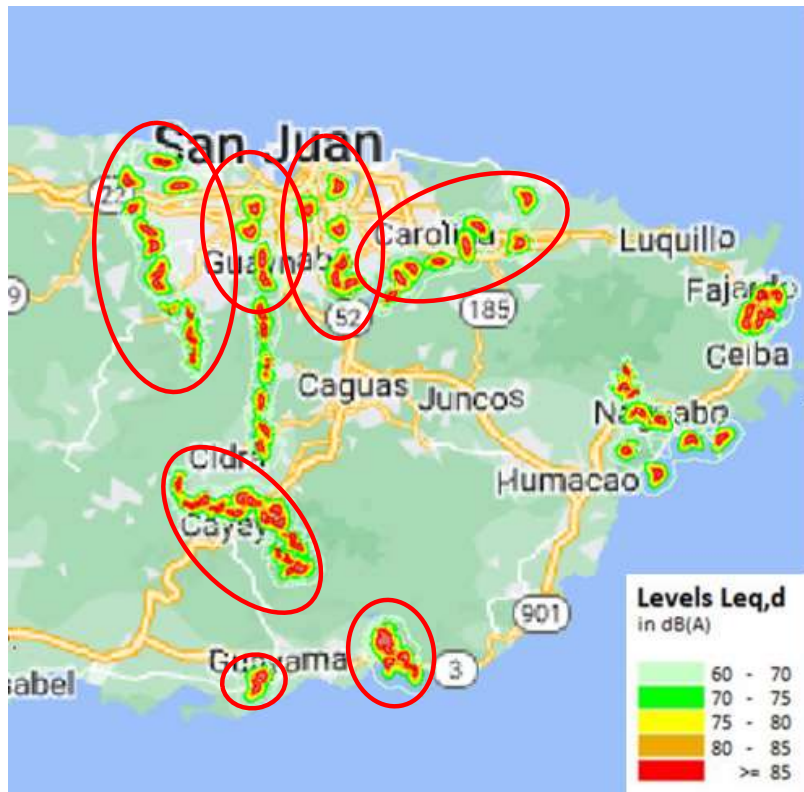
\$75 million



- 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
- **Definitive Agreement signed: August 7, 2024**

First Two Groups Approved – AAA EOC and Guayama EOC

~\$17 million



- Nine Different Dam Sites
- Nearly 75 ACOUSTIC installations
- Protecting ~2.5M Residents



Oregon Multi-year, Statewide Contract for EVAC

“Even well-prepared communities face challenges with evacuations, especially when multiple areas are affected. We’re thrilled to offer this new software to all our counties and Tribes. This tool will help emergency managers make quick and informed decisions to keep everyone safe. Over the last week, the tool was used to coordinate evacuations for the Rail Ridge Fire in Grant, Crook, and Wheeler Counties, which is Oregon’s top priority wildfire.”

-- Ed Flick, Director of OREM

“Changing, exporting, and adding evacuation zones for alerts used to be slow and complicated. With Genasys, the process is much faster. You can select and adjust an area and get it ready for alerts in just a few minutes. This quick turnaround makes managing emergency alerts much easier and more efficient.”

-- Nick Vora, Emergency Manager for Union County. “

“[Genasys Protect](#) was instrumental in notifying community members of evacuations during the Falls and Telephone Fires in Harney County. When time is of the essence, being able to instantly notify community members of updated evacuation levels is crucial. We loved the ease of use and the ability to train new staff members on how to use it in under one minute.”

-- Melinda Todd, Harney County Emergency Manager



CROWS EOF (Escalation of Force)

Program Status

Adds LRAD 450XL, light, laser dazzler to CROWS

- Joint requirement approved in 2015; PEO Soldier is PM
- \$150K Tech Feasibility Study phase I – complete Jul 2023
- \$950K Tech Feasibility Study phase II – complete May 2024
 - Converter Modules – converts excess 450XLs for CROWS
- 450XL-RT – next generation 450XL designed for CROWS
 - Test and qualification begins in May
 - Prototype shipping to Picatinny in May
 - CROWS 16 Program Review to be held June 5-6 in Picatinny, NJ
- FY24 DOD Appropriations Bill
 - Added \$20M to program (\$5M RDT&E + \$15M Procurement)
 - Added Congressional language as highlighted right
 - Added AHDs to Guard & Reserve Priority Equipment List
- FY25 DOD Appropriations Bill Discussions Underway



“COMMON REMOTELY OPERATED WEAPON STATION – ACOUSTIC HAILING DEVICES”

The Committee commends the Army for the successful implementation of the Acoustic Hailing Device (AHD) program... Incorporating AHDs into existing CROWS is a logical extension of the current program and the Committee is encouraged by the progress that the Army has made in this effort. The Committee directs the Secretary of the Army to provide a briefing to the House and Senate Appropriations Committees, not later than 90 days after the enactment of this Act, on the CROWS–AHD program with a focus on the acceleration of prototyping, testing, and fielding of this capability.

