



BK TECHNOLOGIES

INVESTOR PRESENTATION

NYSE American: BKTl

August 2022



DISCLOSURES

Forward-Looking Statements

This press release contains certain forward-looking statements that are made pursuant to the “Safe Harbor” provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements concern the Company’s operations, economic performance, and financial condition, including, but not limited to, statements regarding the Company’s long-term strategic plan, and are based largely on the Company’s beliefs and expectations. These statements involve known and unknown risks, uncertainties, and other factors that may cause the actual results, performance, or achievements of the Company, or industry results, to be materially different from any future results, performance, or achievements expressed or implied by such forward-looking statements. Such factors and risks, some of which have been, and may further be, exacerbated by the COVID-19 pandemic and the ongoing war in Ukraine, include, among others, the following: changes or advances in technology; the success of our land mobile radio product line; disruption in the global supply chain creating delays, unavailability and adverse conditions; successful introduction of new products and technologies, including our ability to successfully develop and sell our anticipated new multiband product and other related products in the planned new BKR Series product line; competition in the land mobile radio industry; general economic and business conditions, including federal, state and local government budget deficits and spending limitations, any impact from a prolonged shutdown of the U.S. Government, the ongoing effects of the COVID-19 pandemic and the ongoing war in Ukraine, including the impact of related sanctions being imposed by the U.S. Government and the governments of other countries, impact of potential reprisals as a consequence of the war in Ukraine and any related sanctions; the availability, terms and deployment of capital; reliance on contract manufacturers and suppliers; risks associated with fixed-price contracts; heavy reliance on sales to agencies of the U.S. Government and our ability to comply with the requirements of contracts, laws and regulations related to such sales; allocations by government agencies among multiple approved suppliers under existing agreements; our ability to comply with U.S. tax laws and utilize deferred tax assets; our ability to attract and retain executive officers, skilled workers and key personnel; our ability to manage our growth; our ability to identify potential candidates for, and to consummate, acquisition, disposition or investment transactions, and risks incumbent to being a noncontrolling interest stockholder in a corporation; impact of the COVID-19 pandemic or the ongoing war in Ukraine on the companies in which the Company holds investments; impact of our capital allocation strategy; risks related to maintaining our brand and reputation; impact of government regulation; impact of rising health care costs; our business with manufacturers located in other countries, including changes in the U.S. Government and foreign governments’ trade and tariff policies, as well as any further impact resulting from the COVID-19 pandemic or the ongoing war in Ukraine; our inventory and debt levels; protection of our intellectual property rights; fluctuation in our operating results and stock price; acts of war or terrorism, natural disasters and other catastrophic events, such as the COVID-19 pandemic and the ongoing war in Ukraine; any infringement claims; data security breaches, cyber-attacks and other factors impacting our technology systems; availability of adequate insurance coverage; maintenance of our NYSE American listing; risks related to being a holding company; and the effect on our stock price and ability to raise equity capital of future sales of shares of our common stock. Certain of these factors and risks, as well as other risks and uncertainties, are stated in more detail in the Company’s Annual Report on Form 10-K for the fiscal year ended December 31, 2021, and in the Company’s subsequent filings with the SEC. These forward-looking statements are made as of the date of this press release, and the Company assumes no obligation to update the forward-looking statements or to update the reasons why actual results could differ from those projected in the forward-looking statement.

Safe Harbor

BK Technologies Corporation (the “Company”) has filed a registration statement on Form S-3, as amended by Amendment No. 1 thereto (File No. 333-251307), including a preliminary prospectus (the “Preliminary Prospectus”), with the Securities and Exchange Commission (the “SEC”) for the offering of shares of its common stock to which this communication relates. Before you invest, you should read the Preliminary Prospectus in that registration statement, all related prospectus supplements, and the other documents the Company has filed with the SEC for more complete information about the Company and this offering. You may get these documents for free by visiting EDGAR on the SEC website at www.sec.gov. Copies of the Preliminary Prospectus and prospectus supplements may also be obtained from ThinkEquity, a division of Fordham Financial Management, Inc., Prospectus Department, 17 State Street, 22nd Floor, New York, New York 10004, telephone (877) 436-3673, or email: prospectus@think-equity.com.

