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Investor Presentation

FALL 2025

WidePoint Corporation
NYSE American: WYY

Headquarters: Fairfax, VA
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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, 2024, filed with the SEC on April 15, 2025.

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Corporate Snapshot

WidePoint is the innovative cyber security and mobile technology provider dedicated to securing and protecting the mobile workforce and enterprise landscape for public sector and commercial clients.

WidePoint delivers secure and efficient Technology Management as a Service (TMaaS) solutions.

Areas of Specialization

- ❖ **Managed Mobility Services**
- ❖ **Device as a Service**
- ❖ **Identity & Access Management**
- ❖ **Digital Billing & Analytics**
- ❖ **IT as a Service**

95%
Recurring Revenue

$47.8M
Market Cap
August 25, 2025

No Debt

$36B
Addressable Market

$6.8M in Cash
As of June 30, 2025

Six Months Financial Results

Revenue: $72.1M | Adj. EBITDA: $276,000

Free Cash Flow: $155,000

$265M
Contract Backlog

2024 Financial Results

Revenue: $142.6M | Adj. EBITDA: $2.6M

Free Cash Flow: $2.5M

Established
1997

Our Market

Government & Commercial Enterprises that Demand Efficiency, Security and Compliance.

$36B

Total Addressable Market

Managed Mobility Services
$8.85B by 2027*

Identity & Access Management
$27.25B by 2028*

* Source: Gartner

PUBLIC

<u>Federal</u>
- 15 Cabinet Level Departments
- 2.1 million civilian workers
- < 5% penetrated

<u>State & Local</u>
- Government Entities
- K-12 schools
- Infrastructure

COMMERCIAL
- Healthcare
- Finance
- Transportation
- Consumer Products

WidePoint Enterprise Tech Solutions

SECURE IDENTITY & ACCESS MANAGEMENT (IAM)

IAM Solutions providing DoD ECA-grade PKI compliance ensuring maximum identity security

SECURE MANAGED MOBILITY SOLUTIONS (MMS)

Secure MMS Solutions provide enhanced security and data protection, improving operational efficiency and reducing costs.

SECURE ANALYTICS

Interactive B2B & B2C billing solutions that enhance the customer experience, reduce billing and customer costs. Analytic solutions to optimize infrastructure, performance and costs.

IT AS A SERVICE (ITAAS)

WidePoint is a Managed Solution Provider (MSP), a Managed Security Service Provider (MSSP), and a Cloud Service Provider (CSP) serving clients ranging from hundreds to thousands of users in a wide-range of industries.

WidePoint is committed to always innovating, always expanding. Notable technology achievements in the past year include:

WidePoint Integrated Solutions Corp. and WidePoint Mobile Corp.

Mobility, Inventory & Asset Management Services team achieved important government and industry product and service certifications.

- Achieved FedRAMP Authorized Status for WidePoint's Intelligent Technology Management System, ITMS™.
- Recognized by Gartner® in the *Market Guide by Managed Mobility Services, Global*, 2025.
- Recognized by Gartner® in the *Market Guide for Telecom Expense Management Services*, 2024.
- R2v3 Certification for the Columbus Ohio WidePoint Mobile Corp. recycling facility.
- WidePoint Mobile Corp. recognized by the International Organization for Standardization (ISO) 9001, 14001, 45001 for quality, environmental, and occupational health and safety.

Recent Notable Technology Achievements.

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WidePoint Intelligent Technology Management System™ (ITMS) achieved FedRAMP Authorized status.

What FedRAMP Authorized status means for WidePoint

- On February 19, 2025, WidePoint's ITMS™ achieved FedRAMP Authorized status from the Federal Risk and Authorization Management Program (FedRAMP) Program Management Office (PMO).

- ITMS™ is now available to federal agencies on the FedRAMP Marketplace in the Analytics, Customer Service, Data Management, Fleet Management, Mobile Device Management (MDM), Network Management, Operations Management, and System Administration business categories.

- Expands sales and marketing reach, favorably positions WidePoint for major upcoming federal government contracts, and unlocks new opportunities that were once beyond reach.

WidePoint Cybersecurity Solutions Corp.

