



MOVING IMAGE
TECHNOLOGIES



Venues



ESports

Investor Presentation

NYSE American: MITQ

December 2024



FORWARD-LOOKING INFORMATION AND RISK ACKNOWLEDGEMENTS

This document contains certain “forward-looking information” within the meaning of the safe harbor provisions of the United States Private Securities Litigation Reform Act of 1995. Such forward-looking information and forward-looking statements are not representative of historical facts or information or current condition, but instead represent only the Company’s beliefs and assumptions regarding future events, plans or objectives, many of which, by their nature, are inherently uncertain and outside of the Company’s control. Generally, forward-looking statements include information concerning our possible or assumed future results of operations and expenses, business strategies and plans, competitive position, business environment, and potential growth opportunities. Forward-looking statements include all statements that are not historical facts. In some cases, forward-looking statements can be identified by terms such as “anticipates,” “believes,” “could,” “estimates,” “expects,” “intends,” “may,” “plans,” “potential,” “predicts,” “projects,” “seeks,” “should,” “will,” “would,” or similar expressions and the negatives of those terms. This forward-looking information is based on certain assumptions made by management and other factors used by management in developing such information. Although the Company believes that the assumptions and factors used in preparing, and the expectations contained in, the forward-looking information and statements are reasonable, undue reliance should not be placed on such information and statements, and no assurance or guarantee can be given that such forward-looking information and statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such information and statements. Risks, uncertainties and other factors which may cause the actual results, performance or achievements of the Company, as applicable, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking information and statements include, among others: interruptions of, or higher prices of, products from our suppliers may affect our results of operations and financial performance; the inability to timely introduce new products and services or enhance existing products and services; inability to accurately forecast consumer demand for our products and services and adequately manage our inventory; long, unpredictable and seasonal sales and contract fulfillment cycles that can cause significant variation in the number and size of transactions that close in a particular quarter; substantial dependence upon significant customers who could cease purchasing our products and services at any time; limited human resources and inability to manage our growth with our limited resources effectively; and general political, social and economic conditions that can adversely affect our business. The forward-looking information and forward-looking statements contained in this presentation are made as of the date of this presentation, and the Company does not undertake to update any forward-looking information and/or forward-looking statements that are contained or referenced herein, except in accordance with applicable securities laws. All subsequent written and oral forward-looking information and statements attributable to the Company or persons acting on its behalf are expressly qualified in its entirety by this notice.

MIT AT A GLANCE

MiT is a leading provider of technology, products and services for outside the home entertainment



**Founded
2003**



**IPO July
2021**



**June
FYE**



\$20.1M
FY24
Revenue



\$6.4M
Market Cap
(12/4/24)



\$5.3M
Cash/
(\$0 debt)
(6/30/24)



\$1.1M
Ent. Value

START

Investing

NOW!

**Multi-year Cinema industry
tailwinds kicking in**

+

**Multiple organic growth opportunities
in outside the home entertainment**

**Revenue Growth Acceleration
Gross Margin Expansion**

+

**Existing Strong Operating
Leverage**

=

**Strong Potential
Shareholder Returns**

Growth Strategy



Growth

01

Introduce disruptive, **HIGH GROSS MARGIN** products and **RECURRING REVENUE** services/solutions

Leverage new offerings to:

02

- Drive **CINEMA** growth in N. America
- Establish footholds in other outside the home entertainment sectors including: Sports **STADIUMS/ARENAS**; amateur **ESPORTS**

03

Scale these new offerings globally to unlock international growth

MULTI-YEAR INDUSTRY TAILWINDS

MiT is Positioned to Benefit from Stronger Customer Spending Environment

**Post-Hollywood Strikes:
Box Office Recovery Underway**

**1st Inning Multi-Year
Technology Refresh Cycle**

~42,000

SCREENS IN N. AMERICA

~5,000

**END OF LIFE PROJECTORS
OVER NEXT 4 YEARS**



Cinema is Our Legacy Business

Strengths

- Sole national player with leadership position in N. America
- Strong brand reputation
- Long-term relationships
- Lean model



Challenges

- COVID & Hollywood strikes
- Cyclical – driven by technology
- Low GM (mid-teens)
- Lumpy/timing

Project Management:

Furniture, Fixtures and Equipment (FF&E)

