

C L E A R S I G N A L S . S O U N D I N V E S T M E N T S .

BAYLIN TECHNOLOGIES (TSX:BYL)

Baylin is a leading diversified global wireless technology company. Baylin focuses on research, design, development, manufacturing and sales of passive and active radio frequency products, terrestrial microwave products, and services.

Investor Presentation | March 2021



This presentation includes “forward-looking information” and “forward-looking statements” (together, “forward-looking statements”) within the meaning of applicable securities laws. Forward-looking statements are not statements of historical fact. Rather, they are disclosure regarding events, conditions, developments or financial performance that we expect or anticipate may or will occur in the future, including, among other things, information or statements concerning our objectives and strategies to achieve those objectives, statements with respect to management’s beliefs, plans, estimates and intentions, and information or statements concerning anticipated future events, circumstances, expectations, results, operations or performance. Forward-looking statements can be identified generally by the use of forward-looking terminology, such as “anticipate”, “believe”, “could”, “should”, “would”, “estimate”, “expect”, “forecast”, “indicate”, “intend”, “likely”, “may”, “plan”, “potential”, “project”, “outlook”, “seek”, “target”, “trend” or “will” or the negative or other variations of these words or other comparable words or phrases and is intended to identify forward-looking statements, although not all forward-looking statements contain these words.

Forward-looking statements are based on certain assumptions and estimates made by us in light of the experience and perception of historical trends, current conditions, expected future developments, including projected growth in the antenna and satellite communications and related industries, and other factors we believe are appropriate and reasonable in the circumstances, but there can be no assurance that such assumptions and estimates will prove to be correct. We caution investors against placing undue reliance on this information since actual results may vary materially from the forward-looking statements. The assumptions we have made in preparing the forward-looking statements and our objectives include: our ability to generate sufficient revenue while controlling our costs and expenses; our ability to manage our growth effectively; the absence of material adverse changes in our industry or the global economy generally; trends in our industry and markets; our ability to manage risks related to expansion; our ability to maintain good business relationships; our ability to develop products and technologies that keep pace with the continuing changes in technology, evolving industry standards, new product introductions by competitors and changing client preferences and requirements; our ability to protect our intellectual property rights; the absence of intellectual property infringement or invalidity claims against us; our ability to manage and integrate acquisitions; our ability to retain key personnel; our ability to raise sufficient capital to support our business growth; our ability to comply with financial covenants in our credit facilities; and our ability to manage risks from operating in foreign countries.

The forward-looking statements in this presentation are made as of the date of this presentation and, except as required by applicable law, we do not undertake any obligation to update or revise any such forward-looking or statements, whether as a result of new information, future events or otherwise.

This cautionary statement qualifies all the forward-looking statements in this presentation.

There are a number of non-IFRS measures used in this presentation, including EBITDA (earnings before interest, taxes, depreciation and amortization) and Adjusted EBITDA. For the purpose of this presentation, EBITDA is calculated as operating income plus depreciation and amortization. Adjusted EBITDA is calculated as EBITDA plus: (i) acquisition expenses (including legal, fair value step up of inventory acquired, planned restructuring and litigation relating to acquisition agreements); (ii) expenses to permanently close/relocate a facility or shut down a line of business; and, (iii) expenses relating to corporate re-organizations.. We believe that these non-IFRS measures are appropriate measures of our operating performance or of potential acquisitions. Our calculation of these measures may differ from the methodology used by other issuers and, accordingly, may not be comparable to such other issuers. We believe that these measures are appropriate measures of our operating performance because they facilitate an understanding of operating performance without giving effect to certain non-cash and non-recurring expenses. None of these measures is equivalent to net income or cash flow from operating activities determined in accordance with IFRS.

The market and industry data and technical and other information in this presentation is based on information from independent industry publications, market research, analysts reports and surveys, product information and other publicly available sources. Although we believe these sources to be generally reliable, we have not independently verified any of the data or information from them and, accordingly, we do not guarantee or represent the accuracy or completeness of that data or information and assume no liability for its use.

All figures are presented in Canadian dollars unless otherwise indicated.

FINANCIAL SNAPSHOT

C L E A R S I G N A L S . S O U N D I N V E S T M E N T S .



