BOXLIGHT®

NASDAQ: BOXL

Investor Presentation
June 2023

Interactive Technologies

Forward-Looking Statements

This presentation contains "forward-looking statements." Forward-looking statements reflect our current view about future events. When used in this presentation, the words "anticipate," "believe," "estimate," "expect," "future," "intend," "plan," or the negative of these terms and similar expressions—as they relate to us or our management—identify forward-looking statements. Such statements include, but are not limited to, statements contained in this presentation relating to our business strategy, our future operating results, and liquidity and capital resources outlook. Forward-looking statements are based on our current expectations and assumptions regarding our business, the economy, and other future conditions.

Our most recent reports on Form 10-K and Form 10-Q filed with the U.S. Securities and Exchange Commission provide information about these and other factors, which we may revise or supplement in future reports. These documents are available for free by visiting EDGAR on the SEC website at www.sec.gov. Alternatively, copies may be obtained from Boxlight Corporation, Investor Relations, 2750 Premiere Pkwy Suite 900, Duluth, GA 30097. Telephone: 678-367-0809 or Email: investor.relations@boxlight.com.

BOXLIGHT

Interactive Learning Technologies

Boxlight is a leading provider of interactive technologies including interactive and non-interactive displays, digital signage, collaboration software, supporting accessories and professional services.

Selling under its award-winning brands Clevertouch®, Mimio®, FrontRow™ and EOS Education, the Company aims to improve engagement and communication in diverse business and education environments.

Global Footprint

72 Countries | 1000+ Global Partners

Educational Solutions in Over
1.5 million Classrooms Worldwide

CUSTOMER REFERENCES

Academies Enterprise Trust — Find your remarkable

GEMS EDUCATION

NYC Department of Education

Stonehenge School

ATLANTA PUBLIC SCHOOLS

DALLAS INDEPENDENT SCHOOL DISTRICT

HOUSTON INDEPENDENT SCHOOL DISTRICT

SAN DIEGO UNIFIED SCHOOL DISTRICT

CLAYTON COUNTY PUBLIC SCHOOLS JONESBORO, GA.

HULL COLLEGE

THE BALTIMORE COUNTY PUBLIC SCHOOLS

Scholengroep BRUSSEL

Company Timeline

April 2016 Acquisition of **Mimio**

May 2016 Acquisition of **Genesis Collaboration**

Jul 2016 Acquisition of **Boxlight Group**

Nov 2017 Initial Public Offering on **NASDAQ**

May 2018 Acquisition of **Cohuborate**

Jun 2018 Acquisition of **Qwizdom**

Aug 2018 Acquisition of **EOS Education**

Mar 2019 Acquisition of **Modern Robotics**

Apr 2020 Acquisition of **Robo3D** and **MyStemKits**

Sep 2020 Acquisition of **Sahara Presentation Systems**

Mar 2021 Acquisition of **Interactive Concepts**

Dec 2021 Acquisition of **FrontRow Calypso**

Solution Suite

Hardware

- Interactive and Non-Interactive Displays
- Display Walls & Digital Signage Solutions
- Classroom accessories including document cameras and audio solutions (microphones, speakers, intercoms, paging, bells, and alert systems)
- STEM solutions (3D printers, robotics & coding, censors)

Software / Cloud

- MimioConnect Blended Learning Platform
- Lynx Whiteboard
- CleverLive – Digital Signage
- CleverStore – App Store
- CleverShare – Screen Casting
- MyStemKits - STEM Curriculum
- Online educator community