YEAR	SYSTEM	VALUE	# SYSTEMS
FY22	TFS Phase I	\$150K	NA
FY23	TFS Phase II + Prototypes	\$954K	2-3
FY24	Converter Modules +	TBD	35
FY25	LRAD 450XL-RT	TBD	TBD
FY26	LRAD 450XL-RT	TBD	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

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- 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

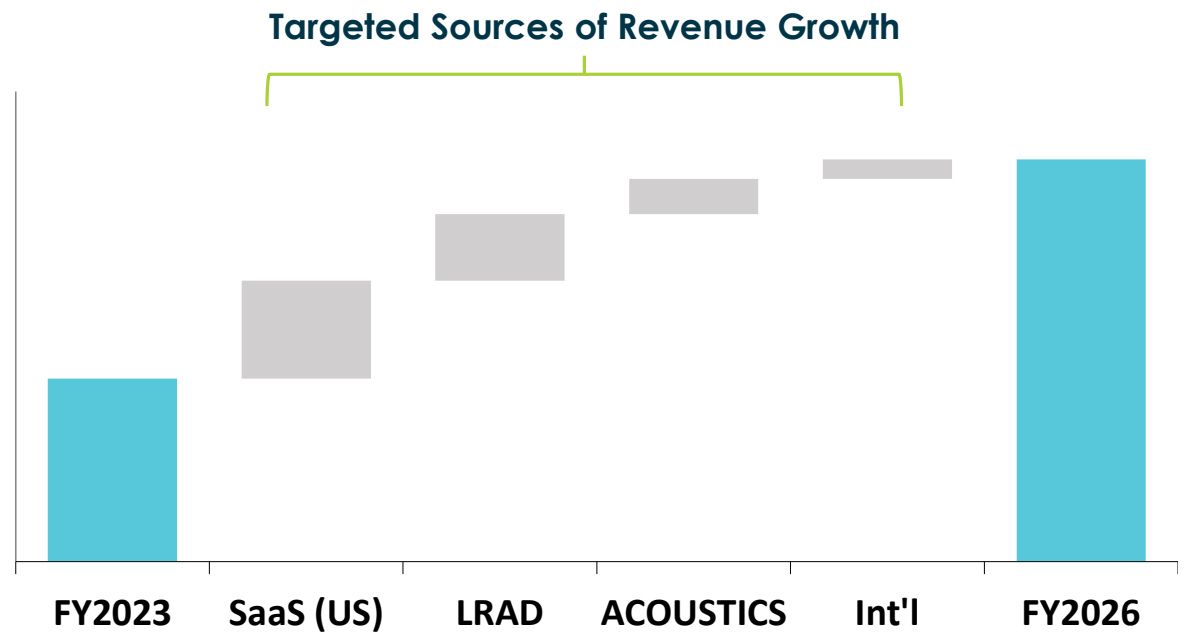


Targeted Opportunities for Accelerated Growth

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

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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



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](#)