This communication shall not constitute an offer to sell nor the solicitation of an offer to buy, nor shall there be any sale of securities in any state or jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such state or jurisdiction. The offering may only be made by means of a prospectus supplement and related Preliminary Prospectus. The information which appears on our website at <https://www.bktechnologies.com/> and our social media sites, including, but not limited to, Facebook, Instagram, Twitter, LinkedIn and YouTube, is not part of this filing.



BK Technologies is focused on gaining share
in the growing market for public safety
communication technology by
offering value and innovation



BK TECHNOLOGIES HIGHLIGHTS

Poised for
GROWTH
and
EXPANDED
MARKET
OPPORTUNITIES

MISSION CRITICAL TECHNOLOGY TRUSTED BY STATE, LOCAL AND FEDERAL AGENCIES:

- High performance, durable and compatible LMR radios
- Designed in-house; manufactured in the USA
- Technology Innovation Center in South Florida

GROWTH FOCUSED:

- New BKR Series Radios expand market verticals
- BKR 5000 single-band radio launched in 2020; outperforming expectations
 - Anticipated to comprise >50% of 2022 revenue
- BKR 9000 multi-band radio under development; further expands addressable markets

STRATEGY TO ENTER EXPLODING LTE/LMR MARKET:

- Become a leading provider of both hardware and software communications solutions based on LTE and LMR technology
- Recently announced a dedicated business unit focused on delivering software-as-a-service (SaaS) solutions to the public safety market



YEARS OF HEAVY LIFTING HAVE TRANSFORMED COMPANY FOR GROWTH

2016



2022 & Beyond



NEW Executive Team & Board of Directors
NEW R&D & Engineering Investments/Focus
NEW Manufacturing Strategy
NEW M&A Strategy

NEW PRODUCT LAUNCHES BKR Line
EXPANDING Market Verticals
CAPITALIZE on Public Safety LTE adoption
ADD Software Applications & SaaS



EXECUTIVE MANAGEMENT

JOHN SUZUKI CHIEF EXECUTIVE OFFICER

- Appointed CEO in July 2021 following his role as President & CEO of land mobile radio company EF Johnson Technologies, a JVCKENWOOD company
- 35+ years of experience in the telecommunications industry with proven track record of driving sales growth; Previous experience includes Ericsson and Motorola

TIMOTHY VITOU PRESIDENT

- Appointed President in January 2017
- Over 30 years of experience marketing and selling to Enterprises, Wireless Operators, Retailers, Federal Government, State and Local Government agencies in North and South America, EMEA, and Asia

JAMES TEEL GENERAL MANAGER

- Appointed General Manager in 2022 to lead new SaaS business unit
- 30+ years of industry experience including Director of Product Line Management and Director of Business Development for the Public Safety & Professional Communications division at L3Harris playing a major role in the rollout of their SaaS business

BRANKO AVANIC CHIEF TECHNOLOGY OFFICER

- Appointed CTO in August 2019 bringing over 30 years of leading-edge product development expertise in the LMR industry
- Owns 29 U.S. patents

HENRY “RANDY” WILLIS CHIEF OPERATIONS OFFICER

- Appointed Vice President of Operations in 2017, advancing to Chief Operations Office in March 2018
- Certified Six Sigma Black Belt and Lean Expert
- Previously President at Target Velocity Consulting leading public and private firms in productivity improvements



