

widepoint



widepoint



Investor Presentation LD Micro Main Event

December 11, 2019

NYSE American: WYY

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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	\$32M
Established	Market Cap. (Dec. 3, 2019)
2017	2019 Guidance
New management appointed & strategy implemented	Revenues: \$95M
	Adj. EBIDTA: \$3.5M
287	Nine consecutive quarters of adj. EBITDA profitability (Q3'17 – Q3'19)
Employees	No Debt
	GAAP net income first nine months of 2019
	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 year¹

44 Zettabytes

of total accumulated data²

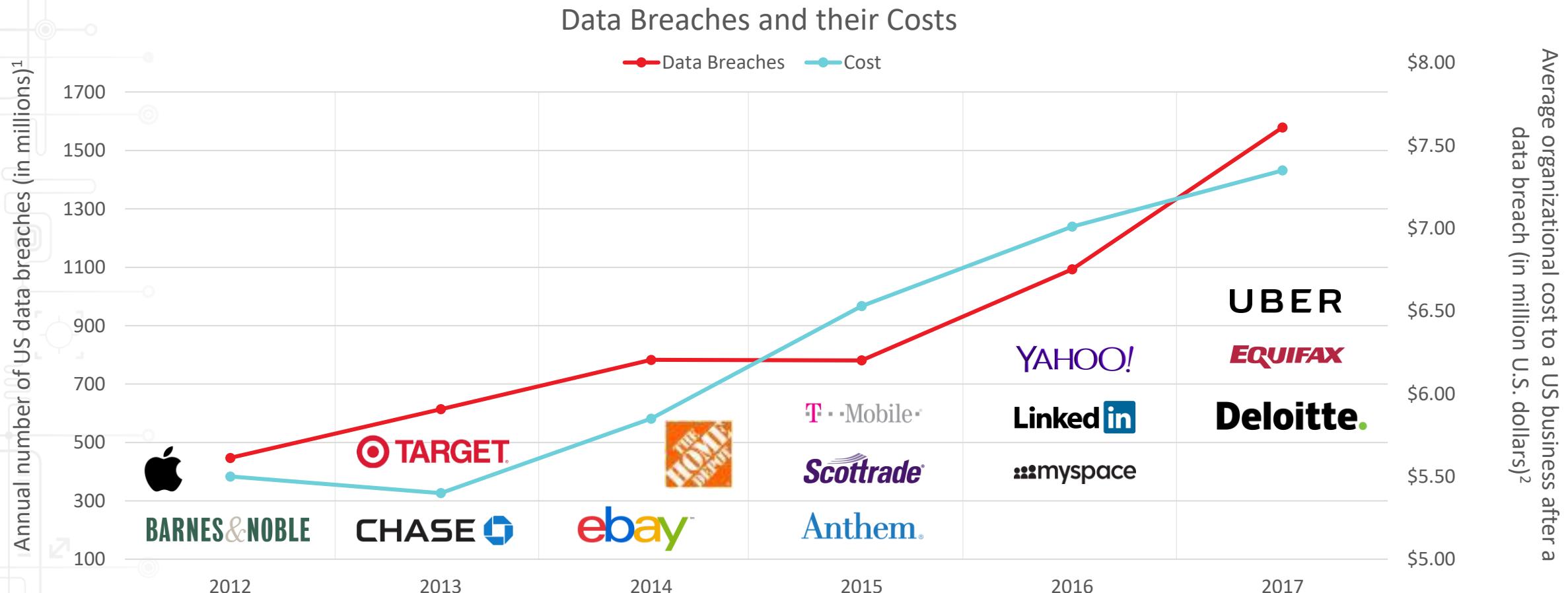


Increasing number
of devices → Larger
attack surface

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



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

2 - <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)



