



SETTING THE STANDARD FOR  
**Managing & Securing  
the Remote Workforce**

NYSE American: **WYY**

Needham Growth Conference  
January 11, 2020

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# 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, 2019 filed with the SEC on March 24, 2020.

# WidePoint - Stable, Predictable & Growing

**33%**

Revenue CAGR  
since 2017\*

**13**

Consecutive Quarters  
of Positive Adj.  
EBITDA

**92%**

Customer  
Retention

**\$0 Debt**  
Cash Flow  
Positive

**FY 2019**  
Positive Net  
Income with Trend  
Continuing

**\$23B**  
Total  
Addressable  
Market

**Est. 1997**  
Revamped  
2017

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(TM2)

# Trusted Mobility Management

HELPING ENTERPRISES SAVE DOLLARS TO SAVE JOBS



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We manage  
your devices



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We keep  
them secure



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We analyze &  
show you how  
they're used

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## (TM2) - Trusted Mobility Management

# A Proprietary Technology Platform to:

## MANAGE

### Managed Mobility Services (MMS)

- Issue, distribute, manage, remotely wipe, and retire
- Mobile phones, tablets, landlines, IoT devices, etc.
- Economies of scale and reduction of complexity
- Delivered via managed services model

## SECURE

### Identity Management (IDM)

- Maintain compliance and mitigate data breaches
- Public/Private key encryption
- Physical and logical access
- Credentialing, authentication, enrollment & issuance, infrastructure support

## ANALYZE

### Digital Billing & Analytics (BP&A)

- Cloud-based platform consolidates invoice info
- Insight into revenue model from advanced data analytics
- Reduces operating costs
- High-margin, subscription model

A person in a denim jacket is sitting at a desk, using a laptop and holding a smartphone. A cat is visible in the background. The image serves as a background for the text.

# Managing mobile assets is a complicated business for large enterprises

Who is using the device?

How much are we paying for our devices?

How do we delete information if a device is stolen?

How many devices do we own?

Where are the devices?

Is our information secure?

# Why Customers Choose WidePoint



## ***Trusted***

Managing more devices for the Federal Government than any other company



## ***Compliant***

Federal credentials & Authorities to Operate including ECA & PIV-I, FISMA Compliance, AWS GovCloud (pending), FedRAMP



## ***Flexible***

Customizable solutions that can scale quickly to meet contract demands



## ***Effective***

Up to 35% in savings for clients, leading customer service, 24-hour help desk, high switching costs

# Long-Term, Expanding Contracts

**#1** trusted provider by federal government

**5-year** average contract length

**92%** customer retention

Q3 2020: Over **\$11M** in contract awards, extensions & renewals



## U.S. DEPARTMENT OF HOMELAND SECURITY

- Saved DHS \$265M since 2012
- Nov. 25, 2020: Won the CWMS Contract Re-compete (CWMS 2.0)
- 12-month base with options extending through 2025
- Potential to add up to **\$500M** in revenue

# Trusted by 100+ Global Enterprises

## Commercial

3-YEAR AVG. CONTRACTS



## Public

5-YEAR AVG. CONTRACTS



THE CITY OF  
**COLUMBUS**



**ACPS**  
Alexandria City Public Schools



**AMERICAN  
UNIVERSITY**  
WASHINGTON, D.C.



# Customizable Solutions Driving New Opportunities

**The largest Managed Mobility Services (MMS) contract in the U.S.**

**38% growth** in managed services in Q3 2020

Driving revenue for the remainder of 2020

Proof point for large prospective customers



## UNITED STATES CENSUS 2020

Managed 680,000 devices

Work increased by over 50%

Scaled organization to provide:

- 50,000 cellular activations and 7,000 cellular terminations weekly
- 24/7/365 help desk, subject matter experts, data analysts, etc.
- To 10,000 different locations

