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# UNLEASH THE POWER OF mmWAVE

## THIRD QUARTER 2023 EARNINGS CONFERENCE CALL

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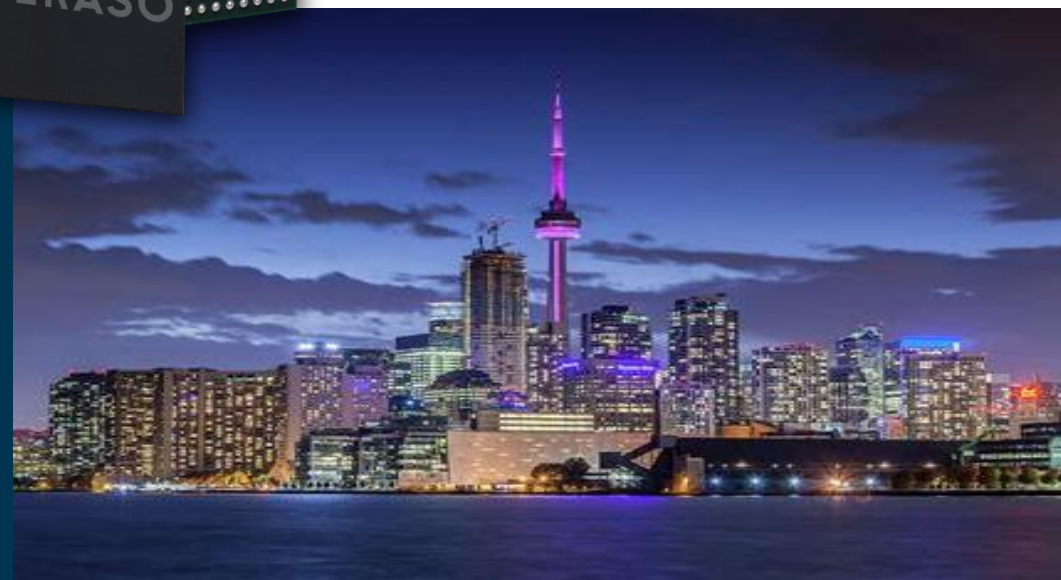