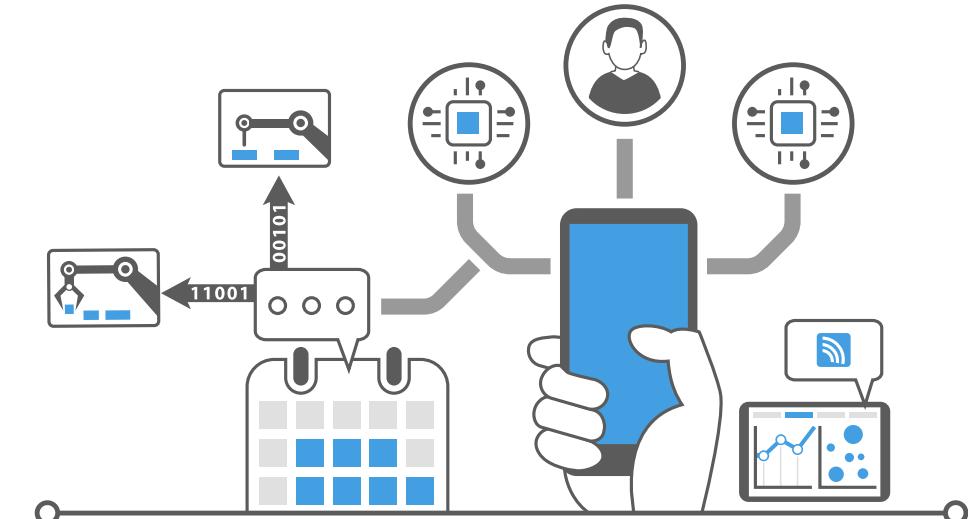
VISIBILITY

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



U.S. Customs and Border Protection



US Army Corps of Engineers®

Southwest®

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

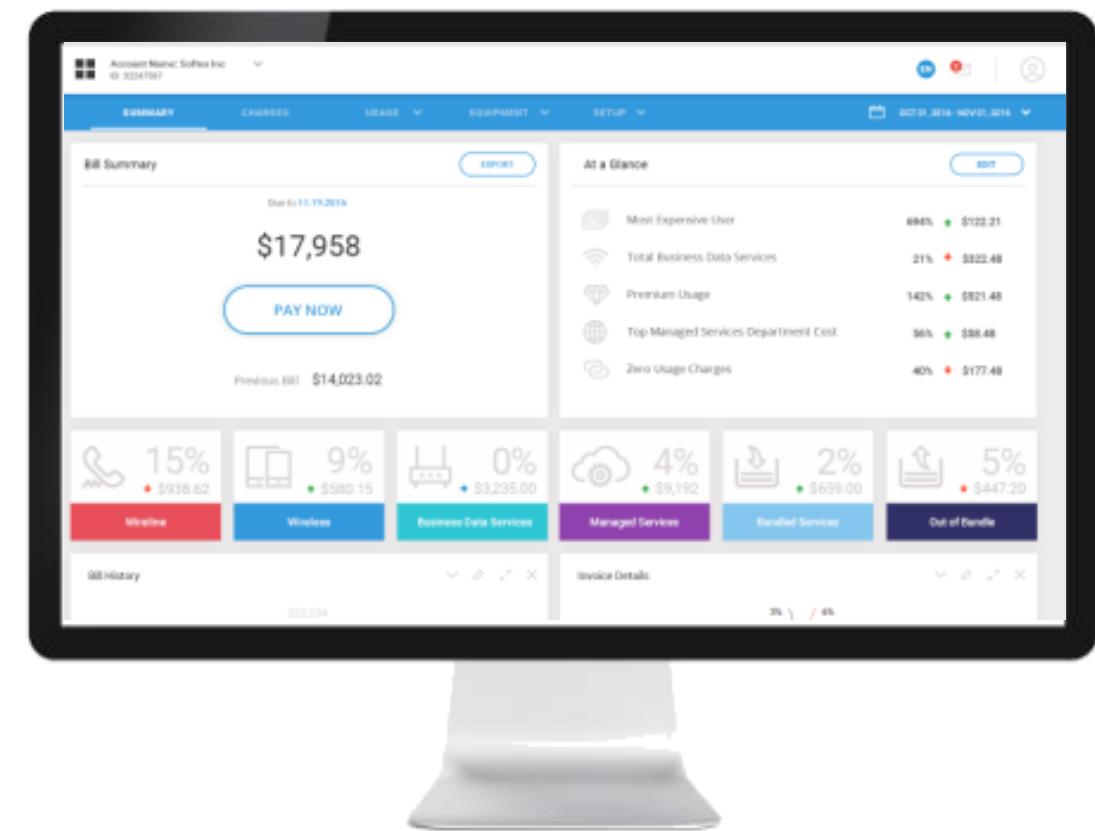


**NORTHROP
GRUMMAN**
GENERAL
DYNAMICS

AmericanAirlines

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

 XTEC™

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



Oct. 2018
\$20M+ Contract



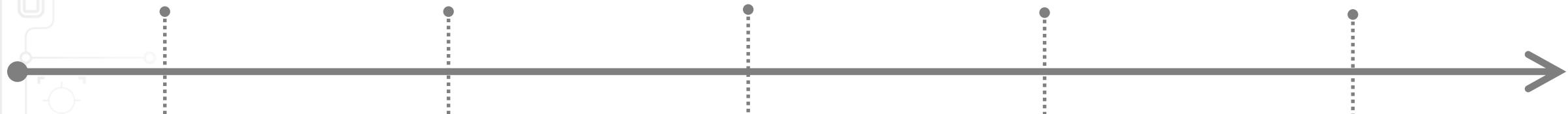
Feb. 2019
\$10M+ Revenue



July 2019
\$6M Contract



Q3 2019
\$14.7M Awards



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

