

The background of the slide is a dark blue, textured graphic. It features a glowing blue globe in the center-left, with white lines representing a global network or data flow. Several bright white nodes are scattered across the globe and the background. The overall aesthetic is high-tech and digital.

**Investor Presentation  
Dawson James Securities  
5<sup>th</sup> Annual Small Cap Growth Conference**

**October 29, 2019**

**NYSE American: WYY**

# Safe Harbor Statement

This presentation may contain forward-looking information within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended (the Exchange Act), including all statements that are not statements of historical fact regarding the intent, belief or current expectations of the company, its directors or its officers with respect to, among other things: (i) the Company's financing plans; (ii) trends affecting the Company's financial condition or results of operations; (iii) the company's growth strategy and operating strategy; (iv) the Company's ability to achieve profitability and positive cash flows; (v) the Company's ability to raise additional capital on favorable terms or at all; (vii) the Company's ability to gain market acceptance for its products and (viii) the risk factors disclosed in the Company's periodic reports filed with the SEC. The words "may," "would," "will," "expect," "estimate," "anticipate," "believe," "intend" and similar expressions and variations thereof are intended to identify forward-looking statements. Investors are cautioned that any such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, many of which are beyond the company's ability to control, and that actual results may differ materially from those projected in the forward-looking statements as a result of various factors including the risk factors disclosed in the Company's Annual Report on Form 10-K for the year ended December 31, 2017 filed with the SEC on March 21, 2018.

# About WidePoint (NYSE American: WYY)

*WidePoint converges Telecom Lifecycle Management, Identity Management and Mobility Management into a unified platform called **Trusted Mobility Management (TM2)***

## Challenge:

- Managing the mobile environment is complex and time-consuming
- Organizations must review, procure and integrate numerous applications and technologies

## Solution:

- TM2 enables organizations to secure, manage and analyze mobile resources and investment to maximize the benefits of mobility

**1997**

Established

**\$30M**

Market Cap. (Oct. 23, 2019)

**2017**

New management appointed & strategy implemented

## 2019 Guidance

Revenues:

**\$90M-\$93M**

Adj. EBITDA:

**\$2.75M-\$3.5M**

**Eight consecutive** quarters of adj. EBITDA profitability (Q3'17 – Q2'19)

**GAAP net income first half of 2019**

**287**

Employees

**No**

**Debt**

**Headquarters:** Fairfax, Virginia

**Regional Offices:** Columbus, Ohio / Hampton, Virginia / Dublin, Ireland

# The Mobile Environment is Expanding

By 2020:

