# Lifeloc Technologies Annual Shareholders Meeting May 6, 2019



Committed to safer roads and workplaces worldwide

#### Welcome Shareholders

- Agenda
- Shareholder Business and Votes
- State of the Company
- Questions

#### Lifeloc Technologies

#### **Safe Harbor Agreement**

This presentation contains forward-looking statements which reflect management's expectations regarding Lifeloc's future growth, results of operations, performance (both operational and financial) and business prospects and opportunities. Where possible words such as "plans," "expects" or "does not expect," "budget," "forecasts," "anticipates" or "does not anticipate," "believes," "intends" and similar expressions or statements that certain actions, events or results "may," "could," "would," "might" or "will" be taken, occur or be achieved, have been used to identify these forward-looking statements. Although the forward-looking statements contained in this presentation reflect management's current assumptions based upon information currently available to management and based upon that which management believes to be reasonable assumptions, Lifeloc cannot be certain that actual results will be consistent with these forward looking statements. Forward-looking statements necessarily involve significant known and unknown risks, assumptions and uncertainties that may cause Lifeloc's actual results, performance, prospects and opportunities in future periods to differ materially from those expressed or implied by such forward-looking statements. These risks and uncertainties include, among other things: international and domestic operations, customer demand, regulatory matters credit and customer concentration; competition; rapid technological change; product liability claims; intellectual property; use of non-GAAP financial measures; significant shareholder; supply arrangements; and dependence upon key management personnel and executives. For more details, please see the "Risk Factors" section of our SEC filing.

Although Lifeloc has attempted to identify important risks and factors that could cause actual actions, events or results to differ materially from those described in forward-looking statements, there may be other factors and risks that cause actions, events or results not to be as anticipated, estimated or intended. There can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements.

Accordingly, as noted above, you should not place undue reliance on forward-looking statements. These forward-looking statements are made as of the date of this presentation and, except as required by law, Lifeloc assumes no obligation to update or revise them to reflect new events or circumstances.

#### Lifeloc Today

- Installed base in over 65 countries.
- Global penetration in both workplace testing and law enforcement
- Core Business is strongly cash flow positive
- Solid balance sheet
- \$8.4 million sales, 34 FTE, 2018
- Big growth opportunities in offender monitoring and real time drug testing

#### 2018 Highlights

- 1) Company revenue at \$8.4 million
- 2) 17<sup>th</sup> consecutive profitable year
- 3) Major upgrade of information infrastructure
- 4) Product rollouts starting after heavy R&D investment

#### Profit and Loss 2018

Income Statement	2018	2017
Revenue	\$ 8,437,654	\$ 7,990,738
Gross Profit	\$ 3,809,251	\$ 3,712,864
Gross Margin	45.1%	46.5%
R&D	\$ 1,121,827	\$ 1,076,763
Sales	\$ 1,251,388	\$ 1,388,927
General and Admin	\$ 1,165,413	\$ 1,114,534
Pretax Income	\$ 234,597	\$ 78,759
Net Income	\$ 217,164	\$ 14,603

#### Lifeloc Growth Strategy

Lifeloc seeks to grow and exceed \$100 million annual revenue

1) Grow the Core

Core breathalyzers generates free cash flow to fund big targets

2) Grow the Pie

Move to higher value added applications

3) Recurring Revenue

Monitoring business

4) Drug of Abuse – Real time testing

Spin Dx and Marijuana breathalyzer

#### Investing Aggressively Towards Goal

- 1) EasyCal® G2 now shipping to some jurisdictions
- 2) New breathalyzer models LX9 and LT7 in production
- 3) New platform includes Lifeloc assembled fuel cells with a purchased sensor
- 4) EasyCal® update is also part of the new platform
- 5) Marijuana breathalyzer and SpinDx™ platform advancing

EasyCal® is a registered trademark of Lifeloc Technologies, Inc. SpinDx<sup>TM</sup> is a trademark of Sandia Corporation