Ticker

TSX:BYL

Shares Outstanding	48.0 million
FD Shares Outstanding ⁽³⁾	54.1 million
Recent Share Price	\$1.60
52-Week Range	\$0.47- \$2.14
Market Capitalization (bsc)	\$76.8 million
Cash and Cash Equivalents ⁽¹⁾	\$11.2 million
Bank Debt ^{(1) (2)} Debentures ⁽⁵⁾	\$31.5 million \$17.25 million
Enterprise Value ⁽¹⁾	\$114.4 million
Insider Ownership Largest Investor Insider Ownership ⁽⁴⁾	~43% ~3%

((1) As at Dec 31, 2020 (2) Short and long term debt (3) Excluding conversion of convertible debentures. (4) Excludes shares controlled by Jeff Royer

(5) interest 6.5% P.A.; maturity date July 10, 2023; convert @\$3.85 per common share

BUSINESS OVERVIEW

C L E A R S I G N A L S . S O U N D I N V E S T M E N T S .

Baylin At A Glance – Company Snapshot



Diversification *Reduction in major customer concentration from 46% to 36%*



4 Yr. CAGR *Revenue 9%; Adj. EBITDA 37%*



750 *Employees*



5 *R&D centers: Ottawa, Montreal, Pennsylvania, Phoenix, Seoul, Wuxi*



40+ *Number of new institutions added to investor base*



3 *Research analyst coverage*



5G *Offers a full suite of infrastructure products that support the newly auctioned C-Band spectrum, helping the largest North American carriers implement their ambitious 5G roll-out plans*

