

Universal Electronics Inc.

Q3 2025 Results

*As of September 30, 2025
reported on November 6, 2025*



This presentation and accompanying schedules contain "forward-looking statements" within the meaning of federal securities laws, including our goals, focus, priorities, strategies and operating model; financial outlook for the fourth quarter of 2025; our expectations about new product introductions and market opportunities; and our expectations regarding revenue headwinds continuing in the fourth quarter. We caution you that these statements are not guarantees of future performance and are subject to numerous risks and uncertainties, including those we identify below and other risk factors that we identify in our annual report on Form 10-K for the year ended December 31, 2024 and the periodic and current reports filed and furnished since then.

Risks that could affect forward-looking statements in this presentation include: our continued ability to timely develop and deliver innovative control solutions and technologies that are accepted by our customers, both near- and long-term; our ability to attract new customers and to successfully capture new sales in all markets we serve, including new product and customer wins in the connected home markets as anticipated by management; our ability to continue optimizing our manufacturing footprint and realize the lower concentration risks as expected by management; our ability to maintain our market share in the traditional subscription broadcast market; our ability to manage through the worldwide inflationary pressures and macroeconomic conditions, including the continued strength of the U.S. Dollar as compared to the functional currencies in countries where we conduct our operations; our ability to continue to manage our business, inventories and cash flows to achieve our net sales, margins and earnings through financial discipline, operational efficiency, product line management, liquidity requirements, capital expenditures and other investment spending expectations; our continued ability to successfully enforce our patented technology, including with respect to our litigation against Roku; our continued ability to strategically enhance, expand, and monetize our intellectual property portfolios; the continued fluctuation in our market capitalization and the effects our currently announced stock repurchase program may have; the use of artificial intelligence applications which could result in cybersecurity incidents that implicate the personal data of end users or other unintended ethical, reputational, competitive harm or legal liability; our ability to mitigate the effects that tariffs could have on our profitability through price increases and other efforts; the direct and indirect impact we may experience with respect to our business and financial results and management's ability to anticipate and mitigate the impact stemming from the continued economic uncertainty affecting consumers' confidence and spending, natural disasters or other events beyond our control, public health crises (including an outbreak of infectious disease), governmental actions, including the changes in or enhanced use of laws, regulations and policies may have on our business including the impact of decreased governmental incentive programs worldwide or of enhanced or expanded trade regulations, including the expanded use of domestic and retaliatory tariffs, the effects of political unrest, war, terrorist activities, or other hostilities; the effects and uncertainties and other factors more fully described in our reports filed with the Securities and Exchange Commission. Since it is not possible to predict or identify all of the risks, uncertainties and other factors that may affect future results, the above list should not be considered a complete list. Further, any of these factors could cause actual results to differ materially from the expectations we express or imply in this press release. We make these forward-looking statements as of the date hereof, and we undertake no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events or otherwise.

OUR MISSION

Be ONE with YOUR Home

Creating touchpoints that provide the simplest way for a human to interact with technology in their home.

UEI is the Global Leader in Universal Control for the Home

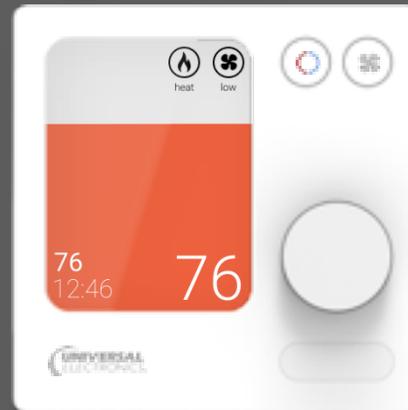
We bring to life millions of innovative wireless control products that focus on a user-centric approach to creating control solutions and applications that simplify user interaction with highly complex technologies in the home, removing interoperability challenges as a roadblock for user adoption, with a privacy first and secure by design approach for today's smart devices.



We do CTRL



Entertainment



Climate



Smart Home

Discover

Control

Personalize



Embedded Technologies



Finished Goods



Software/Cloud Services

Growing share in Climate Control & Home Automation

- UEI TIDE™ family of Climate Control products launching in late 2025 across HVAC OEM, Energy & Multi-Dwelling Unit (MDU) channels in US and Europe
- Strong pipeline of product design wins in Connected Home space across HVAC, Security and Home Automation
- Creating innovative technology solutions that deliver privacy, comfort & convenience, and energy management functionality that enable interoperability with the latest smart home ecosystems

