UNLEASH THE POWER OF mmWAVE

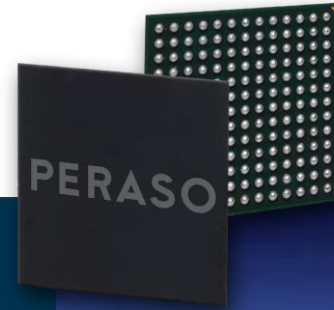## FOURTH QUARTER 2023 EARNINGS CONFERENCE CALL

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BUSINESS UPDATE

FOURTH QUARTER 2023

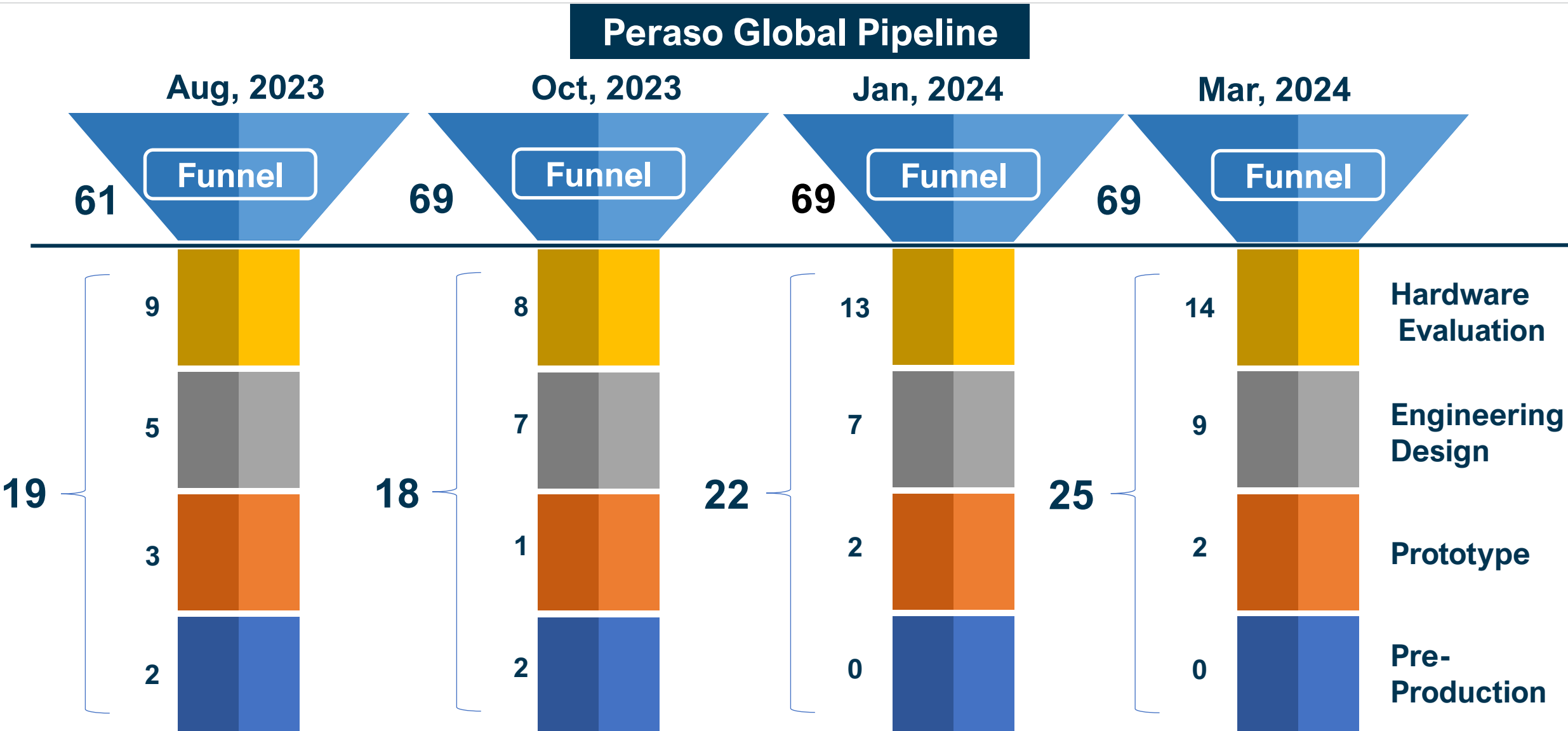**Ticker:** PRSO (NASDAQ)
Headquarters: *San Jose, CA*
Founded: *2008*
Patents: *~150*

Memory IC Product Update at December 31, 2023

- $12.1M total memory purchase orders

- EOL Update

  - ➤ $14.0M of purchase orders booked

    - ➤ $3.7M shipped in 2H2023

    - ➤ $10.3M in backlog - expect to ship over next 12 to 15 months

    - ➤ Potential for upside EOL orders

- $1.8M of production purchase orders in backlog; expect to ship during 2024

Expanding RF Engagements Pipeline

Peraso Global Pipeline

	Aug, 2023	Oct, 2023	Jan, 2024	Mar, 2024	
Funnel	61	69	69	69	
Hardware Evaluation	9	8	13	14	
Engineering Design	5	7	7	9	
Prototype	3	1	2	2	
Pre-Production	2	2	0	0	
Total	**19**	**18**	**22**	**25**	