BAYLIN
TECHNOLOGIES

Satellite
Connectivity
Products



Mobile
Antennas



Infrastructure
Antennas



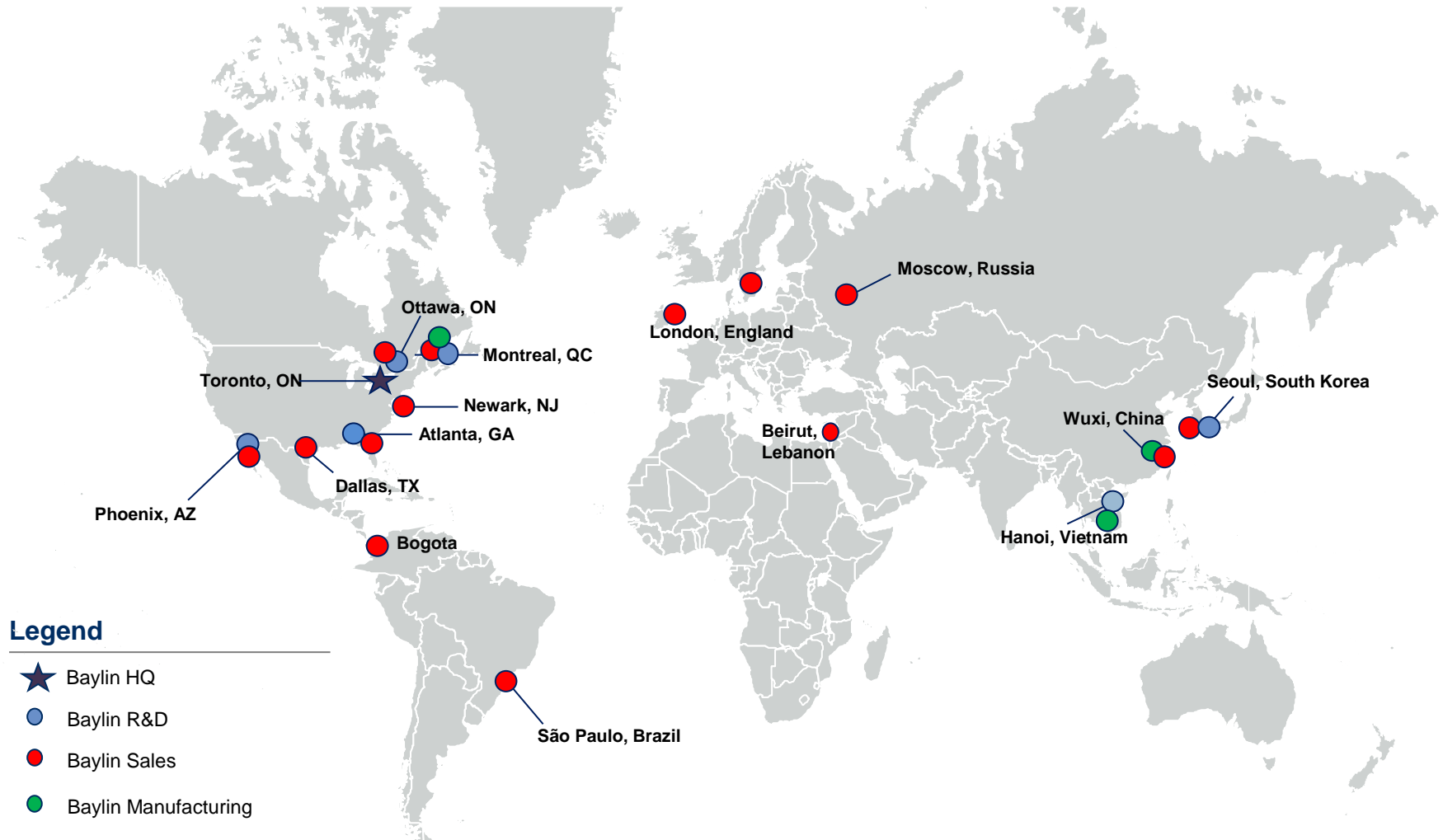
Embedded
Antennas



Baylin is a global technology growth company, dedicated to advancements in the RF industry through innovation of products, solutions and supporting technologies

BROAD GEOGRAPHIC FOOTPRINT

C L E A R S I G N A L S . S O U N D I N V E S T M E N T S .



EXPERIENCED BOARD OF DIRECTORS

C L E A R S I G N A L S . S O U N D I N V E S T M E N T S .