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

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

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

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

Compliance is Key

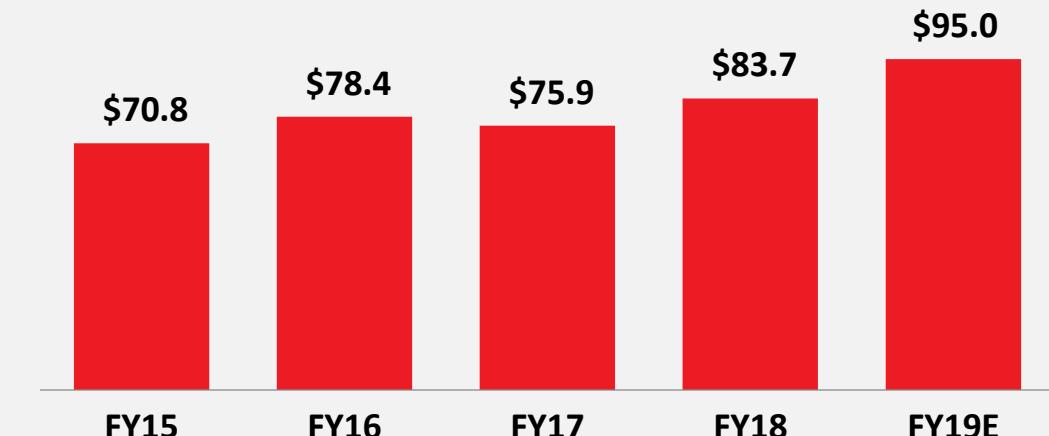
Proprietary Management Platform, ITMS™ – certified & government compliant

- 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**

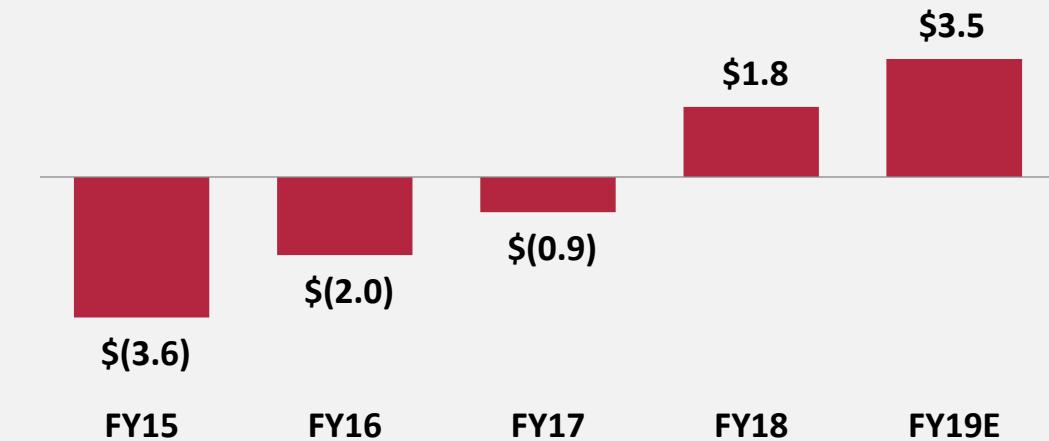
Financial Performance

- Streamlined infrastructure and optimized cost structure
- Nine quarters of positive adj. EBITDA
- Net income in 1st nine months of 2019
- No long-term debt
- 2019 Guidance:
 - Revenues: \$95.0M
 - Adj. EBITDA: \$3.5M