Technology resale

CINEMA: HOW WE GROW REVENUE AND MARGINS

Expand sales of higher margin products



**MANUFACTURED
PRODUCTS**



**SMART POWER
AMPLIFIERS**



**ESPORTS IN
CINEMA**

Introduce new high gross margin ARR/MRR
services



MiTRANSLATOR



CINE QC

TRADITIONAL CINEMA OFFERINGS

Proprietary Manufactured Products

E.g. ADA Compliance; Caddy; Fabrication; Automation

>50

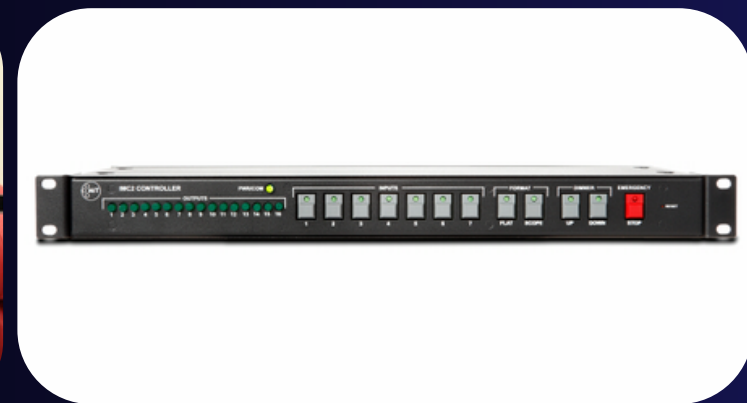
Product Families

35-55%

A la Carte GM

Low 20s%

Uplift to project GM



LEA's "Smart" Power Amps are Competitively Differentiated

42K

Screens in
N. America

5+

Power
Amps/screen

\$630M

TAM

5-10%

Annual Power Amp
Attrition Rates

\$32-63M

Annual Attrition Opportunity -
N. America

**COMING
SOON**
Stay Tuned

High Margins

+

MRR/ARR

=

**Reduced
Cyclicality**

MiTranslator



70M

Non-English Proficient
Speakers - N. America



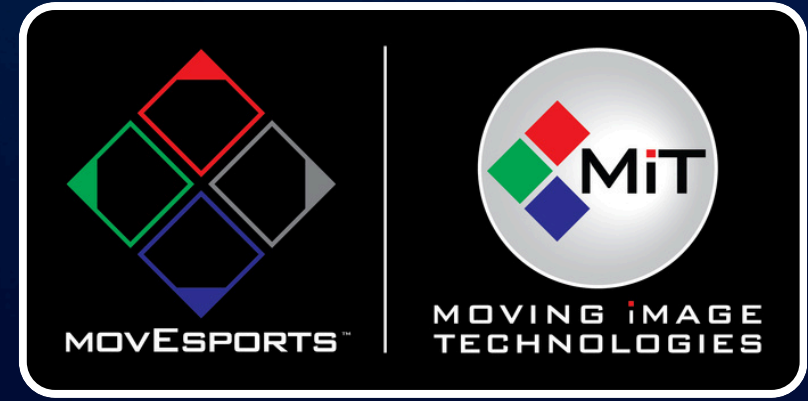
Enterprise quality cloud-based
control technology platform

No direct competitive offering

Connected IOT network w/
Robust BI capabilities

Esports

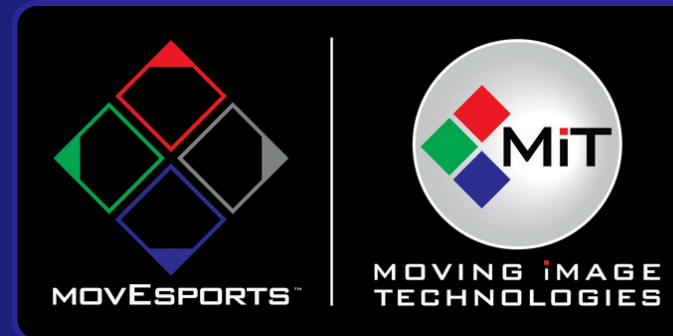
LEVEL UP



Problem: There is no place for amateur gamers to congregate and play

MiT seeks to be the technology partner for creating the "Little League" of Esports

ESPORTS LEAGUES IN MOVIE THEATERS ARE THE PERFECT SOLUTION



2.6M
Little League players

~5500
Movie theaters in US/Canada

49.5M
US kids play video games



Our MoveSports system integrates the gaming experience onto the "Big Screen"