Focus on Technology, Innovation and Sustainability

- QuickSet 7 with homeSense expands monetization opportunities for Smart TV OEMs through content personalization and increased user engagement
- QuickSet homeSense, privacy-first, AI-driven occupancy detection software adapts to user lifestyle to optimize energy usage in the home
- Delivering sustainable (battery-free) technology products to meet industry demand for ultra-low power and energy harvesting solutions

Global Scale and Reach

- Vertically integrated across design, development, and manufacturing
- R&D teams in U.S., Europe, China and India
- Globally diversified manufacturing in Vietnam, China, Brazil and Mexico

Fortune 500 Customer Base

- Licensing software & services to major Smart TV brands in US, APAC & China
- Well-positioned in voice remote market for home entertainment control
- Developing solutions for many of the major HVAC OEM brands in Climate Control

Business Highlights



Building market share in higher growth **Connected Home** markets by leveraging core capabilities developed as the leader in Home Entertainment plus **New Occupancy Detection and Sensing Technologies**

Home Entertainment
Pay TV, Smart TV & AV Accessories
\$1.3B | -3%

Connected Home
Includes: HVAC OEMs, Home Automation, Security, MDUs and Utilities
\$1.3B | 8%



Universal Electronics Core Values

Technology
SOCs & Protocols

Interoperability
QuickSet Cloud

Low Power Wireless
RF Connectivity

homeSense
Solutions

Manufacturing &
Distribution

Home Entertainment

Overall home entertainment markets are expected to be down

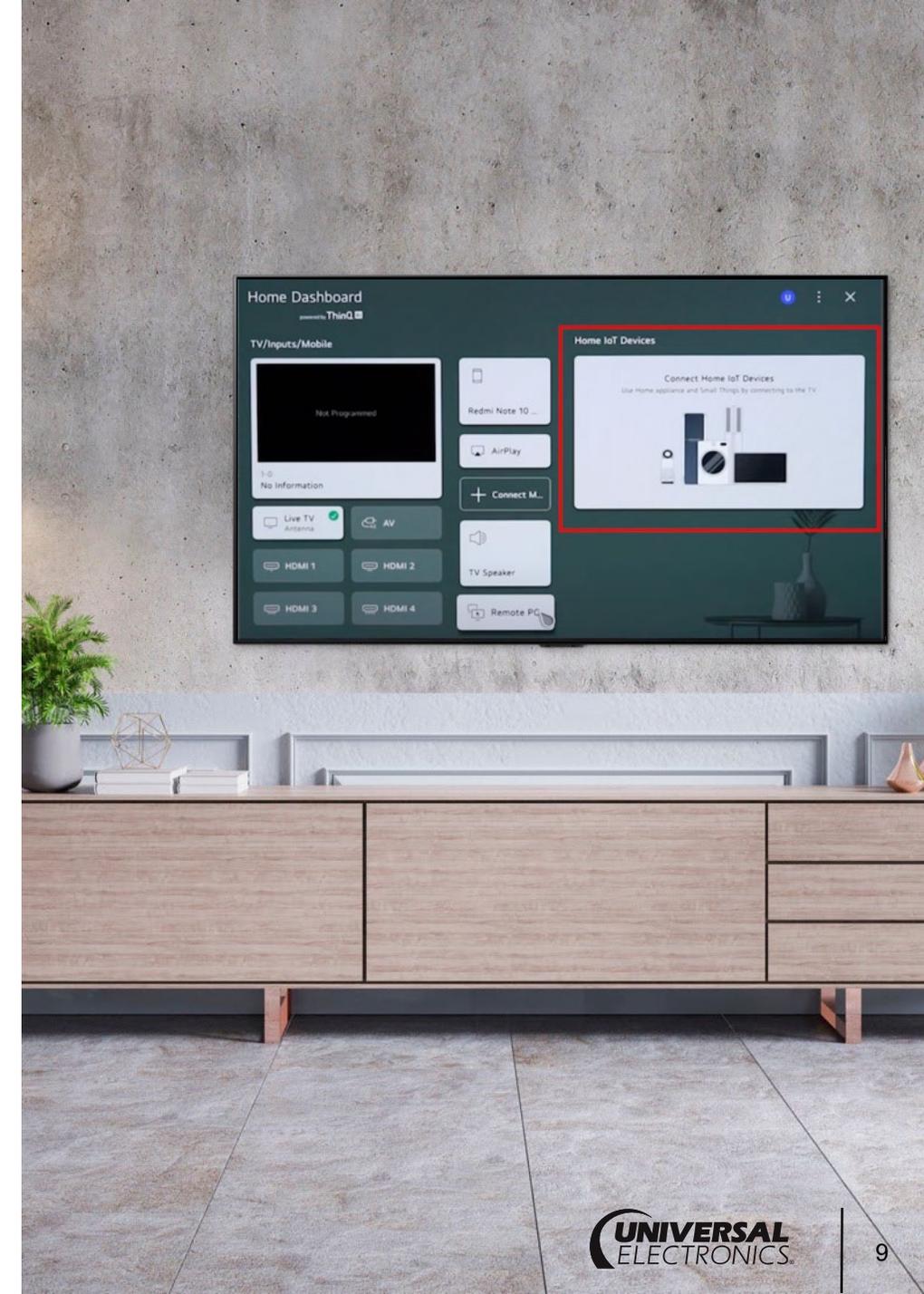
- Traditional Pay TV market in North America continues to decline, while EMEA and Latin America regions are relatively flat
- Growth is primarily driven by **Smart TV penetration and continued adoption of streaming services**
- Pay TV operators moving to more **bundled services**: both Video-On-Demand as well as live TV streaming, Subscription (SVOD), Sponsored (AVOD) and Free (FAST)