# Our Market

LARGE ORGANIZATIONS FOR WHOM SECURITY AND COMPLIANCE ARE KEY



## FEDERAL

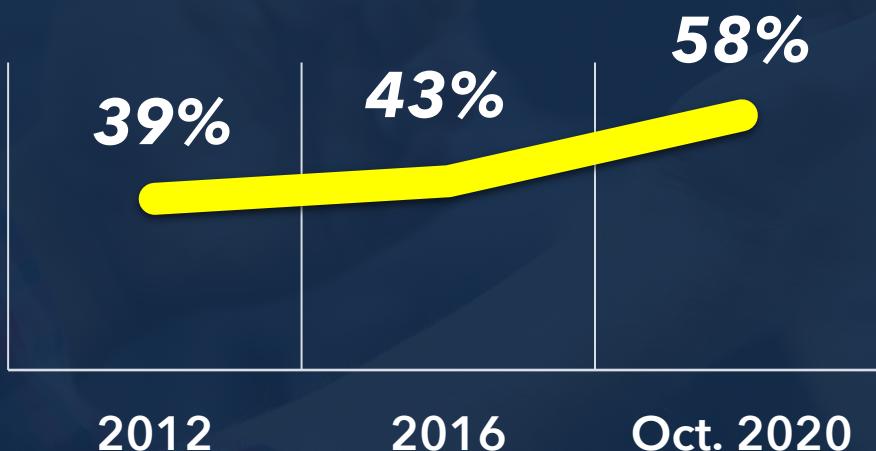
- 15 Cabinet Level Departments
- 2.1 million civilian workers
- < 30% penetrated

## COMMERCIAL

- Healthcare
- Finance
- Transportation
- Consulting

# The Mobile Workforce is Expanding

***% of U.S. workforce working offsite part of the time***



***Total Mobility Spend***



# Growth Strategies



## *Expand Customer Base*

Invest in internal sales team

Develop relationships with key systems integrators to create new opportunities

Pursue accretive and strategic acquisitions



## *Enhance Competitive Edge*

Attain FedRAMP certification and transition to more cost-effective cloud environment

Develop and/or acquire new, complementary product offerings

Attain Microsoft ISV Certification

Integrate with industry standard applications, MDM, MAM, ServiceNow, etc.



## *Improve Leverage*

Pursue high-margin managed services contracts

Expand more into commercial markets

# Expanding with Systems Integrators

We leverage the sales teams of our systems integrator partners to improve commercial opportunities.

We provide the integrators a key, missing component (e.g., credentials) to secure larger contracts.



## ***One of the largest IT distributors of OEMs, products & services***

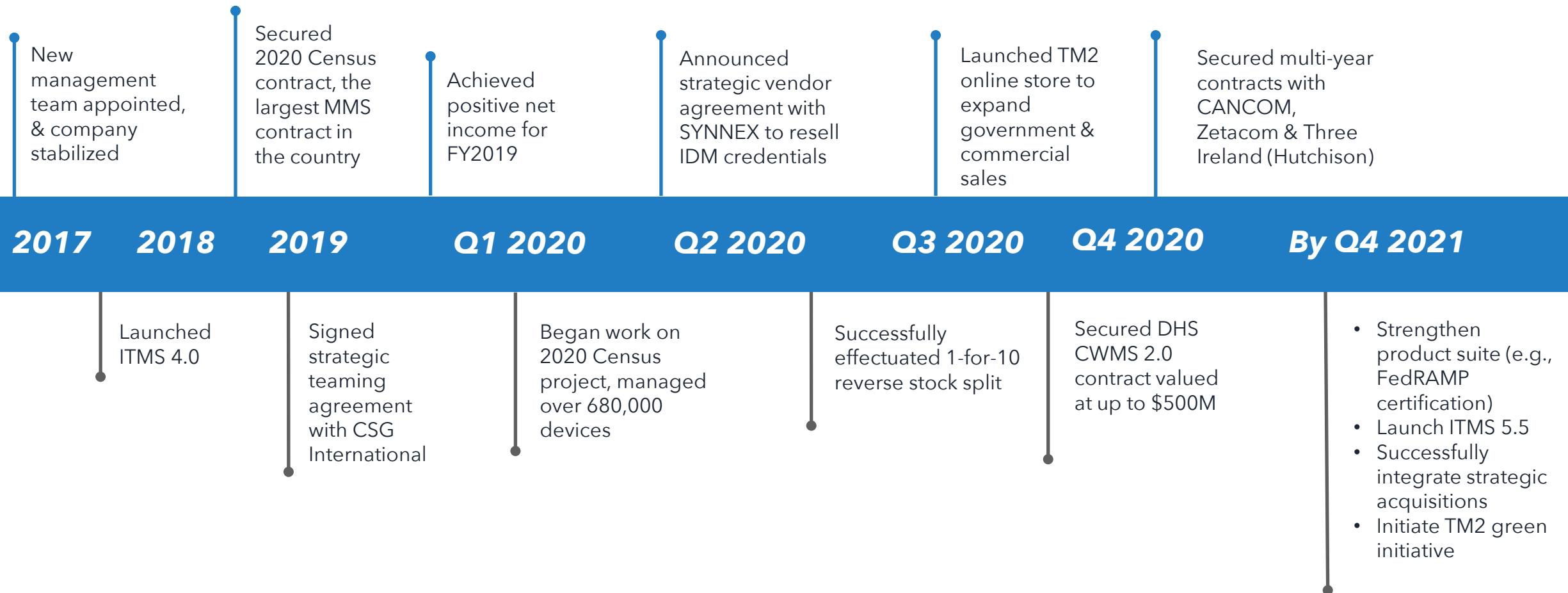
- Announced vendor agreement in Q1 2020
- Distributing IdM solutions through reseller network
- Developing additional product sub offerings



