

Corporate Presentation

NASDAQ: SPCB

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SuperCom

Since 1988, SuperCom has been a global provider of Electronic Security Solutions to governments worldwide, with a current focus on **Offender Electronic Monitoring Services**

NASDAQ: SPCB



67%

Revenue growth YoY

Q1-Q3 2023 compared to Q1-Q3 2022



**New
management**
since 2021



Over \$40M
In R&D

Since 2014



EBITDA Positive¹

FY 2020, 2021, 2022, Q1-Q3 2023



Won \$33M project
in Romania

September 2022



Track Record of
50+ Government Customers
100,000+ individuals served



119

Patents Issued



73%
Recurring Revenue²

FY 2022

OUR MISSION

Revolutionize Public Safety around the world through proprietary **Electronic Monitoring** technology, data intelligence, and complimentary services



Worldwide Challenges

Criminal Justice Systems



High recidivism rates



Prison overcrowding



Excessive costs



Unsafe communities

High Recidivism Rates

74.8%

of prisoners in USA are rearrested within five years¹



The Highest prison population rate in the world

571 prisoners per
100,000 inhabitants

Prisoner Population
Rate² (per 100,000)

USA	571
England	135
Belgium	90
Italy	95
Sweden	70
Denmark	72

Prison Overcrowding

1.9M incarcerated in the US¹



103%

of prison occupancy²

Overcrowding can result in inmates sharing beds or sleeping in shifts

Excessive Costs

\$80+ Billion annually on operating prisons²



Operating Prisons

\$36,500

annually per prisoner

VS



House Arrest

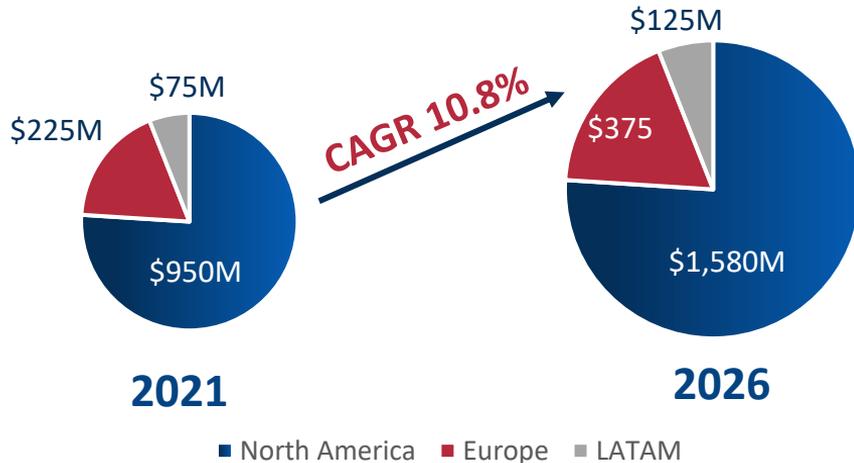
\$2,900

annually per prisoner

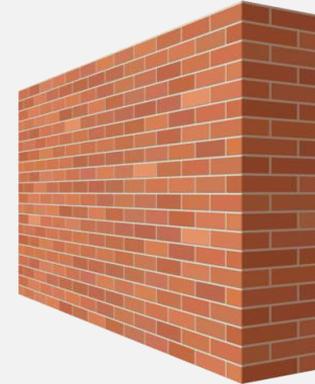
Potential savings of **over 90%**

Large growing market estimated to reach \$2.1B in 2025

The Electronic Monitoring Market, 2021-2026¹



Only 10 global players²



Market with high entry barriers

5-10 years of specific industry experience is typically required to bid on government tenders in this market

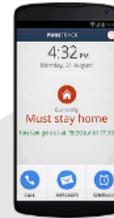
Our Technology Supports a Wide Array of Programs

- House Arrest
- GPS Monitoring
- Domestic Violence
- Inmate Monitoring
- Alcohol Monitoring
- Rehabilitation Services



