



ANNUAL MEETING OF SHAREHOLDERS

March 28, 2023
Neil Wilkin, CEO

FORWARD LOOKING INFORMATION



This presentation may contain “forward looking statements” that involve risks and uncertainties. These statements reflect management’s current expectations about possible future events and performance. Such forward-looking information is subject to known and unknown variables, uncertainties, contingencies and risks that may cause actual events or results to differ materially from management’s expectations. Known and unknown variables, uncertainties, contingencies and risks (collectively, “factors”) may also adversely affect Optical Cable Corporation and its subsidiaries (collectively, “OCC”), OCC’s future results of operations, OCC’s future financial condition, and/or the future equity value of OCC.

These factors include, but are not limited to, those factors set forth in detail in the “forward looking information” of our most recent annual report on Form 10-K and quarterly reports on Form 10-Q and in our other SEC reports—all such factors are incorporated herein by reference. These factors may be revised or supplemented in future reports filed with the SEC.

AGENDA

- I. Focus on Execution: Fiscal Year 2022.**
- II. Our Core Strengths Create Long-term Value.**
- III. First Quarter of Fiscal Year 2023.**
- IV. Looking Forward.**
- V. Q&A.**



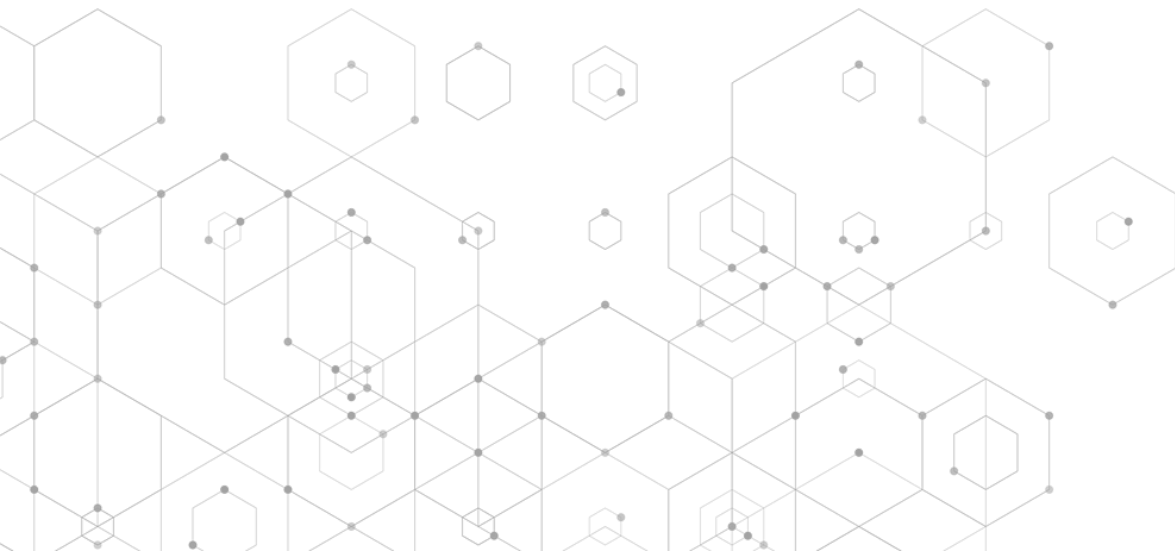
FOCUS ON EXECUTION: FISCAL YEAR 2022



Focus on Execution

☐ **Successful Execution Reflected in Financial Performance in Fiscal Year 2022**

☐ **Net Sales and Results for operating activities significantly improved during EVERY quarter of fiscal year 2022, compared to the respective prior year periods**



Strong Fourth Quarter

☐ **Strong Finish to Fiscal year 2022 with Results Delivered during Fourth Quarter**

