



Genasys™

INVESTOR PRESENTATION

Spring 2020

DISCLOSURES

Forward-looking Statements

Except for historical information contained herein, the matters discussed are forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934. 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. These forward-looking statements are subject

to a number of risks and uncertainties, including the consequences of the COVID-19 outbreak, other pandemics and other risks and uncertainties 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 year ended September 30, 2019. Genasys Inc. disclaims any intent or obligation to update those forward-looking statements, except as otherwise specifically stated

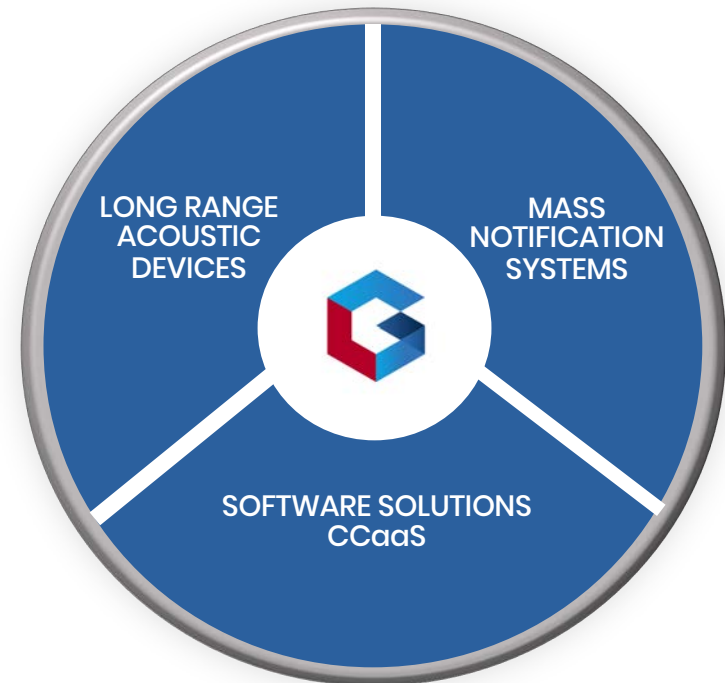
Non-GAAP operational metrics

We include in this presentation Non-GAAP operational metrics of bookings and backlog, which we believe provide helpful information to investors with respect to evaluating the Company's performance. We consider bookings and backlog as leading indicators of future revenues and use these metrics to support production planning. 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.

A CRITICAL COMMUNICATIONS COMPANY

Genasys is the Global Leader in Long Range Voice Broadcast Systems and Advanced Public Safety Mass Notification Solutions

Name:	Genasys Inc.
Ticker:	GNSS (NASDAQ)
Headquarters:	San Diego, CA
Founded:	1980
Market Cap:	\$127.1 million (5/08/20)
Markets Served:	Public Safety, National Emergency Warning, Mass Notification, Defense, Law Enforcement, Critical Infrastructure Protection and others



Genasys Systems are Deployed by 72 Countries Around the World

THE GENASYS PLATFORM

A History of Delivering Critical Communications



2003

Created the Acoustic Hailing Device (AHD) market with the introduction of the first LRAD systems



2012

Introduced the industry's first voice-based multidirectional mass notification systems