Jeffrey C. Royer
Chairman

Director Since:
Sep. 2013



Randy Dewey
*Director, President
& CEO*

Director Since:
Sep. 2013



Harold Wolkin
Vice-Chairman

Director Since:
Nov. 2013



Barry J. Reiter
Lead Director

Director Since:
Nov. 2013



Don Simmonds
Director

Director Since:
Nov. 2013



Janice Davis
Director

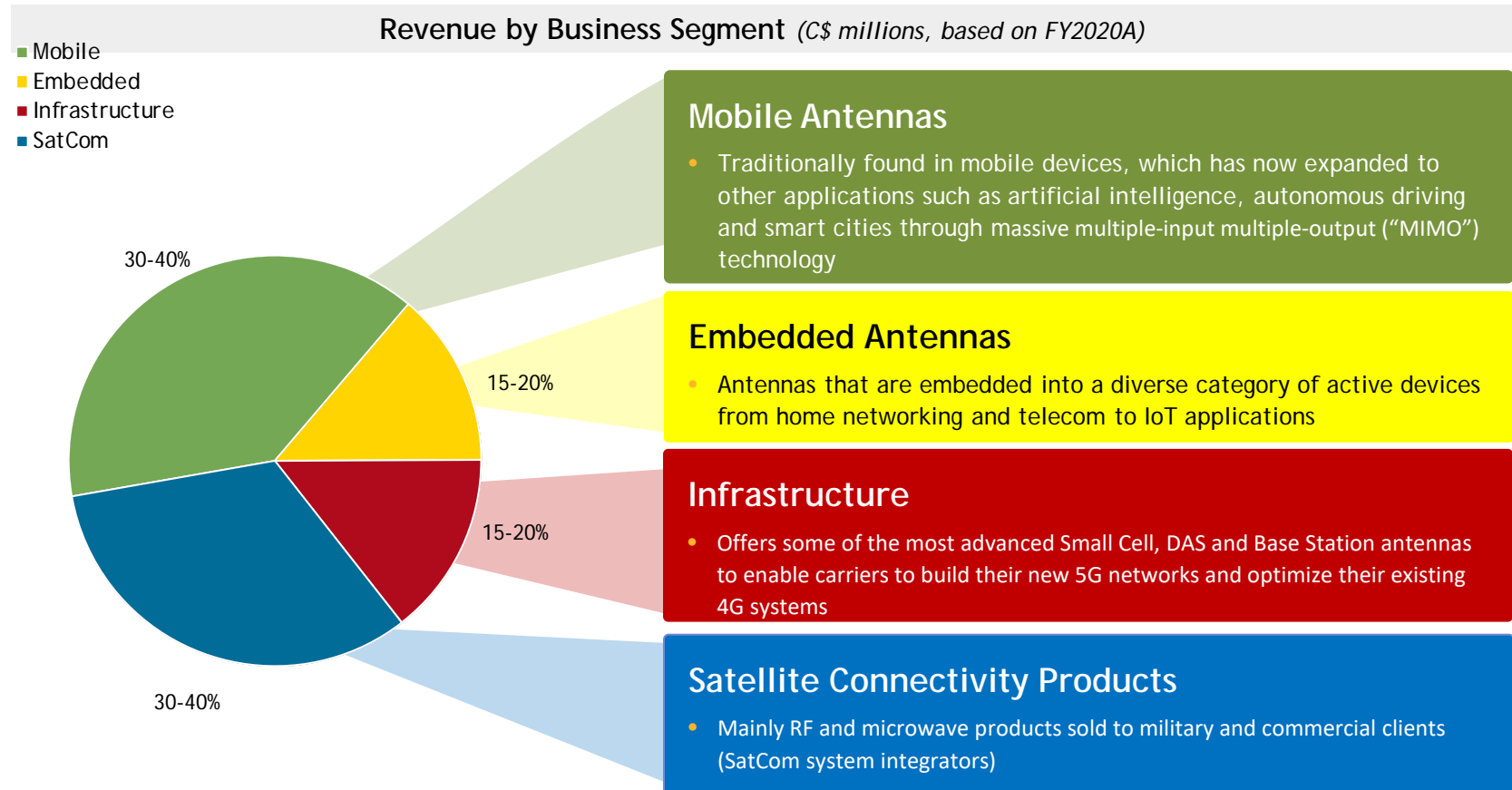
Director Since:
May 2019



David Saska
Director

Director Since:
May 2018

Baylin At A Glance – Business Segments

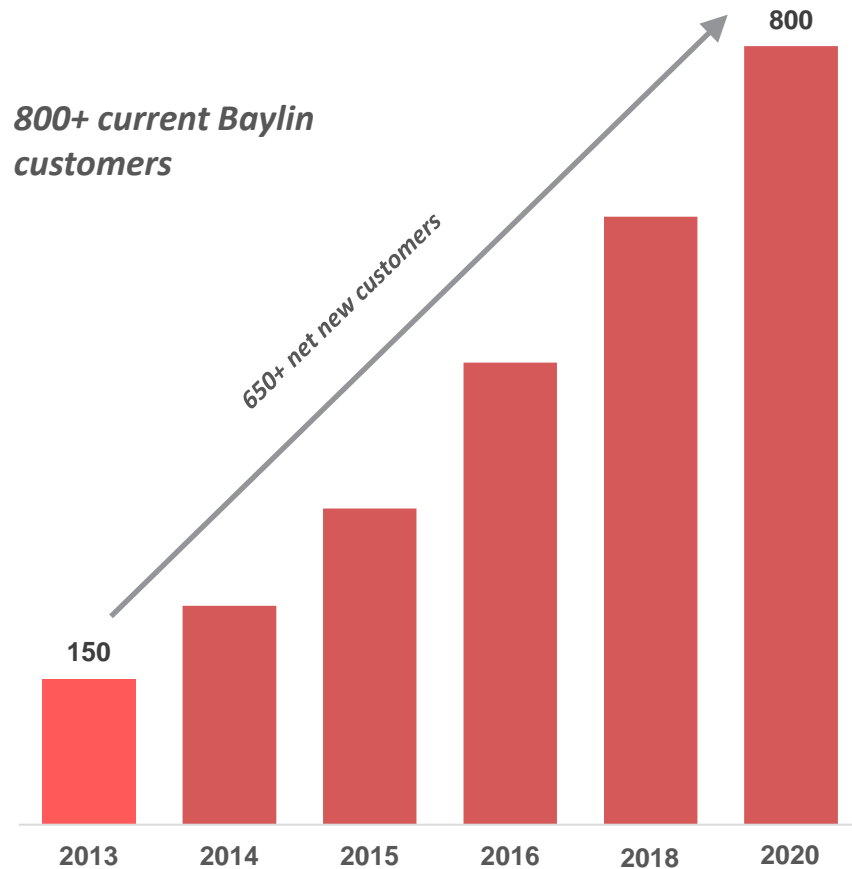


Baylin’s Mobile, Embedded And Infrastructure Divisions Operate Through Galtronics, While the Satcom Segment Operates Under Both The Advantech Wireless And Alga Microwave Brands