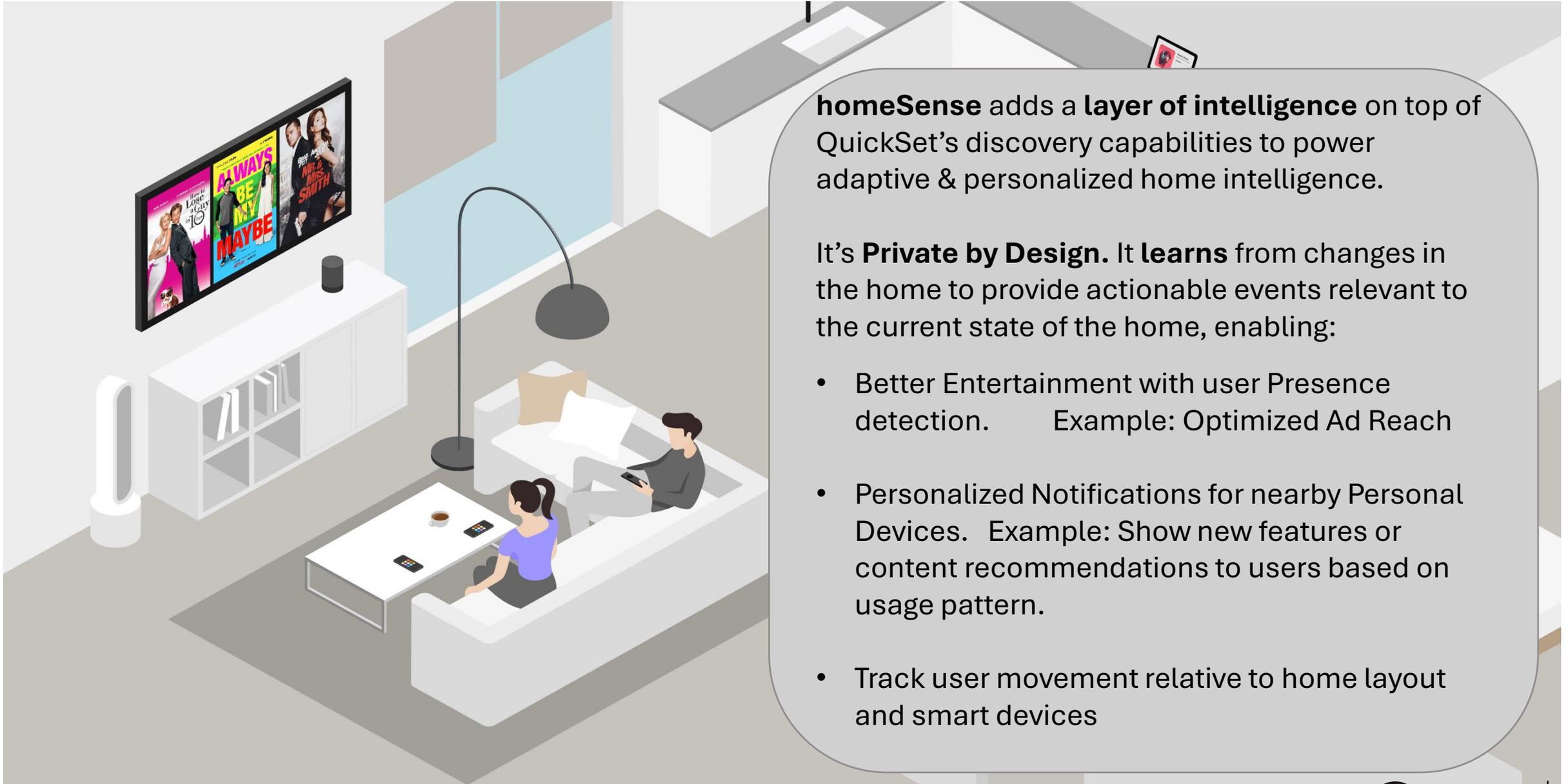
Advanced TV OS will be the service aggregator