> Annual Revenues (\$M)

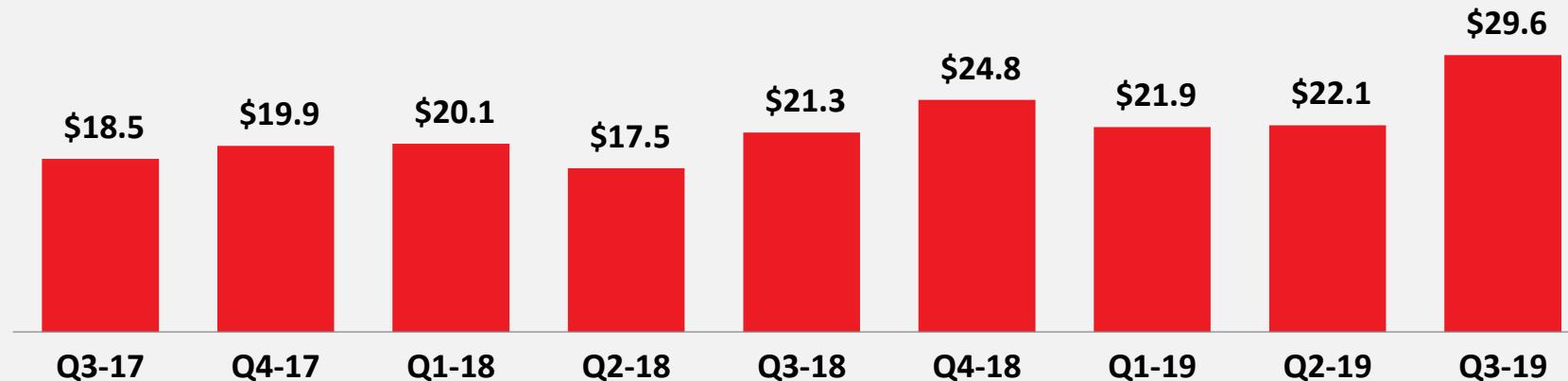


> Annual Adj. EBITDA (\$M)

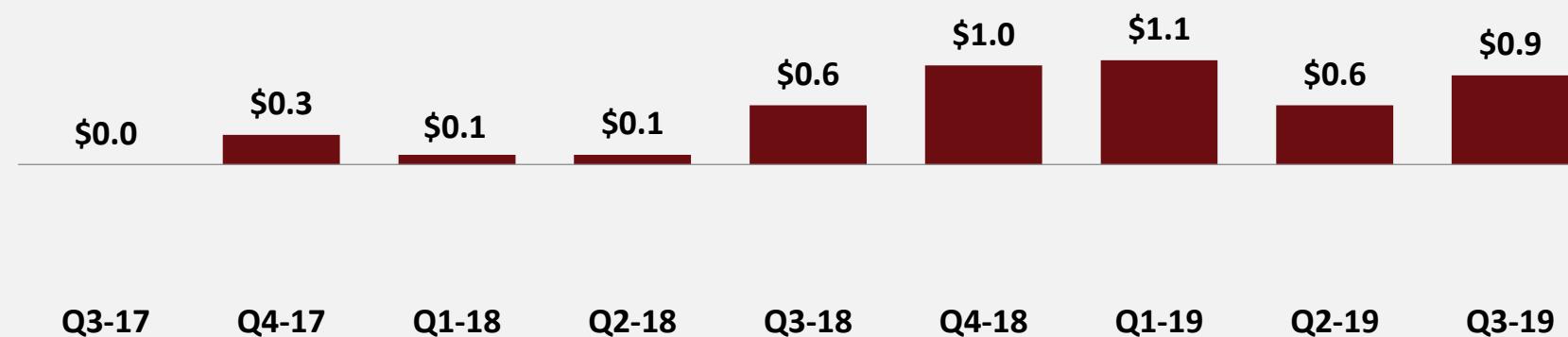


Quarterly Financial Performance

> Revenue (\$M)



> Adj. EBITDA (\$M)



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



Proprietary & scalable solution

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



Diversified & expanding customer base

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



Improving financial performance

Positive outlook for topline growth and profitability



Proven management team executing on growth strategy

Executed turnaround strategy and positioned company on path for profitable growth



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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.



US Army Corps
of Engineers®

TLM Case Study

U.S. Army Corps of Engineers (USACE)

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