**31.1 billion**

Internet of Things (IoT) connected devices

**2 Zettabytes**

of global traffic per year <sup>1</sup>

**44 Zettabytes**

of total accumulated data<sup>2</sup>



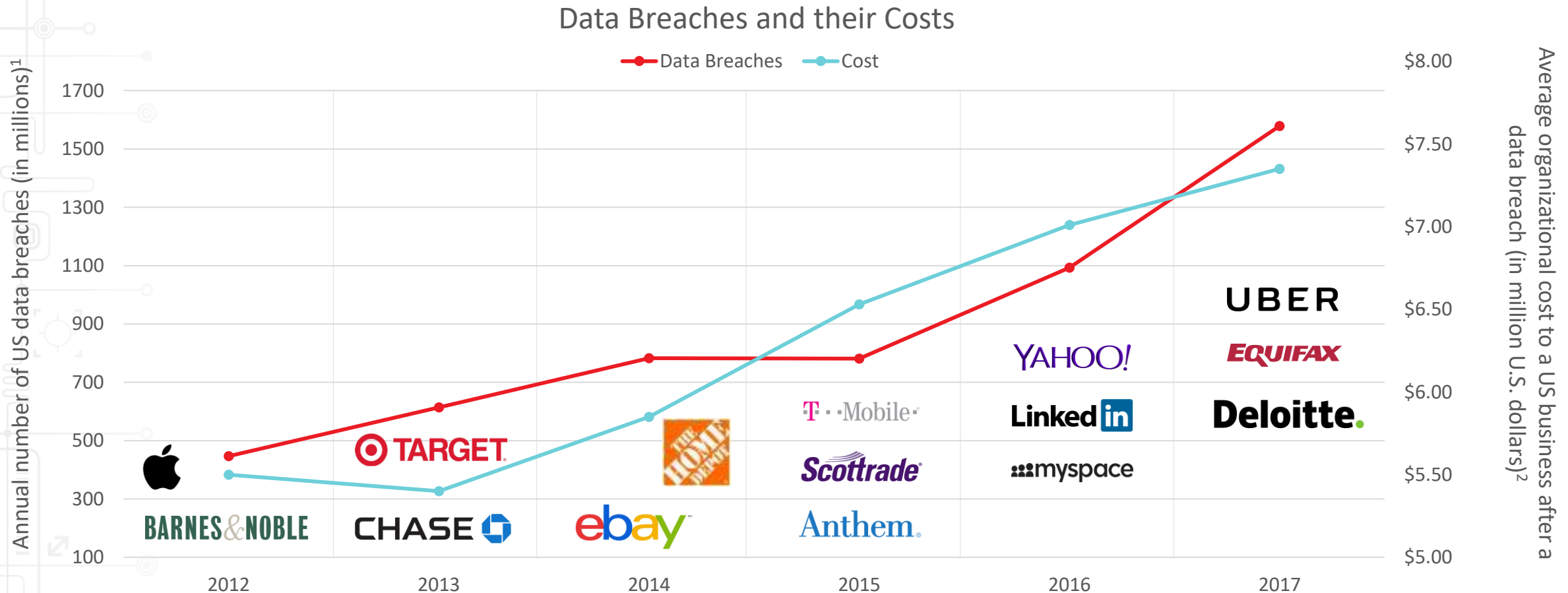
Increasing number  
of devices → Larger  
attack surface

1 - <https://www.livescience.com/54094-how-big-is-the-internet.html>

2 - <https://www.forbes.com/sites/bernardmarr/2015/09/30/big-data-20-mind-boggling-facts-everyone-must-read/#40ce3e5917b1>



# As the Mobile Landscape Grows, Data Breaches are Increasing in Frequency & Cost



<sup>1</sup> - <https://www.statista.com/statistics/273550/data-breaches-recorded-in-the-united-states-by-number-of-breaches-and-records-exposed/>

<sup>2</sup> - <https://www.statista.com/statistics/273575/average-organizational-cost-incurred-by-a-data-breach/>

# Product Overview

## Trusted Mobility Management (TM2) - Full Solutions Suite



### MANAGEMENT

Telecom Lifecycle  
Management (TLM)



### SECURITY

Identity Management  
(IdM)