Professional Development

- Certifications
- Self-paced courses
- Live in-person & virtual instructed-led

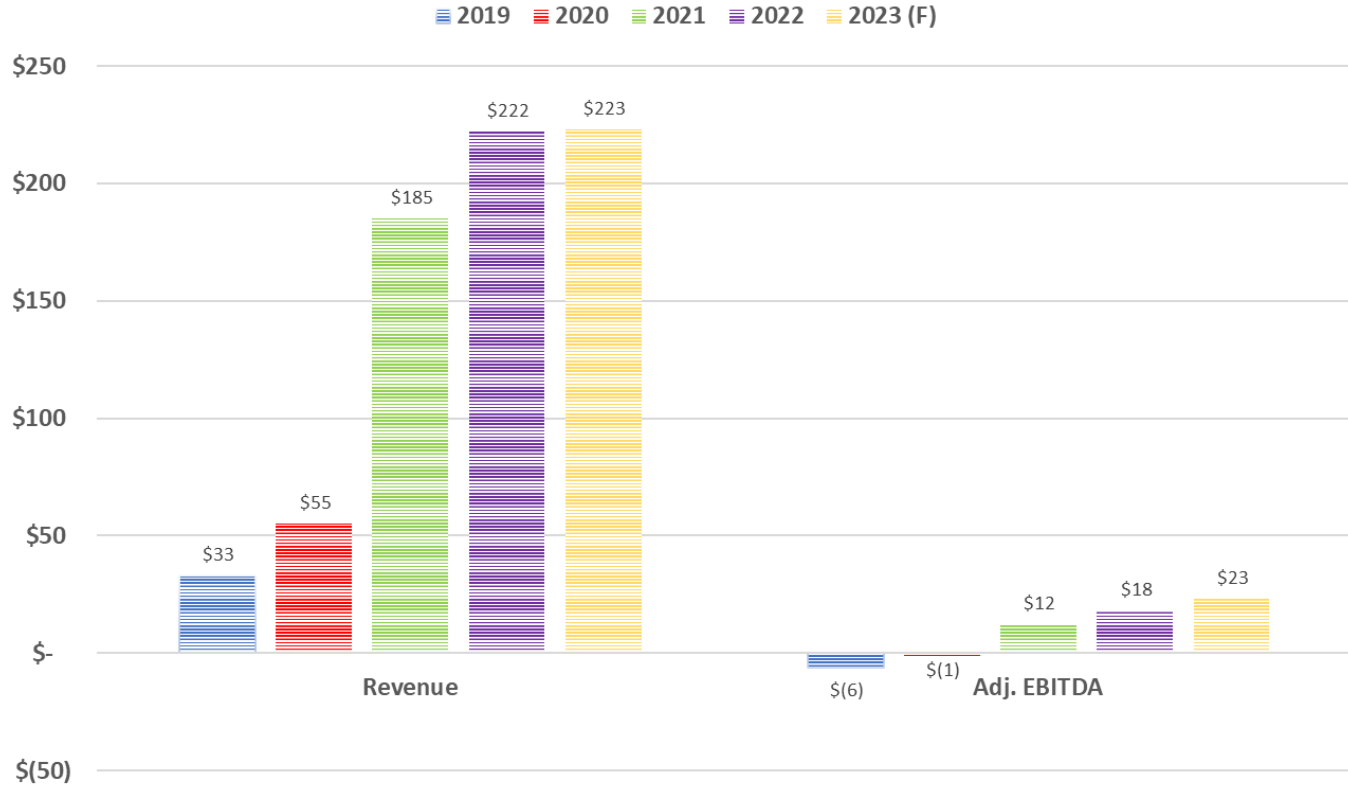**Interactive Displays, Display Walls, & Audio**

STEM Solutions

Software, Cloud Solutions and Digital Signage

Professional Development

Boxlight Corporation | June 2023

Revenue and Adj EBITDA Performance

Legend: ▤ 2019 ▤ 2020 ▤ 2021 ▤ 2022 ▤ 2023 (F)

Revenue:
- 2019: $33
- 2020: $55
- 2021: $185
- 2022: $222
- 2023 (F): $223

Adj. EBITDA:
- 2019: $(6)
- 2020: $(1)
- 2021: $12
- 2022: $18
- 2023 (F): $23

Recent Updates

- Introduced our MimioDS digital signage displays for the U.S. with sizes ranging from 43" to 98".

- Launched our LED all-in-one video wall solution under the brands CleverWall and MimioWall with sizes ranging from 120" to 299".

- Introduced our market-leading wireless presentation system with built-in digital signage capabilities and touchscreen functionality under the brands CleverHub and MimioHub.

- Updated our interactive displays with with Android 11, improved speakers, USB-C with hardware optimization, additional screen sharing and lesson planning apps, user profiles and launch screens, and compatibility with Google Classroom cloud accounts.

- Introduced our Clevertouch Impact LUX display, bundled with our Google EDLA training, allowing users to become Level 1 and 2 Google Certified Educators.

BOXLIGHT

Recent Updates (continued)

- Enhanced our FrontRow Attention! solution allowing simultaneous campus-wide broadcast of audio alerts and visual messages.

- Enhanced our MimioConnect blended learning platform to allow students to add and save annotations; teachers to view and share student work, student polling via text messages and enhanced STEM lessons with PhET simulations.

- Expanded our sales teams in key markets in the United States and Germany, and sales resources dedicated to our enterprise vertical.