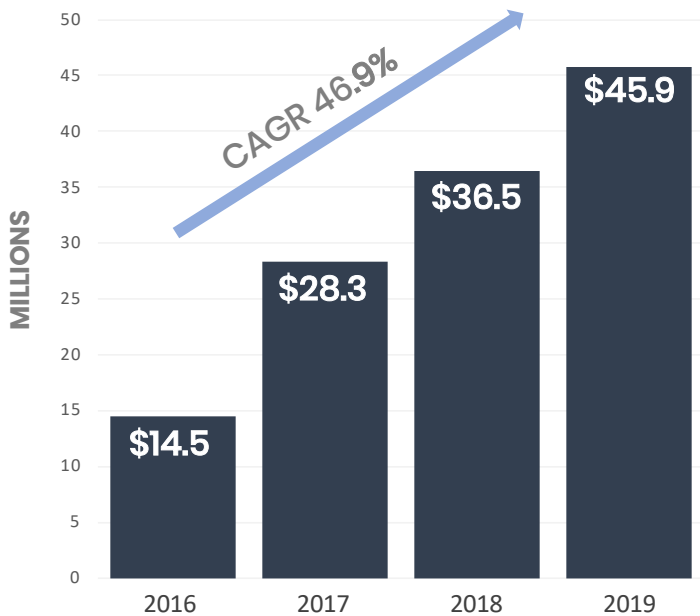


2018

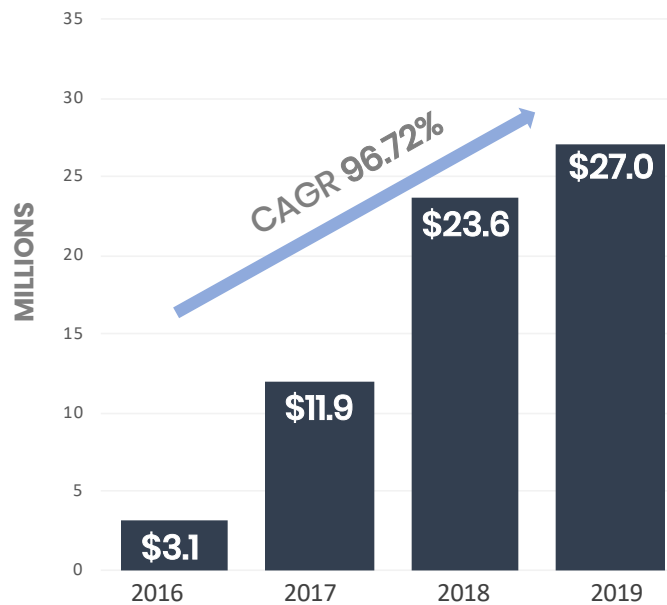
Genasys acquisition is the catalyst in innovating advanced **CCaaS (Critical Communications as a Service)** mass notification solutions