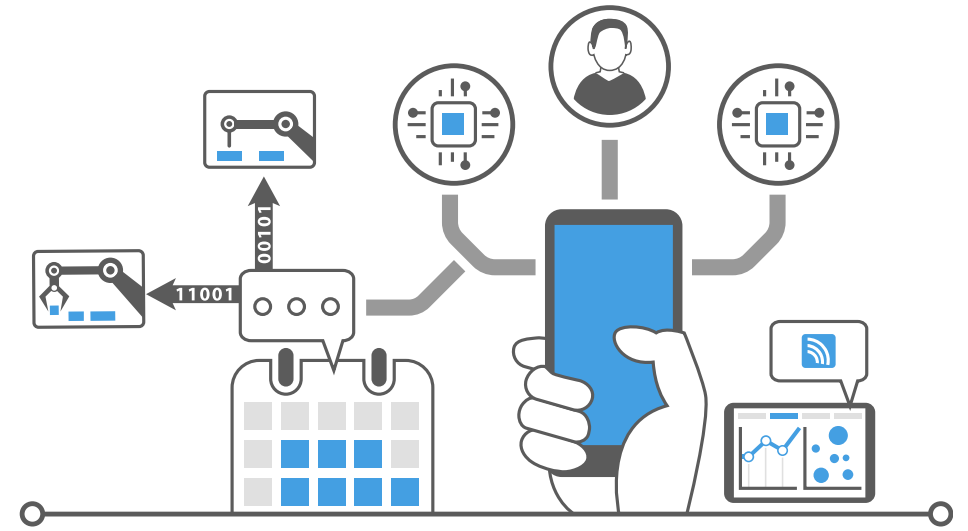
### VISIBILITY

Telecom Digital Billing & Analytics

# Telecom Lifecycle Management (TLM)

*WidePoint – the leading TLM provider to the U.S. public sector*

- **Manages** all aspects of an enterprise's **telecom assets and services** (e.g., landlines, mobile, IoT devices, etc.)
- Customized, flexible implementation
- Delivered using a **managed services model**
- Enhanced security
- Supported by **subject matter experts**



Entrusted by 100+ global enterprises



Southwest



U.S. Customs and  
Border Protection

US Army Corps  
of Engineers®

# Identity Management (IdM)

- Allows enterprises to **identify & grant/deny access** to individual users
- Eliminates the need for multiple ID & password combinations
- **Federal/military grade IdM solution**
- **Certified & fully compliant** with Federal mandates
  - Secure Digital ID - Certificate on device (COD)
  - Public/private key encryption
  - Physical & logical access
  - Credentialing, enrollment & issuance, infrastructure support