- Enabling convergence of LiveTV, Streaming Video, Cloud Gaming, and **Smart Home services**
- TV platforms present growth through OS syndication
 - Across SmartTV (**Tizen, WebOS**) and syndicated cable platforms (**RDK, Xumo**)

Business models **focus on AdTech Revenue** across TV OS landscape

- Expanding **QuickSet software licensing** footprint beyond our existing Japan and Korea OEMs to include global TV brands/OS in China and Taiwan





homeSense adds a **layer of intelligence** on top of QuickSet's discovery capabilities to power adaptive & personalized home intelligence.

It's **Private by Design**. It **learns** from changes in the home to provide actionable events relevant to the current state of the home, enabling:

- Better Entertainment with user Presence detection. Example: Optimized Ad Reach
- Personalized Notifications for nearby Personal Devices. Example: Show new features or content recommendations to users based on usage pattern.
- Track user movement relative to home layout and smart devices

Connected Home

Demand for smart, connected climate control is growing

- HVAC OEMs represent highest growth potential within channel
- Innovation driving changes in HVAC systems, such as heat pumps and VRF, that rely on proprietary control protocols

Overall smart thermostat demand driven by:

- Consumer focus on comfort and convenience
- Demand for more efficient energy & cost management
- Value of predictive/preventive maintenance services to OEMs

Addressable HVAC OEM market for residential climate control and sensors is estimated at **\$1.8B and growing at 8%**

- Building momentum in adjacent Western European Utilities and Multi-Dwelling Unit Property Management channels with turnkey “white-label” solutions.

Integrating value-add features such as

- QuickSet homeSense: a privacy-first, home intelligence solution that powers adaptive Climate Control



GEOFENCING	WI-FI SENSING	QUICKSET
Tracking your location	Processed locally	Processed locally
Privacy Concerns	Private & Secure	Private & Secure
App Dependency	Reliance on Router/Receiver	No App Dependency

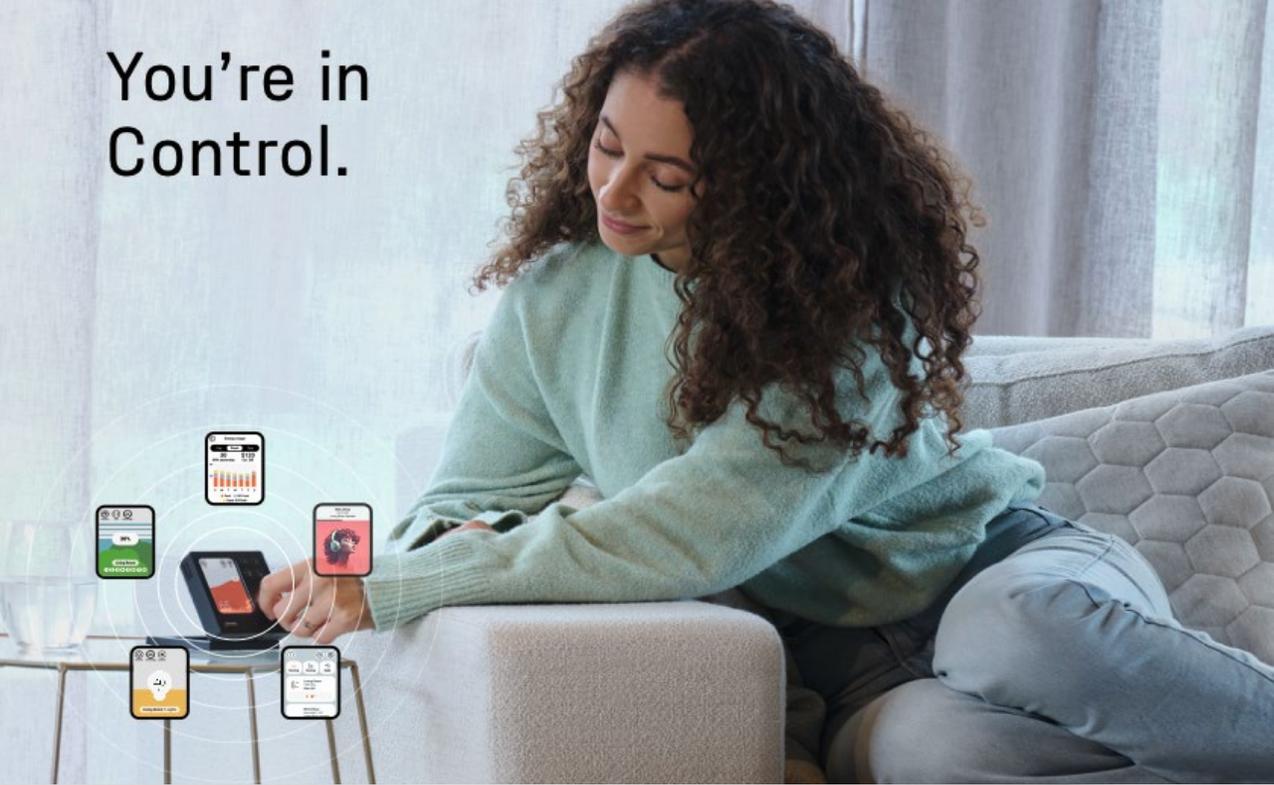
homeSense is available on standard and custom smart thermostat solutions and brings a **layer of intelligence that learns and adapts** from changes in the home to provide actionable events, including:

- **Energy Management** with App-less Occupancy Detection. Example: Pre-Cool/Pre-Heat prior to user arriving or turn off Aicon when the home is unoccupied.
- **Comfort & Convenience** by optimizing temperature control across single and multi-user preferences.

One user at home
Phone 01, Comfort Level 70
Thermostat identifies which phone is on the network and adjust to their chosen comfort level

Two users at home
Phone 01, Comfort Level 70
Phone 02, Comfort Level 74
Thermostat identifies which phones are on the network and prioritizes the master user

You're in Control.



INTELLIGENT CLIMATE CONTROL

- Opportunity to penetrate high growth, HVAC OEM Climate Control market and adjacencies, Utilities and MDU Property Management.
- Investing in developing thermostat solutions, sensors and software optimized for delivering energy efficiency and preventive maintenance
- Adding Interoperability with home systems that re-define the role of Climate Control in the home
- Innovative features add layer of intelligence to enhance user comfort, convenience and energy management
- Next generation climate control platform (Tide Pro) supports enhanced connectivity, multi-modality and customer application integration

TIDE



TIDE Pro

Enhanced Connectivity

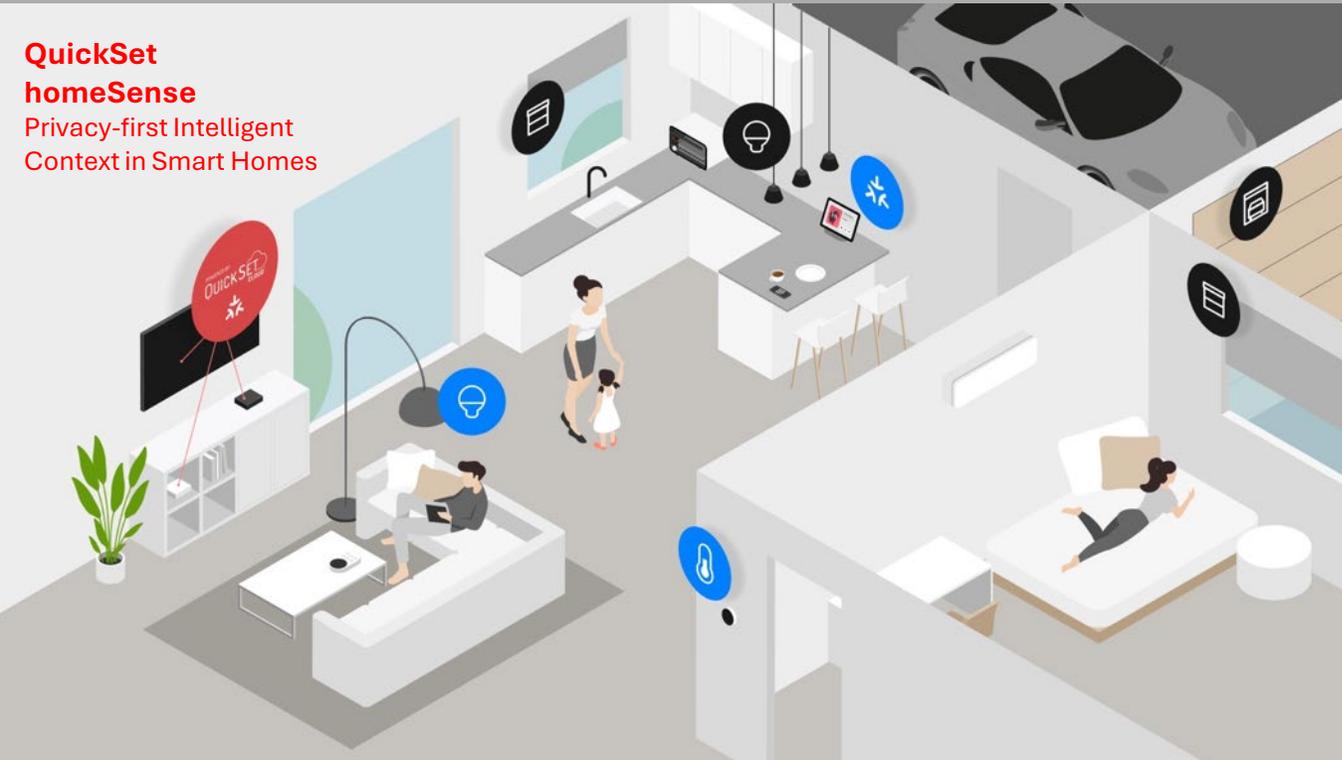


Multi-Modality



QuickSet[®] delivers Smart Home interoperability & increased user engagement through personalized experiences

**QuickSet
homeSense**
Privacy-first Intelligent
Context in Smart Homes



- Launched in 2008, QuickSet[®] has been **deployed in over 600 million devices** and is providing the world's most comprehensive solution for entertainment and smart home **device control and app & content discovery**.
- **QuickSet homeSense** adds a **layer of intelligence** to power adaptive & personalized home intelligence for core use cases in **maximizing AdTech monetization** in home entertainment and **driving energy efficiency** in smart climate control.
- QuickSet supports a broader range of device and content sources, **spanning audio and video consumption** in the home for increased user engagement.
- QuickSet is a **certified Matter and Multi-Admin Controller** that enables device, app and content discovery across any wired and wireless communication protocol including IP, Zigbee/Rf4CE, Bluetooth LE and Thread.

