



Investor Presentation
December 2025

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; (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, 2024, filed with the SEC on April 15, 2025.

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

\$68.1M

Market Cap
December 3, 2025

**No
Debt**

\$36B

Addressable
Market

\$12.1M in Cash

As of September 30, 2025

Q3 2025 Results

Revenue: \$36.1M | Adj. EBITDA: \$344,000
Free Cash Flow: \$324,000

\$269M

Contract
Backlog

Nine Months Results

Revenue: \$108.2M | Adj. EBITDA: \$620,000
Free Cash Flow: \$479,000

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



Federal

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

PUBLIC

State & Local

- Government Entities
- K-12 schools
- Infrastructure



COMMERCIAL

- Healthcare
- Finance
- Transportation
- Consumer Products

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

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 and commercial enterprises

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.**

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 organizations when **deploying and managing a large volume of devices across multiple locations.**

Opportunities are **majority commercial clients** with leading firms across industries such as **manufacturing, healthcare, financial services, and public IT** sectors.

Pipeline consists of **Fortune 100-sized companies** that manage large fleets of devices.

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



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

\$40M - \$45M SaaS Contract with a Big Three Mobile Telecommunications Carrier

- ❖ Multi-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
- ❖ Strategic partnership will serve over 50 government clients
- ❖ WidePoint stands out as the ONLY FedRAMP Authorized SaaS Managed Mobility Platform available in the market today

United States Navy Spiral 4

- ❖ May 2024, WidePoint, alongside six other companies, were selected by the U.S. Navy for the 10-Year, \$2.7 Billion Spiral 4 Contract
- ❖ 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

DHS CWMS 2.0 Contract Extension

- ❖ Awarded six-month extension in November 2025 (two-month base period + four one-month options)
- ❖ \$254 million ceiling increase awarded in June 2024

Strategically Positioned to Secure the Recompete

- ❖ 10 Year, \$3.0 Billion Opportunity
- ❖ Final RFP released on November 13, 2025; proposals due by December 17, 2025
- ❖ Statement of work plays directly into WidePoint's core strengths:
 - ✓ FedRAMP Authorized Platform
 - ✓ Small business status
 - ✓ Active authorization to operate with DHS + hold necessary facility security clearance
 - ✓ "Best Value Award": technical solution, past performance, and reliability will matter more than cost
- ❖ Optimistically targeting an award by late Q1 2026 / early Q2 2026

WidePoint Partner Solutions (among others)

Systems Integrators:



leidos

GDIT

SAIC



IT Distribution:



TD SYNnex



INGRAM

carahsoft

Hardware/Software:



Microsoft

yubico



SAMSUNG



IT Security:



Microsoft Intune

IBM

TANiUM

UNIFYiA

Mobile Security:



Lookout



ZIMPERIUM®
MOBILE THREAT DEFENSE



blanco



BlackBerry

UCaaS / Analytics & Billing:



CISCO

AVAYA

Mitel



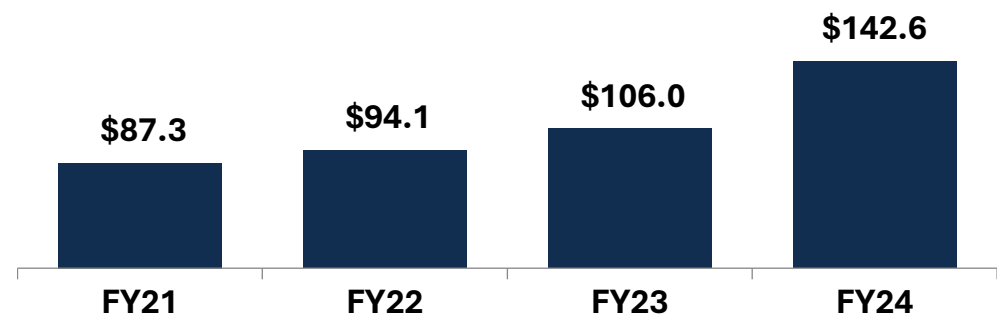
Microsoft



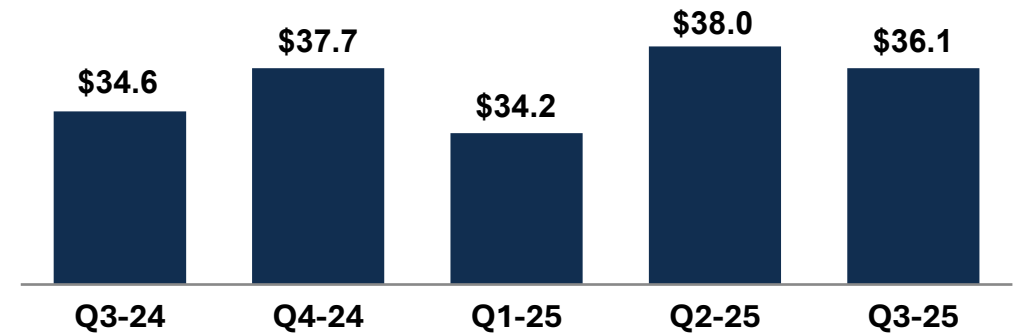
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Financial Performance