BOOKINGS

ANNUAL BOOKINGS | Fiscal Year



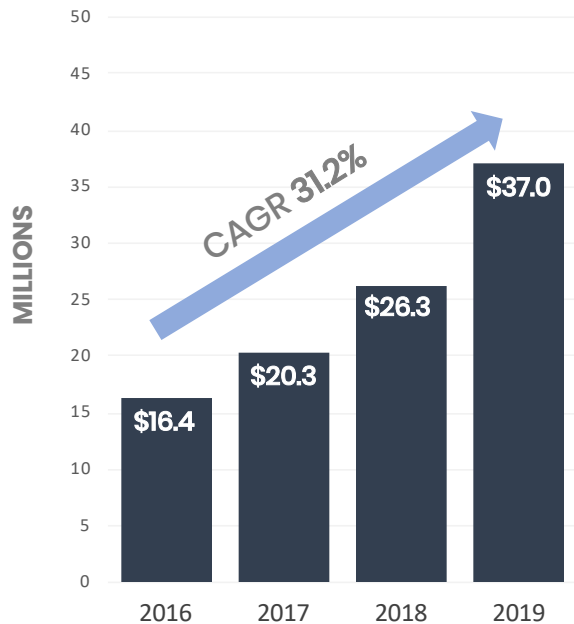
ANNUAL BACKLOG | Fiscal Year



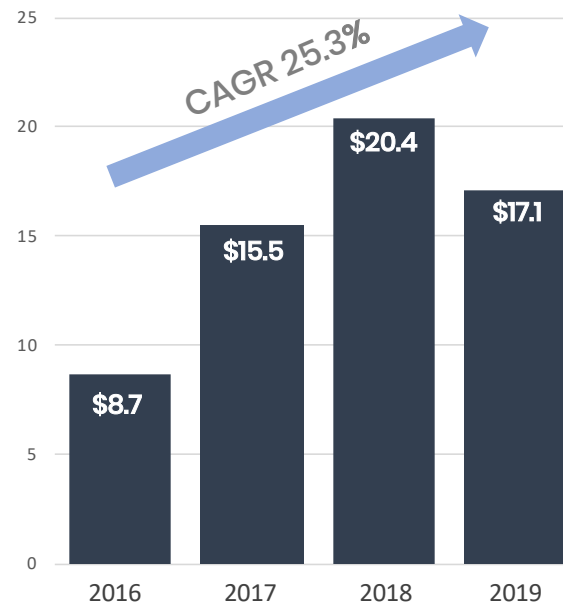
- Bookings have grown at a compound annual growth rate of **46.9%** since **FY 2016**
- Backlog has grown at a **97%** compound annual growth rate from 2016-2019 and is **14.5%** higher than FY2018
- Backlog at 3/31/20 was \$16M, **13%** higher than 12 months earlier.
- Fiscal Year U.S. Army Bookings:
 - FY16 - \$1.0M
 - FY17 - \$6.0M
 - FY18 - \$11.7M
 - FY19 - \$20.2M

REVENUE

ANNUAL REVENUES | Fiscal Year



FIRST HALF REVENUES | Fiscal Year



- Fiscal Year Revenues have grown at a **31.2%** compound annual growth rate from 2016 - 2019, and are **41%** higher than in 2018
- FY19 Income from operations totaled **\$3.1M**, **312%** higher than FY18. FY19 Pre-tax income totaled **\$3.4M**, **345%** higher than FY18
- Diluted EPS of **\$0.08** cents per share in FY19 vs. a loss of **\$(0.12)** cents per share in FY18



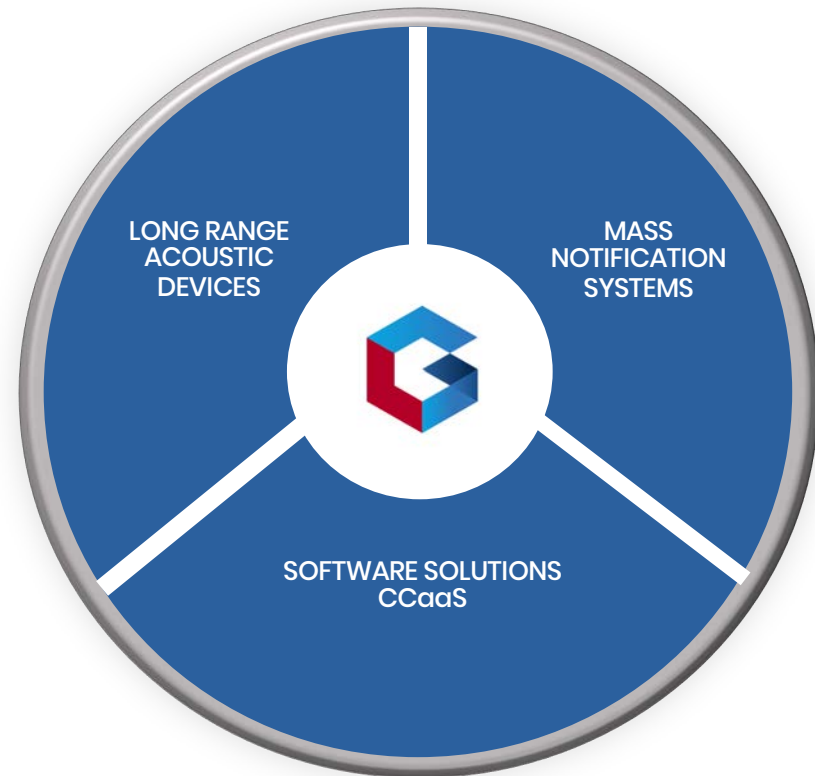
Effective Mass Notification Saves Lives

“Warning and information are just as important as food and water before, during and after the occurrence of an emergency situation.”

