



SETTING THE STANDARD FOR
Managing & Securing
the Remote Workforce

NYSE American: WYY

Needham Growth Conference
January 11, 2020

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; (vi) the Company's ability to gain market acceptance for its products and (vii) 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

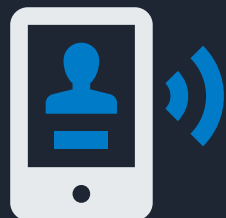
\$23B
Total
Addressable
Market

Est. 1997
Revamped
2017

(TM2)

Trusted Mobility Management

HELPING ENTERPRISES SAVE DOLLARS TO SAVE JOBS



We manage
your devices



We keep
them secure



We analyze &
show you how
they're used

(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

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



National Institutes
of Health



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

Humana.

CSG
INTERNATIONAL

Southwest

CAPITA



LIBERTY GLOBAL

Microsoft

BT

GENERAL
DYNAMICS



kpn



ir

ATCOM

CANCOM

DAMOVO

CISCO

Public

5-YEAR AVG. CONTRACTS



THE CITY OF
COLUMBUS

ACPS
Alexandria City Public Schools



AMERICAN
UNIVERSITY
WASHINGTON, DC



US Army Corps
of Engineers®



U.S. Customs and
Border Protection



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
Bureau

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

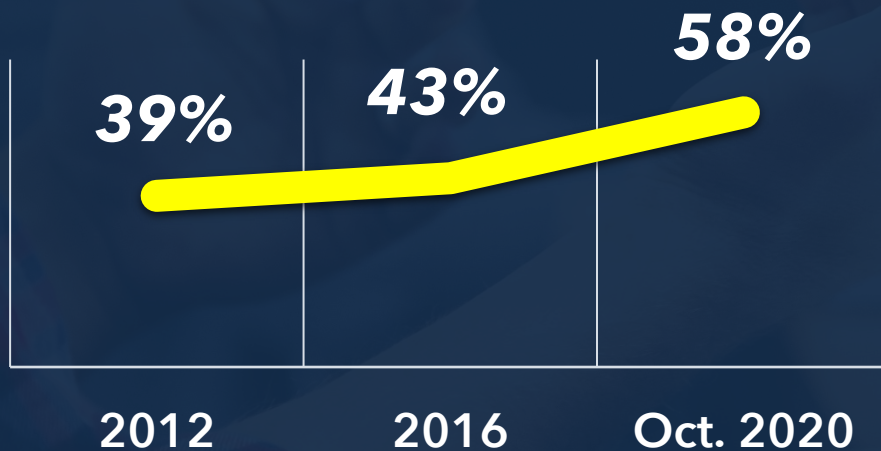
- 15 Cabinet Level Departments
- 2.1 million civilian workers
- < 30% penetrated

COMMERCIAL

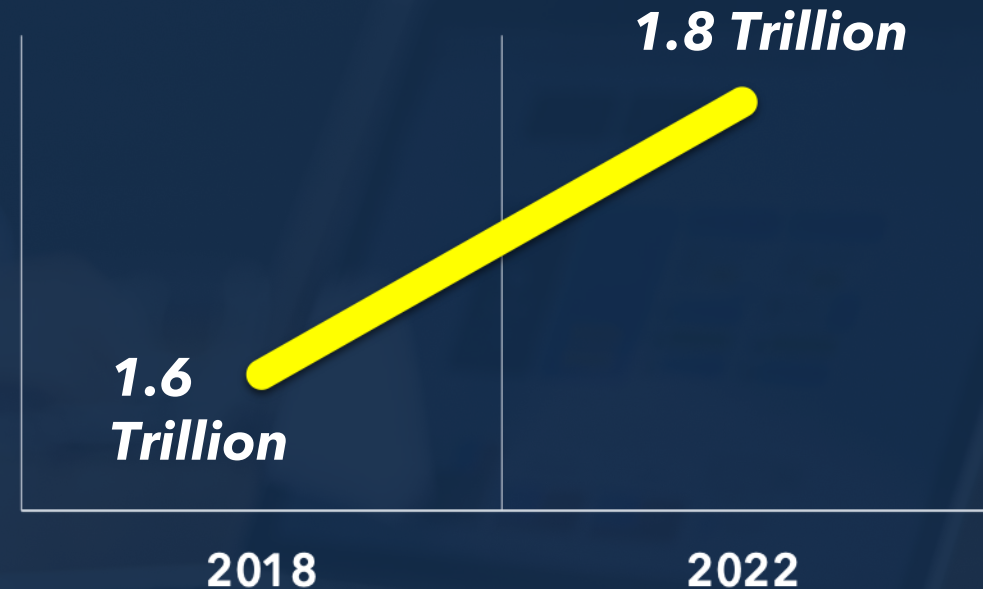
- Healthcare
- Finance
- Transportation
- Consulting