☐ **Double-digit growth in Net Sales – \$20.1 million, UP 26.3%**

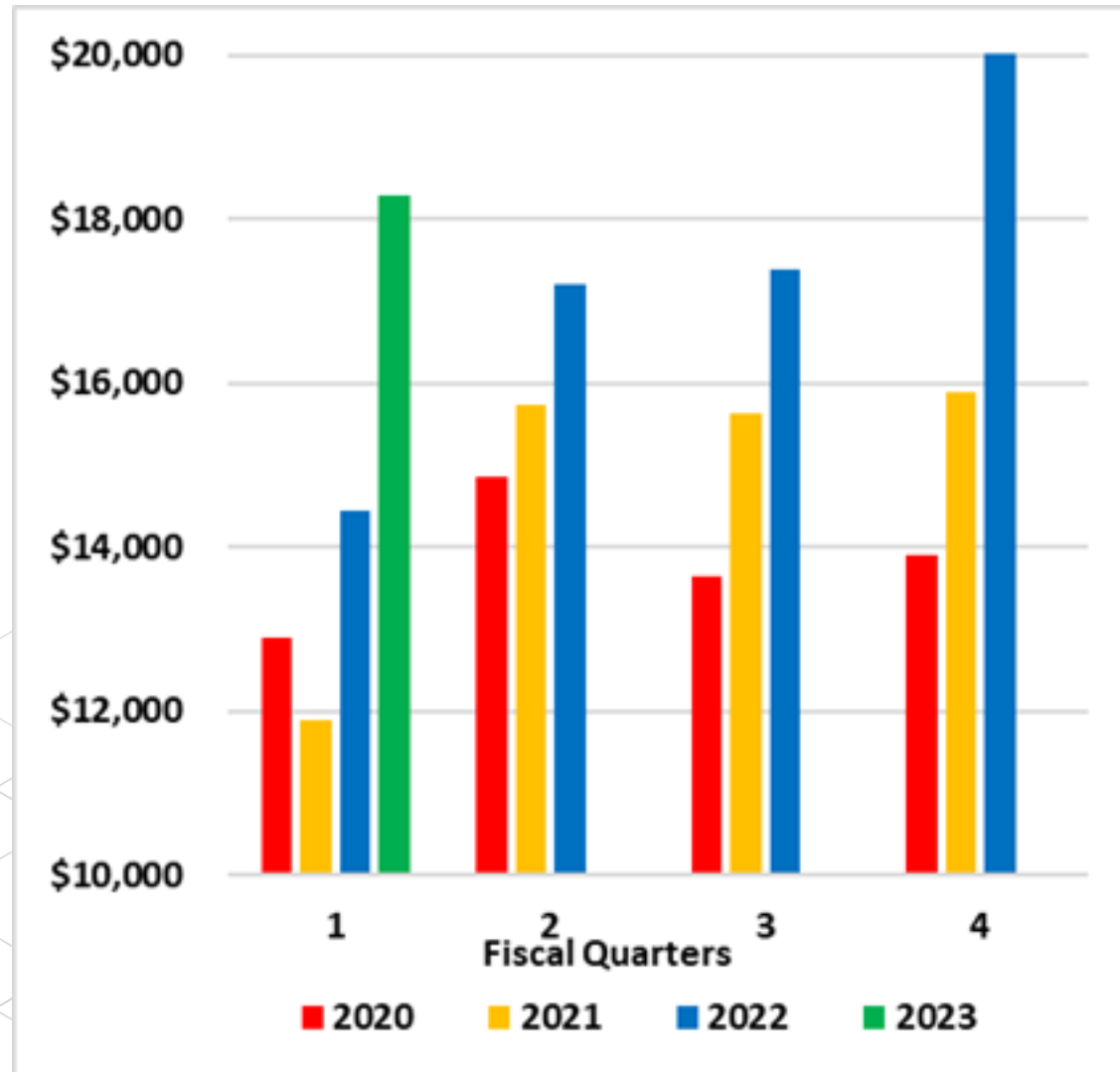
☐ **Double-digit growth in Gross Profit – UP 31.0%**