KEY CUSTOMERS



STRATEGIC CONTRACTS FOR EASE OF PROCUREMENT WITH GOVERNMENT AGENCIES



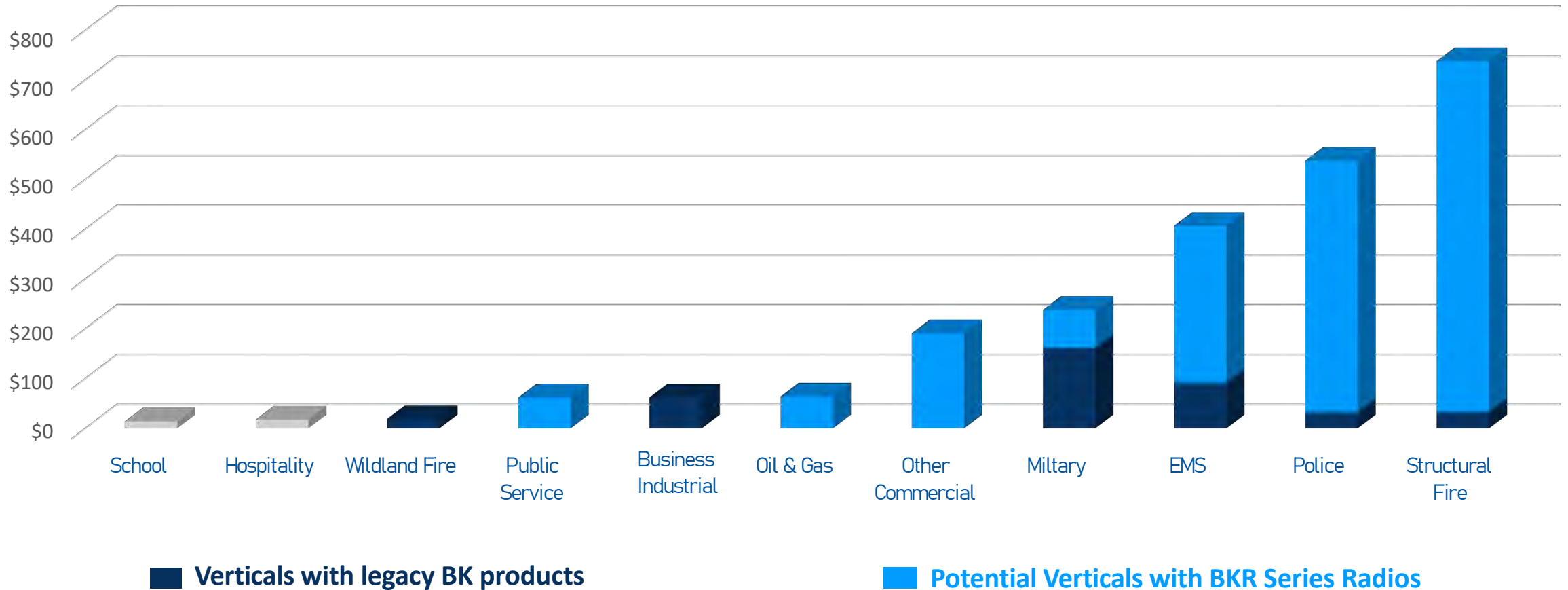


MARKET OPPORTUNITY



LMR - A \$2.3B Addressable Market

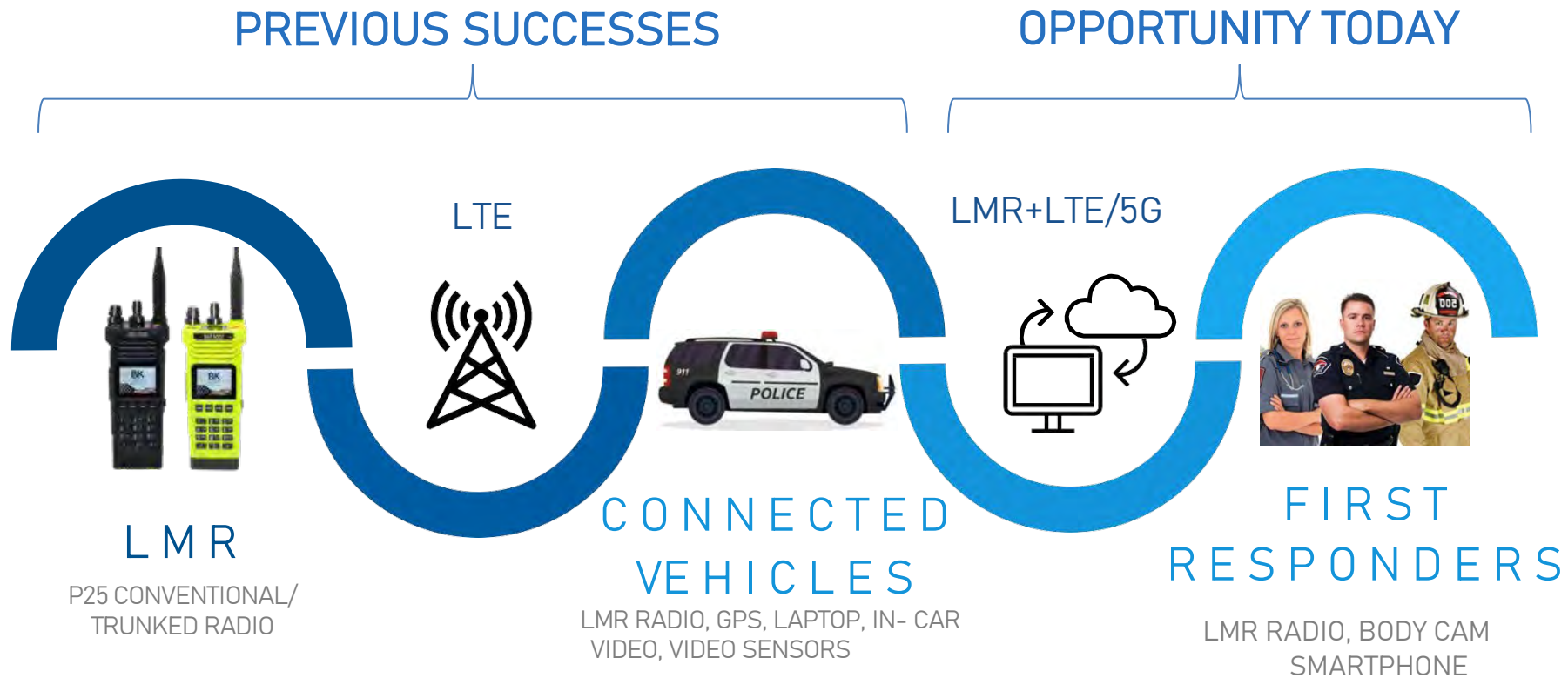
Developing BKR Series Radios exponentially expands potential market verticals



Source: Motorola Annual Reports, Morningstar, Statista, AllTrucking, DataUSA, BLS, NCES, ParkRanger.edu, MarketWatch, US Department of Labour, US Census



LTE/5G PRESENTS A LARGE MARKET OPPORTUNITY



- Global SaaS market valued at \$131B; expected to grow at CAGR of 27.5% to \$717B in 2028¹
- Global 5G infrastructure expected to grow at CAGR of 34.2% to \$67B in 2030²
- Global Public Safety LTE market expected to grow at CAGR of 21.1% to \$15.4B in 2025³

¹MarketsandMarkets

²Grand View Research

³Fortune Business Insights



INNOVATIVE TECHNOLOGY



TECHNOLOGY INNOVATION CENTER

- Chief Technology Officer, **Dr. Branko Avanic, Ph.D.**, and much of his team, previously with market leader
- All radio research & development moved in-house
- New acquisition targets bring software engineering skills
- IP & Patent Opportunities





BKR SERIES RADIOS:

- High-tier performance, features, durability, and ergonomics; priced competitively to take market share versus market leader
- BKR 5000 single-band radio launched in August 2020; orders exceeding expectations; strong backlog provides momentum through 2022
- Completed first manufacturing build of BKR 9000 multi-band radio currently field deployed for testing; Working to complete FCC certification, field testing with key customer accounts and a second round of accelerated life testing
- Targeting 4Q'22 launch for BKR 9000