BUSINESS OVERVIEW

C L E A R S I G N A L S . S O U N D I N V E S T M E N T S .

Global, Blue Chip Customer Base



Satellite Connectivity Products



Infrastructure Antennas



Embedded Antennas



Mobile Antennas



Top 3 customer concentration has decreased from 61% in FY2015 to 37% in FY2020

Potential to further diversify customer base through growth initiatives

BUSINESS OVERVIEW

C L E A R S I G N A L S . S O U N D I N V E S T M E N T S .

Large and Growing Key Addressable Markets

Market Growth (CAGR)

~23%⁽¹⁾

20%+⁽²⁾

7%⁽³⁾

-0.3%⁽⁴⁾

Embedded Antennas (incl. cIoT)

US\$5.7 Billion

Infrastructure Antennas

US\$7.5 Billion

Satellite Connectivity Products

US\$4.0 Billion

Mobile Antennas

US\$0.9 Billion

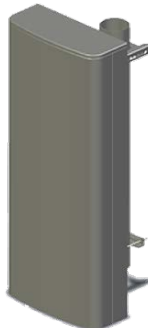
US\$18 Billion
(TAM)



Whips for Densification



Multi-Band MIMO Base
Station Panel Antennas



Canisters for Urban
Densification

Small Cell Canister
Antenna Concealment
Shroud



Indoor DAS



617-960, 1695-2690 and 3300-4200 MHz
SSO HyperFlat™ Omni DAS Antenna

Summit Series SSPA



Baylin's more profitable markets, Embedded and Infrastructure, are the largest and the fastest growing

(1) Global Market Insights: CAGR 2016-2022; MarketsandMarkets: CAGR 2015-2022

(2) EJI Research, ABI Research, Technavio; Company estimates

(3) Grand View Research & RFC Market

Research Future; Company estimates

(5) Excluding manufacturing depreciation.

(4) IDC: Worldwide Mobile Phone Forecast, 2018-2022

Embedded Antennas

~90%

- Percentage of routers that have shifted to embedded antenna solutions since Baylin changed the technology to internal solutions in 2007

Growth Drivers

- Telecom and broadcast companies are outfitting their set-top boxes with cellular capabilities, transitioning them into small cell-like devices
- Baylin is one of a few companies with the expertise to capitalize on this opportunity

Growth Drivers

- Rising demand for extended network coverage and capacity to accommodate a large number of connected devices eg. automotive
- Smart city projects and demand for energy management is driving growth for building automation

Growth Drivers Today

Distributed Antenna Systems ("DAS")

- Wireless providers under increasing pressure to improve coverage and bandwidth

Small Cell

- Growth opportunities driven by LTE network densification and new 5G build-out

New (2021)

Future Growth Driver

5G Base Station Antennas

- Baylin is leveraging its status as an approved supplier to capture market share in this fast-developing market

C L E A R S I G N A L S . S O U N D I N V E S T M E N T S .

Satcom acquisitions add mm capabilities, a key technology in 5G rollout across all infrastructure segments

Commercial

30+

Years of experience

4x

Increase in RF power requirements due to 4k Ultra HD TV

50%

Satellite Broadcasting Operators who have adopted Advantech's new wireless technology

Growth Drivers

- ◆ In Flight Connectivity via SATCOM generates massive demands
- ◆ SATCOM on the Sea required for Internet access onboard cargo and fishing ships as a retention tool for crew members
- ◆ 5G Cellular Network expansion needs SATCOM for backhaul



Critical Infrastructure, Government and Military

30+

Years of experience

3x

Increase in repeat orders from key NATO programs

60%

Major Military Integrators who use Advantech's technology

Growth Drivers

- ◆ 2% of GDP for military expenditures means 3x increase in military budget for most NATO members
- ◆ Major upgrading programs in USA and EU to replace obsolete Telecom gear with Advanced SATCOM hardware to ensure global connectivity



Representative End-Markets



Broadcast



Government & Military



Enterprise & Corporate



Oil & Gas



Maritime & Cruise Ships



Direct-to-Home Satellite



Homeland Security



Wireless Communications

C L E A R S I G N A L S . S O U N D I N V E S T M E N T S .

