widepoint

Investor Presentation

October 2026

WidePoint Corporation
NYSE American: WYY

Headquarters: Fairfax, VA
www.widepoint.com

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, 2025, filed with the SEC on March 25, 2026.

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Corporate Snapshot

WidePoint is an 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

$62.1M
Market Cap
October 16, 2026

No Debt

$36B
Addressable Market

$10M in Cash
As of June 30, 2026

Q2 2026 Results

Revenue: $38M | Adj. EBITDA: $635,200

Free Cash Flow: $627,495 | EPS Positive

$219M
Contract Backlog

Six Mo. 2026 Results

Revenue: $78.6M | Adj. EBITDA: $1.4M

Free Cash Flow: $1.3M | EPS Positive

Established
1997

WidePoint's Three Strategic Catalysts

✓ Catalyst 1 (Go-Live EOY)

~$45 Million SaaS Contract with a Big Three U.S. Mobile Telecommunications Carrier (the "ATV Contract")

- Total value of $45 million at a approx. **70% gross margin profile**, with future potential to expand scope and value of contract
- Five-year SaaS contract to deploy WidePoint's FedRAMP Authorized ITMS™ Command Center Platform
- Manage and serve as the system of record for 2.0 million to 2.5 million units across government telecom operations
- Upon launch, the ATV Contract will be one of the largest government mobility management deployments in the industry to date

✓ Catalyst 2 (Reevaluation Pending)

10-Year, $3.1 Billion Department of Homeland Security (DHS) Cellular Wireless Managed Services (CWMS) Contract

- Flagship contract; 3-time incumbent
- Avg. $300mm annual revenue
  - First $150mm at an 80/20 split between carrier and managed services revenue
  - Second $150mm holds an **8% to 10% net profit margin profile potential**
- Potential to expand scope of work beyond smartphones and traditional IoT devices to additional connected devices and form factors

❑ Catalyst 3 (Developing)

Device-as-a-Service (DaaS) Opportunities in Partnership with CDW in the Commercial Sector

- **~60% to 70% margin** economics for large DaaS engagements
- Subscription-based offering for end user hardware and lifecycle services (procurement, imaging, maintenance, support, disposable, etc.)
- Partnering with CDW to address the critical challenges faced by agencies in deploying and managing a large volume of devices across multiple locations
- Majority commercial opportunities with Fortune 100-sized firms across manufacturing, healthcare, financial services, and public IT sectors

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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

Federal

- 15 Cabinet Level Departments
- 2.1 million civilian workers
- < 5% penetrated

State & Local

- Government Entities
- K-12 schools
- Infrastructure

COMMERCIAL

- Healthcare
- Finance
- Transportation
- Consumer Products

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The WidePoint Proprietary Technology Platforms

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

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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.

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Innovative Technical Developments.

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

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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

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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.

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Qualifying for Large Contract Vehicle Opportunities

AWARDS WON

NASA SEWP VI

- 10-Year, $60 Billion contract vehicle
- One of multiple prime contract awardees under SEWP VI Category A: IT Solutions
- Small group of providers positioned to support multiple portions of the available solutions categories
- Unprecedented access to agency buyers across civil, defense, and intelligence communities

United States Navy Spiral 4

- 10-Year, $2.7 Billion contract vehicle
- Wireless and telecommunications services, including mobility end-point infrastructure, endpoint mobility management, telecom expense management services, etc.
- Awarded 8 task orders YTD, including a $2.5 million task order with nine option years. Total CV = $25 million
- WidePoint is in the rarefied mix to utilize the Spiral 4 Contracting Vehicle, offering a truly unique solution set

UPCOMING OPPORTUNITIES

GSA Alliant 3

- 10-Year, no-ceiling GWAC opportunity
- Successor to Alliant 2 ($90B+ ceiling , 10-Years)
- Full IT lifecycle services across civilian and defense agencies
- Cornerstone of GSA's IT acquisition strategy and a critical tool to enable agencies to modernize systems and strengthen cybersecurity infrastructure

Census 2030

- Next Decennial count reopens a large-scale Device-as-a-Service (DaaS) mobility opportunity
- 2020 proof point: teamed with CDW-G on the $238M Decennial DaaS program; its largest managed-mobility engagement ever
- Provisioned, secured & recycled 600,000+ devices across ~10,000 sites; zero lost or compromised through COVID
- Positioned to reprise and scale its DaaS / TM2 role for the 2030 count

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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

