

# JUNE 2025

# Powering the Next Generation of Communications Technology

TSX:BYL | OTCQB:BYLTF

# Proven leader



Innovation within the global communications industry is happening at a rapid pace



Baylin Technologies designs, builds, and implements hardware solutions that fuel the growth of new, highpowered communications systems



# **Business Segments**



### Satellite Connectivity

- Headquartered in Kirkland, Quebec
- Specializes in High Power Amplifiers, Converters, Transceivers, & Filters
- Customers include ViaSat, Intelsat, SES, L3 Harris, Raytheon, Lockheed Martin, Northrup Grumman, Boeing, Airbus, Speedcast, Datapath (Gilat), Parker Hannifin, USSI, GST, etc.

### Infrastructure

- Led from Kanata, Ontario
- Specializes in Multibeam, Small Cells, Stadium, and In-Building Antenna products
- Customers include AT&T, T-Mobile, Verizon, Rogers, Bell, Telus, Vodafone, Telecom Italia, Boingo, Boldyn, Crown Castle, American Tower, SBA, Vertical Bridge, MasTec, etc.



### Embedded Antennas

- Headquartered in Tempe, Arizona
- Develops antennas for home automation, public safety, and automotive applications
- Customers include AT&T, Verizon, Charter, Google, Amazon, Axon, L3 Harris, Motorola, Sagemcom, Foxconn, Pegatron, Humax, Harmon, Xavi, Askey, Adent, Vantiva, etc.

# Satcom high power satellite communications

We do not put things in space. We do not make satellite dishes.

We engineer and manufacture high powered RF equipment which makes satellite communications work.

#### Example Uses:

- The NFL Super Bowl & the Masters golf tournament broadcasts are powered by AWT
- NASA's Artemis Space Mission communication to the lunar modules are powered by AWT
- Multiple NATO government and space communications
  programs are powered by AWT







# Wireless Infrastructure

### **Key Facts:**

- Sales across every major North American carrier
- Momentum breaking open European market
- Awarded small cell installations in Manhattan and all of NYC by two national carriers
- Major Stadiums include multiple NFL, MLB, NHL, FIFA, major college, & NBA arenas
- Large and growing patent portfolio

### **Competitive Differentiation**



The **world's thinnest** DAS antenna – the patented HyperFlat® 2" Diameter "Whip" Antennas which are **the standard for major metros such as NYC** 



Mutlibeams that solve high customer density **at a fraction of the price of competition** 



Stadium and Airports **with** high performance RF









# Embedded Antennas

When RF quality matters, we engineer and manufacture products which are embedded into our customer's end products for use by their customers.

#### **Consistency & Growth**

Consistent profitability and margin attainment across a diversified customer base. Funnel of opportunities is substantial as the world further moves to wireless capabilities.



### IOT

M2M Custom **Engineered IOT** 



### **Public Safety**

Land Mobile Radio (LMR)

Body Armor Cameras





Major OEM Small

### Embedded Infrastructure

Cell & Macro



**Automotive** In vehicle wireless experience



# We work with the world's largest communications companies



# Future Growth



# Management Team



**Leighton Carroll** CEO and Director

Leighton was appointed CEO of Baylin in June 2021 and brings over 25 years of corporate technology leadership experience, including wireless network, engineering, and software development.



**John Dakas** VP Embedded Antenna Group

John joined the Company in April 2018 after a 29 -year career at Nokia which included services at Alcatel Lucent and AT&T network systems.



Whit Martin VP Wireless Infrastructure

Whit joined the Company in 2018 after serving in various sales and marketing roles with companies including LGP Allgon, Powerwave Technologies, Hitachi and CellMax supporting sales of Antenna, Amplifier and RF Filter products in North and Central America.



**Cliff Gary** Chief Financial Officer

Cliff has a solid financial background working in a variety of corporate settings from start up to multinational companies operating in a multitude of locations including Magna, Sandvik and Arcelor Mittal. He is well versed in Baan (Infor) and ERP.



**John Restivo** President , Advantech Wireless

John is a 30-year leader in the Satcom Industry. John's career has included roles at Scientific-Atlanta, Radyne/Comstream and Paradise Datacom, a division of Teledyne Technologies.