50+ Project Wins¹

PureSecurity Suite



PureTrack
GPS enrollee tracking platform



PureTag
Compact RF bracelet



PureMonitor



PureOne
One piece tracking device



PureCom
Base station for home monitoring

Our solutions create positive social impact and improve public safety worldwide



Reduces recidivism¹
to **35%**

- Save lives of potential victims
- Aid to eradicate domestic violence
- Increase public safety and wellbeing
- Offer rehabilitation and proper reentry to society
- Reduce incarcerated population size
- Help to significantly cut governmental expenditures

Robust competitive edge with
Over 65% Win Rate
in National Government Tenders in Europe¹

Superior technology in terms of:

-  Significantly Longer Battery Life
No tag charging required
-  Ultra lightweight
-  Next-Gen Location Tech
-  Multiple Methods of Biometric Authentication
-  Video Calls
-  Two-way Communication
-  Protection of domestic violence victims

Industry Leading Technology

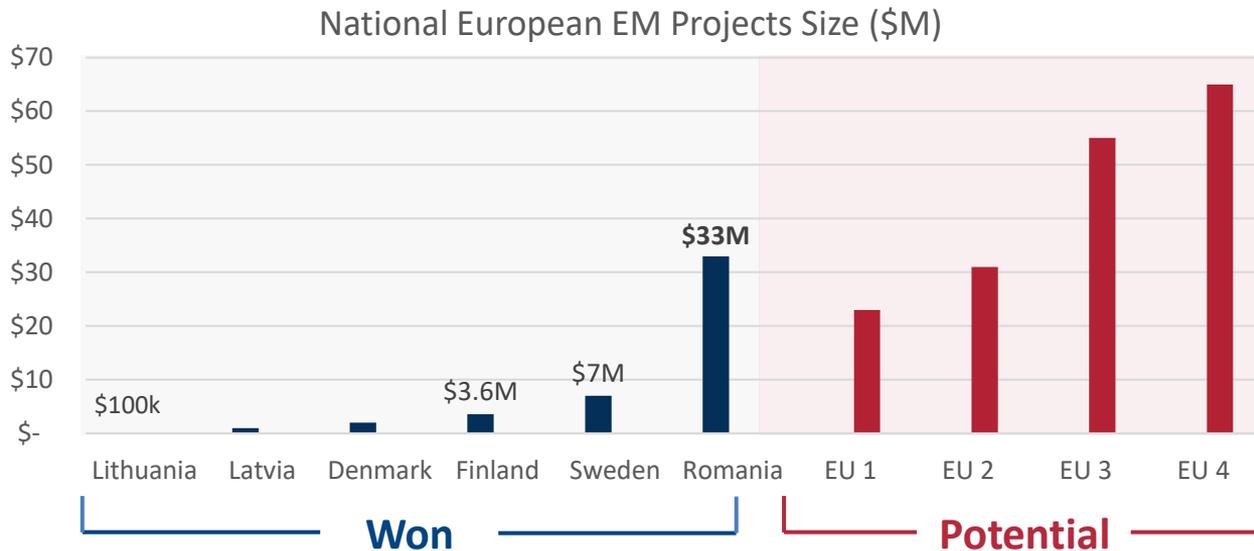


OVER \$40M
invested in R&D
(since 2014)

In addition, our value proposition includes a strong track record, industry expertise, and a highly regarded reputation

Europe Traction

Climbing up the ladder with project size



Over 12 national projects won

\$200+ Million in EU Contracts up for award in upcoming 18 months¹

Select Recent EU Contract Wins

In the past year, SuperCom has increased its market share in existing markets and expanded into new territories and sub-markets



Awarded and launched \$33M for Romania's National EM Contract

- Up to **15,000** enrollees simultaneously
- Domestic Violence project launch **within 3 weeks**
- **Largest EM project** awarded in 2022 in EU



