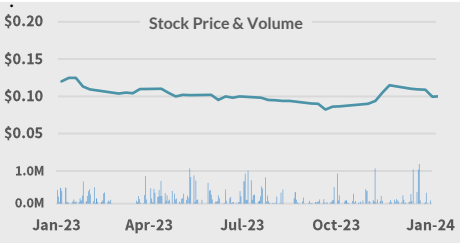
Corporate Profile

January 2024

Technology + Experts + Innovation

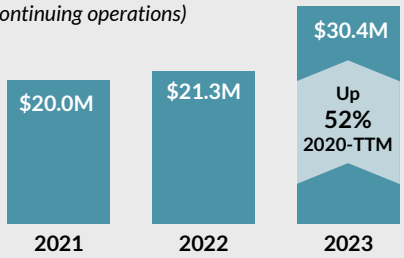
Award-Winning Leading Provider of Managed Cybersecurity & Technology Enablement

Key Stats (OTCQB: HWNI)



Stock Price *1/10/24*	*$0.08*
Avg. Daily Volume *90 days*	*155K*
Shares Outstanding [1]	*365.2M*
Market Cap. *(Fully Diluted)* [1]	*$29.2M*
Public Float, *est.*[2]	*94M*
Insider Holdings, *est.*[3]	*19%*
Revenue, *ttm*	*$30.4M*
Cash & Equiv. *9/30/23*	*$0.3M*
Founded	*2000*
Employees *(Full-time)*	*125*

Pro Forma Annual Revenue
(continuing operations)



Experienced Management

Mark Porter, *Chairman & CEO*: 20+ years of award-winning tech industry experience.

Curtis Smith, *CFO*: 30+ years' finance, M&A, and operational experience as CFO for Nasdaq listed & privately held companies.

Stephen LaMarche, *COO & Director*: 25+ years' executive and financial leadership in the tech industry.

Company Contacts

High Wire Networks, Inc. · Batavia, IL
HighwireNetworks.com · (952) 974-4000

Investor & Media Relations
Ron Both & Tim Randall, CMA
HWNI@cma.team · (949) 432.7566

Company Overview

About High Wire Networks

Fast-growing, award-winning global provider of managed cybersecurity and IT enablement services.

Rapidly expanding managed cybersecurity business generating high-margin recurring revenue — up 20% to $22.1M in 9M 2023.

100% channel sales through (and to) the world's largest brands: 100s of Fortune 500 end-customers and many of the Fortune 50.

Government customers include multiple top federal agencies, and state & local governments.

Proprietary Overwatch SOAR™ cybersecurity platform provides powerful force multiplier:

- Extensive exclusive code library enables rapid scale up without additional HR or capex.
- Delivers enhanced visibility, improved correlation, faster remediation.

Strong Growth Drivers

Accelerating number of IT deployments with growing demand for IT subject matter expertise.

Cybercrime exploding: malware/ransomware attacks causing data breaches, fines & penalties.

- **4,100+** publicly disclosed data breaches in 2022 exposing **22 billion**+ records.[4]
- **98%** of employees fail to report cyber hacks.[5]
- **Avg. data breach cost: $4.4M**, up 2.6% y/y.[7]
- **Avg. savings** with fully deployed cybersecurity solution: **$3.1M**.[7]

Recent News Highlights

1/11/24: 9M-23 revenue up 20% to $22.1M; monthly recurring revenue up 30% sequentially to a record $1.3M.

11/17/23: Joined forces with Exclusive Networks to offer advanced managed cybersecurity services.

9/19/23: Named to MSSP Alert's 2023 list of Top 250 MSSPs.

8/1/23: Awarded $1M IT project as first phase of Wi-fi upgrade for nationwide Fortune 200 department store chain.

7/17/23: Introduced next-gen, industry-disruptive cybersecurity technology.

Cybersecurity & IT Services

- Managed Cybersecurity
- Networking Solutions
- Data Center Services
- Unified Communications
- Managed IT Services
- Staffing Solutions
- Global Command Center
- Network Operations Center
- Security Operations Center

23 Years of Award-Winning Solutions

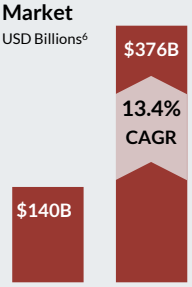
Frost & Sullivan — Americas Top 12 MSSP 2023
Innovation Awards 2020 Winner
Security Today 2022 New Product of the Year
CRN Elite 150 2023
MSSP Alert Top 250 MSPs 2023 Edition
CRN Cybersecurity Excellence 2021
AICPA SOC

Marque Customer Base

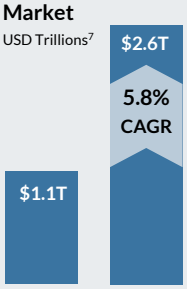
- **10s of Thousands** IT Enablement Customers
- **~1,000** Managed Cybersecurity Customers
- **100s of Fortune 500** Channel Partners & End-Customers
- Top Federal, State & Local Agencies

High-Growth Opportunities

Cyber Security Market
USD Billions[6]



IT Services Market
USD Trillions[7]



ttm = trailing 12 months at September 30, 2023. mrq = most recent quarter. Footnotes: 1) Based on fully diluted shares outstanding post Adex divesture. Includes 239,876,900 common shares issued and outstanding as of January 8, 2024 and adds 125,282,469 common stock equivalents outstanding as of September 30, 2023. Public float = Based on fully diluted shares outstanding as of September 30, 2023, includes restricted & unrestricted outstanding shares, excluding insider ownership based on unrestricted shares as of 9/30/23. 3). Insider ownership includes preferred shares owned by management if converted to common. 4) MSSAP Alert; 5) IBM Report 2022. 6) Fortune Business Insights, Mar. 2022; 7) Spherical Insights, Nov. 2022. Stock data: IPREO, OTCMarktes.com, Yahoo!, Form 10-K/10-Q. **Disclaimer:** This document includes forward looking statements that involves risk & uncertainties as described in company's filings with SEC; does not constitute offer to sell or a solicitation of offer to buy any security; no guarantee as to its reliability or timeliness; you should not rely on it as basis for any investment decision. © High Wire Networks, Inc 2024. All Rights Reserved. Product of CMA. PUBWEB 112224