Industry Recognition

2023
Tech & Learning
5 Best of Show ISTE

2023
AV Technology
Best of Show InfoComm

2023
Digital Signage
Best of Show InfoComm

2023
Tech & Learning
Best of Show InfoComm

2023
EdTech Breakthrough
Best Tech for Student Safety

2023
Cool Tool Award
Ed Tech

2023
Finalist Cool Tool Award
Ed Tech

2023
Finalist Trendsetter Award
EdTech

2023
Clevertouch UX Pro2
AV Tech Magazine
Best of ISE Show Award

2022
Tech & Learning
10 Boxlight Product Awards

2022
Campus Technology
Technology Award

2022
THE Journal
4 Boxlight Product Awards

2022
Christian School Products
Top Products of the Year

2022
ACE.org
Best STEM Solution

2022
11 Tech & Learning Awards of Excellence Best Tools for Back to School Primary & Secondary

2022
6 Best of Show ISTE

2022
EdTech Company of the Year

2022
5 Tech & Learning Awards of Excellence
Primary & Secondary Education

2022
Education Technology
Innovation of the Year

2022
Best Business Growth

2021
6 Cool Tools
Finalist Awards

2021
3 Awards of Excellence
for Remote Learning

2021
Best Business Growth

2021
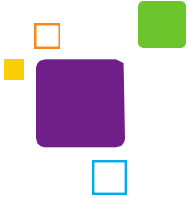2 Best in Show Awards

2021
EdTech Breakthrough Award

2021
6 Tech & Learning Awards of Excellence Best Tools for Back to School Primary and Secondary
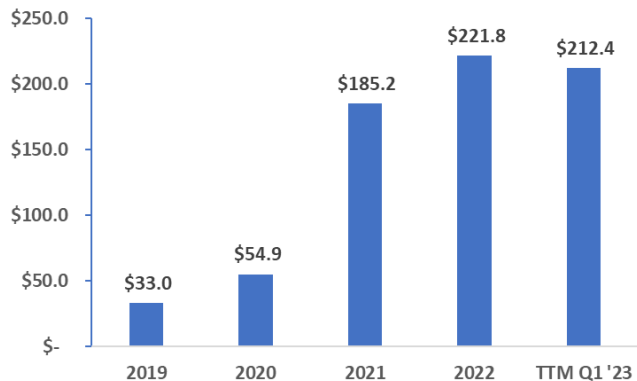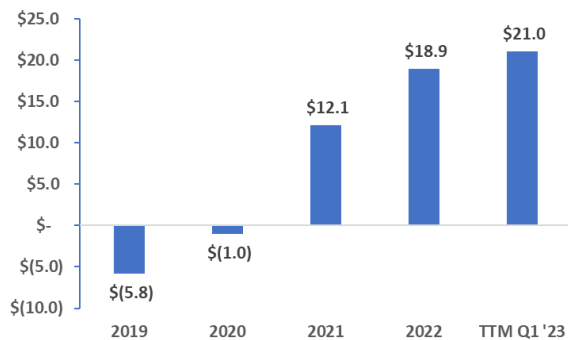
Financial Summary

Key Financial Highlights

- **Strengthened balance sheet to execute on growth strategy**
  - Repaid $8.5 million principal on credit facility in Q4 2022
  - Ended Q1 2023 with a healthy balance sheet including $62 million working capital and $50 million net assets

- **Strong top-line growth through recent acquisitions and organic growth across all markets**
  - TTM Q1 revenue increased by 4.7% to $212 million and Adj EBITDA improved from $3 million to $10 million
  - Received key customer orders in Q1 2023 including $4.4M from Graphics Distribution, $2.2m from Bluum (U.S.), $1.6m from Data Projections and $1.3m from Advanced Classroom Technologies

- **Continued focus on margin improvement across all markets**
  - Q1 2023 gross profit margin of 37% which was 1,190 basis point improvement compared to prior year period