Partnering with global channel leaders

Climate Control

Home Security

Home Automation

Video Service Providers

Consumer Electronics

Consumer Accessories

Adjusted Non-GAAP* (\$M, except EPS)	Q3 2025	Q3 2024
Net Sales	\$90.6	\$102.1
Connected Home	\$29.8	\$26.4
Home Entertainment	\$60.8	\$75.7
Gross Margin	29.1%	30.1%
Net Income	\$1.1	\$1.4
Diluted Earnings per Share	\$0.08	\$0.10

Adjusted Non-GAAP* Guidance (\$M, except EPS)	Q4 2025	Q4 2024
Net Sales	\$82.0 - \$92.0	\$110.5
Connected Home	\$26.0 - \$30.0	\$34.5
Home Entertainment	\$56.0 - \$62.0	\$76.0
EPS	\$0.01 - \$0.11	\$0.20

* Reconciliation of Adjusted non-GAAP to GAAP in the appendix.

DRIVING LONG-TERM SALES & PROFITABILITY GROWTH

- FY 2025 expected to be profitable, first year since 2022
- Connected Home expected to grow 12% to 16% in FY 2025
- Shipping new products with pipeline of new opportunities
- Entering adjacent markets, utilities & multi-dwelling unit property management, and increasing presence in security channel

STRENGTHENED BALANCE SHEET AT SEPT. 30, 2025

- \$13.2M net cash position
 - \$31.5M in cash and cash equivalents vs. \$26.8M 12/31/24
 - \$18.3M in debt vs. \$37.0M at 12/31/24
- \$27.8M in operating cash generated in 9 mos. ended 9/30/25
- \$3.5M or ~778k shares (lesser of) authorized for stock repurchase

VALIDATING PATENTS, EXTERNALLY

- Federal Circuit U.S. Court of Appeals affirmed UEI win against Roku
- District Court lifted the stay, ruled in UEI's favor to consolidate actions, and proceed to jury trial
- March 2027 trial date set, viewed as a favorable timeline for UEI
- Recovery is underway

Investment Rationale

- Targeting attractive, **growing connected home markets worth \$1.8B**
 - Attracting top-tier customer base in new markets
- **Expanding product portfolio** in growing climate control and home automation markets
 - Leveraging global scale and reach
- Developing **industry leading, value-add technologies – QuickSet homeSense**
 - Delivers core feature for driving AdTech Revenue
 - Adds seamless home intelligence and automation for convenience and energy efficiency
- Delivering year-over-year operational efficiencies and **improving bottom-line financial performance**
 - Net positive cash flow