Beyond Cinema: Stadiums, Venues, Arenas

Caddy Today

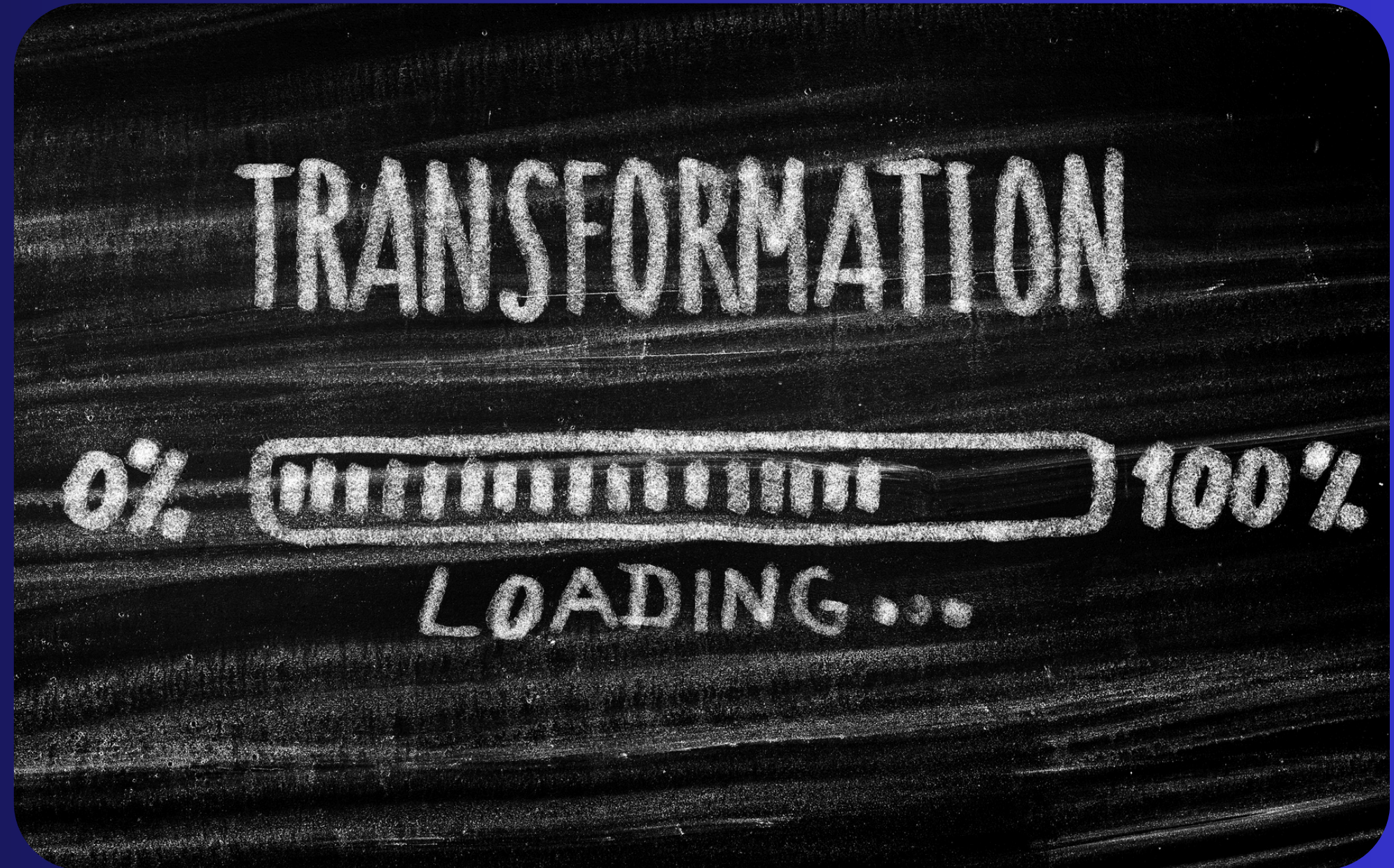
Inert cup holders w/strong gross margins

~80% share in NFL, MLB, Cinema, etc.

Tied to new builds



Business has not fully recovered post-COVID due to lack of new stadium/venue builds



New Product Alert!