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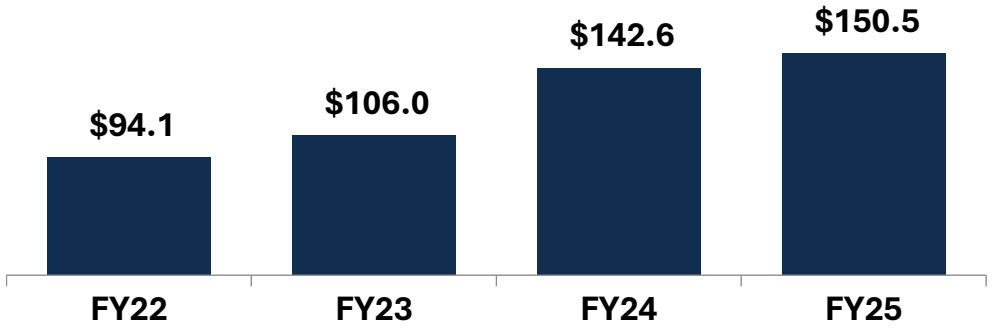
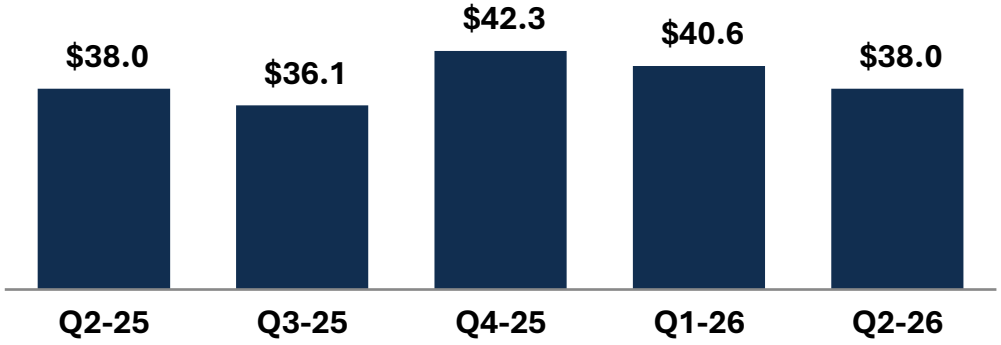
Financial Performance

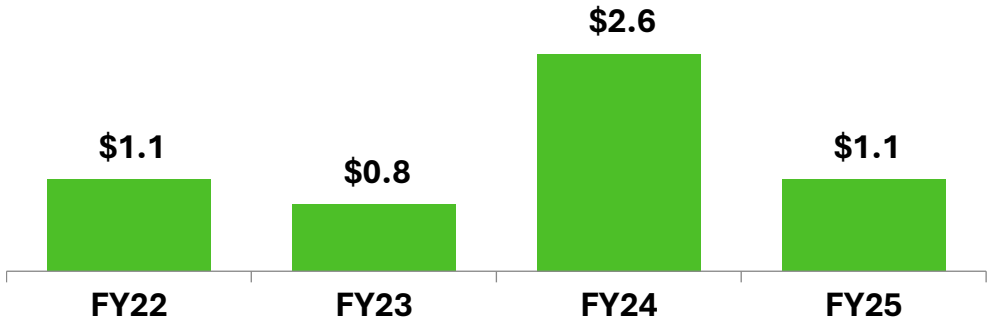
Annual Revenue ($mm)



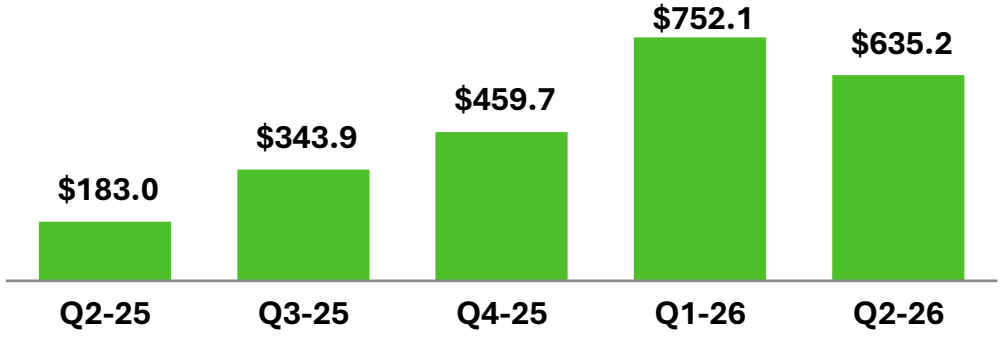
Quarterly Revenue ($mm)



Annual Adj. EBITDA ($mm)

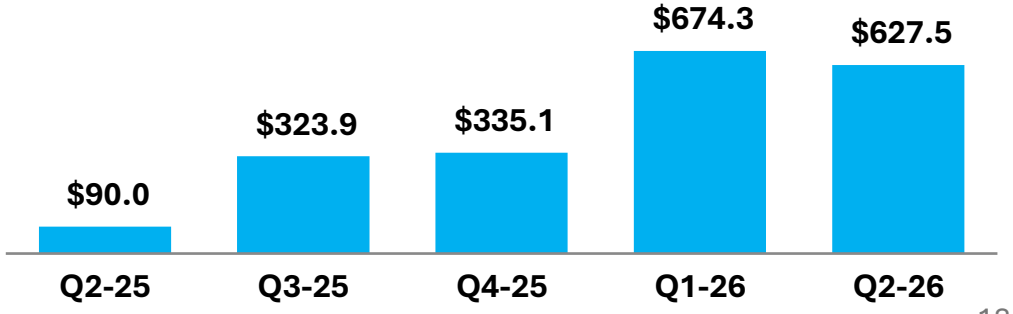


Quarterly Adj. EBITDA ($k)



Annual Free Cash Flow ($mm)

Quarterly Free Cash Flow ($k)



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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 (SaaS contract with Big 3 telecommunications carrier)
- Expand more into commercial markets (DaaS Opportunities)

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

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