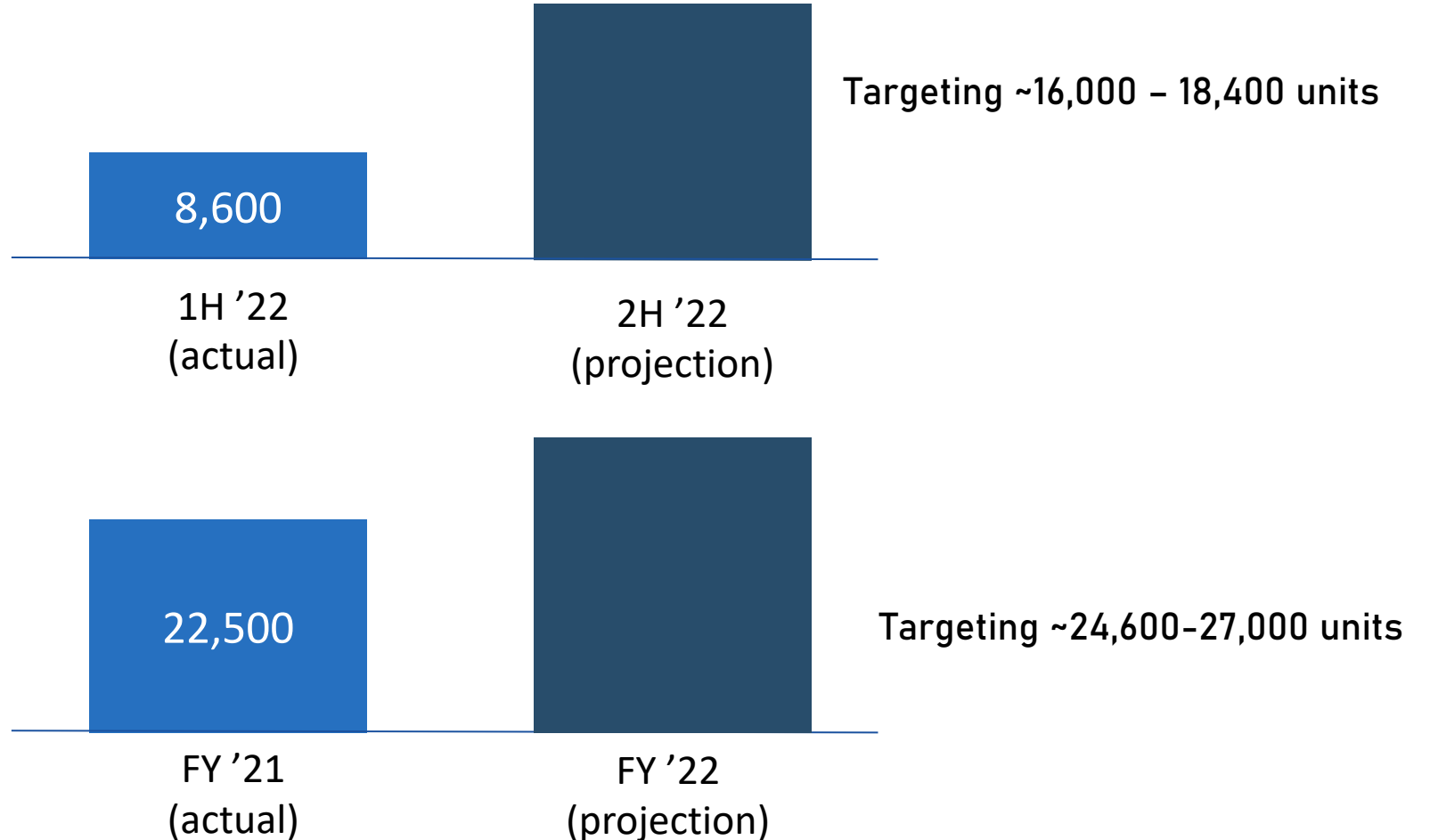


POSITIONED FOR SIGNIFICANT GROWTH

RADIO UNITS DELIVERED

Record bookings for BKR 5000 drove 2021 record bookings of \$55.5M

2022 has seen new company booking record for first half of \$34M





AMERICAN MADE

DESIGNED, MANUFACTURED AND SERVICED IN USA



- This matters to our customers
- Nimble innovation, production & distribution

TOTAL COST-OF-OWNERSHIP

- Substantial savings on initial acquisition
- Firmware upgrades for life of product
- Customer service for life of product
- Technical support for life of product