E-CADDY

Coming Soon

**Disruptive Innovation with
the potential to transform our
business**



**Retrofit existing
stadiums + new
builds**



**Enhancing the fan
experience
w/services**



**ARR
+
High Margins**



MILLIONS OF UNITS

**MLB, NHL, NFL, College,
Minor Leagues...**

INTERNATIONAL IS AN UNTAPPED GROWTH OPPORTUNITY

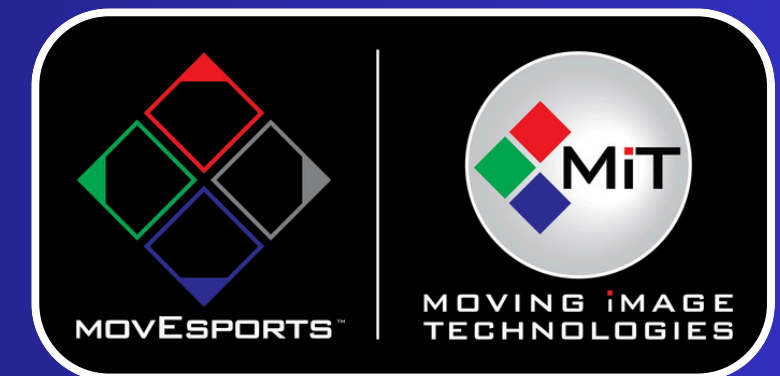
1. Re-established and expanded pre-Covid relationships

Europe
12 Mos

2. Establish sales/distribution network

Asia/S. America
24+ Mos

3. Take emerging products global



Financial Model:

Revenue Growth

Gross Margin Expansion

Operating Leverage

BUSINESS UPDATE - SEPTEMBER 2024

- 1** Customer spending rebounding after a strong summer box office, suggesting recovery post-Hollywood strikes - Technology upgrade cycle orders starting to emerge.
- 2** Field testing of LEA's smart power amps advancing. Testing completed at top 5 circuit; 2-3 other top 10 circuits in various stages of testing and planning.
- 3** MiT transitioning to a dual strategy for Esports: Targeting larger circuits directly, while SNDBX concentrates on small to medium circuits.
- 4** E-Caddy proof of concept in progress. Successful introductory conversations with MLB & NHL stadium execs provided valuable insight. Multiple opportunities for next steps under way.
- 5** MiT to invest in CineQC - will revamp the platform over two quarters to enhance scalability and marketability.
- 6** MiTranslator in ongoing discussions with the industry concerning secure data standardization, with support beginning to pick up.
- 7** MiT implemented \$0.6M annual cost reductions in late FY24 to improve GM, operating leverage and profitability in FY25 and beyond.

Financial Results

FY22

IPO and public company costs impact profitability

Gov't provided subsidies for COVID (Shuttered Venue Operations Grants or SVOG) funds trigger increased customer spending.

FY23

SVOG spending finishes. Strong box office indicates industry recovery is on track.

