



Nasdaq: DAIO

Bill Wentworth

October 2024

Safe Harbor

Statements in this presentation concerning economic outlook, expected revenue, expected margins, expected savings, expected results, orders, deliveries, backlog and financial positions, semiconductor chip shortages, supply chain expectations, as well as any other statement that may be construed as a prediction of future performance or events are forward-looking statements which involve known and unknown risks, uncertainties and other factors which may cause actual results to differ materially from those expressed or implied by such statements. Forward-looking statement disclaimers also apply to the impact of global and geopolitical events. These factors include uncertainties as to the ability to record revenues based upon the timing of product deliveries, shipping availability, installations and acceptance, accrual of expenses, business interruptions, changes in economic conditions, part shortages and other risks including those described in the Company's filings on Forms 10-K and 10-Q with the Securities and Exchange Commission (SEC), press releases and other communications.

Furthermore, the matters that we discuss today will include forward-looking statements that involve risks factors that could cause Data I/O Corporation's results to differ materially from management's current expectations. We encourage you to review the Safe Harbor statement contained in the earnings releases as well as our most recent SEC filings for a complete description.

Additionally, those forward-looking statements are made as of today, and we take no obligation to update them.

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Data I/O at a Glance

Who We Are

Data I/O's programming solutions put data into the world's electronic products during manufacturing, bringing them to life. We deliver semiconductor programming equipment, consumables and services for programming service providers and global manufacturers of electronic systems.