Financial Appendix



In addition to reporting financial results in accordance with generally accepted accounting principles, or GAAP, UEI provides Adjusted non-GAAP information as additional information for its operating results. References to Adjusted non-GAAP information are to non-GAAP financial measures. These measures are not required by, in accordance with, or an alternative for, GAAP and may be different from non-GAAP financial measures used by other companies. UEI's management uses these measures for reviewing the financial results of UEI for budget planning purposes and for making operational and financial decisions. Management believes that providing these non-GAAP financial measures to investors, as a supplement to GAAP financial measures, help investors evaluate UEI's core operating and financial performance and business trends consistent with how management evaluates such performance and trends. Additionally, management believes these measures facilitate comparisons with the core operating and financial results and business trends of competitors and other companies.

Adjusted non-GAAP gross profit is defined as gross profit excluding impairment and stock-based compensation expenses. Adjusted non-GAAP operating expenses are defined as operating expenses excluding stock-based compensation expense, amortization of acquired intangibles assets, severance, factory restructuring costs, lease abandonment costs and costs associated with certain litigation efforts. Adjusted non-GAAP net income (loss) is defined as net loss excluding the aforementioned items, foreign currency gains and losses, as well as the related tax effects of all adjustments. Adjusted non-GAAP income (loss) per diluted share is calculated using Adjusted non-GAAP net income (loss). A reconciliation of these financial measures to the most directly comparable GAAP financial measures is included at the end of this press release.

NET SALES BY CHANNEL

(In thousands, except per share amounts, unaudited)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2025	2024	2025	2024
Connected home ⁽¹⁾	\$ 29,793	\$ 26,368	\$ 95,621	\$ 73,830
Home entertainment ⁽²⁾	60,759	75,705	184,922	210,595
Net sales	<u>\$ 90,552</u>	<u>\$ 102,073</u>	<u>\$ 280,543</u>	<u>\$ 284,425</u>

⁽¹⁾ The connected home channel represents climate control, smart home and security product sales sold primarily to HVAC, security, home automation and home appliance customers.

⁽²⁾ The home entertainment channel represents entertainment-related product sales sold primarily to video service providers, consumer electronics original equipment manufacturers ("OEMs") and retailers. It also includes sales associated with intellectual property licensing and our cloud-based software solution.

RECONCILIATION OF GAAP TO ADJUSTED NON-GAAP FINANCIAL RESULTS

(In thousands, except per share amounts, unaudited)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2025	2024	2025	2024
Cost of sales:				
Cost of sales - GAAP	\$ 65,430	\$ 71,341	\$ 200,142	\$ 201,753
Impairment of long-lived assets ⁽¹⁾	(1,187)	—	(1,187)	—
Stock-based compensation expense	(13)	(25)	(41)	(72)
Adjusted Non-GAAP cost of sales	64,230	71,316	198,914	201,681
Adjusted Non-GAAP gross profit	\$ 26,322	\$ 30,757	\$ 81,629	\$ 82,744
Gross margin:				
Gross margin - GAAP	27.7 %	30.1 %	28.7 %	29.1 %
Impairment of long-lived assets ⁽¹⁾	1.4 %	— %	0.4 %	— %
Stock-based compensation expense	0.0 %	0.0 %	0.0 %	0.0 %
Adjusted Non-GAAP gross margin	29.1 %	30.1 %	29.1 %	29.1 %
Operating expenses:				
Operating expenses - GAAP	\$ 29,634	\$ 30,314	\$ 87,659	\$ 93,615
Stock-based compensation expense	(828)	(1,626)	(4,233)	(4,944)
Amortization of acquired intangible assets	(206)	(219)	(632)	(686)
Severance ⁽²⁾	(1,705)	—	(1,980)	—
Factory restructuring charges ⁽³⁾	(841)	(104)	(841)	(2,722)
Lease abandonment ⁽⁴⁾	(1,302)	—	(1,302)	—
Litigation costs ⁽⁵⁾	—	(175)	—	(532)
Adjusted Non-GAAP operating expenses	\$ 24,752	\$ 28,190	\$ 78,671	\$ 84,731
Operating income (loss):				
Operating income (loss) - GAAP	\$ (4,512)	\$ 418	\$ (7,258)	\$ (10,943)
Impairment of long-lived assets ⁽¹⁾	1,187	—	1,187	—
Stock-based compensation expense	841	1,651	4,274	5,016
Amortization of acquired intangible assets	206	219	632	686
Severance ⁽²⁾	1,705	—	1,980	—
Factory restructuring costs ⁽³⁾	841	104	841	2,722
Lease abandonment ⁽⁴⁾	1,302	—	1,302	—
Litigation costs ⁽⁵⁾	—	175	—	532
Adjusted Non-GAAP operating income (loss)	\$ 1,570	\$ 2,567	\$ 2,958	\$ (1,987)
Adjusted pro forma operating income (loss) as a percentage of net sales	1.7 %	2.5 %	1.1 %	(0.7)%