New Contract for Sweden's Juvenile National EM Project

- Marking SuperCom's third national EM project in Sweden



Awarded and Launched Croatia's first National EM Project



Launched a \$3.6M national EM project in Finland



North America Traction

Execution of US market expansion strategy leveraging SuperCom's existing foothold to grow into new locations and undertake larger projects

We are here

Resellers & Small Counties

Large Counties Projects

State & Federal Projects



Presence in the US

Well established footprint in **California**, serving customers for 30+ years through subsidiary LCA

Since LCA's acquisition in 2016, wins in California valued at **over \$30M** total

Began expansion to:

- Texas
- Georgia
- Tennessee
- Wisconsin
- South Carolina
- Wyoming
- Idaho
- And more



Launched new project in Northern California valued at up to \$4.25M¹

Growth Strategy

- **Europe:** win more and larger national recurring revenue contracts
- **North America:** expansion into more counties and states
 - Sell to government agencies directly and through resellers
 - Potential accretive strategic acquisition of resellers in key locations
- **New Sales Strategy:** from passive bidding to active outreach
- **New Technology:** expansion into sub-markets such as domestic violence

Long-term Government Projects

Over 70% Recurring Revenue¹

Competitive Bid

- Collect data
- Submit proposal
- Negotiate price and terms
- Sign contract and launch

3-24 Months

Deployment

- Manufacture bracelets
- Integrate/customize for customer
- Train staff
- Program Go-Live on offenders

3-12 Months

SaaS & Lease

Recurring Revenue Model

➔ **\$2,900 avg. fee** ←
per offender annually²

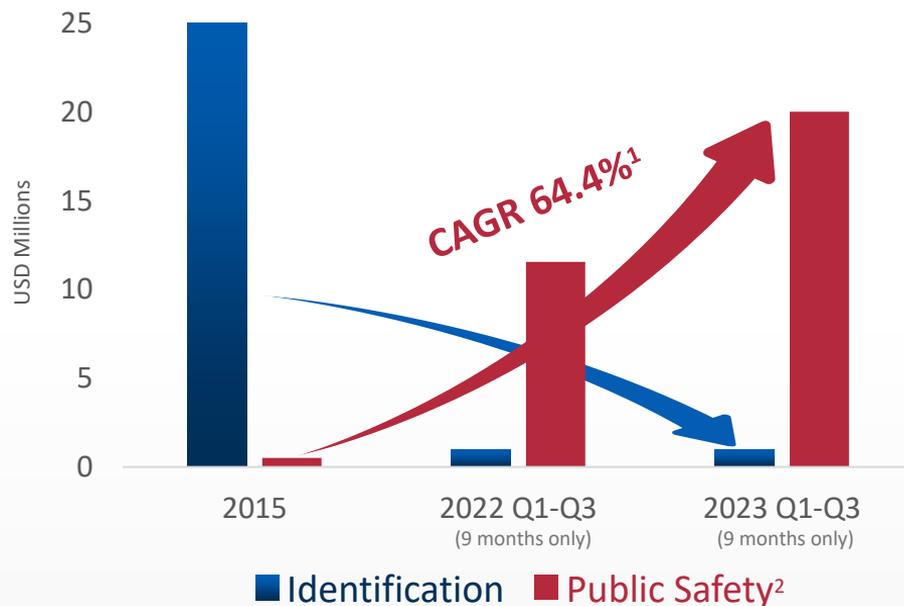
- Lease hardware
- Cloud-based SaaS
- Recurring revenue per offender