Relied on by 18,000+ enterprises



**NORTHROP  
GRUMMAN**

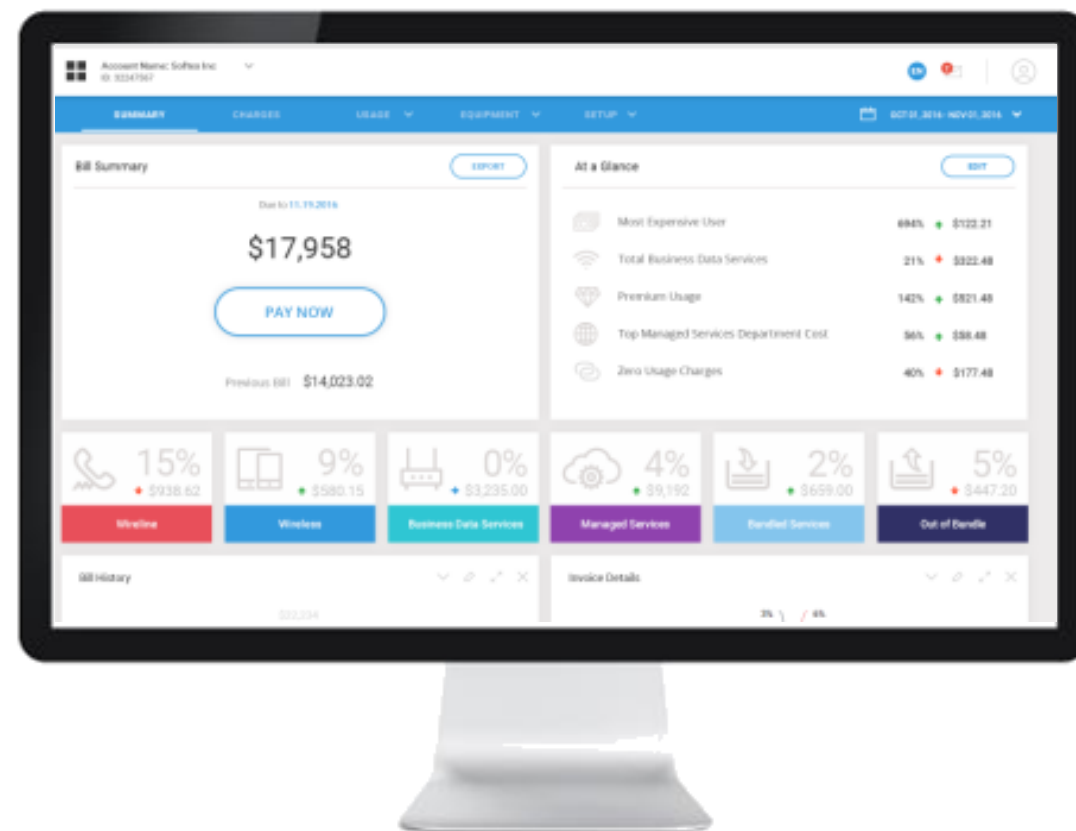
**GENERAL  
DYNAMICS**





# Digital Billing & Analytics

- **Cloud-based** platform provides Communications Service Providers (CSPs) full visibility into their revenue model
- Consolidates all **invoice information**:
  - Bill presentment, subscriber data, voice analytics, bill auditing & dispute resolution, cost allocation, expense optimization
- Advanced **data analytics** (e.g., seasonality, under/over usage)
- Enhances **customer experience**, reduces operating costs, improves profitability



Used by these companies



# Diversified & Expanding Customer Base

## FEDERAL GOVERNMENT



## COMMERCIAL & "SLED"



# Competitive Landscape



## Telecom Lifecycle Management

telesoft tangoe

CALERO

DMI  
DRIVING MOBILE INNOVATION

## Digital Billing & Analytics

amdocs

brite:bill

globys

## Identity Management

Entrust  
Datacard™

IdenTrust

TEC™

# Why We Win

- ✓ Subject Matter Experts in Trusted Mobility Management
- ✓ 20-year relationship with U.S. Federal Government and the only TLM solution to receive multiple ATOs from the federal government
- ✓ The only TLM provider that also addresses the full spectrum of mobile security management with Identity Management solutions
- ✓ Proprietary and proven cloud-based solutions that can be tailored to and scale with customer needs
- ✓ Excellent past performance and client retention

# Building Customer Momentum



Aug. 2018

**\$12M+ Order**

**\$12M+ order** from the U.S. Coast Guard to deliver enterprise-wide wireless Mobile Communications Management Services



Oct. 2018

**\$20M+ Contract**

Received contract awards from multiple government agencies, which are expected to add **\$20M in revenues** from September 2018 through November 2019



Feb. 2019

**\$10M+ Revenue**

WidePoint partnered with Leidos to win NASA's End-User Services & Technologies (NEST) contract award



July 2019

**\$6M Contract**

WidePoint Subsidiary Soft-ex awarded **\$6M** contract renewal with Global Communications Service Provider (CSP)



Q3 2019

**\$14.7M Awards**

Received **\$14.7M** in contract awards during Q3 2019 for Telecom Expense Management (TEM) and Mobility Managed Services (MMS)



# Compliance is Key

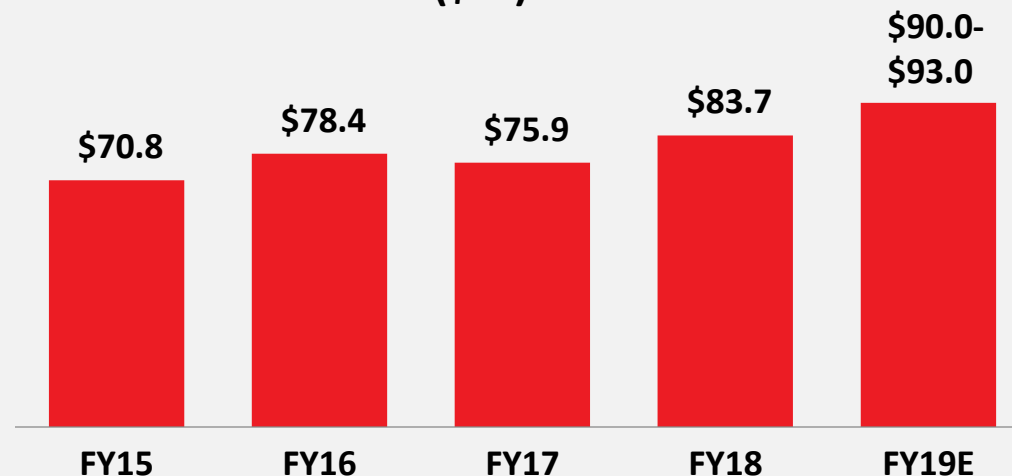
## *Proprietary Management Platform, ITMS™ – certified & government compliant*

