



Setting the Standard for
**Securing, Empowering and Managing
the Mobile Workforce**

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; (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, 2020, filed with the SEC on March 23, 2021.

About WidePoint



Our **TM2 solution** ensures mobile devices are secure and only the right people have access to sensitive information



Our **TM2 platform** allows organizations to better manage their telecom assets and understand how their devices are being utilized



We help **enterprises** gain insight into how their devices and data are being used so they can operate more efficiently

1997 Established	\$39.5M Market Cap. (December 7, 2021)	No Debt
2017 New management appointed & strategy implemented <small>NO DEBT</small>	95% Recurring Revenue	\$18M in Cash
17 consecutive quarters of positive adj EBITDA Cash flow positive	2021 Guidance Revenues: \$80M - \$84M Adj. EBIDTA: \$3.1M - \$3.3M	
\$23B Addressable Market	Headquarters: Fairfax, VA Regional Offices: Columbus, OH / Hampton, VA / Dublin, Ireland 200+ Employees	



Massive Cyber Attacks of 2021, so far...

- SolarWinds
- Florida Water System
- Scripps Health
- Colonial Pipeline
- T-Mobile

Growing market fueled by:

- Federal Cyber Security Executive Orders
- Move to mobile workforce
- 5G transformation

WidePoint TM2 Solutions: Prevention is the Best Defense

WidePoint Access & Identity Management:
DoD-Grade Cyber Security Solutions

Our Market

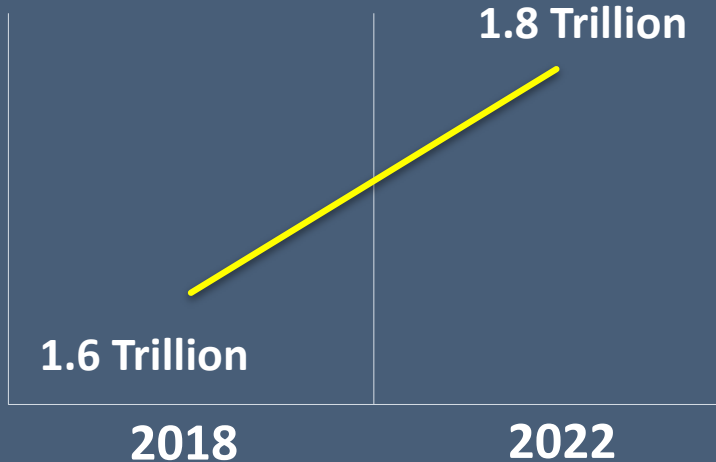
LARGE ORGANIZATIONS FOR WHOM SECURITY AND COMPLIANCE ARE KEY

\$23B

Managed Mobility Services
\$10.5B by 2023*

Identity Management
\$13B by 2023*

Total Mobility Spend



FEDERAL

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

COMMERCIAL

- Healthcare
- Finance
- Transportation
- Consulting

*Uden-Farboud, Lisa, et al. "Forecast Analysis: Enterprise Managed Communications Service Growth Trends, Worldwide." Gartner, Inc., 26 Sept. 2019.
Malik, Rustam, et al. "Forecast: Information Security and Risk Management, Worldwide, 2018-2024, 1Q20 Update." 20 May 2020.

A Proprietary Technology Platform to:

SECURE



Identity Management (IdM)

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

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

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

What We Do | Cybersecurity

Access and Identity Management (IdM)



Identity & Access Management

- Smart Cards
- Certificates and Credentials
 - Certificate on Device
 - Pivotal ID
 - Secure Digital ID
- Federated Identity Management
- PKI Network Enablement



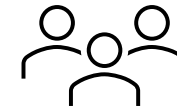
Consulting

- Systems Engineering
- Acquisition Management
- Auditing
- Information Assurance
- Program Management
- Cybersecurity Support
- Test Support
- Technical/Business Policy Coordination



Secure Hosting Solutions

- Managed services that include strong digital signatures ensuring the identity of the senders and receivers of electronic messages and the integrity of the messages themselves.



Multi-Factor Authentication

- WidePoint is a certified provider of Federal PIV credentials, PIV-I credentials and DoD ECA credentials.
- ECA PIV-I Credentials give organizations multi-factor authentication, digital signature, and encryption capabilities to meet the assurance of identity required by the Federal Government and needed to protect corporate assets.

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

Trusted by 100+ Global Enterprises

Commercial

3-YEAR AVG. CONTRACTS



Public

5-YEAR AVG. CONTRACTS



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

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

M&A Initiative

Acquire accretive companies with profitability, cross-sell and upsell opportunities with WidePoint solutions and vertical and horizontal integration synergies

WidePoint Partner Overview

Systems Integrators:



IT Distribution:



Hardware/Software:



IT Security:



Mobile Security:



WidePoint Acquires IT Authorities

Acquisition of IT Authorities announced on October 4, 2021.

IT Authorities is an award-winning Managed Services Provider (MSP) based in Tampa, Florida

Capabilities include:

- Managed Services
- Managed Security Services
- Cloud Services
- Professional Services



Accretive Acquisition Expected to
Provide Incremental Value by:

- Adding Profitable Revenue
 - Increasing Capabilities
- Broadening Footprint in the Commercial Sector
- Representing Strategic Upsell and Cross-sell Opportunities

Profitable revenue projected to add approximately
\$10M in topline and 1.5M in adjusted EBITDA.