RECONCILIATION OF GAAP TO ADJUSTED NON-GAAP FINANCIAL RESULTS

(In thousands, except per share amounts, unaudited)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2025	2024	2025	2024
Net income (loss):				
Net income (loss) - GAAP	\$ (8,329)	\$ (2,658)	\$ (17,515)	\$ (19,500)
Impairment of long-lived assets ⁽¹⁾	1,187	—	1,187	—
Stock-based compensation expense	841	1,651	4,274	5,016
Amortization of acquired intangible assets	206	219	632	686
Severance ⁽²⁾	1,705	—	1,980	—
Factory restructuring costs ⁽³⁾	841	104	841	2,722
Lease abandonment ⁽⁴⁾	1,302	—	1,302	—
Litigation costs ⁽⁵⁾	—	175	—	532
Foreign currency (gain)/loss	1,109	(264)	2,651	194
Income tax provision on adjustments	2,248	2,134	6,605	7,101
Adjusted Non-GAAP net income (loss)	<u>\$ 1,110</u>	<u>\$ 1,361</u>	<u>\$ 1,957</u>	<u>\$ (3,249)</u>
Diluted shares used in computing earnings (loss) per share:				
GAAP	13,340	12,985	13,207	12,935
Adjusted Non-GAAP	13,569	13,140	13,488	12,935
Diluted earnings (loss) per share:				
Diluted earnings (loss) per share - GAAP	\$ (0.62)	\$ (0.20)	\$ (1.33)	\$ (1.51)
Total adjustments	\$ 0.70	\$ 0.31	\$ 1.44	\$ 1.26
Adjusted Non-GAAP diluted earnings (loss) per share	\$ 0.08	\$ 0.10	\$ 0.15	\$ (0.25)

⁽¹⁾ The three and nine months ended September 30, 2025 include impairment charges relating to machinery and equipment and leasehold improvements associated with the shut down of our Mexico manufacturing facility. The shut down is expected to be completed by the end of 2025.

⁽²⁾ The three months and nine months ended September 30, 2025 include severance costs associated with a global reduction in force primarily impacting roles within the engineering and research and development functions. Additionally, the nine months ended September 30, 2025 include severance per the Transition Agreement and Release of Claims dated March 19, 2025 between Paul D. Arling and the company.

⁽³⁾ The three and nine months ended September 30, 2025 include severance and other exit costs associated with the closure of our Mexico manufacturing facility. The three and nine months ended September 30, 2024 include severance and other exit costs associated with the closure of our southwestern China factory and the streamlining of our Mexico manufacturing facility.

⁽⁴⁾ The three and nine months ended September 30, 2025 include costs resulting from the abandonment of our office space in Carlsbad, California.

⁽⁵⁾ The three and nine months ended September 30, 2024 include expenses related to our various litigation matters involving Roku, Inc. and certain other related entities including three Federal District Court cases, two International Trade Commission investigations and the defense of various inter partes reviews and appeals before the US Patent and Trademark Board.

RECONCILIATION OF GAAP TO ADJUSTED NON-GAAP OUTLOOK AND FINANCIAL RESULTS

(In thousands, except per share amounts, unaudited)

	Three Months Ended December 31,		
	2025		2024
	Low Range	High Range	Actual
Net sales:			
Connected home	\$ 26,000	\$ 30,000	\$ 34,428
Home entertainment	56,000	62,000	76,026
Net sales - GAAP	<u>\$ 82,000</u>	<u>\$ 92,000</u>	<u>\$ 110,454</u>
Diluted earnings (loss) per share:			
Diluted earnings (loss) per share - GAAP	\$ (0.30)	\$ (0.20)	\$ (0.35)
Total adjustments ⁽¹⁾	\$ 0.31	\$ 0.31	\$ 0.54
Adjusted Non-GAAP diluted earnings (loss) per share	\$ 0.01	\$ 0.11	\$ 0.20

⁽¹⁾ Includes adjustments for stock-based compensation expense, amortization of acquired intangibles assets, severance, factory restructuring costs, lease termination costs, foreign currency gains and losses and the related tax impact of these adjustments. The three months ended December 31, 2024 also includes adjustments for costs associated with certain litigation efforts and a legal judgment.