- MobileAnchor™, next generation federally-certified IAM solutions
- Quantum-resistant Public Key Infrastructure (PKI) solutions
- Implementing an additional commercial Certificate Authority (CA) for K-12

Soft-ex

- Expanded the Digital Billing & Analytics platform for Unified Communications (UCaaS) to address the hybrid workplace
- Awarded Microsoft Co-Sell Ready Status for Innovative UC Voice Analytics & Billing Solution
- Launched M365 Analyzer solution for Microsoft clients

IT Authorities

- IT Managed Services: Infrastructure & end user support
- Microsoft Partner Program
- Recognition in the Top 100 Vertical Markets MSPs in the world by Channel e2e

Innovative Technical Developments.

The WidePoint Proprietary Technology Platform

SECURE

Identity & Access Management (IAM)

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

MANAGE

Managed Mobility Services (MMS) and Technology Management as a Service (TMaaS)

- Mobile phones, tablets, landlines, IoT devices, and more
- 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

WidePoint Cyber Security Solutions
Security is our DNA

Issuing U.S. Government authentication credentials since 1995.

WidePoint is a premier provider of Identity and Access Management solutions:

➢ 1st company certified by the United States Department of Defense

➢ One of only two companies worldwide certified by DoD

WidePoint is the subject matter expert in all facets of identity management, credential issuing and PKI (Public Key Infrastructure).

Relied upon by 18,000+ enterprises worldwide

Federal/military grade Identity and Access Management solution
Certified & fully compliant with Federal mandates

- Physical & Logical Access
- Eliminates the need for multiple ID & password combinations
- Credentialing, enrollment & issuance, infrastructure support
- Secure Digital ID – Certificate on Device (COD)
- Public/Private Key Encryption

WidePoint Device As a Service (DaaS)

Providing a full range of solutions ensuring deployment is managed efficiently, securely, and transparently.

WidePoint's DaaS solutions address the critical challenges faced by agencies in deploying and managing a large volume of devices across multiple locations.

Partnering with WidePoint provides:

- ✓ Reliable, scalable support tailored to high-tech environments
- ✓ Streamlined procurement and deployment processes
- ✓ Help desk support, asset disposition and reporting to ensure seamless integration and operations
- ✓ Enhanced security and compliance through secure asset disposition
- ✓ Real-time visibility into device status and usage

WidePoint MobileAnchor™
The Next Generation of Identity Access Management & Security

MobileAnchor™ is recognized as the Derived PIV SSP Credential that provides the highest level of security for mobile digital credentials.

Benefits include:

- ✓ Enhanced Security - Direct Integration reduces the Attack Surface
- ✓ User Convenience - Seamless Access with Multi-Factor Authentication (MFA)
- ✓ Simplified Deployment - Less Overhead
- ✓ Flexibility and Compatibility - Native Support

MobileAnchor™

Sensitive Data, Infrastructure and Operations are under constant attack.

WidePoint's MobileAnchor™ Derived Digital Credentials secure the mobile landscape to protect enterprise assets.

United States Federal Government: Driving Opportunity

$254 Million DHS CWMS 2.0 Ceiling Increase

- ❖ Leading to new revenue in 2024 and 2025

- ❖ United States DHS CWMS 3.0 RFP to be released in 2025
  - ▪ WidePoint is expanding our MMS solution and tech capabilities to ensure incumbent strength and favorability.

United States Navy Spiral 4

- ❖ WidePoint is in the rarefied mix to utilize the Spiral 4 Contracting Vehicle, offering a truly unique solution set.
  - ▪ Awarded three task orders, including a $2.5 million task order with nine option years. Total CV = $25 million.
  - ▪ Additional task orders are in the works.

United States Federal Government: Driving Opportunity

Positioned for Expansion

❖ WidePoint is recognized across the Federal Government and especially the DHS ecosystem for **delivering efficiency**.

  ▪ Numerous current WidePoint DHS components are targeted for growth, **increasing WidePoint MMS task orders**.

  ▪ Numerous other agencies are contacting WidePoint about implementing management services to **improve accountability and efficiency**.

❖ Additional **Federal "Hunting Licenses"** similar to Spiral 4 are in process.