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.

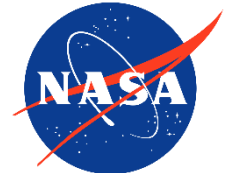


One of the largest IT distributors of OEMs, products & services

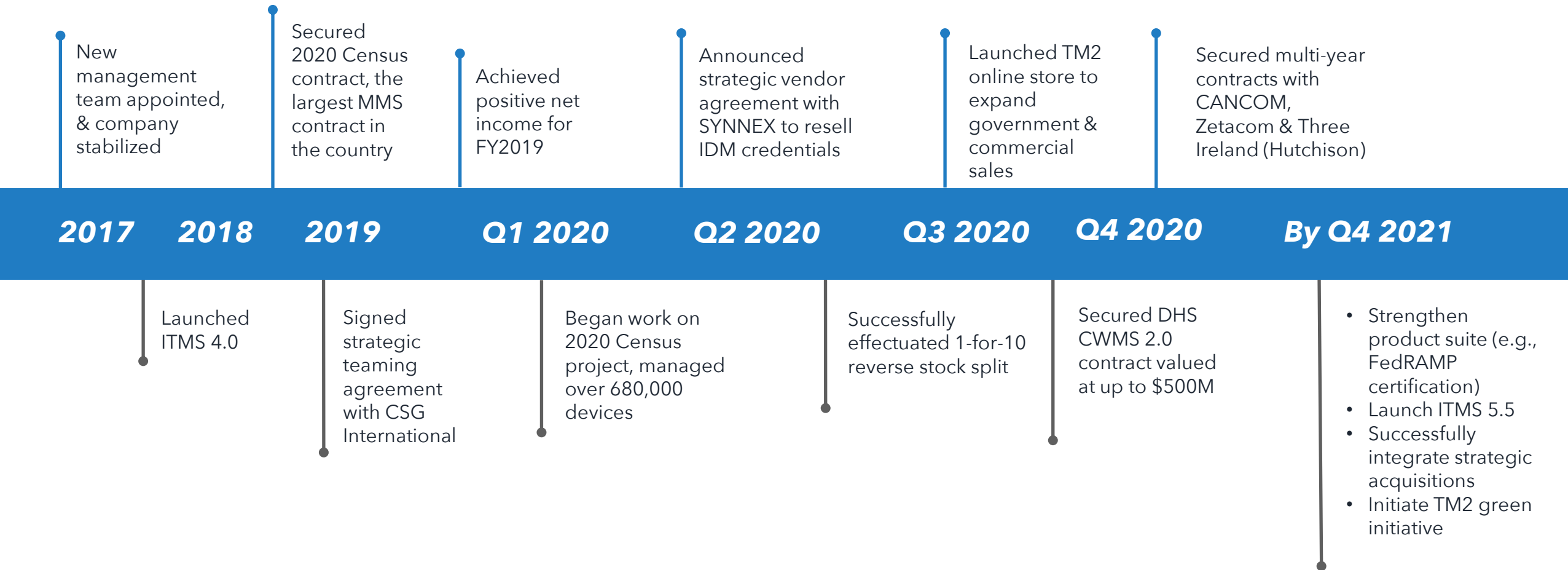
- Announced vendor agreement in Q1 2020
- Distributing IdM solutions through reseller network
- Developing additional product sub offerings