☐ **Gross Profit Margin – 33.0%**

☐ **SG&A Expenses – 25.9% of net sales**

☐ **Net Income \$1.2 million or \$0.15 EPS**

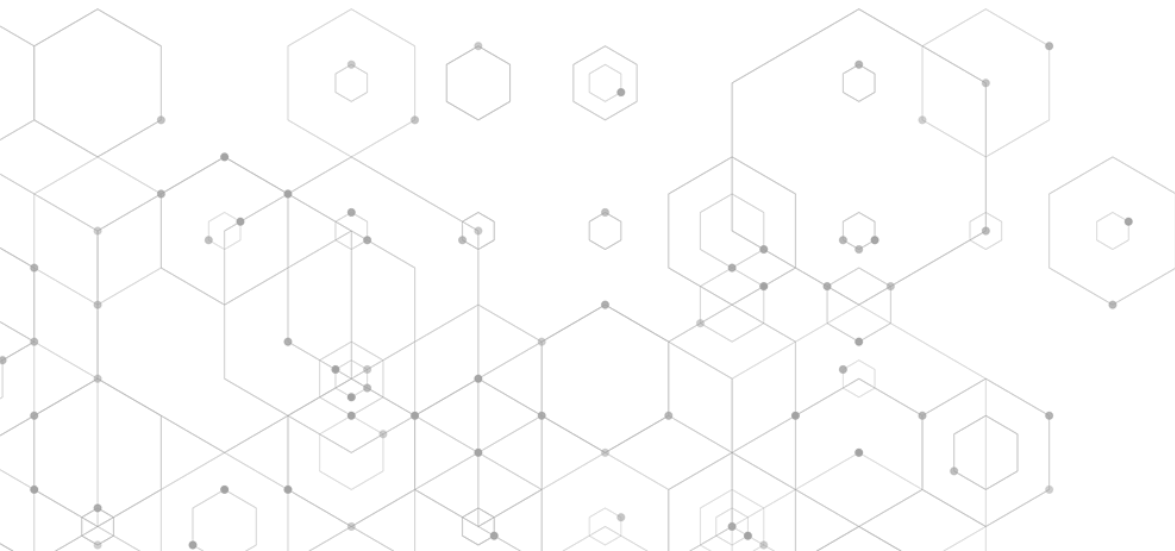
Consolidated Net Sales by Quarter FY 2020 through Q1 2023 (in thousands \$)



Successful Execution in Fiscal Year 2022

☐ Strong Sales Growth

☐ Net sales increased 16.8% to \$69.1 million in fiscal 2022, compared to prior year