# Board of Directors



#### Jeffrey C. Royer | Chairman

Mr. Royer is a private investor with interests in telecommunications, broadcasting, medical device manufacturing, hospitality, professional sports and real estate. Mr. Royer was a Director of Shaw Communications Inc. prior to its acquisition by Rogers and was a member of its Audit Committee. Mr. Royer is a General Partner of the Arizona Diamondbacks Baseball Club



#### Harold Wolkin | Vice-Chairman

Mr. Wolkin is an accomplished investment banker and financial analyst with over 35 years of experience. Mr. Wolkin was the managing director in the Diversified Industries Group of BMO Capital Markets and after that EVP and Head of Investment Banking for Dundee Capital Markets. He currently serves as a director of Diamond Estates Wines & Spirits Inc. and Plymouth Realty Capital Corp.



#### Don Simmonds Director

Mr. Simmonds is an International Advisor to select corporate entities. He is the former Chairman and CEO of CTS (now known as YesTV). He was a founder of the Lenbrook Group in 1977, a private business incubation company best known for creating Clearnet Communications, one of Canada's leading wireless networks that was sold in 2001 to Telus Mobility. In 2008, Mr. Simmonds was inducted into the Canadian Telecommunications Hall of Fame.



#### Bejoy Pankajakshan | Director

Mr. Pankajakshan is Executive Vice President, Chief Technology and Strategy Officer at Mavenir Systems Inc., a privately-owned, multinational global telecoms vendor focused on software-based automated networks. An accomplished product and technology leader with a proven record of defining business vision and driving investments and acquisitions to realize long range growth, Mr. Pankajakshan adds valuable insight and industry experience to the board.



#### Barry J. Reiter | Lead Director

Mr. Reiter is a senior partner of Bennett Jones LLP, and acts as the Chair of both the Technology, Media & Entertainment Group and the Corporate Governance & Director Protection Group. His practice focuses on corporate governance, finance and development. Formerly a law professor at the Faculty of Law, University of Toronto, Mr. Reiter holds a Bachelor of Civil Law from Oxford University, an LLB from Osgoode Hall Law School.

#### David Saska | Director

Mr. Saska is a senior executive and technology leader. He previously served as the VP of Radio Access Network Engineering for AT&T where he worked for 25 years. Mr. Saska holds a Bachelor of Science in Electrical Engineering from Pennsylvania State University and continued his post graduate studies at Johns Hopkins University. Mr. Saska also serves on the Board of Quadgen Wireless Solutions.



#### Janice Davis | Director

Ms. Davis brings over 30 years of global experience from multiple industries. Prior to retirement, she served as the EVP, Business Transformation & Chief Supply Chain Officer at Shaw Communications. Earlier, she was VP & Chief Procurement Officer at Bombardier Aerospace, and Global Director of Electrical and Electronics Purchasing and Global Director of Sup in Business from Michigan State University and an MBA in Finance from Wayne State University.

#### Leighton Carroll | CEO and Director

Mr. Carroll was appointed CEO of Baylin in June 2021 and brings 25+ years of technology leadership experience. As president of QuadGen Wireless, he led the company to sustained growth and customer diversification. He was the CEO of Squan Holdings from 2014 to 2016. As CEO of Wireless Maritime Services, Mr. Carroll grew the company from \$3M in revenue to the market leader. He worked with AT&T for 18 years in various executive roles. He is a graduate of Virginia Tech and has executive education from Harvard Business School, the Wharton Business School, and the MIT Sloan School of Business.

# Capital Structure

CAPITALIZATION	
Shares outstanding <sup>2</sup>	151.4 M
Options <sup>2</sup> (average exercise price CAD \$.30)	8.1 M
Share price <sup>2</sup>	CAD \$.25
Market cap <sup>2</sup>	\$37.9 M
Cash and Cash Equivalents <sup>1</sup>	\$5.0 M
Total Debt <sup>1</sup>	\$19.3 M
Enterprise Value	\$52.15 M
2024 Gross Margin	42%
2024 Revenues	\$83.6 M

### SHAREHOLDERS





<sup>2</sup> At May 31, 2025



# Thank you.

For more information, please contact:

## investor.relations@baylintech.com

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