#### Infrastructure

- New ERP system running for 15 months
- Website shopping cart order volume up 19% and trending higher
- Automated tasks starting, such as acknowledging receipt of unit for service

#### EasyCal® G2



Calibrates all Lifeloc Professional models

RFID reader collects tank data

Additional languages - simple file upload

**Patent Protected** 

#### **New Platform LX9**



Test down to -10°C

**Ambidextrous** 

Rechargeable battery option

Color display

GPS, WiFi, Bluetooth

Data uploads

Customization through configuration files

Additional languages - simple file upload

Patents pending

#### R.A.D.A.R.® Opportunity

- RADAR business model starts the shift to recurring revenue stream through leasing and monitoring fees
- RADAR is part of an offender management system as an alternative to incarceration
- Patented biometrics and automated reporting center create a sustainable competitive advantage
- GPS tracking of test location
- Second generation boards in testing
- Sales candidates identified and in final selection
- Opportunities in offender management, rehabilitation support, and fleet management



R.A.D.A.R. is a registered trademark of Lifeloc Technologies, Inc.

#### Drugs of Abuse

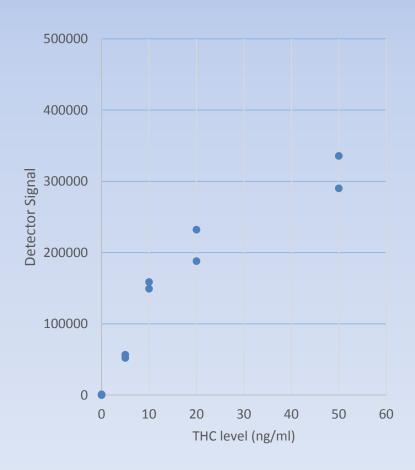
- The DOA market is ripe for a new technology play to replace traditional blood (expensive) and urine testing (limited utility)
- The drug testing market is growing with excellent product and segment consolidation opportunities.
- No one company provides a real time, quantitative drug testing solution to the marketplace.

#### SpinDx Development Status

- SpinDx methodology determined to be the most sensitive and discriminating portable method
- Technology already licensed and commercialized for other fields of use
- Lifeloc has existing channel to both Law Enforcement and Workplace markets



### Marijuana Detection

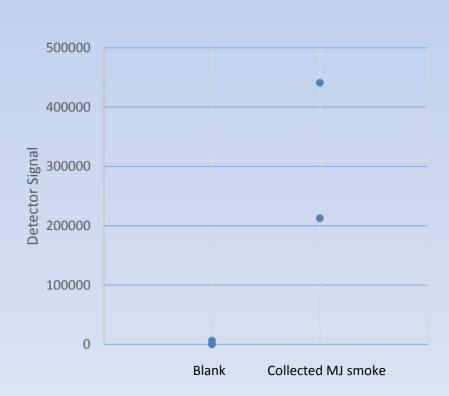


Detection of very low levels of THC has been demonstrated at Lifeloc utilizing SpinDx.

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#### Marijuana Vapor Capture

- Demonstrate THC detection from marijuana smoke
  - Strong signal collecting on optimized media





#### Lifeloc Growth Summary

Invest as needed in the core business investment continues, so that core will fund growth opportunities for years

Core growth expected as new platform opens market opportunities

Shift to recurring revenue business model: RADAR, data management

Marijuana breathalyzer is an enormous need with a potential solution in development, accelerate with freed resources

#### **Investor Relations**

Lifeloc seeks to develop an active following and market for our stock, to realize value and unlock liquidity for our patient, insightful shareholders

Presented company pitch MicroCap Investor Conferences

Developed an investor relations mailing list

Aspire to uplisting to NASDAQ

Ramp up profile through press releases, at a minimum quarterly earning releases and committed resources for social media

## Thank you Lifeloc shareholders for your continued support