- Partnered with Leidos in Feb. 2019 to win NASA's End-User Services & Technologies (NEST) contract award
- \$10M+ revenue over contract



# History of Expansion & Growth



# Financial Highlights

**33%**

Revenue CAGR  
since 2017\*

**13**

Consecutive  
quarters of positive  
adj. EBITDA

***Free Cash  
Flow  
Positive***

**Double-Digit**

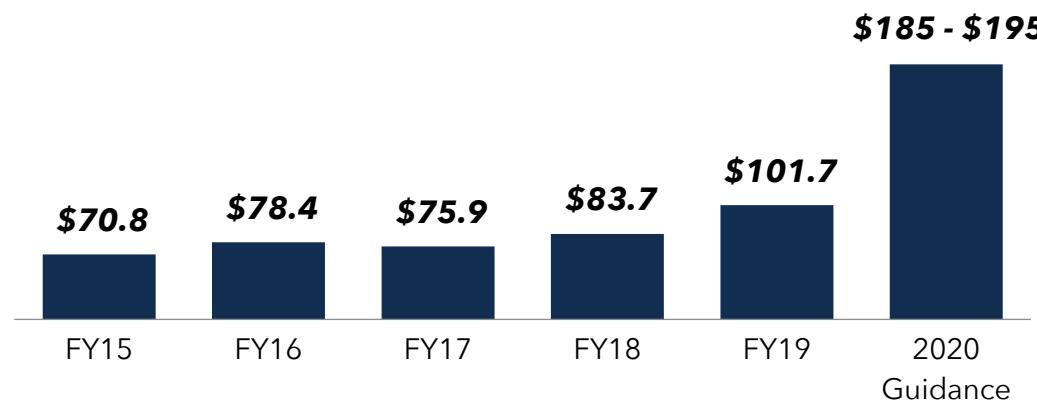
Managed Services  
(50% margins)  
growth since 2017\*