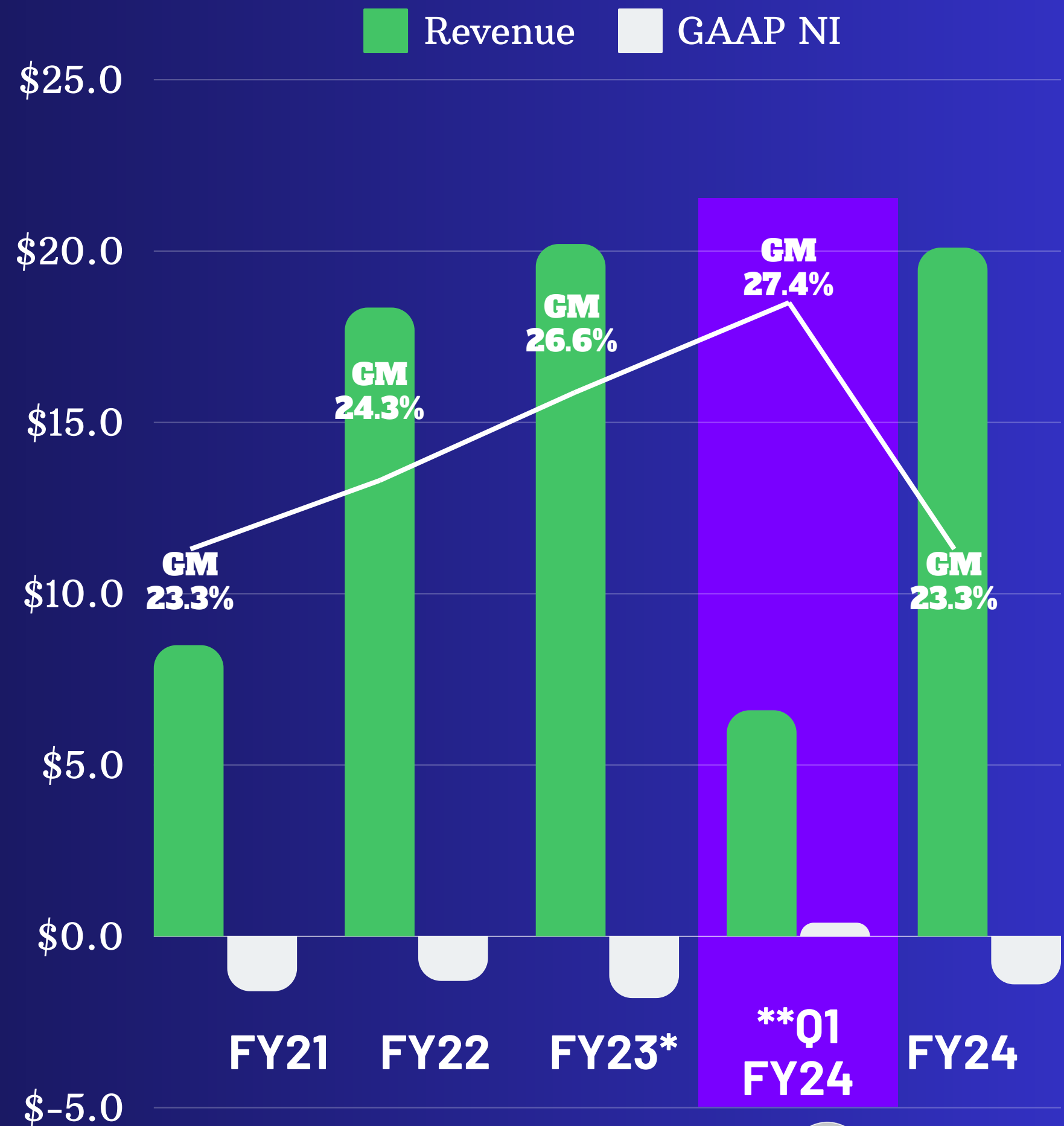
FY24

****MiT: Strong Q124 - Revenue +13.4%, 27.4% GM, EPS \$0.04**

"Barbenheimer" momentum interrupted by Hollywood strikes. Q2-Q4 revenue, gross margin and losses impacted as customers delayed spending decisions post-Strike.

FY25

Summer 2024 box office driving increased confidence and spending, indicating industry recovery is back on track and pointing to improved 2025.