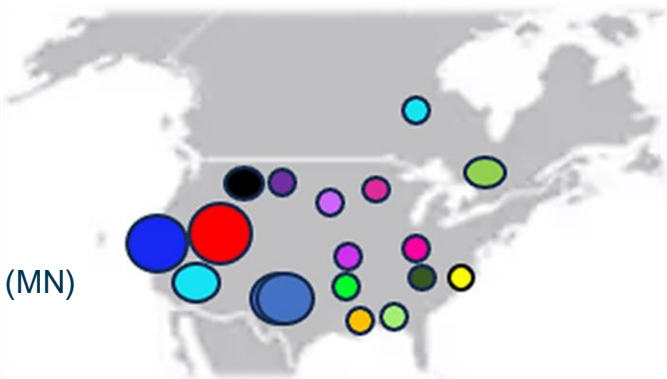# Continued Growth with Equipment Manufacturers and Rural WISPs

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)
- Jelly Digital Internet (CA)

Canada WISPs

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

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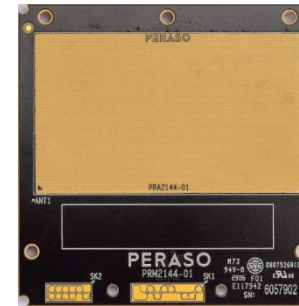- Tallgrass Communications (MO)
- Rapid Wireless (AL)

Vendor	Class	# FWA Products using Peraso	Targeted Market(s)
Ubiquiti	OEM	8	Rural
Tachyon	OEM	3	Rural
Ketsen	OEM	2	Urban
WeLink	WISP	2	Urban
Starry	WISP	2	Urban
JaguarWave	ODM	8	Rural/Urban/Transport
Zinwell	ODM	2	Rural/Urban
Miliwave	ODM	4	Rural/Urban
8Devices	ODM	3	Rural/Urban

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 introduced in 2H 2023
- Specifically designed for dense urban areas
- 128 element, integrated, phased array antenna
- Low-cost implementation, high-power efficiency

'DUNE' Platform for Fixed Wireless Access

Platform designed for Dense Urban Network Environment ("DUNE")

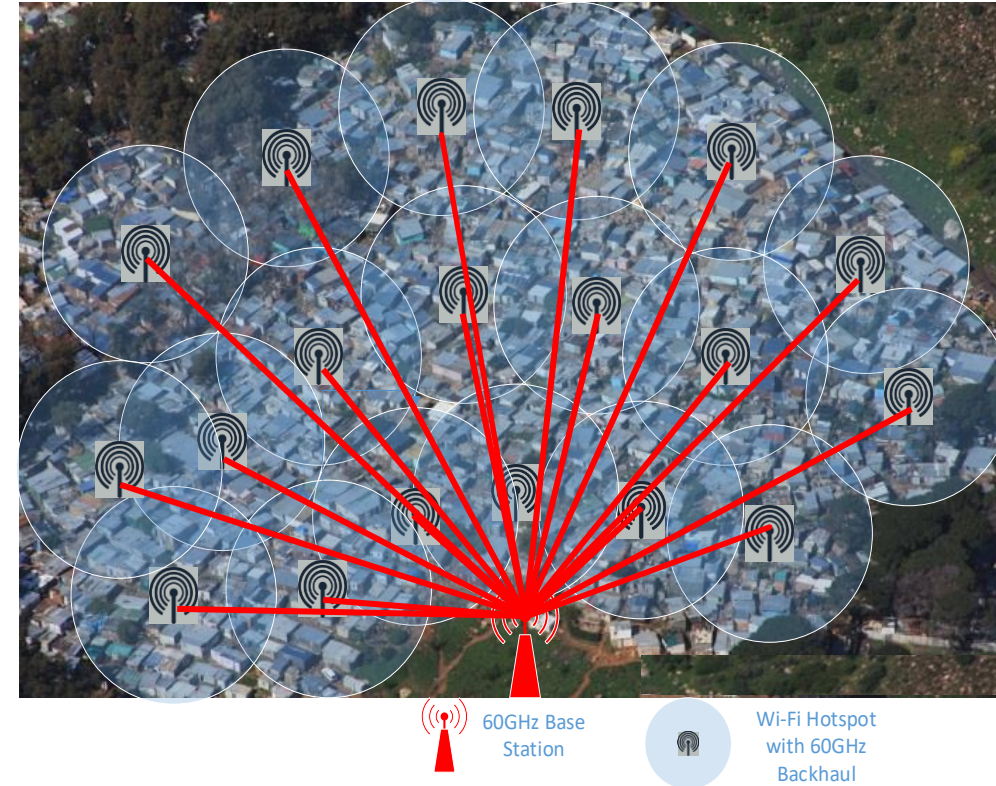- Integrated HW/SW solution provides full suite of capabilities
  - ➤ Utilizes Peraso's PERSPECTUS series mmWave module
  - ➤ Dynamic traffic management and adaptive load balancing
  - ➤ Network isolation enables coexisting overlapping networks

- Performance Highlights
  - ➤ Multi-gigabit connectivity with extremely low latency
  - ➤ Up to 48% increase in Point-to-Multipoint network capacity

- Expanded market opportunity
  - ➤ Received first commercial order in Jan. '24
  - ➤ Proof-of-concepts with multiple additional service providers

60GHz Base Station

Wi-Fi Hotspot with 60GHz Backhaul

PERASO

60 GHz Wireless Solution for Defense Market

Peraso mmWave solutions ideally suited for tactical, standalone military applications

CHALLENGES IN MILITARY ENVIRONMENT

- Interception, detection and jamming of communications

- Equipment mobility and energy efficiency

- Reliability and high-speed communications

PERASO
mmWave Technology Solution

- Fast, easy setup
- Gigabit capable speeds to all platforms
- Last mile and on-the-move communications
- Small, lightweight and power efficient
- Inherently stealthy protocol
- Low Probability Interception (LPI)/ Low Probability Detection (LPD)/Anti-jamming(AJ)
- Open standards
- Unlicensed or unused bands

FINANCIAL UPDATE
FOURTH QUARTER AND FULL YEAR 2023

QUESTIONS

THANK YOU