- Successful implementation of ITMS™ instance in AWS GovCloud for Census 2020 Decennial Device as a Service (dDaaS) contract. **FedRAMP High Impact Level** environment.
- Authorization to Operate (**ATO**) from the U.S. Department of Homeland Security (**DHS**) Headquarters for WidePoint-hosted ITMS™
- Migrating to **AWS FedRAMP Cloud** (US) in pursuit of FedRAMP certification
- Meets Federal Information Security Management Act (**FISMA**) at the Moderate Impact level
  - Includes **159 different security controls**; **unrivaled** level of data security
- Certified as **Section 508 Compliant** by the U.S. Customs and Border Protection (**CBP**)
- **SSAE No. 18 SOC 1 Type II Compliant** per the American Institute of Certified Public Accountants (**AICPA**)
- Public Key Infrastructure (**PKI**) enabled (DoD Common Access Card [**CAC**] **equivalent**)
- Development Team holds active Federal Government **security clearances**

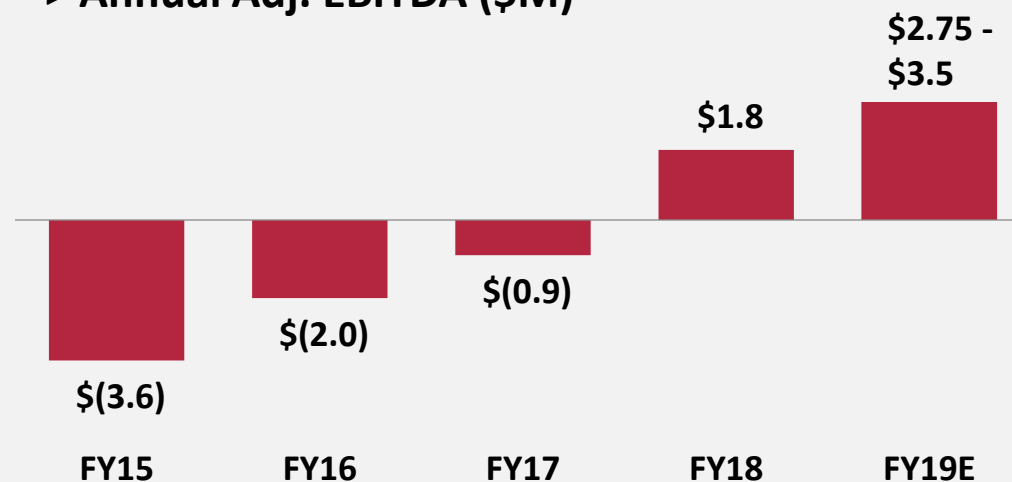
# Financial Performance

- Streamlined infrastructure and optimized cost structure
- Eight quarters of positive adj. EBITDA
- Net income positive in 1<sup>st</sup> half of 2019
- No long-term debt
- 2019 Guidance:
  - Revenues: \$90.0M - \$93.0M
  - Adj. EBITDA: \$2.75M - \$3.5M