SOFTWARE-AS-A-SERVICE (SaaS)



Launched dedicated business unit in February 2022 to develop and deliver a comprehensive suite of state-of-the-art subscription-based software-as-a-service solutions for first responders utilizing the LTE network



James Teel to lead unit; 30 years of experience in the wireless telecom industry



Currently developing scalable smartphone applications including BKRplay to make first responders safer and more productive as they exit their vehicles



Applied for three patents to date related to Push-to-Talk-Over-Cellular and other cellular based smartphone applications





FINANCIAL OVERVIEW



SUMMARY OF FINANCIAL RESULTS | OPERATING RESULTS

Presented in Thousands (000)	FY 2019	FY 2020	FY 2021
Revenue	40,100	44,139	45,364
Growth	(18.8%)	10.1%	2.8%
C.O.S.	24,449	26,109	29,103
Margin - \$	15,651	18,030	16,261
Margin - %	39.0%	40.8%	35.8%
S&M	4,601	3,404	2,946
Comm	606	814	1,083
Eng/R&D	9,806	7,869	8,136
G&A	5,023	4,949	5,292
Tot SG&A	20,036	17,036	17,457
% of Sales	50.0%	38.6%	38.5%
Operating Inc / (Loss)	(4,385)	994	(1,196)
Int Inc / (Exp)	150	(8)	(53)
Gain (Loss) on FGF	716	(620)	(220)
Other Inc / (Exp)	(104)	(169)	(45)
Pretax Contin. Inc./(Loss)	(3,623)	197	(1,514)
Inc. Tax (Expense) Benefit	987	(3)	(187)
Net Income/(Loss)	(2,636)	194	(1,701)
EPS	\$ (0.21)	\$ 0.02	\$ (0.11)
Shares Fully Diluted	12,705	12,561	14,941

(Amounts in Thousands Other Than EPS; Amounts in Dollars Other Than Shares Fully Diluted)



RECENT RESULTS & HIGHLIGHTS

<i>(in thousands)</i>	2Q'22	2Q'21	6 months ended 6/30/22	6 months ended 6/30/21
Sales	\$12,111	\$11,335	\$18,696	\$19,899
Gross Margin	14%	38%	17%	38%
SG&A	\$5,405	\$4,553	\$10,321	\$8,526
Operating (loss)	\$(3,680)	\$(200)	\$(7,124)	\$(1,053)
Net income (loss)	\$(4,334)	\$1,838	\$(8,270)	\$1,168

- Revenue grew 6.8% to \$12 million; record Q2 bookings of \$19 million provides momentum
- Short term margin compression related to spike in component prices as a result of supply chain constraints; Margins expected to improve in back half of the year
- SG&A increase primarily related to investments in BKR 9000 multiband radio launch and new SaaS Business Unit
- Net loss reflects an unrealized loss of \$600 thousand from FG Financial compared to an unrealized gain of \$2.3 million in 2Q21
- \$5.9 million in cash and cash equivalents at June 30, 2022; working capital of \$17.4 million
- 25 consecutive quarterly dividend payments (TTM \$0.12 per share)

<i>(in thousands)</i>	June 30, 2022	December 31, 2021
Cash & Cash Equivalents	\$5,904	\$10,580
Working Capital	\$17,383	\$25,234



THE FUTURE OF BK TECHNOLOGIES: TARGETING \$100M IN REVENUES BY 2025



- **Create a leader in the public safety industry** specializing in personal communications devices that maximize safety and efficiency for first responders
- BKR 5000 continues to gain traction in the market; **BKR 9000 positioned to significantly expand LMR verticals**
- **LMR/LTE opportunity is broad and expanding**; new SaaS business unit developing innovative services to capture LTE market share and drive additional BKR radio sales