Growth Strategies

Enhance Competitive Edge

- Capitalize on FedRAMP authorization 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

Expand Customer Base

- Continued sales and marketing investment
- Develop relationships with key systems integrators to create new opportunities
- Commercialization of newly developed products
- Cross-sell/upsell opportunities with WidePoint solutions and vertical & horizontal integration synergies

Pursue Strategic Partnerships

- Develop DaaS offering with system integrators
- Promote our Federal track record for delivering accountability and efficiency to attract new partners with access to new agencies & contracting opportunities

WidePoint Partner Solutions (among others)

Systems Integrators: CDW·G · leidos · GDIT · SAIC · TYTO Athene

IT Distribution: TD SYNNEX · CDW·G · INGRAM MICRO · carahsoft

Hardware/Software: Microsoft · yubico · OtterBox · SAMSUNG · Apple

IT Security: Microsoft Intune · IBM · TANIUM · UNIFYiA

Mobile Security: Lookout · ZIMPERIUM MOBILE THREAT DEFENSE · blancco · BlackBerry

UCaaS / Analytics & Billing: Teams · CISCO · AVAYA · Mitel · Microsoft · audiocodes

Our Customers:
Trusted by 100+ Global Enterprises

Commercial
3-YEAR AVG. CONTRACTS

Humana
Southwest
PLAYFLY SPORTS
CSG INTERNATIONAL
CAPITA
LIBERTY GLOBAL
Microsoft
BT
GENERAL DYNAMICS
GRAND BANK
3
kpn
eir
ATCOM
CISCO
CANCOM
DAMOVO
LIBERTY Coca-Cola BEVERAGES

Public
5-YEAR AVG. CONTRACTS

UNITED STATES COURTS Managed
NSF Services
ACPS s-bbort Alexandria City Public Schools
U.S. Customs and Border Protection
DEPARTMENT OF DEFENSE UNITED STATES OF AMERICA
U.S. DEPARTMENT OF HOMELAND SECURITY
DEPARTMENT OF JUSTICE
AMERICAN UNIVERSITY WASHINGTON, DC
OHIO STATE
NASA
PennState
US Army Corps of Engineers

U.S. DEPARTMENT OF HOMELAND SECURITY

➤ **Nov. 25, 2020:** WidePoint won the CWMS 2.0 contract. CWMS 3.0 procurement underway.

➤ **CWMS 3.0 potential award of 10-year single award worth $3B.**
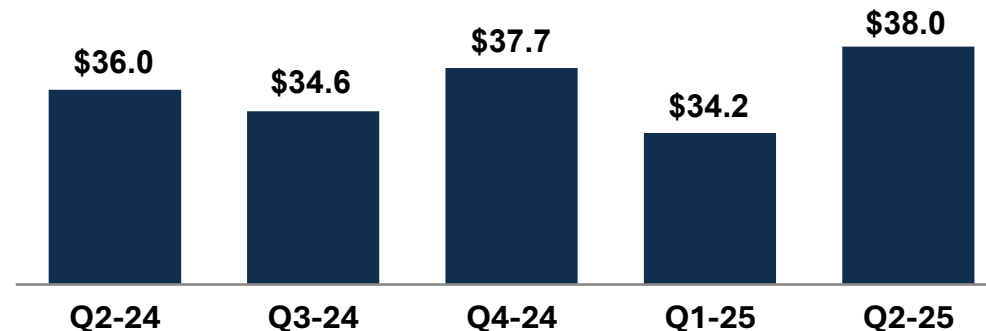
➤ **Doubles the size of our current contract with DHS.**
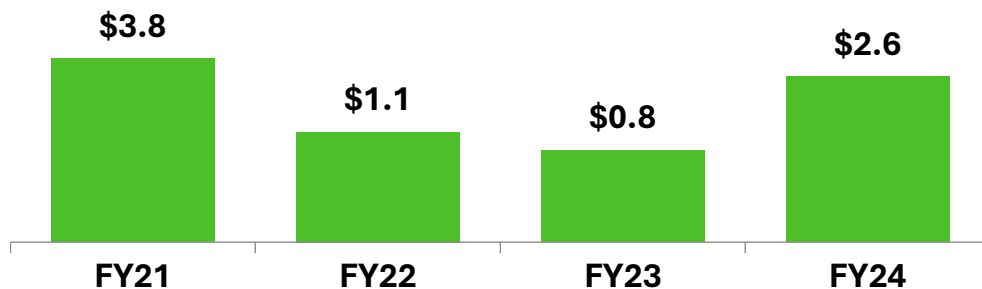
Financial Performance
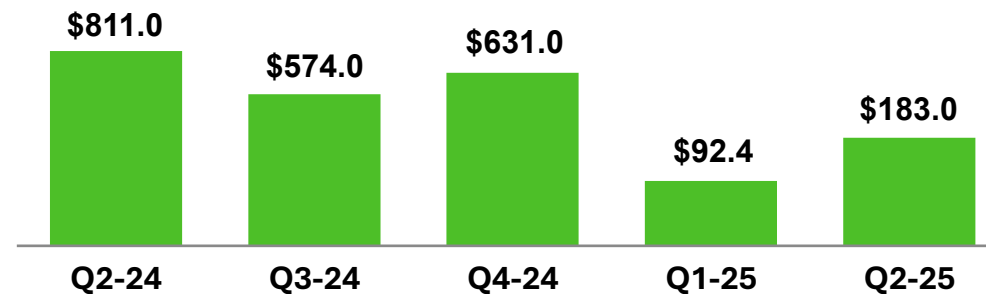
Annual Revenue ($mm)