— Red Cross, *World Disaster Report*

FULLY INTEGRATED COMMUNICATIONS SUITE

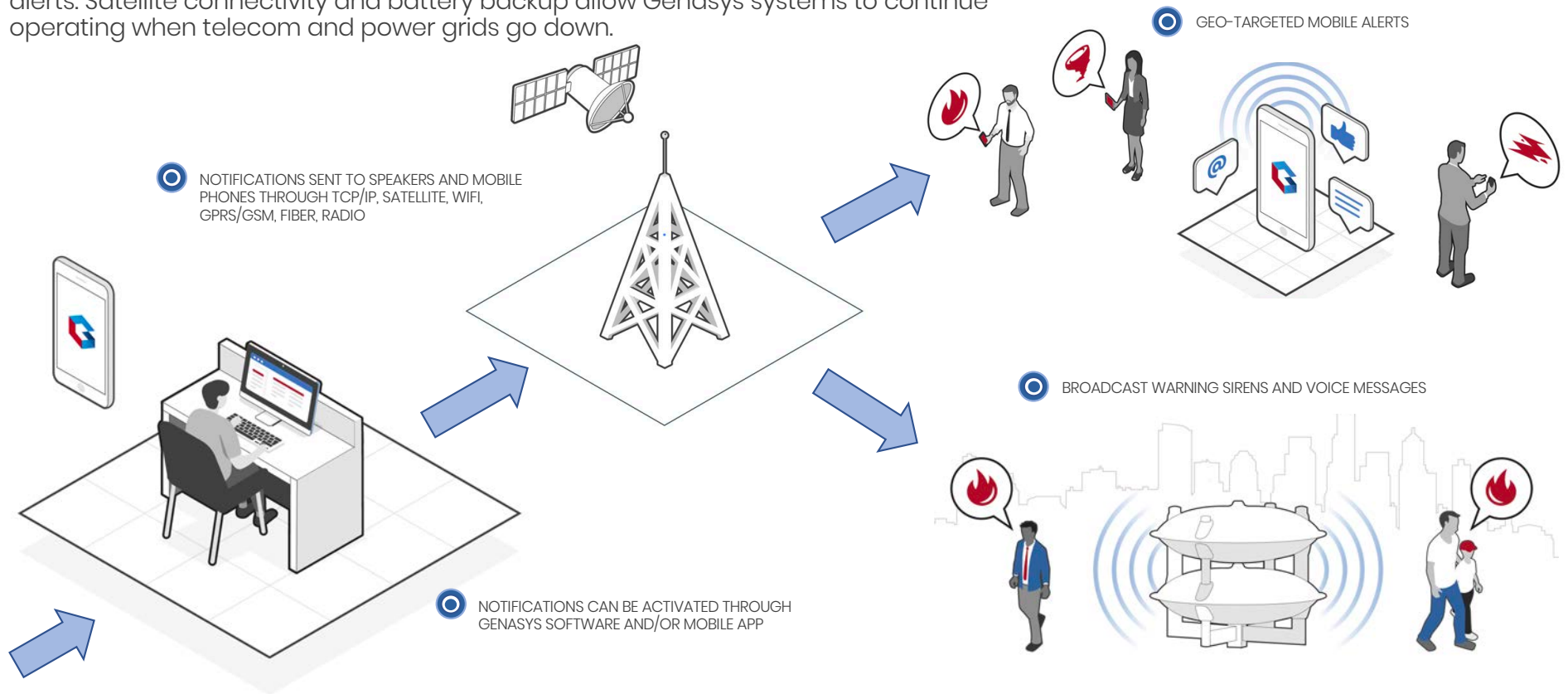
- Genasys is the only unified critical communications platform - Software that delivers cloud-based, geo-targeted mobile phone alerts, and industry-leading speaker systems that broadcast warning sirens and audible voice messages
- Genasys speaker systems feature the mass notification industry's highest Speech Intelligibility rating and area coverage
- IP-based with more activation and control options than any other critical communications provider
- Solar powered and satellite connectivity options
- Not reliant on external power or communication infrastructure