- 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

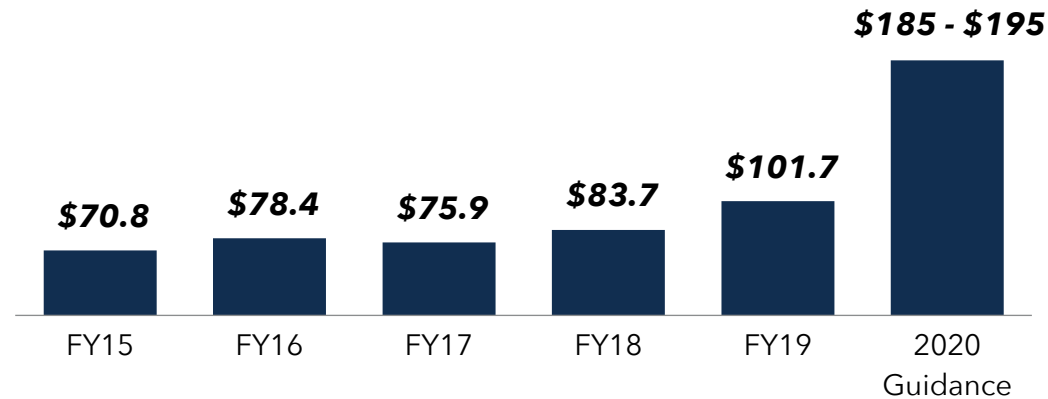
Managed Services
(50% margins)
growth since 2017*