*\$1M non-cash accounting write-down negatively impacts GAAP Earnings

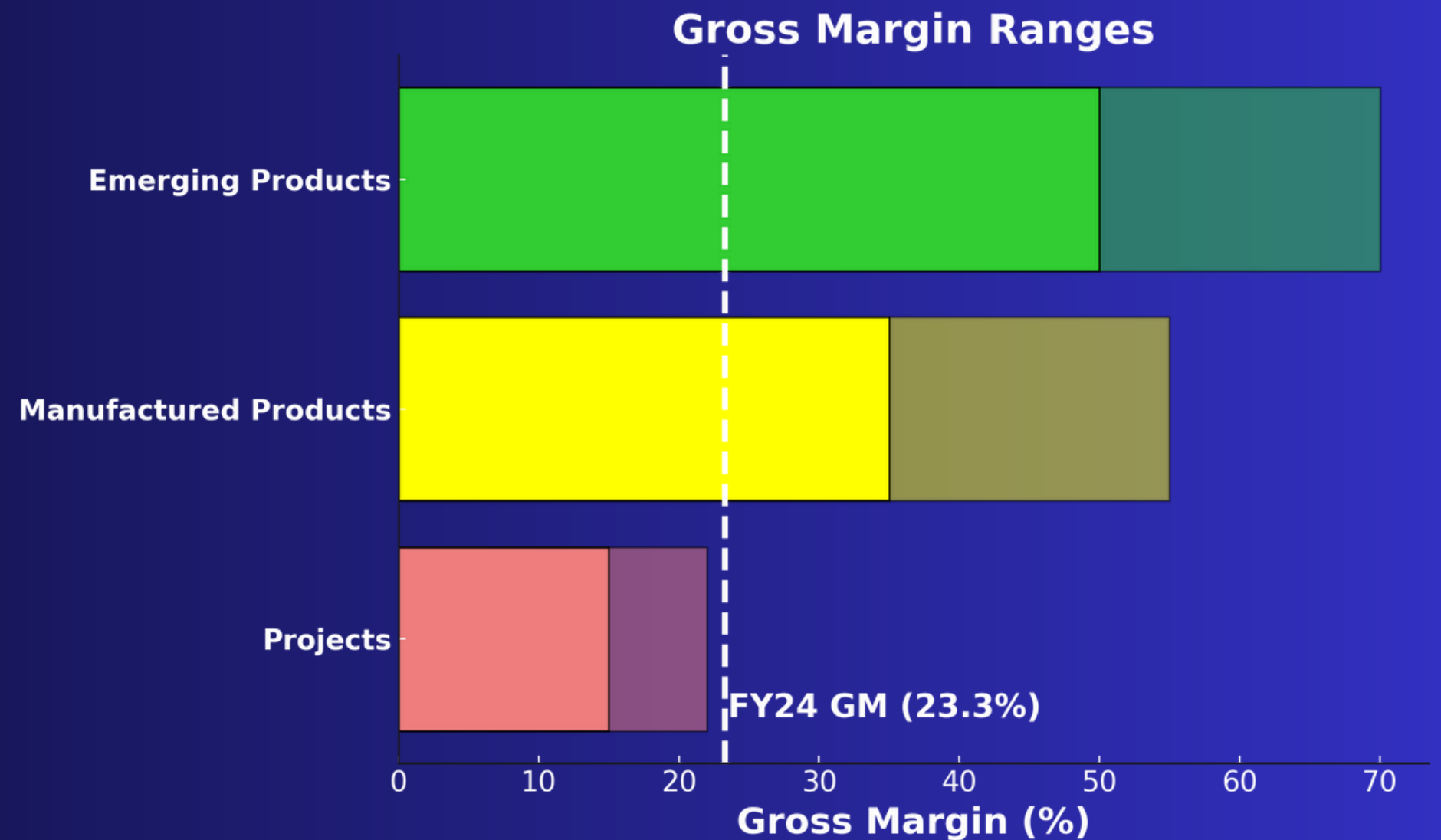
NEW INITIATIVES TO DRIVE GROSS AND OPERATING MARGIN EXPANSION

~\$21.0M **~\$5.5M**

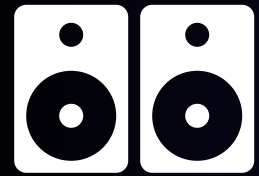
Break-Even
Revenue

Annual OpEx:
Mostly Fixed

GM Profile



Potential Catalysts in FY25



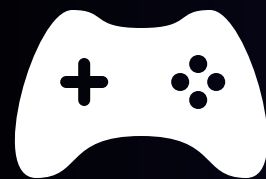
LEA Sales (*in process*)

Pass testing at additional large domestic circuits - leading to orders



International sales initiatives (*in process*)

Meetings at June 2024 CineEurope tradeshow furthered relationships and provided access to new opportunities



Esports (*in process*)

SNDBX going operational in early calendar 2025



New CineQC platform (*in process*)

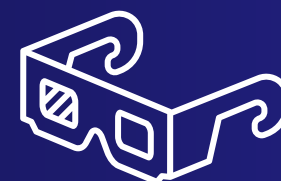
Completing development

Rolling out at National Amusements (domestic first, then international)



E-Caddy (*in process*)

Successful proof of concept leads to initial customer



MiTranslator industry support (*in process*)

Initial testing at potential customers

Timely, Attractive Investment



**Multi-year industry
tailwinds starting to play
out**



**Multiple organic growth
opportunities**



**Significant Earnings and
C/F generation potential**

Thank You!



MOVING IMAGE
TECHNOLOGIES

<https://www.movingimagetech.com>



Contact:

Brian Siegel, IRC[®], MBA

**Vice President, IR/Strategic
Communications, MIT**

Senior Managing Director, Hayden IR

(346) 396-8696

brian@haydenir.com