INTEGRATED SOLUTIONS

PUBLIC SAFETY MASS NOTIFICATION

Genasys systems broadcast warning sirens, voice messages, and geo-targeted mobile alerts. Satellite connectivity and battery backup allow Genasys systems to continue operating when telecom and power grids go down.

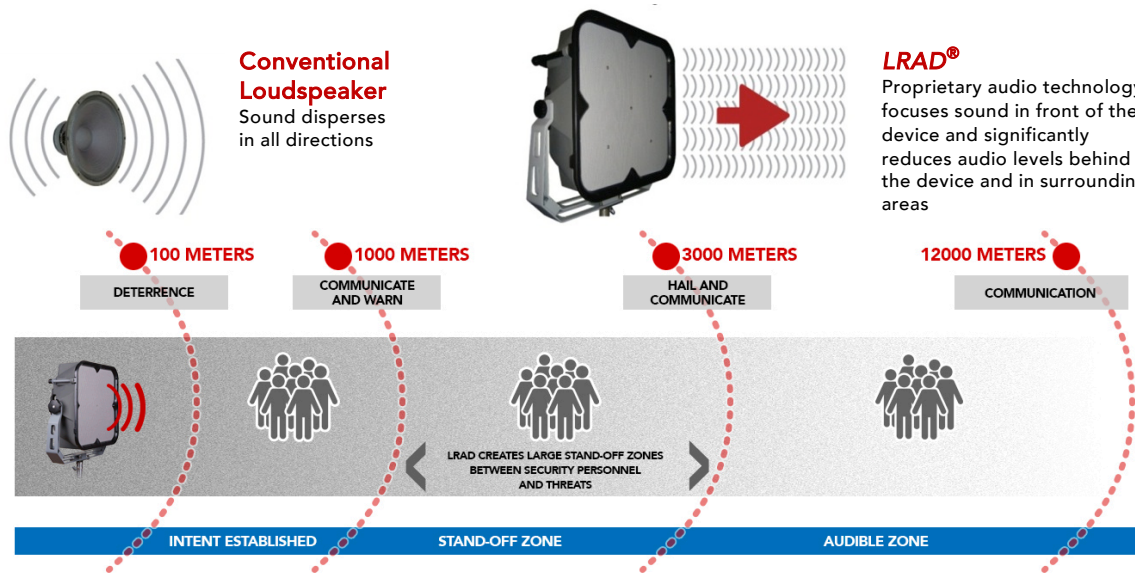


INCOMING ALERTS FROM: NOAA, PACIFIC DISASTER CENTER, IPAWS

LONG RANGE ACOUSTIC HAILING DEVICES

THE WORLD LEADER IN AHD SALES & TECHNOLOGY


Unlike conventional loudspeakers, bullhorns and vehicle PA systems that disperse sound in all directions, LRAD's driver and wave guide technologies focus sound in a 30° beam while projecting it great distances with exceptional intelligibility.