- FY21: $87.3
- FY22: $94.1
- FY23: $106.0
- FY24: $142.6

Quarterly Revenue (mm)

- Q2-24: $36.0
- Q3-24: $34.6
- Q4-24: $37.7
- Q1-25: $34.2
- Q2-25: $38.0

Annual Adj. EBITDA ($mm)

- FY21: $3.8
- FY22: $1.1
- FY23: $0.8
- FY24: $2.6

Quarterly Adj. EBITDA ($k)

- Q2-24: $811.0
- Q3-24: $574.0
- Q4-24: $631.0
- Q1-25: $92.4
- Q2-25: $183.0
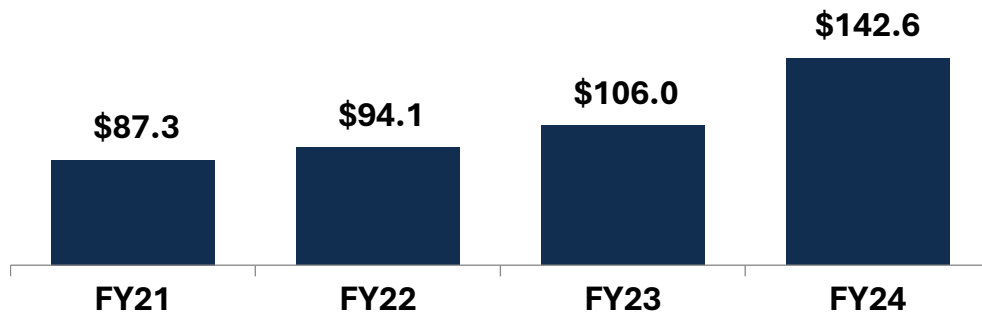
Annual Free Cash Flow ($mm)

- FY23: $(0.3)
- FY24: $2.5

Quarterly Free Cash Flow ($k)
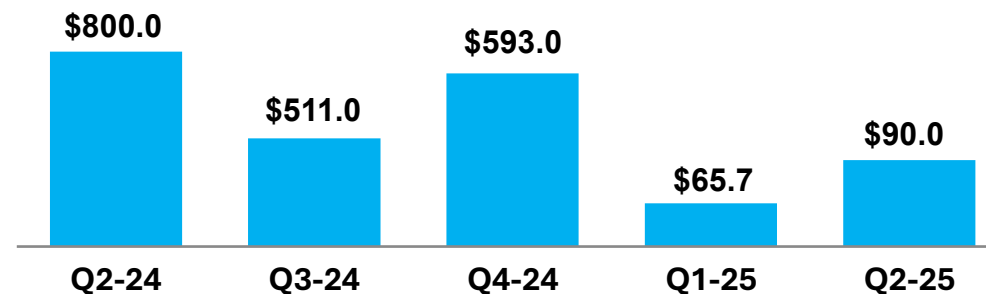
- Q2-24: $800.0
- Q3-24: $511.0
- Q4-24: $593.0
- Q1-25: $65.7
- Q2-25: $90.0

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*Full Year 2025 Guidance Estimates

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Thank You!