- **Improved Adjusted EBITDA and FCF resulting from top-line growth combined with disciplined expense management**
  - For the trailing 12 months ended Q1 2023, reported $212 million revenue and $22 million Adjusted EBITDA, with revenue growing by 5% and Adjusted EBITDA growing by 88% over the prior 12-month period
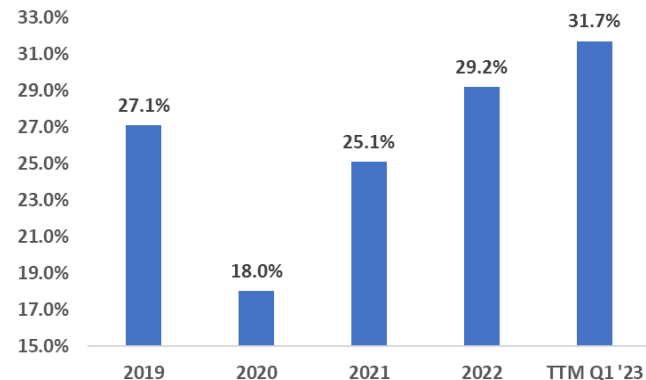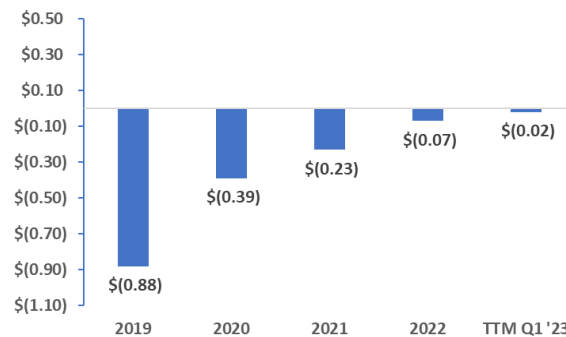
BOXLIGHT

Key Financial Highlights

Revenue *($ in millions)*

Year	Revenue
2019	$33.0
2020	$54.9
2021	$185.2
2022	$221.8
TTM Q1 '23	$212.4

Gross Margin

Year	Gross Margin
2019	27.1%
2020	18.0%
2021	25.1%
2022	29.2%
TTM Q1 '23	31.7%

Adjusted EBITDA *($ in millions)*

Year	Adjusted EBITDA
2019	$(5.8)
2020	$(1.0)
2021	$12.1
2022	$18.9
TTM Q1 '23	$21.0

EPS

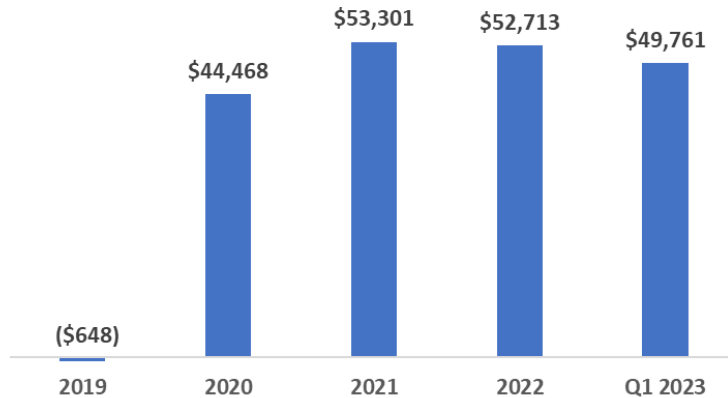| Year	EPS
2019	$(0.88)
2020	$(0.39)
2021	$(0.23)
2022	$(0.07)
TTM Q1 '23	$(0.02)

Improved Balance Sheet and Liquidity

- **Enhanced operational and financial performance**
  - Organic growth across all markets
  - Government funding (e.g. ESSR funds) and growing IFPD market
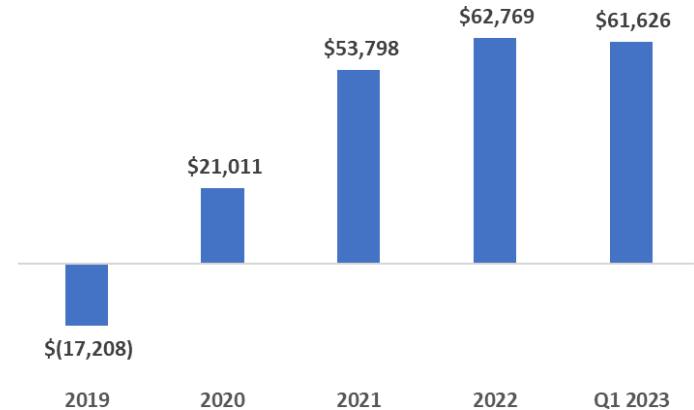 - Accretive acquisitions – Sahara and FrontRow