Prevent Misunderstandings › Resolve Uncertain Situations › Save Lives


MOBILE MASS NOTIFICATION SOFTWARE

CURRENT PRODUCT OFFERINGS

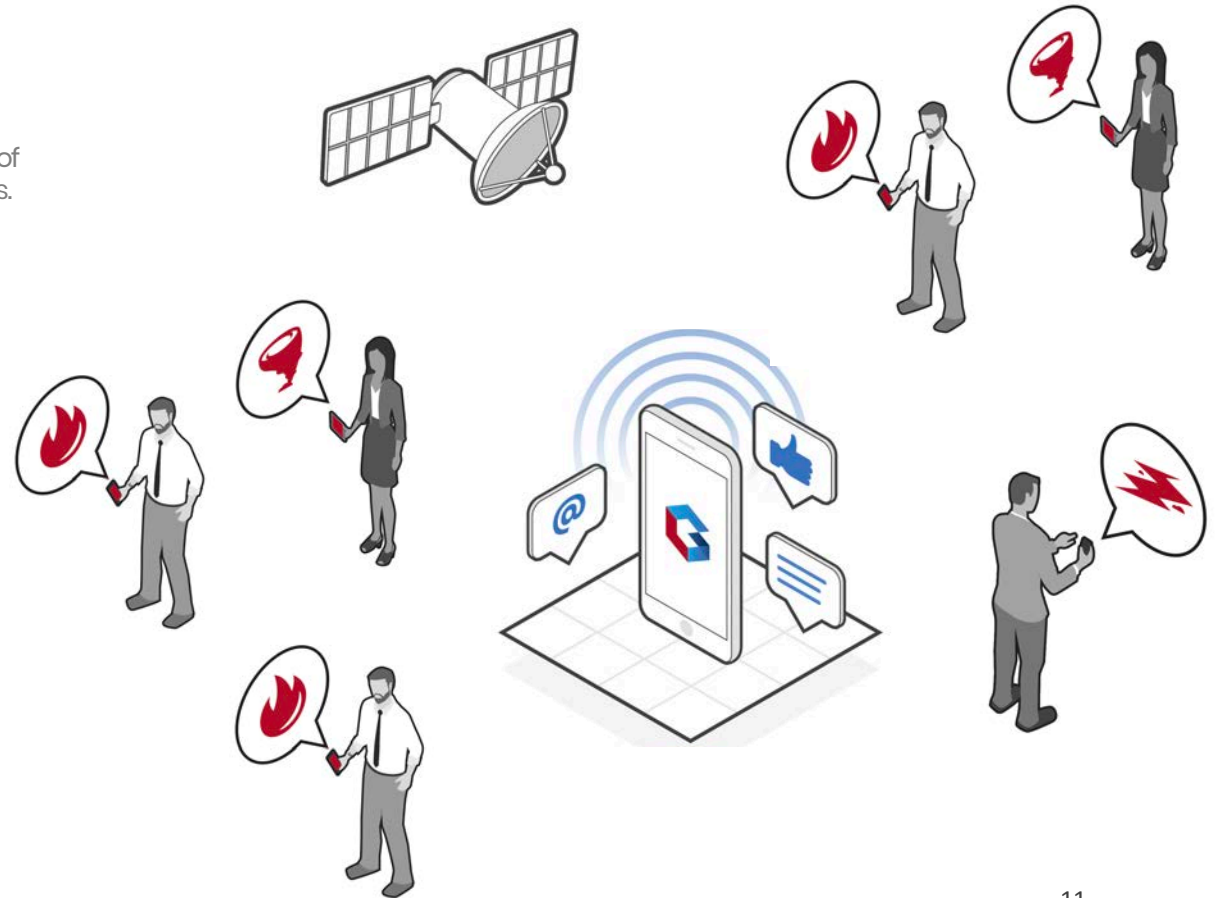
 **NEWS**
SMS-based solution for sending public safety warnings and notifications to the mobile phones of at-risk populations based on geolocation analysis.

 **HAZ**
A workforce management application and solution for remotely monitoring employees, planning tasks, and managing workplace incidents.

GENASYS BENCHMARKS

 Tripled LRAD's addressable mass notification market

 Achieved country-wide installation in Australia



Australia Location Based SMS Emergency Warning System



1 Front End - Interface for Emergency Agencies to manage alert campaigns
Genasys did not bid on tenders.

3 Back Ends - One at each Telecom Carrier.
The three Telecom Carriers opened a tender in 2019 to renew the Backend platforms requested by Government.