Founded in
1972



Patents



ISO 9001:2015
Certifications



Global Service
& Support



100

Employees

>57

US &
International
Patents

1.5

Billions of
Devices
Programmed
Annually

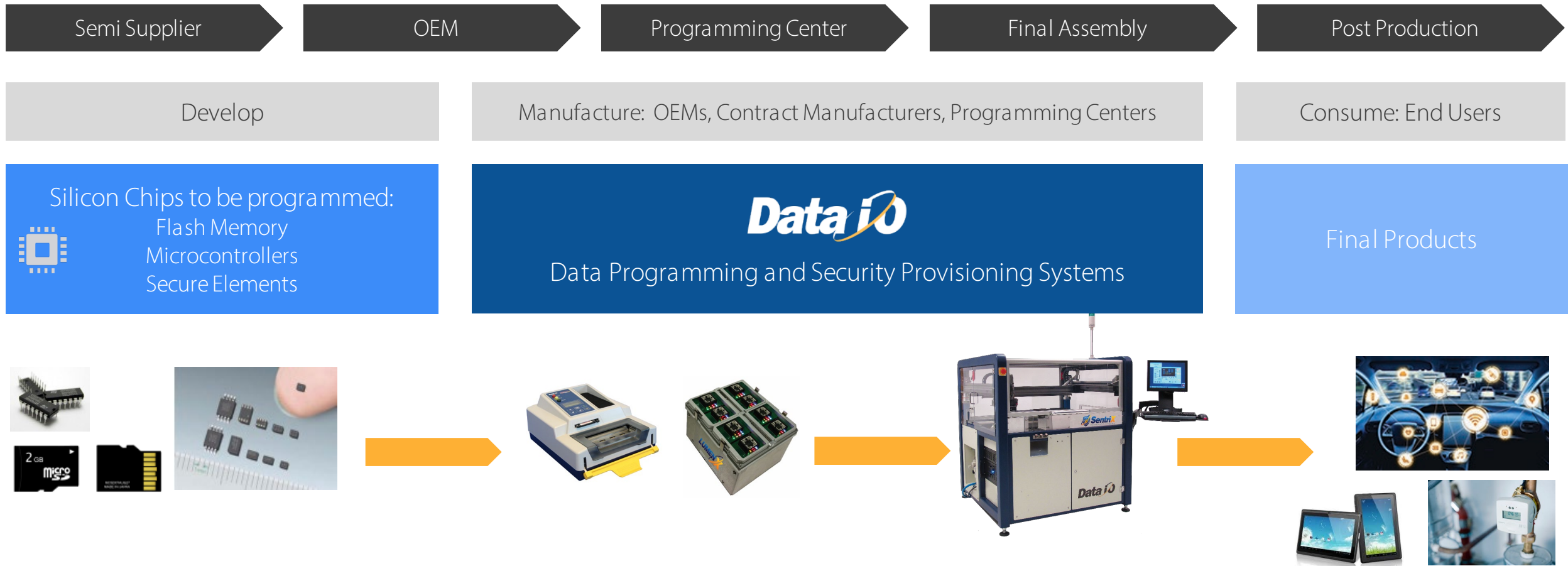
>500

Automated
Programming
Systems Globally

>40

Countries with
Sales & Service

Supporting the Secure Digital World



Data I/O's programming solutions put data into the world's electronic products during manufacturing, bringing them to life



Serving Customers Globally in Growing Markets

Programming Service Providers & EMS



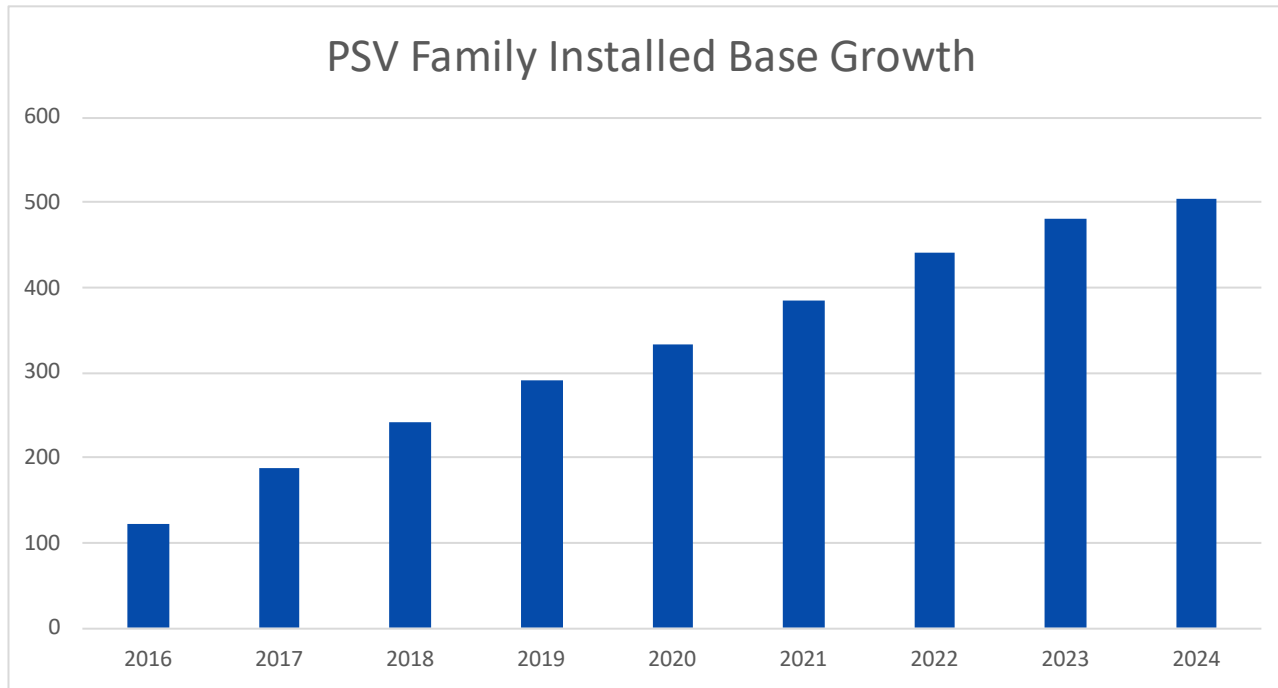
Automotive



Industrial/Medical/Consumer



Growing Reoccurring Revenue



* 2024 YTD

More systems in the field drives an increase in:

- Adapter sales
- Field upgrades
- Software
- Service

Company Snapshot

Recent Achievements and Trends

- New leadership team in Q4 2024 with strategic transformative plans
- Largest installed base globally of programming solutions

Committed to Growing Shareholder Value

- Focusing on programming core competencies
- Balance sheet and cash position will allow us to invest in our future
- Differentiated market position through technology leadership and global support
- Cost efficiencies and expense management improving performance

Company Snapshot ⁽¹⁾⁽²⁾

NASDAQ:	DAIO
Headquarters:	Redmond, WA
Recent Stock Price:	\$2.60
Market Cap:	\$24.0M
Diluted Shares:	9.2M
3-Month Daily Avg. Volume:	20,000 shares
Sales (TTM):	\$23.4M
Net Income (TTM):	(\$1.8M)
Diluted EPS (TTM):	(\$019)
Adj. EBITDA ⁽³⁾ (TTM):	\$0.2M
Cash & Sec. (9/30/24):	\$12.4M (\$1.34/share)
Debt (9/30/24):	\$0.0
Enterprise Value (9/30/24):	\$11.6M
NOLs (12/31/23):	\$13.8M



(1) Stock price, market cap and volume as of 10/16/24 intraday trading; Source: Yahoo
(2) Financials for the TTM period ended 9/30/24 or as noted
(3) Adj. EBITDA is a non-GAAP financial measure. A reconciliation is provided in this presentation

New Leadership

William Wentworth - President and CEO



Industry veteran and current Data I/O Board member, Bill was appointed President on September 1, 2024 and CEO on October 1, 2024. With a wealth of industry experience spanning over 35 years, his background includes private equity and M&A exposure. As the CEO of Source Electronics, the global market share leader in programming and test services, he was a Data I/O customer and led the sale of controlling interest of Source Electronics to HIG Capital in 2001 and the company's subsequent sale to Avnet in 2008 with significant investor return. More recently, as President and owner of Wentworth Advisors, he has consulted in the programming, IT, and private equity markets, focusing on expanding deal flow, performing due diligence and Board service. Mr. Wentworth has been a member of the Board of Directors of Data I/O since May 2023.

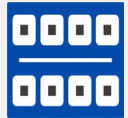
Gerald Ng - Vice President and CFO



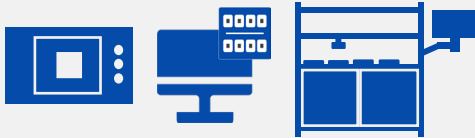
Gerry Ng joined Data I/O in July 2023 as Vice President of Finance and Chief Financial Officer on August 16, 2023. Gerry brings a wealth of experience in finance and treasury functions, business development, financial planning & forecasting, monthly reporting and business compliance. He was previously CFO for Kymeta Corporation, a broadband satellite and cellular networks communication company, and prior to that, held CFO titles at FUJIFILM SonoSite, Inc. and Fluke Networks. Gerry holds a Masters of Business Administration from Northwestern University – Kellogg School of Management and a Bachelor of Arts Finance and Accounting from the University of Washington.