Financial Highlights

7%

Gross Profit
growth since
2017*

17

Consecutive
quarters of positive
adj. EBITDA

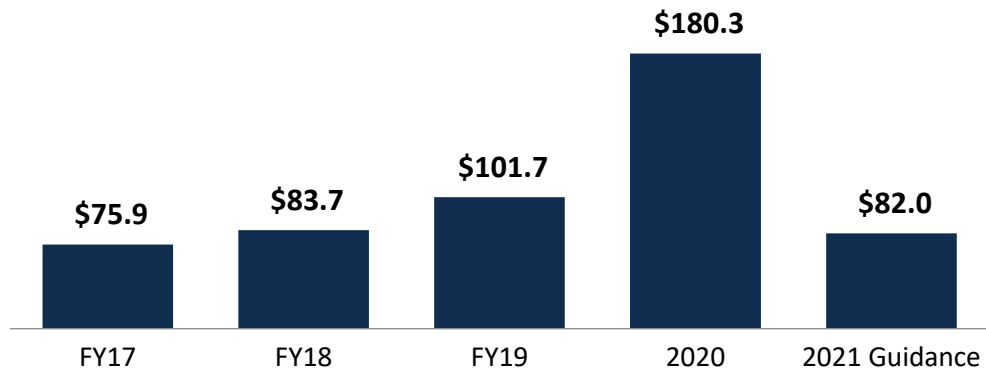
**Free Cash
Flow
Positive**

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

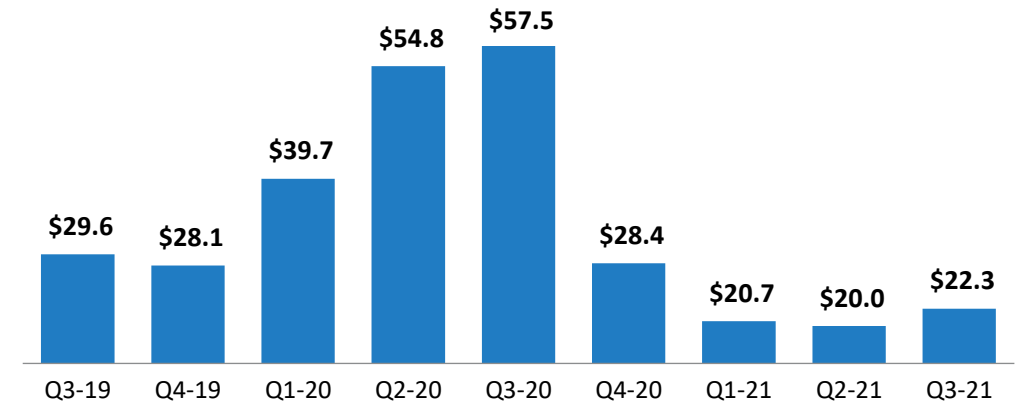
**No
Debt**

Financial Performance

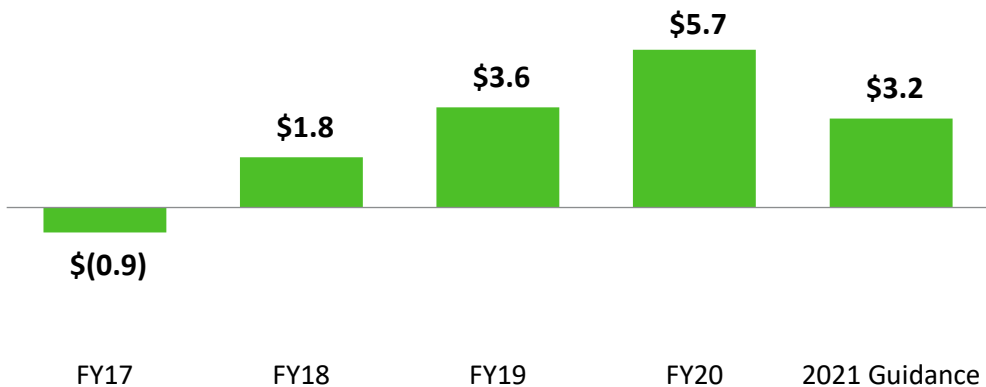
Annual Revenue



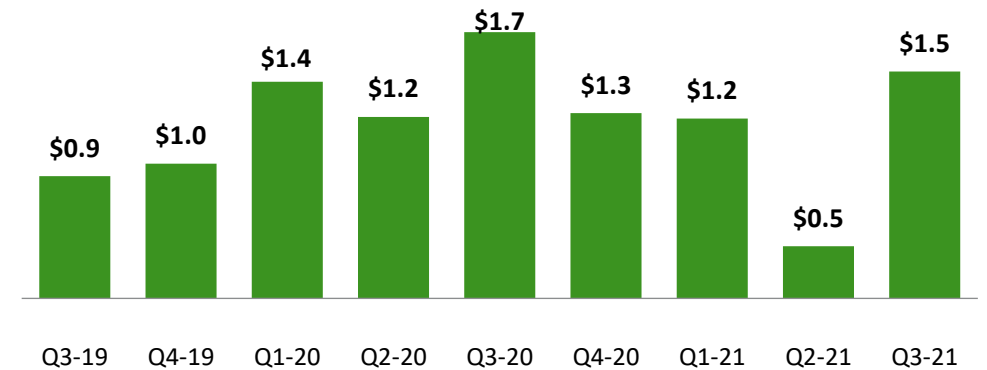
Quarterly Revenue



Annual Adj. EBITDA



Quarterly Adj. EBITDA



*FY 2020 includes large project work for 2020 Census, excluded in other years

Key Investment Highlights



Proven management team executing on growth strategy

95%

Recurring revenues



Track record of profitability and free cash flow with trend continuing



The most trusted MMS provider to the federal government

\$23B

Addressable market with compelling tailwinds and room to expand



Thank You!

Contact Us

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