***Net income  
positive*** in 2019,  
continuing in  
2020

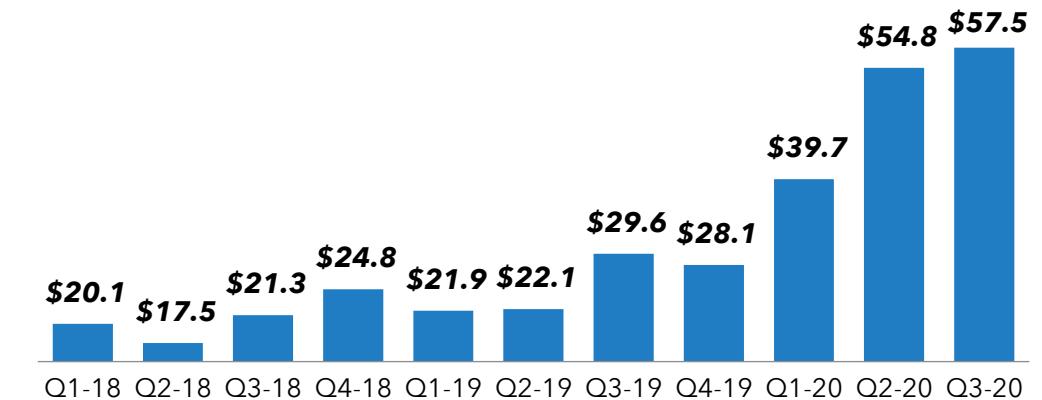
**No  
Debt**

# Financial Performance

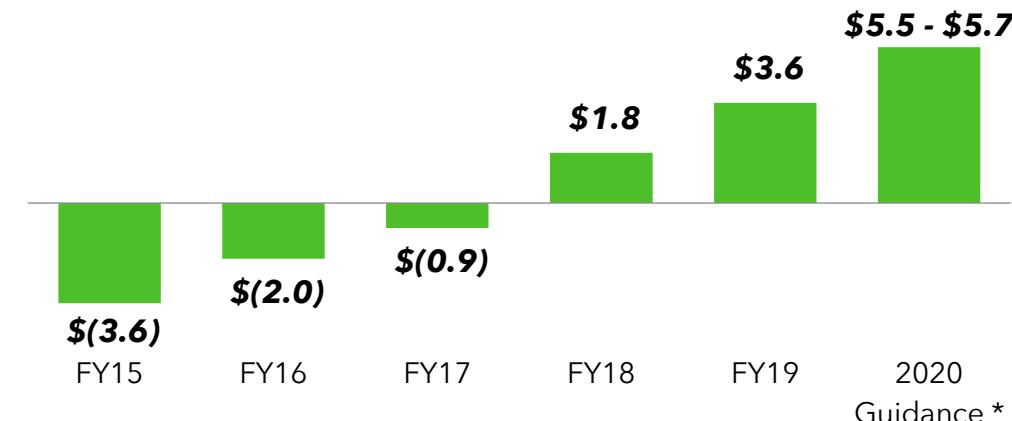
## Annual Revenue



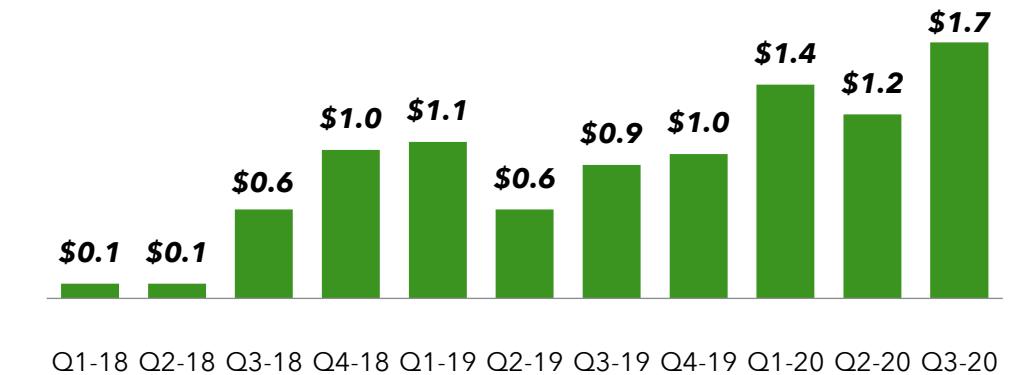
## Quarterly Revenue



## Annual Adj. EBITDA



## Quarterly Adj. EBITDA



\*2020 adj. EBITDA guidance reflects EBITDA guidance of \$4.7 - \$4.9 million + anticipated stock-based compensation

# Key Investment Highlights



Proven management team executing on growth strategy



The most trusted MMS provider to the federal government



Track record of profitability and free cash flow with trend continuing

**\$23B**

Addressable market with compelling tailwinds and room to expand

# Thank You!



## Contact Us

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# Appendix

# Leadership Team

## JIN KANG

*President & Chief Executive Officer*

25+ years of experience in M&A, corporate management, technology management, business development, and financial management. Founder of WidePoint Integrated Solutions Corp. (formerly iSYS, LLC).

Successfully led turnaround after being appointed CEO in 2017.