Successful Execution in Fiscal Year 2022

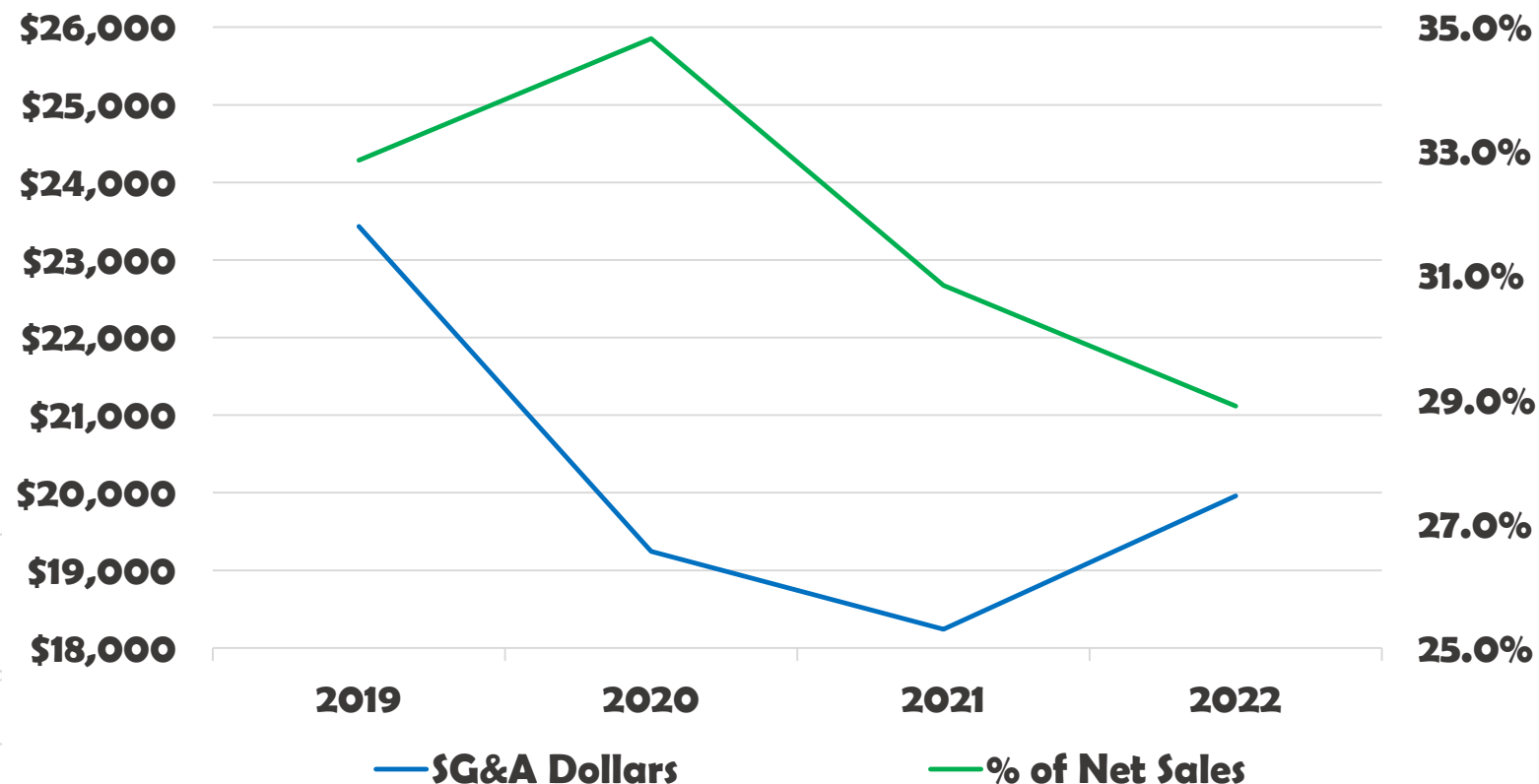
- ☐ **Increased Production, Improved Efficiencies and Strong Operating Leverage**
 - ☐ **Gross Profit Grew to \$20.5 million – UP 26.0%**
 - ☐ **Gross Profit Margin increased to 29.7% during fiscal year 2022 with a Gross Profit Margin of 33.0% during the fourth quarter**
- ☐ **Benefiting from Operating Leverage**



Successful Execution in Fiscal Year 2022

- ❑ **Controlled Selling, General and Administrative Expenses**
 - ❑ **SG&A Expenses as percentage of Net Sales were 28.9% in Fiscal Year 2022**
– Down from 30.8% in Fiscal Year 2021
 - ❑ **Fixed SG&A Expenses substantial – including public company costs**
 - ❑ **Benefitting from Operating Leverage**

OCC SG&A Expenses Dollars (in 000s) and % of Net Sales (fiscal years 2019-2022)