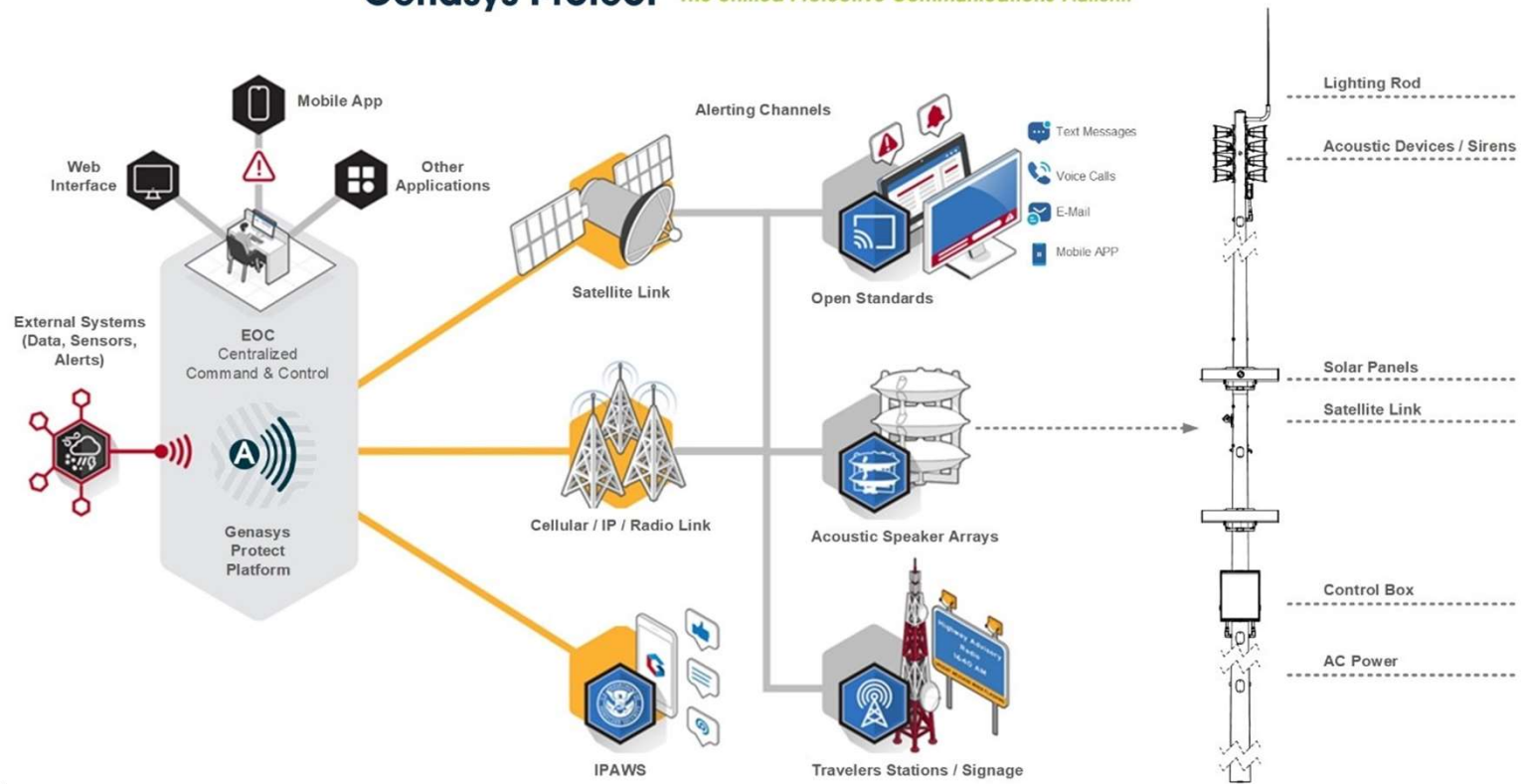
[Genasys Protect Product Demo Video](#)

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



Proposed Design for Puerto Rico Dams

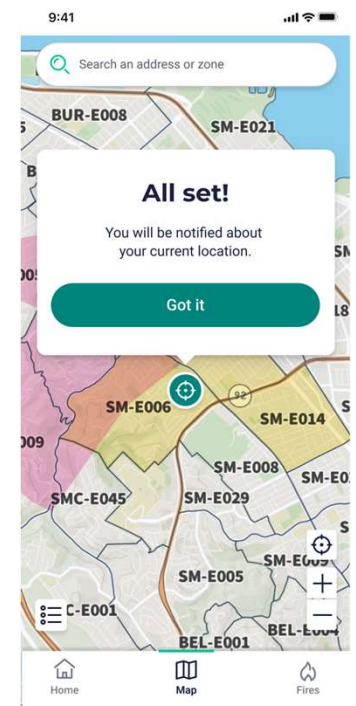
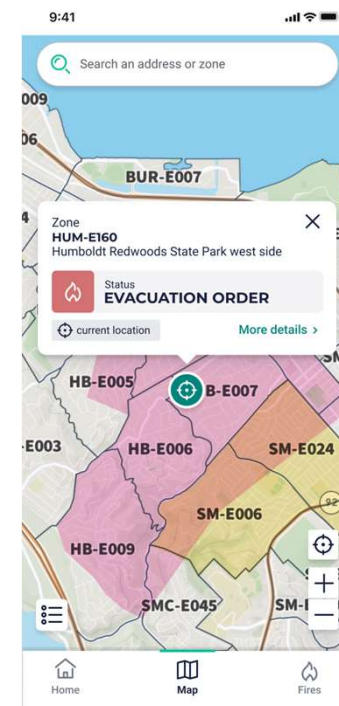
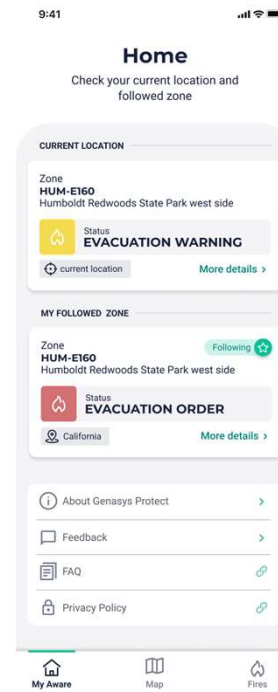
Genasys Protect *The Unified Protective Communications Platform*



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



Thank you!

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