Best and first LB SMS EWS reference worldwide.



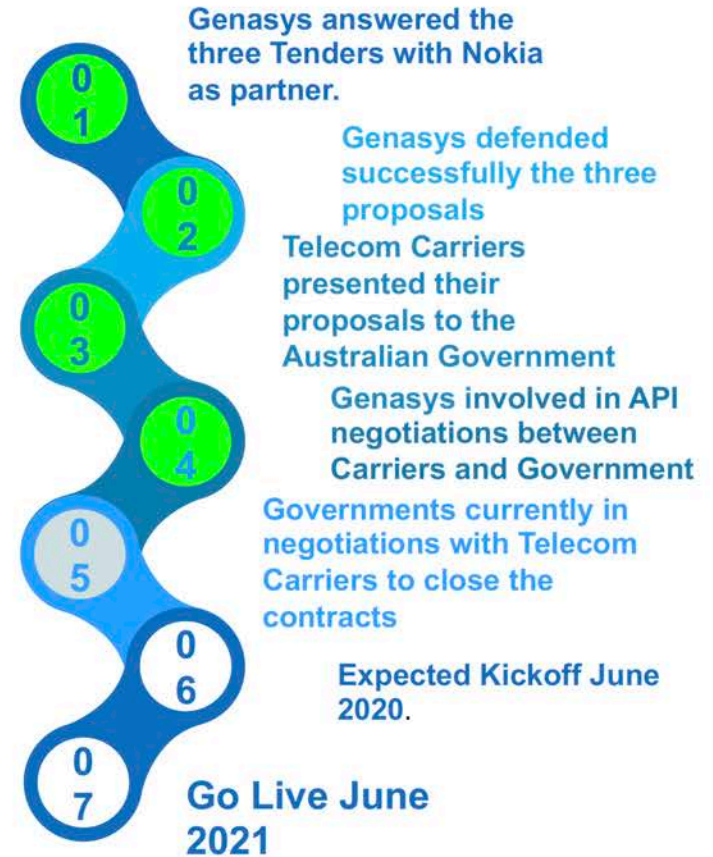
New product developments to create direct connection to 3G and 4G Network.



7-year project. Ambitious roadmap. 7 desired up-sell features defined including 5G