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# CEO OPENING REMARKS

## THIRD QUARTER 2023

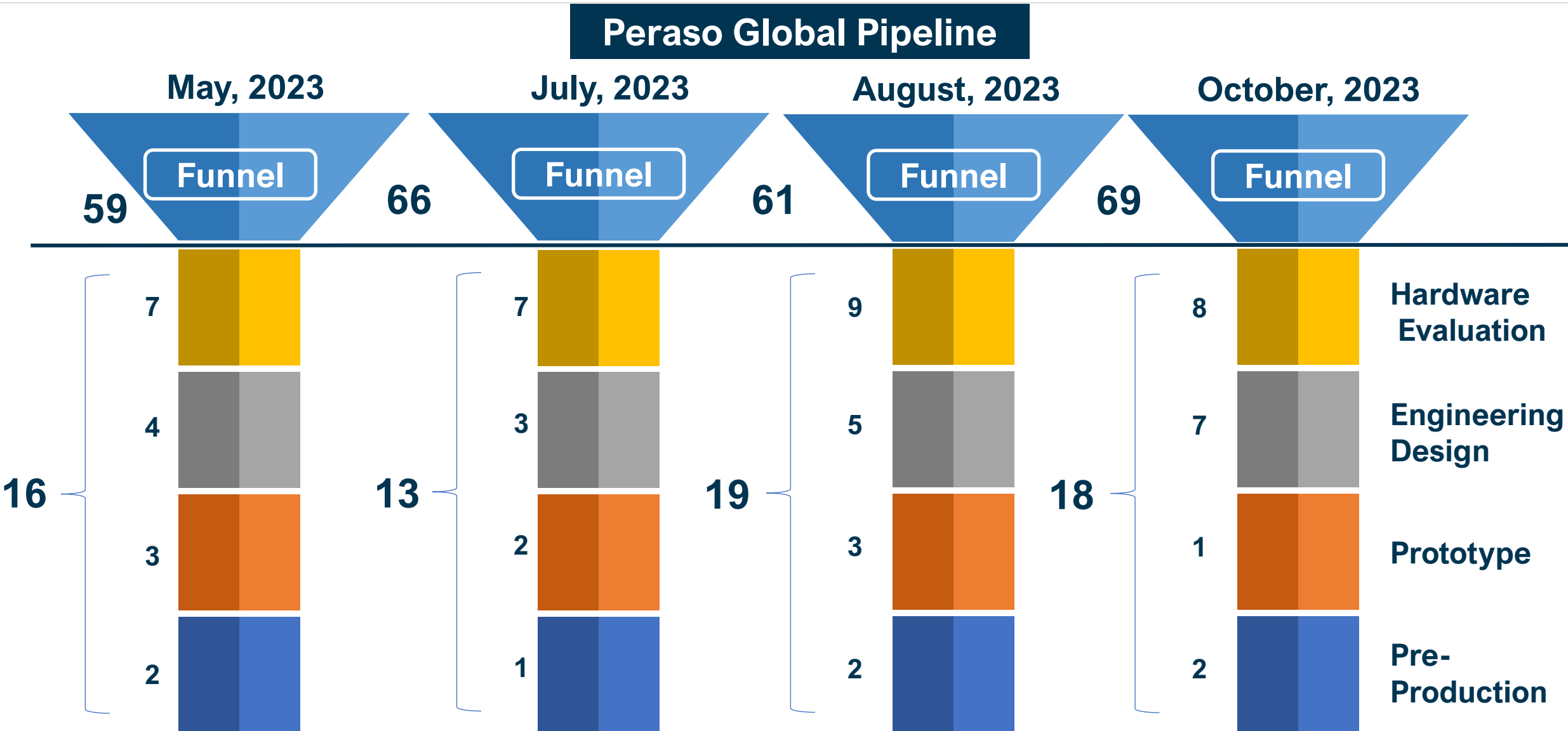


**Ticker:** **PRSO** (NASDAQ)  
**Headquarters:** *San Jose, CA*  
**Founded:** 2008  
**Patents:** ~150

# Memory IC Products | Update on End-of-Life

- \$11.3M booked to date with \$8.2M in backlog as of September 30, 2023
  - Additional \$2.5M of backlog for production orders
  - All backlog expected to be shipped by 2H 2024
- \$3.1M of initial EOL shipments/revenue during quarter ended September 30, 2023
- Final EOL orders expected to be received in December 2023
- Total expected EOL orders remain within range of \$15M - \$20M
  - Potential for upside, including additional production orders

# Expanding RF Engagements Pipeline





# 60GHz Wireless Solutions for Defense Market

- Peraso mmWave solutions ideally suited for tactical, standalone Military applications:
  - Fast, easy set-up
  - Gigabit capable speeds to all platforms
  - Last mile and On-the-Move communications
    - V2V
    - V2X
  - Small, lightweight and power efficient
  - Inherently Stealthy protocol - Low probability of Interception (LPI)/Low Probability of Detection (LPD)/Anti-jamming(AJ)
  - Open Standards
  - Unlicensed or Unused Bands



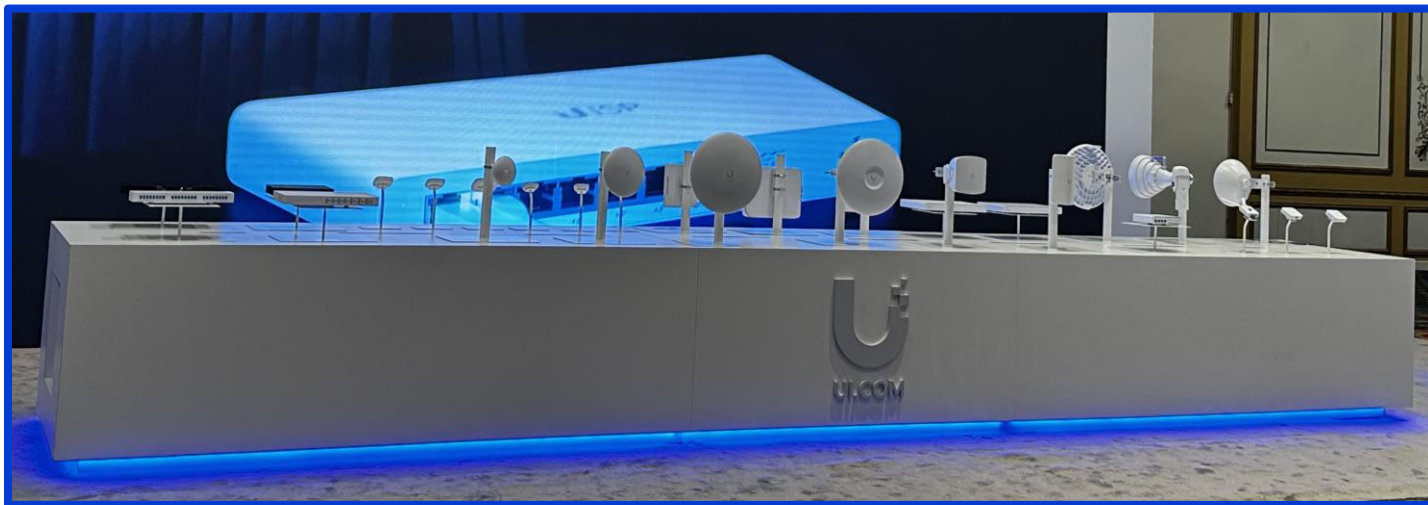
# Accelerating Market Adoption of 60GHz FWA