- **WhiteHawk Credit Facility**
  - $52.3 million term loan
  - Prepaid $8.5 million in Q4 2022
  - Required to pay $3.0 million by September
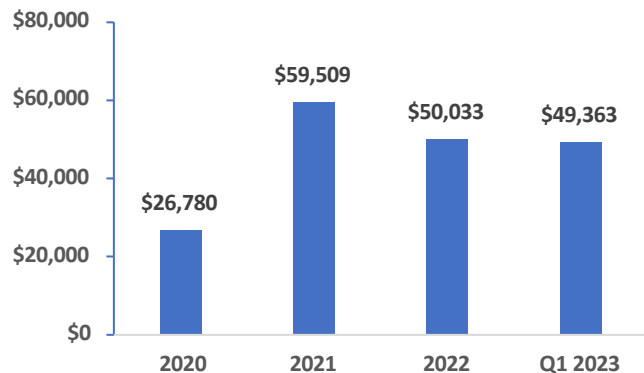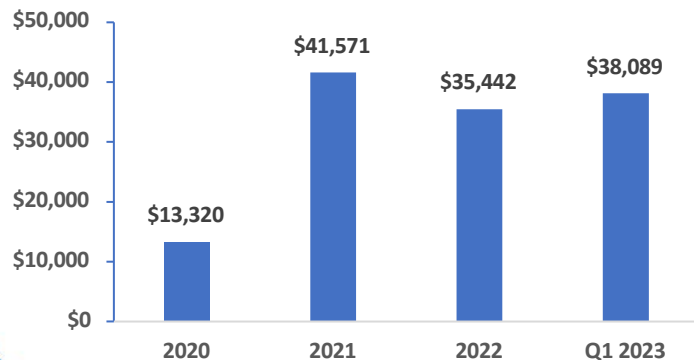
Total Stockholders Equity *($ in 000's)*

Year	Value
2019	($648)
2020	$44,468
2021	$53,301
2022	$52,713
Q1 2023	$49,761

Working Capital *($ in 000's)*

Year	Value
2019	$(17,208)
2020	$21,011
2021	$53,798
2022	$62,769
Q1 2023	$61,626

Boxlight | June 2023

Debt Summary

Total Debt *($ in 000's)*

Values: 2020: $26,780 | 2021: $59,509 | 2022: $50,033 | Q1 2023: $49,363

Interest Expense *($ in 000's)*

Values: 2020: $2,815 | 2021: $3,382 | 2022: $9,923 | TTM Q1 '23: $10,054

Net Debt *($ in 000's)*

Values: 2020: $13,320 | 2021: $41,571 | 2022: $35,442 | Q1 2023: $38,089

Senior Leverage Ratio

Values: 12/31/2021: 4.9 | 12/31/2022: 2.6 | 3/31/2023: 2.3

Boxlight | June 2023

15
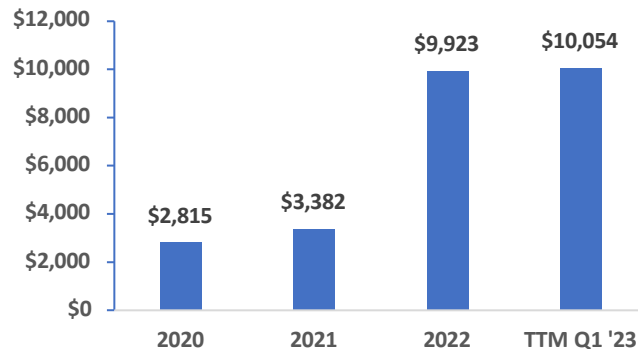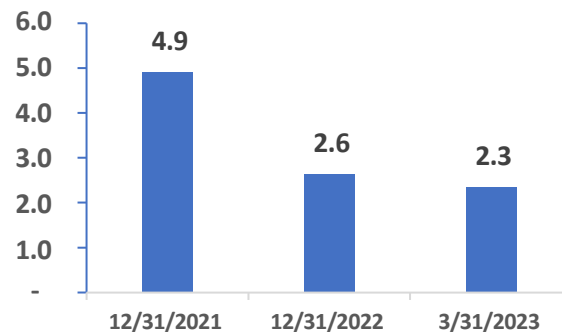
Market Overview & Competitive Landscape