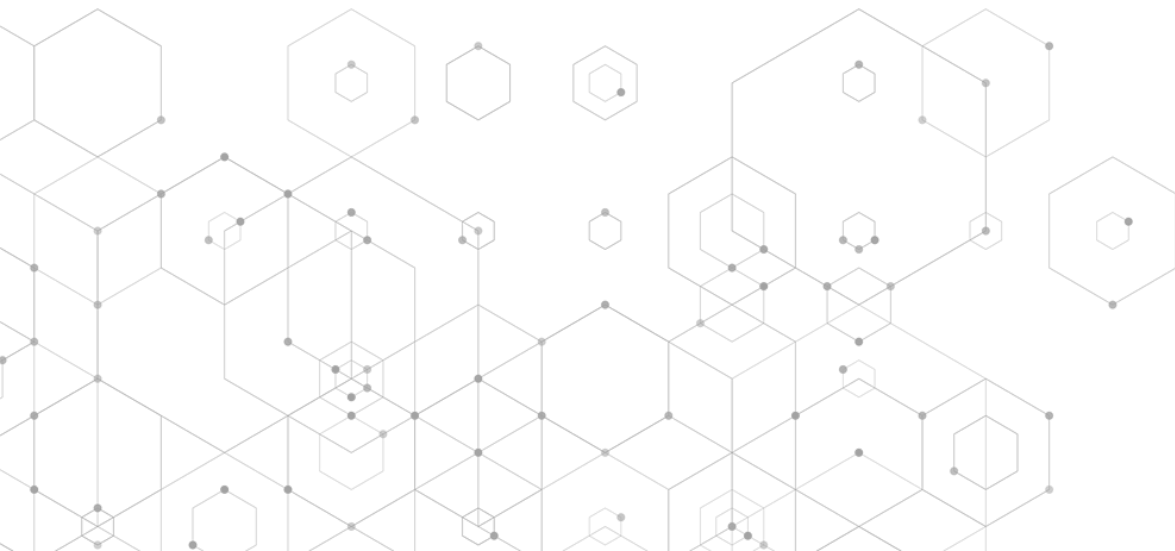


A close-up, low-angle photograph of a circuit board being processed by a machine. The machine's arm and various components are visible, with a bright light illuminating the work area. The background is dark and out of focus.

**OUR CORE STRENGTHS
CREATE LONG-TERM
VALUE.**

OCC CORE STRENGTHS – Market Position

- ☐ **Enviably market positions**
- ☐ **Brand recognition**
- ☐ **Loyalty of and our relationships with customers, decision makers and end-users across a broad range of targeted markets**



OCC CORE STRENGTHS – Product Offerings

- ☐ **Wide range of fiber optic and copper cabling and connectivity products and solutions**
- ☐ **Enable OCC to deliver products and solutions that meet our customers' unique needs and that are well suited for the applications in our targeted markets**
- ☐ **The range of OCC's product offerings is extensive, with OCC often successfully competing with different competitors in OCC's different targeted markets**

WHEN NETWORK RELIABILITY COUNTS...

Connections You Can Count On.™

When looking to install a passive optical network with reliable technology, look no further than OCC's Passive Optical Lan Solution. PCL systems afford substantial improvements in energy savings and are more environmentally friendly than many traditional cabling infrastructures. OCC provides a complete system with intuitive components that make installation nearly effortless. With OCC's legendary ruggedness, this system will last through years of use and is ready for future upgrades.

OCC's PCL Solution offers:

- A complete system that integrates with other PCL and structured cabling components
- Components that allow for effortless installations
- System components that are rugged but ready for upgrades

Call 1-800-622-7711 or visit occfiber.com for more information.



OCC
Connections You Can Count On.™

STAYING AHEAD OF THE ICT REVOLUTION

The Revised Category 6 Plug







The 2016 and 2015 Global Information Technology Reports cite that enterprise networks and data centers are currently undergoing an "ICT revolution." Other analysts call these times "the bandwidth revolution" driven by network users' insatiable need for ever-increasing high speed bandwidth demands like 4K HD video streaming, IoT, 3D imaging, and yet unidentified emerging technologies. Moreover, enterprise network users want immediate downloads onto their smartphones, tablets and other mobile devices and justify a vanishingly small tolerance for network downtime.

Whatever stage you are in the revolution, whether you are designing, building or migrating your Campus LAN from 10G/25G/100G/200G or beyond, building or upgrading your Data Center for high bandwidth and increased traffic, launching an FTTH network, or are preparing for 5G and (G-RAN) Centralized RAN or whatever your specific application may be—OCC can deliver the low latency, superior transmission performance, and future-forward network solutions with connections you can count on.

Call 1-800-622-7711 or visit occfiber.com for more information.

THE ADVANCED LIGHTWEIGHT REEL STAND (ALRS)

22lbs.