## > Annual Revenues (\$M)

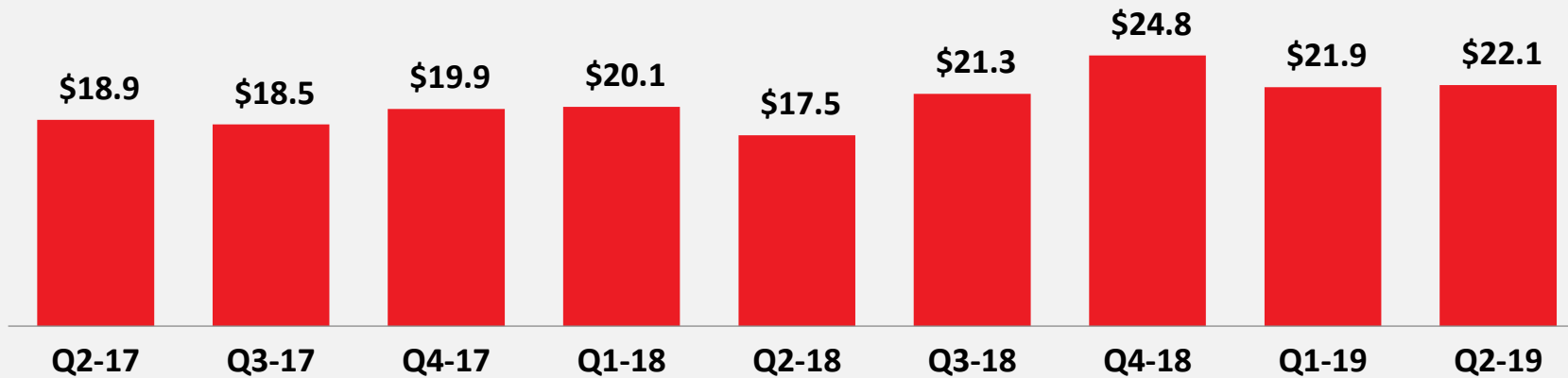


## > Annual Adj. EBITDA (\$M)

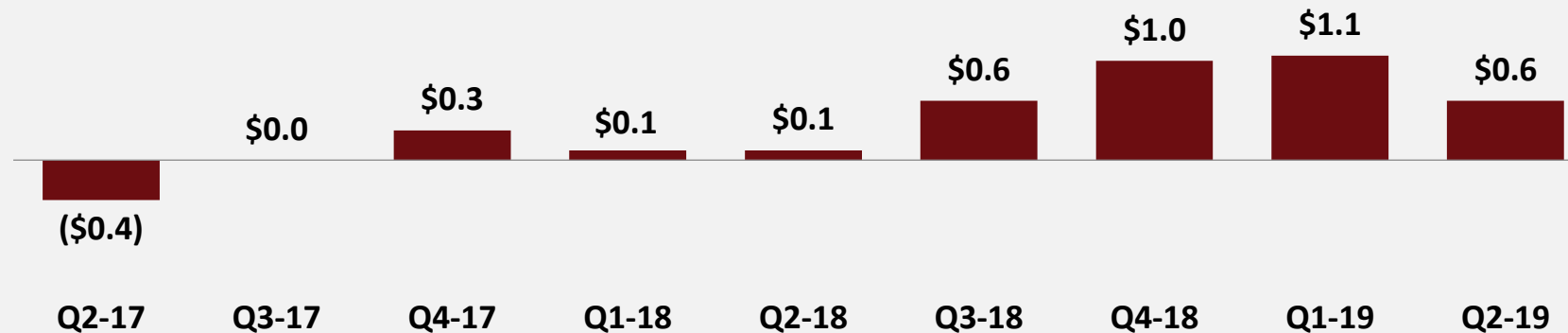


# Quarterly Financial Performance

## > Revenue (\$M)



## > Adj. EBITDA (\$M)



The background of the slide features a grayscale image of a wide, curved staircase with many steps, viewed from a high angle. Overlaid on the left side of the staircase is a white circuit board pattern with various lines, dots, and geometric shapes. A red horizontal line with a circular end is positioned to the left of the title.

# Growth Strategy

1

Develop a steady pipeline of federal & commercial enterprise opportunities

2

Enhance our proprietary platform & develop next-gen products to remain an industry leader

3

Continue to push into commercial space to diversify revenue base and expand margins

4

Partner with leading system integrators on large enterprise opportunities

5

Pursue accretive and strategic acquisitions to expand solutions (vertical) and customer base (horizontal)

# Investment Highlights



## Increasing demand for secure mobile management & identity solutions

31.1B Internet-connected devices by 2020



## Improving financial performance

Positive outlook for topline growth and profitability



## Proprietary & scalable solution

The only, all-encompassing solution on the market trusted by major Federal agencies and Fortune 500 companies



## Proven management team executing on growth strategy

Executed turnaround strategy and positioned company on path for profitable growth



## Diversified & expanding customer base

Building momentum with new and existing customers - \$14.7M in recent contract awards



A person wearing a white lab coat is holding a white smartphone in their left hand and pointing at the screen with their right index finger. The background is a light, neutral color.