- ❑ The Interactive Displays market expects to generate over 15.5 million global sales during the period from 2023 to 2027and continues to exhibit both volume and value growth.
- ❑ While interactive whiteboards (IWBs) have been more or less exclusively used in Education, the Corporate meeting room market has become a secondary driver for interactive flat panel displays (IFPDs), although Education, especially K-12 still accounted for approximately 80% of global IFPD volume demand in 2022.
  - – The addressable market of Corporate meeting spaces is larger than the number K-12 classrooms, and existing penetration is low, especially in smaller meeting rooms.
- ❑ 2023 global sales are expected to approximately 2.8 million Interactive Displays (IWB+IFPD), gradually increasing to approximately 3.3 million units in 2027.
  - – Long-term forecasts are for a 1.7% volume and (2.3)% value CAGR '23-'27.
- ❑ Federal funding for U.S. school systems supports a robust growth outlook:
  - – $2.2 trillion CARES Act provides a budget of $30.7B for the U.S. education industry. In addition, the $900B COVID Relief Act provides an incremental $82B of education funding, as well as the $1.9 trillion American Rescue Plan provides an incremental $168B. In total, this results in an estimated ~$3,000 for every school child in public education within the U.S. and an estimated $70,000 available per classroom.
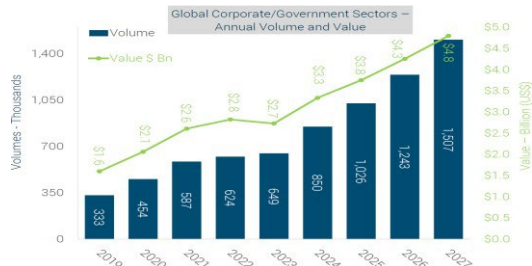
Annual Global Volume Forecast by Product & Sector

Q1 2023 Global (ex China) IFPD Market Share
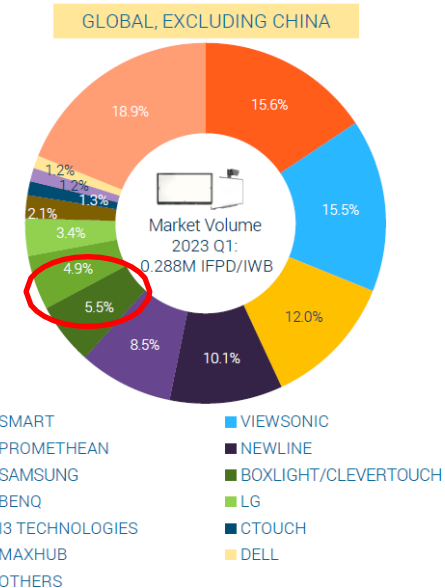
Growth in Corporate Sector

Source: Futuresource Consulting (for all market overview & competitive landscape data)

Executive Leadership

MICHAEL POPE | CEO

Vert Capital | Managing Director

Taylor Family | CFO and COO

Omniture | SEC Reporting

GREG WIGGINS | CFO

Carmike Cinemas | CAO

Ernst & Young; BDO | Public Accounting

HANK NANCE | COO

Boxlight | President

Projector.com | General Manager

Prine | Project Manager

SHAUN MARKLEW| CTO

Sahara Presentation Systems | COO

Owl Video Systems | Sales Director

MARK STARKEY | PRESIDENT

Sahara Presentation Systems| CEO

EMC | Sr. Director EMEA

Logicalis UK | Managing Director

Boxlight Corporation | June 2023

Board of Directors

RUDY CREW	DALE STRANG	MARK ELLIOTT	MICHAEL POPE	TIFFANY KUO	CHUCK AMOS	WAYNE JACKSON
NYC School District	Healthline Media	Promethean	Vert Capital	Everest Display	The Amos Group	USA Technologies
Harvard University	SpinMedia	Apple	Omniture	ExxonMobil	Mind Research Institute	SecureWorks
Miami-Dade County Public Schools	Viximo	E3 Corporation	Grant Thornton	Deloitte	GuideK12	PWC

Investment Highlights

MARKET
- Large and growing market
  - Replacement market

PROVEN LEADERSHIP TEAM
- Winning leadership team
- Track record of success and relationships

GLOBAL BRAND RECOGNITION
- Outstanding partner network and customer base
- Industry recognized for innovation and service

COMPREHENSIVE INTEGRATED SOLUTION SUITE
- Award-winning products, services, and support
- Software natively supports competitors' platforms
- Strong suite of intellectual property

NEED FOR DISRUPTIVE THOUGHT LEADER
- Fragmented market
- Weakened competitors in a risk-averse market
- Ideal market for consolidation

Thank You

Boxlight Corporation

Tel: +1 (678) 367-0809

investor.relations@boxlight.com

boxlight.com