Key Growth Drivers

Supporting engineering, pre-production, and volume production



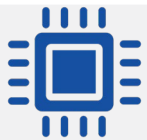
Programming Platform



Product Portfolio Solutions



Customer Experience



Device Support



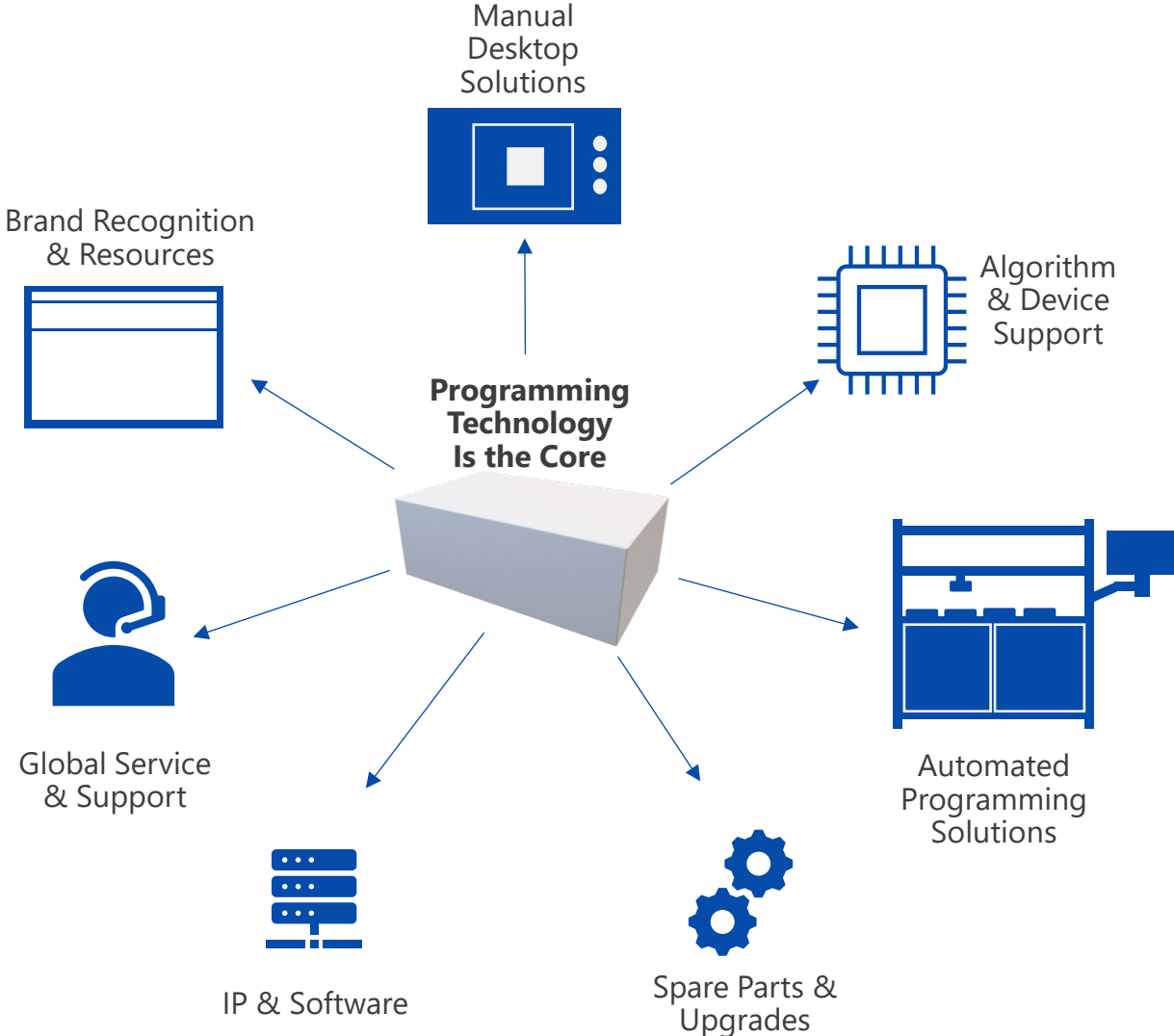
Global Service & Support



Employee Engagement / Productivity

Focusing on Our Core Competencies - Pioneers in Programming Technology

Simple
Flexible
Scalable



It Starts with the
Programming
Technology...