## IAN SPARLING

*President & CEO of Soft-ex Communications*

Broad experience in corporate finance and various executive leadership positions. Expertise in managing and growing software companies at an international level.

## KELLIE KIM

*Chief Financial Officer*

25+ years of experience in financial and business leadership supporting both public and private companies that operate in a variety of industries (telecom, tech, and professional services with government practice). Former CFO of Witt O'Brien's, Opus Group, and Astraum Govt. Services. CPA in Maryland and Virginia.

## TODD DZYAK

*President of WidePoint Integrated Solutions Corp. & WidePoint Solutions Corp.*

Expertise in implementing and managing telecom expense management (TEM) programs for Fortune 100 companies and government agencies.

## JASON HOLLOWAY

*EVP, Chief Sales & Marketing Officer & President of WidePoint Cybersecurity Solutions Corp*

25+ years of experience in IT industry with focus on business development sales, and management to profitability.

Co-Founded Nexcentri and served as president and CEO from 2001-2013. Grew revenues of Networked Knowledge Systems 800% in 5 years during tenure as president and CEO.

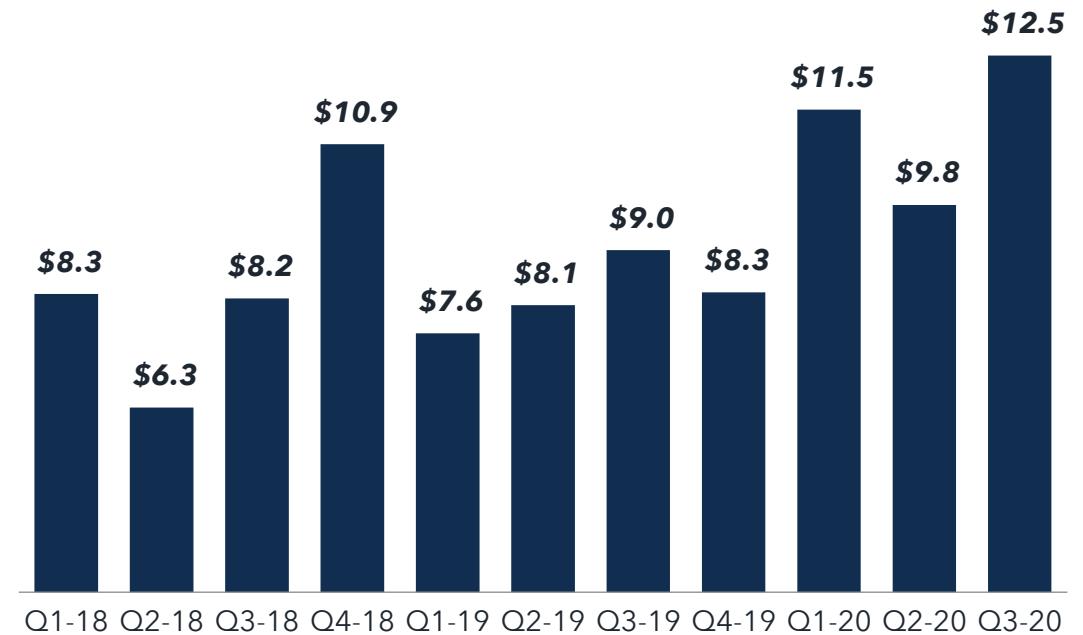
# Managed Services Performance

Approximately 50% margins

## Annual Revenue



## Quarterly Revenue



# Financial Summary



Data as of 9/30/2020

\*Insider holders from CapitalIQ

## Balance Sheet

\$Millions	Sept. 30, 2020
Cash	\$11.4
Accounts receivable, net of allowance for doubtful accounts	31.5
Unbilled accounts receivable	15.0
Other current assets	1.1
Total current assets	59.0
Noncurrent assets	28.4
<b>Total assets</b>	<b>\$87.4</b>
Accounts payable	\$31.0
Accrued expenses	17.3
Deferred revenue	2.3
Other	0.6
Total current liabilities	51.2
Noncurrent liabilities	8.6
<b>Total stockholders' equity</b>	<b>27.7</b>
<b>Total liabilities and equity</b>	<b>\$87.4</b>