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

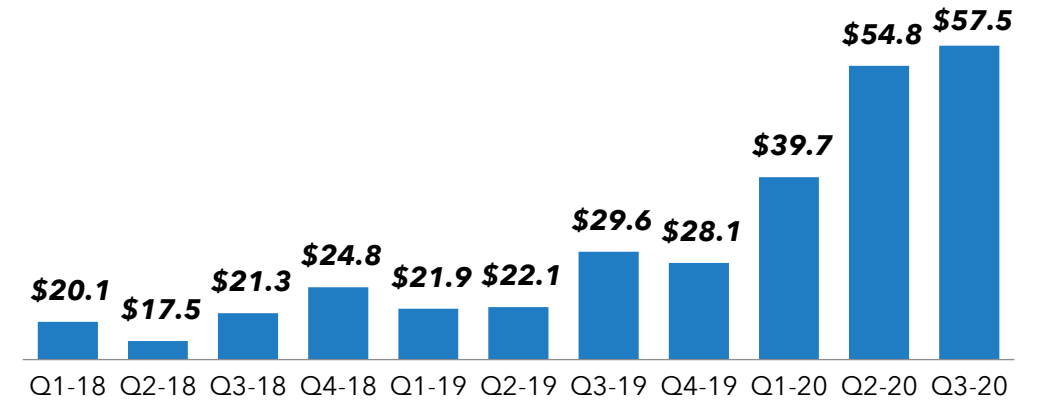
**No
Debt**

Financial Performance

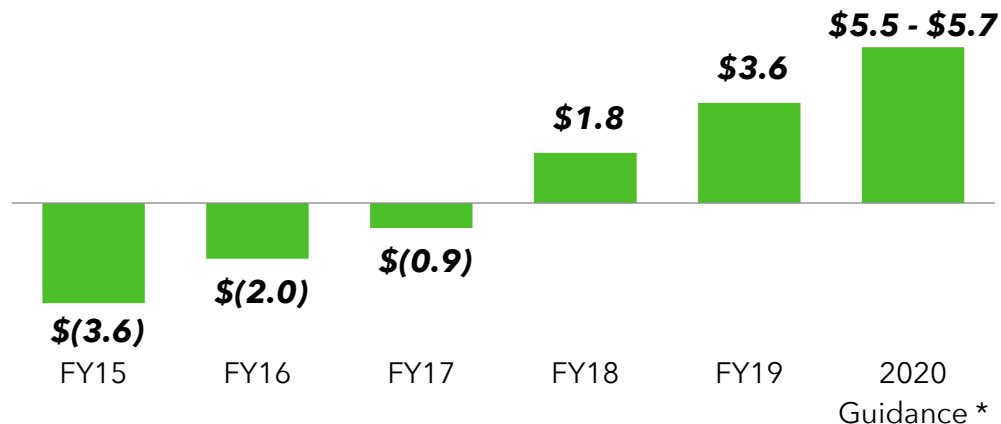
Annual Revenue



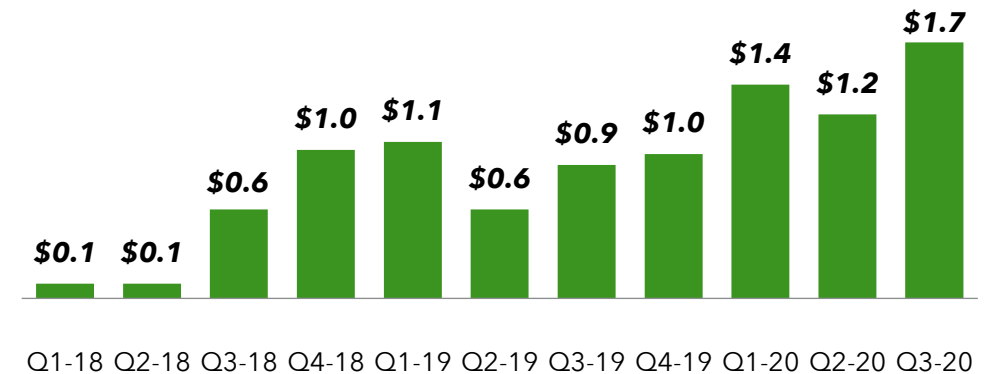
Quarterly Revenue



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



Consistent topline growth with 33% CAGR since 2017



Track record of profitability and free cash flow with trend continuing



The most trusted MMS provider to the federal government

92%

Customer retention from revenues

\$23B

Addressable market with compelling tailwinds and room to expand



Thank You!

Contact Us

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GATEWAY INVESTOR RELATIONS

Matt Glover and Charlie Schumacher
(949) 574-3860
WYY@gatewayir.com



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 Astrium 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

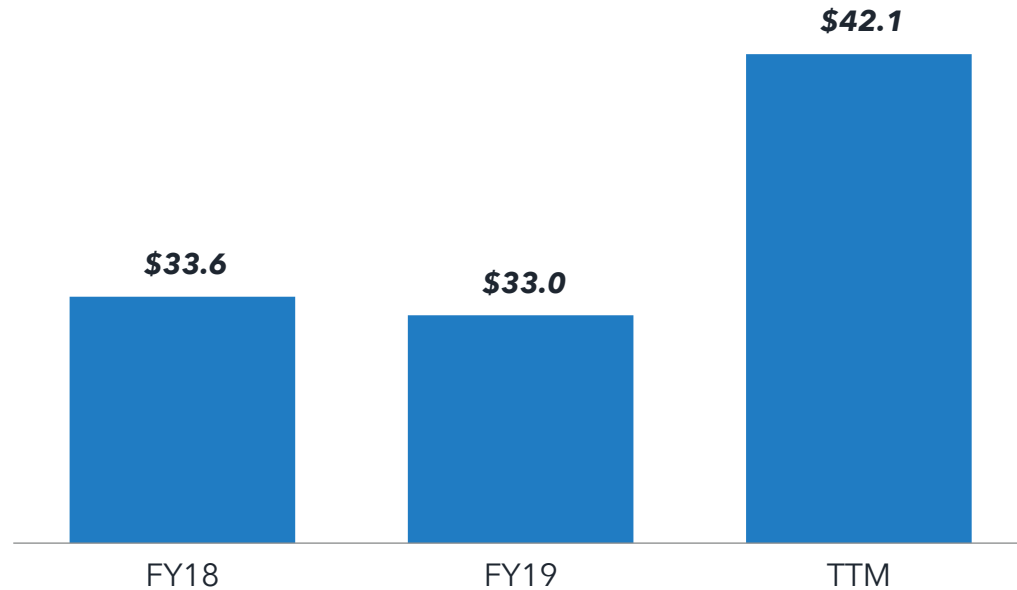
25+ years of experience in IT industry with focus on business development sales, and management to profitability.