5-15 Years

Shift from Legacy
Identification
business to
Public Safety

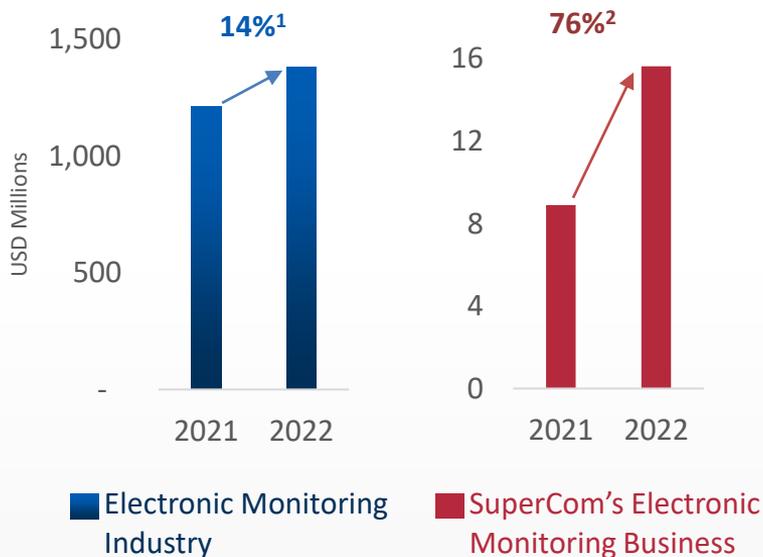
Revenue Trends

67% Growth YoY in Q1-Q3 2023



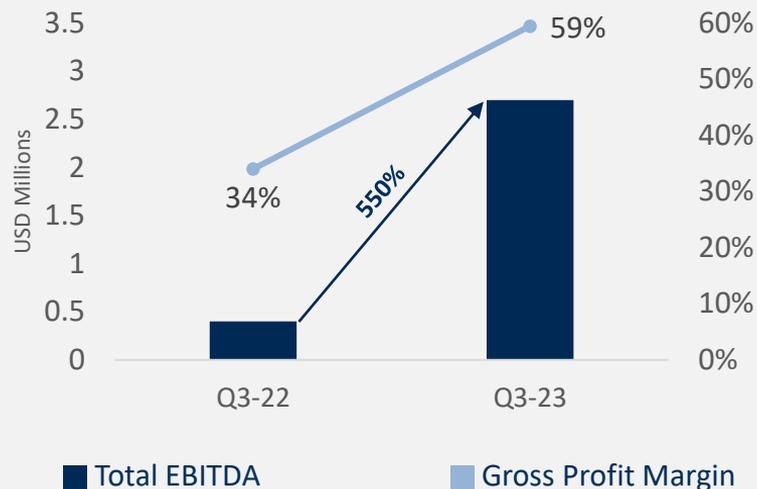
Rapid Growth, 5x Faster than the Industry

YoY growth from 2021 to 2022



550% Year over Year EBITDA Growth³

Improved Gross Profit Margin to 59% YoY



Investment Highlights

- \$2.1B market with high barriers to entry
- High growth: 9-month revenue YoY increased by 67% to \$21 million
- Gross Profit margin increased to 59.4%¹
- 550% YoY EBITDA Growth to \$2.7M¹
- EBITDA positive in each of the last 3 years
- Launched \$33 million National EM project in Romania
- Over 65% past win rate in Europe
- \$40+ million in R&D for strong competitive edge
- 73% recurring revenue²



Q3 2023 Financial Summary and Stock Info

Q3 2023 Income Statement Summary (in \$mm)

Revenue	\$6.8
Gross Profit	\$4.0
EBITDA	\$2.7

As of September 30, 2023 (in \$mm)

Current Assets	\$27.6
Total Assets	\$43.7
Current Liabilities	\$3.3
Total Liabilities	\$34.3

EBITDA Reconciliation – Q3 2023 (in \$mm)

NET PROFIT FOR THE PERIOD	\$0.15
Financial expenses (income), net	0.7
Depreciation and Amortization	0.8
Foreign currency loss	0.1
One-time reorganization expenses	0.9
EBITDA	\$2.7

Stock Data

Closing Stock Price (11/14/23)	\$0.42
52 Week Range	\$0.34 - \$2.70
Outstanding Ordinary Shares (11/14/23)	6.7M
Average Trading Volume (11/14/23)	5.2M shares



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