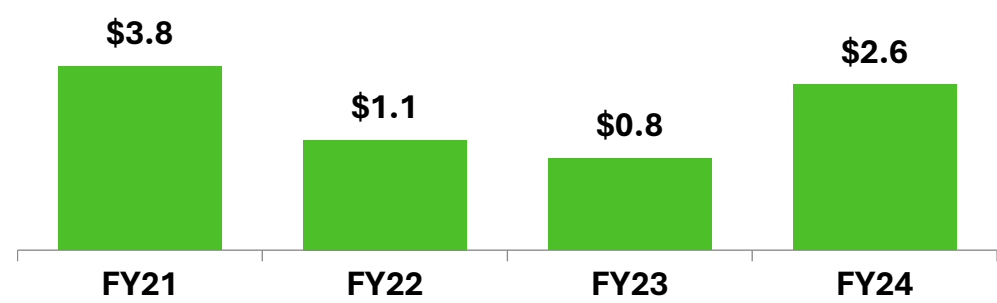
Annual Revenue (\$mm)



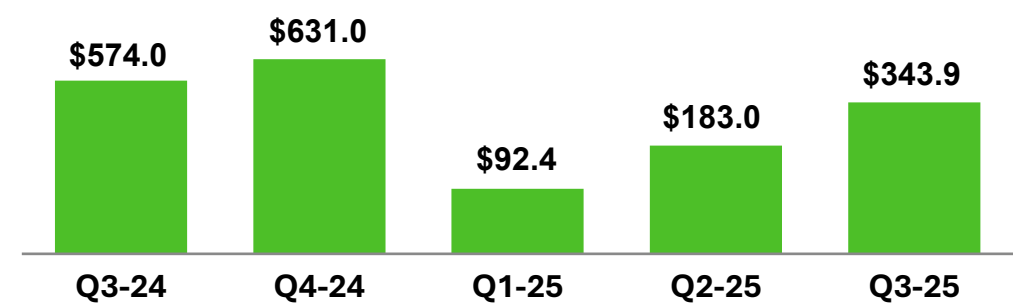
Quarterly Revenue (mm)



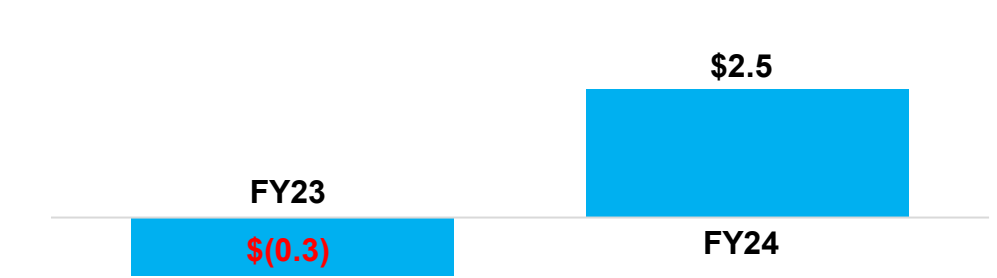
Annual Adj. EBITDA (\$mm)



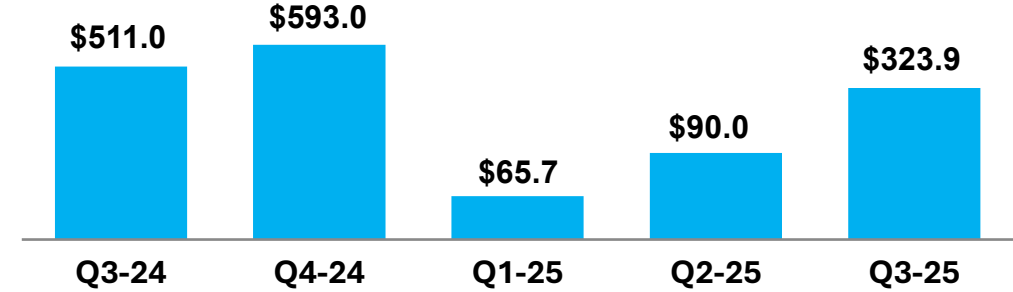
Quarterly Adj. EBITDA (\$k)



Annual Free Cash Flow (\$mm)



Quarterly Free Cash Flow (\$k)



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

Thank You!



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