FINANCIAL RESULTS

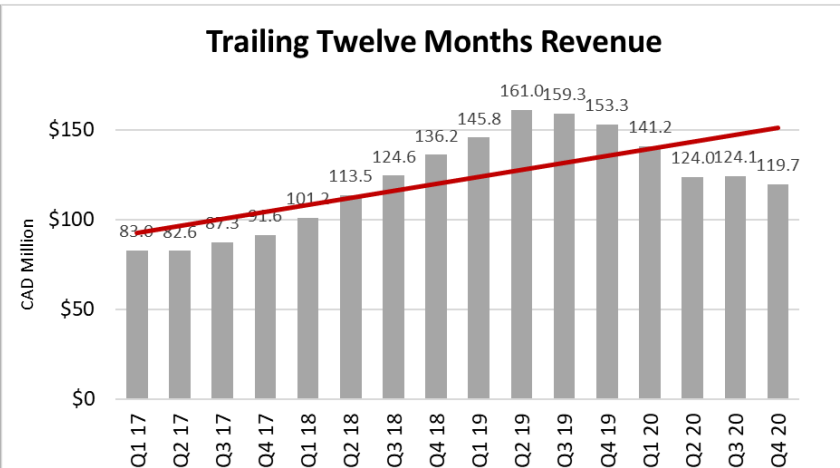
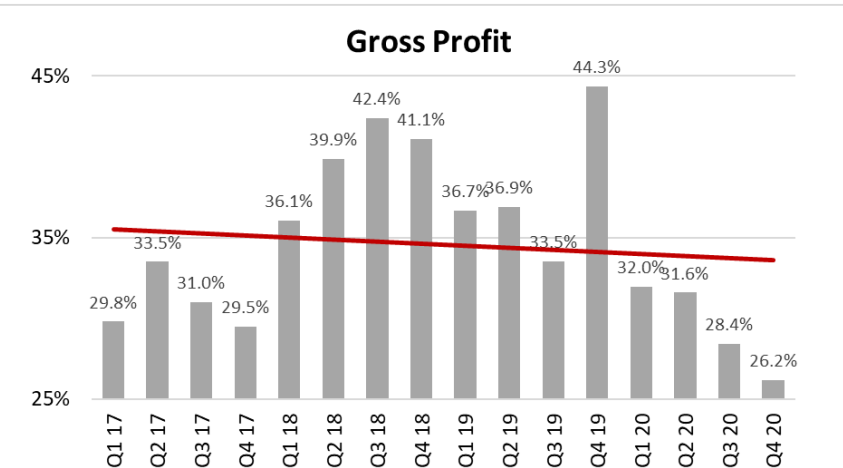
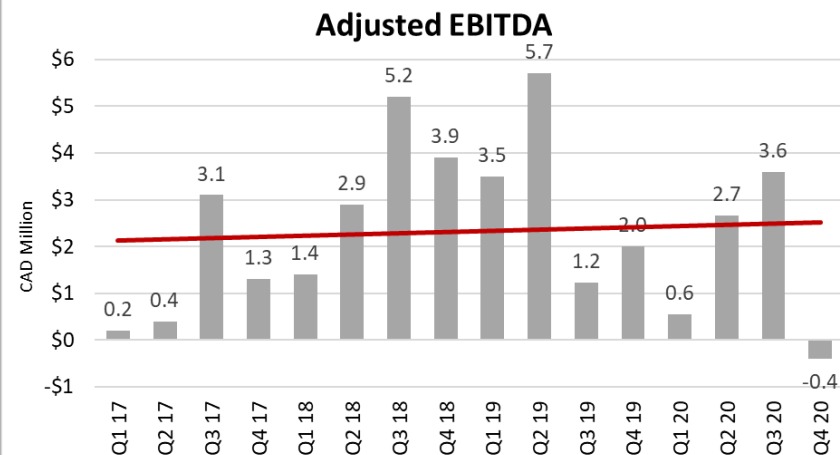
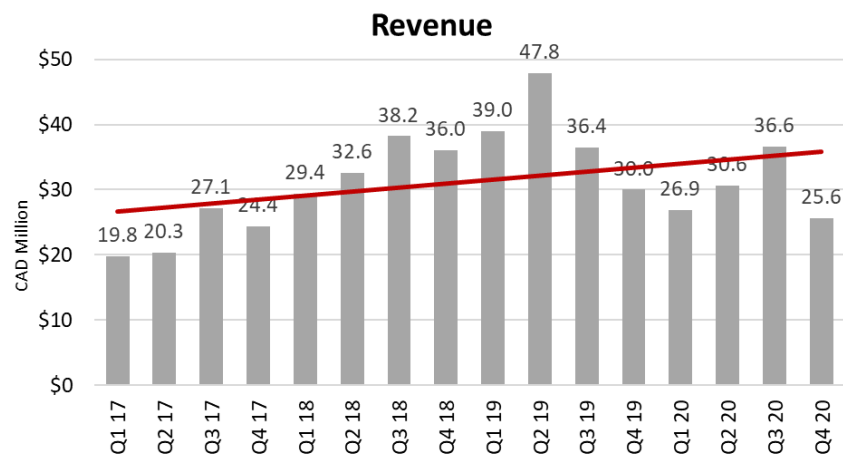
and