NEW RL-309/U

- > Modern design for the modern mission – carry handles, pouches, and more
- > Locks in all positions – **no tools required**
- > **Balanced-weight** design improves stability

OCC
OPTICAL CABLE CORPORATION

COPPER SOLUTIONS

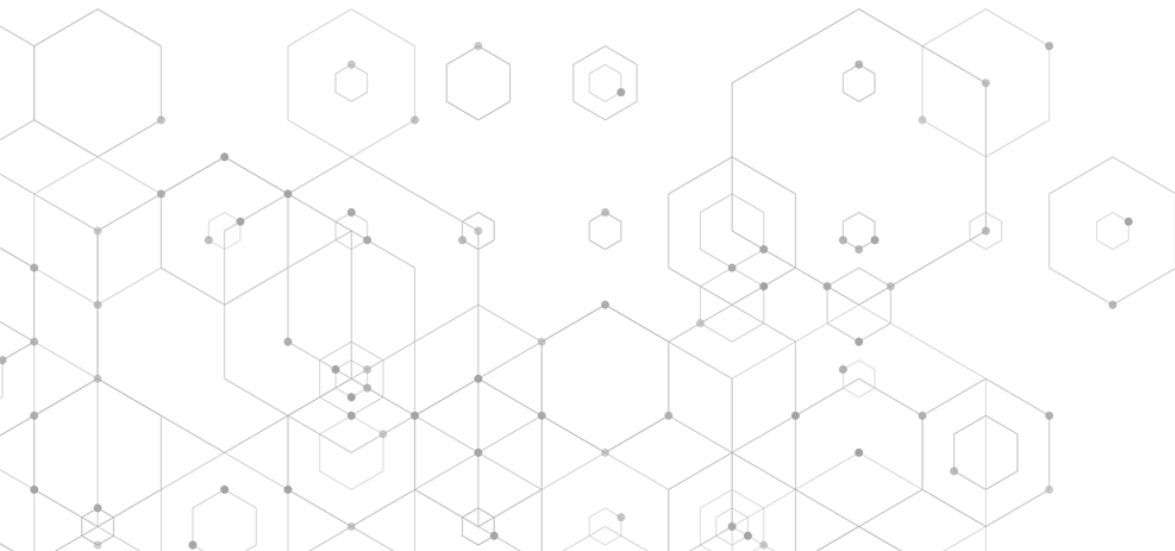
PRODUCT GUIDE



OCC
OPTICAL CABLE CORPORATION

OCC CORE STRENGTHS – Global Presence

- ❑ **Broad and diverse geographic footprint**
- ❑ **OCC selling into approximately 50 countries every year**



OCC CORE STRENGTHS – Experience

- ☐ **Extensive industry experience and expertise**
- ☐ **OCC's engineering, sales and business development teams well-respected for their product and application experience and expertise**
- ☐ **Ability to create our portfolio of innovative, high performance products and associated intellectual property.**
- ☐ **Impressive manufacturing knowledge and experience of our manufacturing, quality and engineering teams and the significant production capacity of our facilities.**

OUR CORE STRENGTHS CREATE LONG-TERM VALUE.



OPTICAL CABLE CORPORATION **QUALITY POLICY**

GREATNESS OCCURS BECAUSE:

- » **O**UR PASSION IS INNOVATIVE CABLING & CONNECTIVITY SOLUTIONS.
- » **C**USTOMERS CAN COUNT ON US.
- » **C**ONTINUOUS IMPROVEMENT IS OUR GOAL.

GO OCC!



ISO 9001:2015 REGISTERED

STRONG START: FIRST QUARTER 2023

Strong Start to Fiscal Year 2023

☐ **Strong Start to Fiscal year 2023 with Results Delivered during First Quarter**

☐ **Double-digit growth in Net Sales – \$18.3 million, UP 26.6%**

☐ **Double-digit growth in Gross Profit – UP 61.2%**

☐ **Gross Profit Margin – 35.7%**

☐ **SG&A Expenses – 29.8% of net sales**

☐ **Net Income \$810,000 or \$0.12 EPS**

LOOKING FORWARD



LOOKING FORWARD

- ☐ **Continued focus on executing our strategy to meet demand and capture additional growth opportunities**
- ☐ **Monitoring changing macroeconomic trends and believe we are prepared to make appropriate business adjustments as necessary**
- ☐ **Well-positioned to capture growth opportunities, execute on opportunities to operate more efficiently, and deliver enhanced value to shareholders in fiscal year 2023 and beyond**



QUESTIONS & ANSWERS.



Connections You Can Count On.™

THANK YOU!