**Wi-Fi World Congress 2023**  
**North America**

## *Ubiquiti Leading the 60GHz FWA Charge*

- Leading FWA equipment vendor to WISP market
- Showcased seven 60GHz products for FWA market
- Products covering PTP, PtMP, access points, CPE devices



## *Ubiquiti WavePro PTP 60GHz Radio*



*Speeds up to 3.2 Gbps make 60GHz  
a low cost, reliable alternative to fiber*

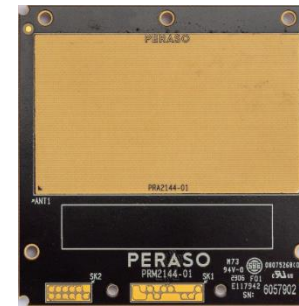


# mmWave Solves Challenges in Dense Urban Environments

- Large, concentrated populations
  - UN estimates over 1 billion inhabitants
- Risks to Wired/Fiber infrastructure prevent sustaining reliable service
  - Theft
  - Cost of installation
- Severe Wi-Fi congestion
  - Wi-Fi is not suitable for high congestion
- User-base and pricing doesn't support installation cost of 5G infrastructure
- Frequent power outages drive need for solar/battery power solutions



## Peraso PRM2144X | PERSPECTUS series mmWave module



- Formally announced in September 2023
- Specifically designed for dense urban areas
- 128 element, integrated, phased array antenna
- Low-cost implementation, high-power efficiency



# Peraso 60GHz Technology Gaining Traction in Growing WISP Market

## Deployments Using Peraso's 60GHz mmWave

### U.S. WISPs

- WeLink (UT)
- Utah Broadband (UT)
- FiberWave (UT);
- Eminent Technical Solutions (UT)
- Avative (UT)
- Cobalt Ridge (TX)
- AW Broadband (TX)
- Gigabitfiber (TX)
- Ravalli Broadband (MT)
- WispWest (MT)
- GigFire (LTD Broadband) (MN)
- R2D2 Consulting (ND)
- Acrospire Networks (WN)
- USA Internet Services (MS)
- Geekitek (AZ)
- Ziplink.Systems (AZ)
- Triad Wireless (AZ)
- Unwired Broadband (CA)
- DM-Tech Internet (CA)

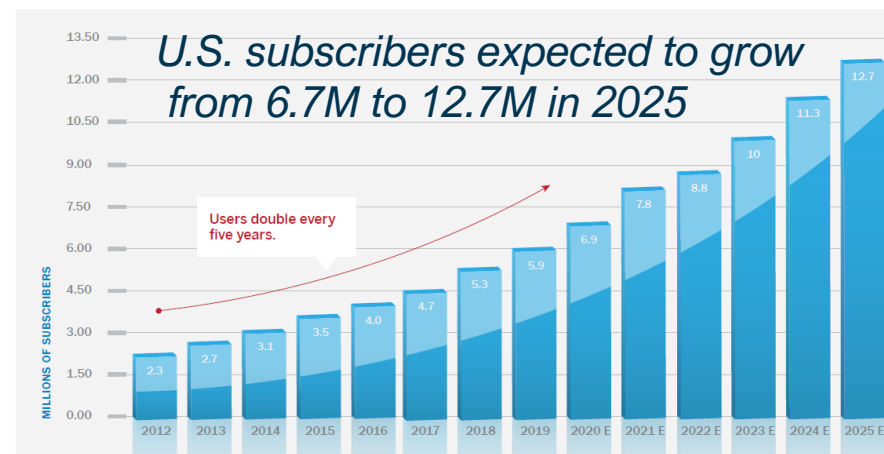
### Canada WISPs

- Geekitek (AZ)
- Telecast Communications (QC)
- WifiPlex (QC)
- 45 Networks (MB)



- Jelly Digital Internet (CA)
- Stream It Networks
- CityNet (WV)
- Westweb (AR)
- Rivernet LLC (MD)
- Fourway.net (IN)
- Tallgrass Communications (MO)
- Rapid Wireless (AL)

## WISP Subscribers (U.S.)



(E) Estimated/Projected.  
Source: The Carmel Group  
Numbers and estimates by The Carmel Group are for U.S. operators serving residential subscribers and non-residential subs.  
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## U.S. Federal Communications Commission (FCC)

**Nov. 2023** | *Published NOI advocating to increase national fixed broadband speed benchmark*

- Proposed initial increase to 100/20 Mbps
- WISPA supportive of 100/20 Mbps standard
- Longer-term goal of 1 Gbps/500 Mbps



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# CFO FINANCIAL UPDATE

## THIRD QUARTER 2023





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# QUESTIONS



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THANK YOU