...and Grows
into a Single
Programming
Technology
Platform

Serving Diversified Markets with a Complete Product Portfolio

Expands opportunities into more vertical markets:

Programming Services Providers:

- Semiconductor Distribution
- Independent Providers
- CM's / EMS

Automotive:

- Tier One and Two Automotive suppliers
- EMS

Semiconductors

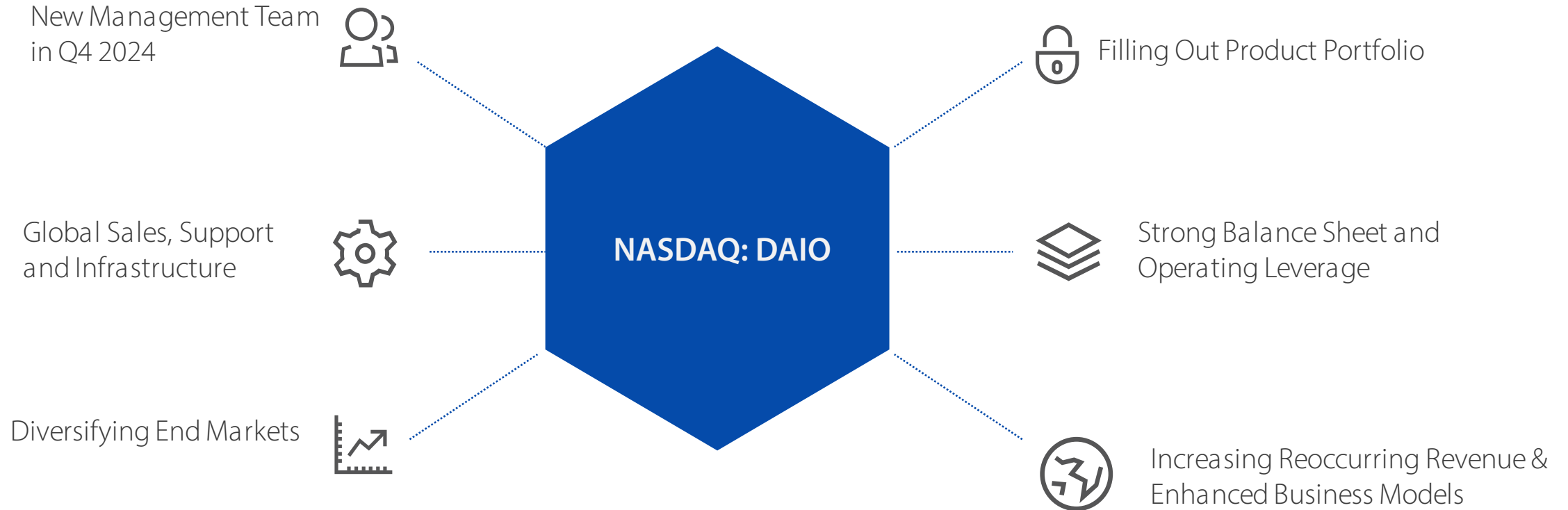
These customer segments serve all markets:

- Military / Aerospace
- Medical
- Consumer
- IoT
- Industrial

- Built on our core programming technology
- Universal device support
- From design to production on a single programmer architecture
- Foundation for creating net new customers, penetrating new markets
- Investing our capital to fuel future growth



Transformation will Position Data I/O for Long-Term Growth



The Data IO logo is displayed on a large screen at the front of a conference room. The room is filled with an audience seated at desks with laptops, facing the screen. The overall scene is dimly lit, with the screen being the primary light source.

Thank You!

NASDAQ: DAIO

For more information, please go to
<https://www.dataio.com/Company/Investor-Relations/Data-I-O-Profile>

The Data IO logo is located in the bottom right corner of the slide. It features the text "Data IO" in a bold, sans-serif font, with a stylized blue and yellow swoosh element to the right of the "IO".

Adjusted EBITDA Reconciliation

NON-GAAP FINANCIAL MEASURE RECONCILIATION

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
(in thousands)				
Net Income (loss)	(\$307)	(\$53)	(\$1,911)	\$342
Interest (income)	(\$71)	(\$41)	(\$224)	(\$125)
Taxes	\$0	\$16	\$393	\$160
Depreciation and amortization	\$111	\$180	\$451	\$468
EBITDA earnings	(\$267)	\$102	(\$1,291)	\$845
Equity compensation	\$304	\$300	\$967	\$929
Adjusted EBITDA, excluding equity compensation	\$37	\$402	(\$324)	\$1,774