# Contact Us

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The background of the slide is a dark red color with a complex, light red circuit board pattern. The pattern consists of numerous thin lines, circles, and geometric shapes that resemble electronic components and wiring. A small red dot is located to the left of the word "Appendix".

# Appendix

# Leadership Team

## **Jin Kang** / President and Chief Executive Officer

Kang is President and Chief Executive Officer of WidePoint Corporation and serves as a Director of the Company. Kang was the founder of WidePoint Integrated Solutions Corp. (formerly known as iSYS, LLC), which he started in 1999 and served as its President and CEO until 2017. Kang successfully managed the subsidiary from inception to a company with gross revenues of \$24 million when it was acquired by WidePoint in 2008.

Kang has more than 30 years of professional experience in M&A, corporate management, technology management, business development, and financial management. He is a recognized expert in the field of trusted mobility management (TM2) for both the public and private sectors. Kang held senior management positions with several of the world's leading technology corporations and high-profile government programs, including the Combined DNA Index System (CODIS), Defense Medical Information Systems/Systems Integration, Design Development, Operations and Maintenance Services (D/SIDDOMS), and the Defense Blood Standard System (DBSS).

Kang received his Bachelor's and Master's degrees in Computer Science and Computer Systems Management from the University of Maryland.

## **Jason Holloway** / EVP, Chief Sales & Marketing Officer and CEO and President of WidePoint Cybersecurity Solutions Corporation

Holloway has been in the IT industry for more than 25 years, holding senior executive positions in multiple IT organizations, with a primary focus on business development, sales, and management to profitability. Holloway co-founded Nexcentri, an IT provider for the Credit Union industry, in 2001 and served as president and CEO until 2013. Prior to Nexcentri, he was president and CEO of Networked Knowledge Systems (NKS), a global Linux security managed service company where he increased annual revenue more than 800% in five years, servicing clients such as IBM and PwC, and making NKS an Open Source Managed Security industry leader.

## **Ian Sparling** / WidePoint Interim CFO, President and CEO of Soft-ex Communications Ltd.

Sparling is WidePoint's Interim CFO, and President and CEO of WidePoint's subsidiary, Soft-ex Communications Ltd. Prior to his role as CEO, Mr. Sparling held the positions of Chief Commercial Officer and CFO at Soft-ex. He was also Group Financial Controller at a large public quoted (LSE) European Industrial Holding Company and worked in assurance for a number of years with PricewaterhouseCoopers. In addition, Sparling has acted as a Board Advisor to a number of internationally traded Irish companies.

Sparling is a Fellow of the Institute of Chartered Accountants, holds a Bachelor of Commerce degree from University College Dublin and additional business qualifications from the Smurfit Business School. Sparling also holds a Diploma in International Selling from Dublin Institute of Technology.



## TLM Case Study

# U.S. Army Corps of Engineers (USACE)



US Army Corps  
of Engineers®

### Challenge:

USACE's telecom assets managed by large integrator

Distribution → Disorganization

No way to track devices or analyze data

### The solution needed to:

- Establish an enterprise-wide inventory for USACE's 28,000 lines
- Provide a centralized order updating and processing system.
- Provide visibility and invoice validation
- Optimize spend based upon actual usage

### Solution:

WidePoint's TLM solution consolidates all accounts onto one platform providing real-time visibility

### Results:

- ✓ \$33 million in savings realized since February 2011
- ✓ Monthly wireless expenses reduced by 49%
- ✓ 200%+ ROI
- ✓ In January 2018, USACE awarded WidePoint a new contract valued at more than \$4.3 million