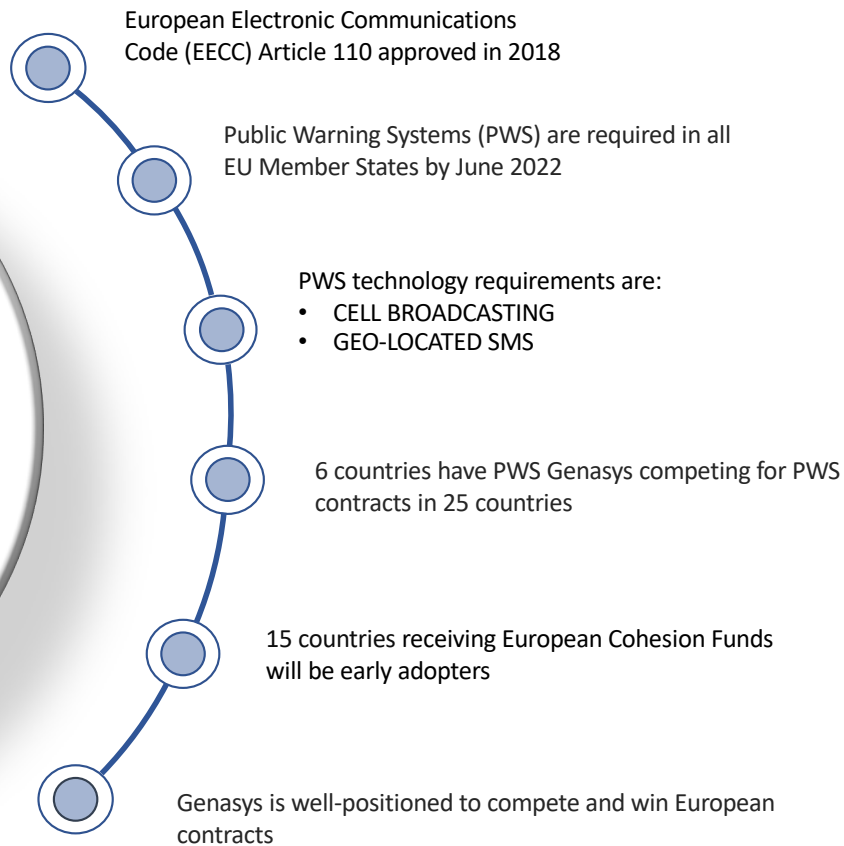


Telstra additional LBS projects: Active and Passive Location, Geofencing Applications, Enhanced Passive Positions.



MAJOR BUSINESS OPPORTUNITY

EUROPEAN MANDATE



BALANCE SHEET

HIGHLIGHTS | 3/31/20

Cash & Cash Equivalents: **\$16.4 million**

Short-Term Mktbl. Sec.: **\$3.5 million**

Long-Term Mktbl. Sec.: **\$1.6 million**

Net Debt : **\$0.0** (net of restricted cash)

Working Capital: **\$25.5 million**

Share Repurchase Program

- Used **\$2.2 million** to repurchase **788,425** shares during fiscal year 2019.
- Effective January 1, 2019, the Company's Board of Directors authorized a new **\$5.0 million** share buyback program, of which **\$4.1 million** remains.
- Used **\$0.4 million** to repurchase 156,505 shares in Q2 FY20

OWNERSHIP • PRICE • VOLUME

OWNERSHIP 3/31/20

Shares Outstanding (common stock): **33,118,729**

COMPANY	SHARES OWNED (MILLIONS)	OWNERSHIP
AWM Investment Co.	4.8	14.8%
Wellington Management	3.5	10.7%
Manatuck Capital Management	3.0	9.2%
Vanguard Group	1.4	4.0%
Blackrock Institutional Trust	1.2	3.8%

- Average Daily Trading Volume (3-month) - **108,767**
- 52 Week Range - **\$2.01 - \$4.24**
- Institutional interest exceeds **53%**

52 WEEK STOCK CHART

Stock price vs. Russell 2000 (*stock price as of 5/06/20)



Stock price vs. NASDAQ (*stock price as of 5/06/20)



INVESTMENT HIGHLIGHTS

Large Market Opportunities

- **International:** Increasing levels of global security needs driving LRAD product demand
- **Domestic:** Improving outlook for Law Enforcement and Defense funding
- **U.S. Military:** FY 19 Army Orders of \$20.2 million – additional orders anticipated in FY20 and beyond to fulfill program requirements, \$110 million total.
- **Public Safety:** Substantial opportunities to replace "siren only" systems with Genasys PSMN systems. Growing demand for new installations from critical infrastructure and industrial facilities

Value

- **Global Brand Recognition :** LRAD is the de facto standard for Acoustic Hailing Devices
- **Federal NOL Carryforwards of ~\$44.4 million,** and Federal and State R&D tax credits of \$2.3 million and \$0.8 million, respectively

Technology

- World Leader in Acoustic Hailing Devices
- Only Public Safety system that provides unified Voice and Digital Communications in a single platform
- SaaS solutions for Mass Notification, Public Safety and Workforce Management

Award Winning Products

Government Security News and American Security Today awarded LRAD products Best Acoustic Hailing Devices and Best Mass Notification Systems

Other Highlights

- **Bookings :** Fiscal 2019 bookings of \$45.9 million, up 26% versus fiscal 2018
- **Backlog :** \$16.0 million at 3/31/20
- **Cash (Used in) Provided by Operating Activities:** \$9.9 million for FY19, and \$2.1 million