OUTLOOK



QUARTERLY REVENUE GROWTH

C L E A R S I G N A L S . S O U N D I N V E S T M E N T S .



Situation Overview

Financial and Operations	Financial Performance	<ul style="list-style-type: none"> Recent financial results have been impacted by COVID-19 The Company generated positive cash from operating activities in 2020 In addition, Baylin has undergone reductions in its cost base to mitigate top-line pressures
	COVID-19 Impact	<ul style="list-style-type: none"> Some projects that were expected to generate revenue in 2020 have been delayed <ul style="list-style-type: none"> A tier one North American carrier was expected to generate significant 2020 revenue but COVID delayed small cell approval process Seven NCAA stadiums were scheduled to be built – announcement of cancelled football season with five stadiums delayed @ \$500-\$700K/stadium SatCom system integrators have undergone significant restructurings (four bankruptcies announced)
	Recent Developments	<ul style="list-style-type: none"> Large multi-year contract win worth up to several millions per annum for Summit II amplifiers 5G backhaul program expansion with a tier one North American carrier with 10 additional sites already identified Healthy sales pipeline, including bids for new program with U.S. carrier for complete refresh of entire 4G and 5G base station antenna portfolio Two significant opportunities for the SatCom business: LEO project and the final negotiations of a communication network an international government
Outlook and Growth Opportunities	2021 Outlook	<ul style="list-style-type: none"> Near-term growth initiatives are focused on product sales/development for 5G applications and the LEO evolution Company is expected to benefit from industry tailwinds, including increased carrier capex from 5G deployment and LEO adoption which will require hundreds of additional ground stations Continue to execute on the cross-selling strategy from tuck-in acquisitions and cost synergies from consolidated facility <ul style="list-style-type: none"> Advantech Wireless and Alga Microwave have yielded its first cross-selling purchase order with Summit II
	Organic Growth	<ul style="list-style-type: none"> Infrastructure: small cell opportunities with base station antenna opportunities ramping MMU/Mobile: chamber specialists are scheduled to go to the facility in the second quarter of 2021 to finish the final calibration, which is a condition to final customer certification before production can begin SatCom: Significant revenue opportunities with LEO project and with international government Embedded: Developing WiFi 6 SKUs to capture growth in the expected WiFi 6 adoption from wireless carriers
	M&A/ Inorganic Growth	<ul style="list-style-type: none"> The Company has not actively focused on M&A opportunities recently due to balance sheet constraints Potential to explore tuck-in opportunities to expand technological capabilities with financing support

C L E A R S I G N A L S . S O U N D I N V E S T M E N T S .



INNOVATIVE

Wireless Solutions

USA | China | Korea | Vietnam | Canada | Brazil | Europe