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.

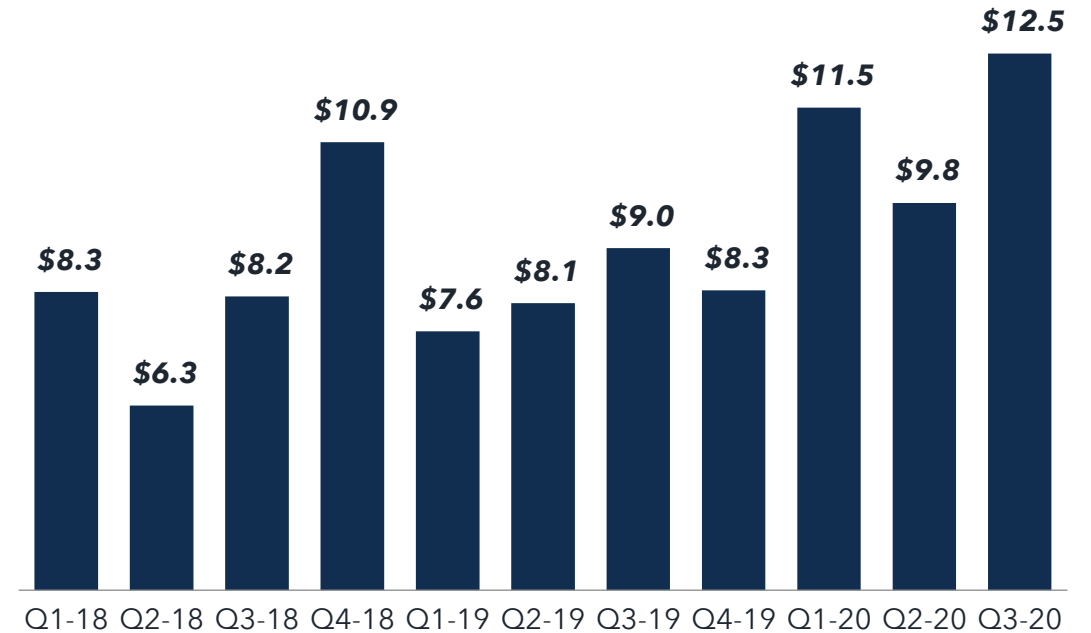
Managed Services Performance

Approximately 50% margins







Annual Revenue



Quarterly Revenue



Financial Summary

 \$11,372,902 Cash	 8,458,734 Shares Outstanding
 \$0 LT Debt	 725,540[*] Management
 \$7,830,367 Working Capital	 \$27,674,866 Stockholders' Equity

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
Total assets	\$87.4
Accounts payable	\$31.0
Accrued expenses	17.3
Deferred revenue	2.3
Other	0.6
Total current liabilities	51.2
Noncurrent liabilities	8.6
Total stockholders' equity	27.7
Total liabilities and equity	\$87.4