October 30, 2025

# omniQ®

800-242-7272 info@omniq.com www.omniq.com

# The Evolution

## From Reseller to Manufacturer and Beyond

**2014** — **ACQ Quest Solutions**
Labels and equipment for the supply chain

**2014** — **ACQ Barcode Specialties**
Solidified our position in the barcode scanning and printing market

**2018** — **ACQ HTS Image Processing**
Entered the parking market

**2019** — **Introducing Safe City**
New public safety and security markets

**2020** — **ACQ EYEPAX it consulting**
Increased R&D capabilities

**2021** — **ACQ Dangot Computers**
Added new product options and technologies

**2021** — **Publicly listed**

**2024** — **Introducing SAAS**
New pricing and product options for improved margins

**2025** — **Sale of U.S. Mobility Business**

# Strategic Initiatives

- omniQ® is Cutting costs, expanding recurring revenue, and growing globally.
- **Operational Efficiency:** Cutting costs through automation while sustaining key R&D investment.
- **Recurring Revenue Growth:** Growing software, managed services, and long-term contracts to boost stability and margins.
- **Market Differentiation:** Defining omniQ® as a full-stack provider that simplifies complexity and delivers results.
- **High -Growth Focus:** Advancing in smart parking, public safety, logistics, and automation.

omniQ

# Sale of US Mobility Business

### Financial Reset & Strategic Focus

- **Debt reduced** by ≈$45M (63%), strengthening balance sheet
- **Liquidity boost:** $2.2M cash + $6.07M H1'25 operating cash flow
- **SG&A down 31% YoY**, leaner operations and overhead removal
- **Equity deficit improved** by **$32.9M (~75%)**

### Sharper Focus:

Computer Vision · Automation · Data Intelligence
Reinvesting in: R&D and recurring-revenue growth

# Operational Focus:

omniQ®

## Intelligent Infrastructure -as-a-Service

- Computer vision/LPR
- AI Automation & Enforcement
- Integration, Service, and Lifecycle Support

## Operational Improvement:

47% cut in operating expenses ( $22.3 M → $41.9 M ). Improving gross margins

**Increase recurring revenue customers and shift all customers to this model in full or part.**

- Multi-year stickiness through integrations and SaaS.

## Growth in safe city markets

# Product Innovation:

## Mobile License Plate Intelligence (MLPI)

Successful deployments in 8 new municipalities / agencies

Improved recognition accuracy compared to competition in pilot studies, enabling real-time identification across mobile fleets


Integrated analytics module now provides automated reporting and trend visualization.

Developed new safety-focused use cases for AI-driven vehicle and object detection.

Expanded integration into industrial, logistics, and transportation environments.

Positioned omniQ® as the trusted provider of mobile vision intelligence in law enforcement and parking sectors.

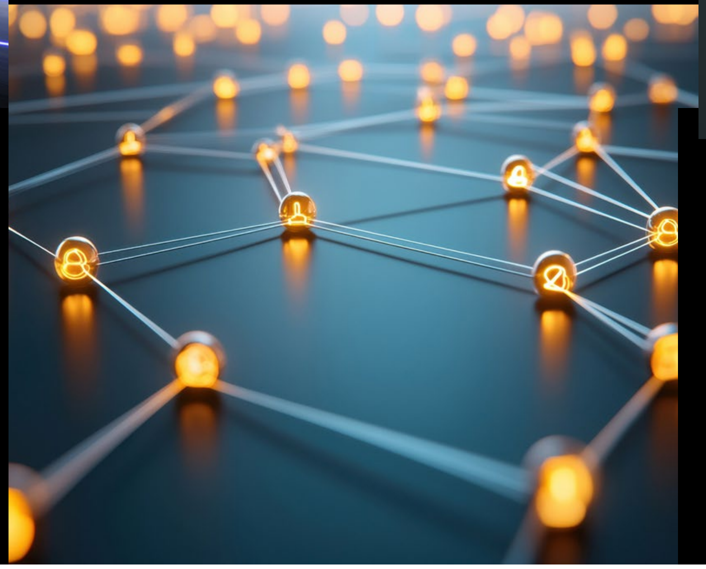
HTS Israel – Safety & Vision Advancements

# Product Innovation:

Accelerated development cycle leveraging shared R&D infrastructure with omniQ® U.S.

Strengthening IP portfolio with new advanced imaging and recognition such as embedded and solar options.

## R&D Continuity



Continued investment in AI and computer vision while maintaining cost discipline.

Advancing roadmap for unified analytics across fixed and mobile platforms.

# SAFE CITY:

## Automated Enforcement, Simplified

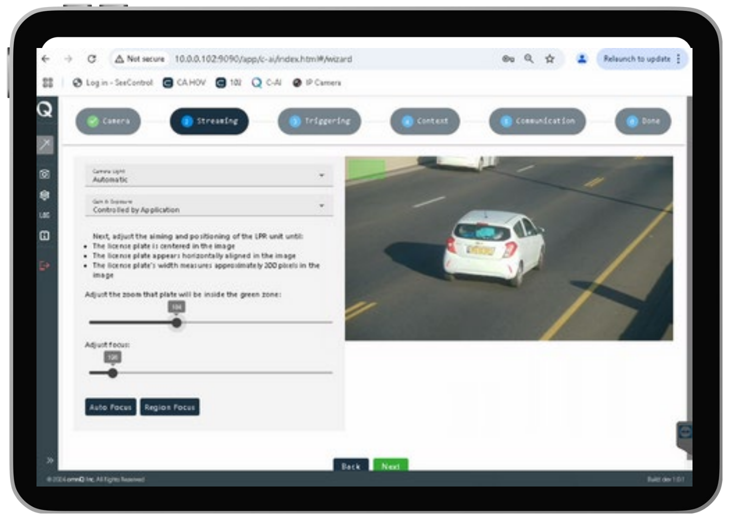
**DETECT** License Plate Recognition (LPR) identifies unregistered or noncompliant vehicles in real time.

**VERIFY** Police review and sign off on each citation through a secure digital workflow.

**PROCESS** omniQ® manages end-to-end processing: Citation issuance, mailing, and payment collection.

**COLLECT** Revenue share returned directly to the city or agency.

**SECURE** Closed, CJIS-compliant system, no third-party data exposure, ensuring maximum privacy and security.



# Dangot:

Complete Payment & Retail Technology Solutions

## About

- Provides POS systems, kiosks, self-checkout, digital signage, ESL, and related peripherals.
- Serves retail, hospitality, corporate, and transportation sectors.
- Specializes in connected payment ecosystems combining hardware, software, and support.
- Known for long-term reliability, scalability, and seamless integration across environments.

## Unique Business Case: Ben Gurion Airport

- Partnered with omniQ® to deploy self-service taxi reservation kiosks at Israel's busiest airport.
- System allows travelers to book and pay for taxis at fixed rates through an automated interface.
- Enhances efficiency, transparency, and passenger experience while reducing manual coordination.
- Demonstrates Dangot's ability to deliver secure, high-volume fintech solutions in mission-critical environments.

omniQ®

# CMX USECASE

## Rural Airports

- Partnership between CMX Airport and OMNIQ® modernized traveler parking.
- AI-driven LPR enables seamless entry, exit, and payment.
- Travelers can pay by mobile or web – no gate queues or tickets.
- Airport processed 10K+ permits and 9K+ citations in 3 months.
- Boosted revenue accuracy and freed staff from manual tracking.
- Demonstrates scalable airport model for mid-size operations.

omniQ

# MLPI

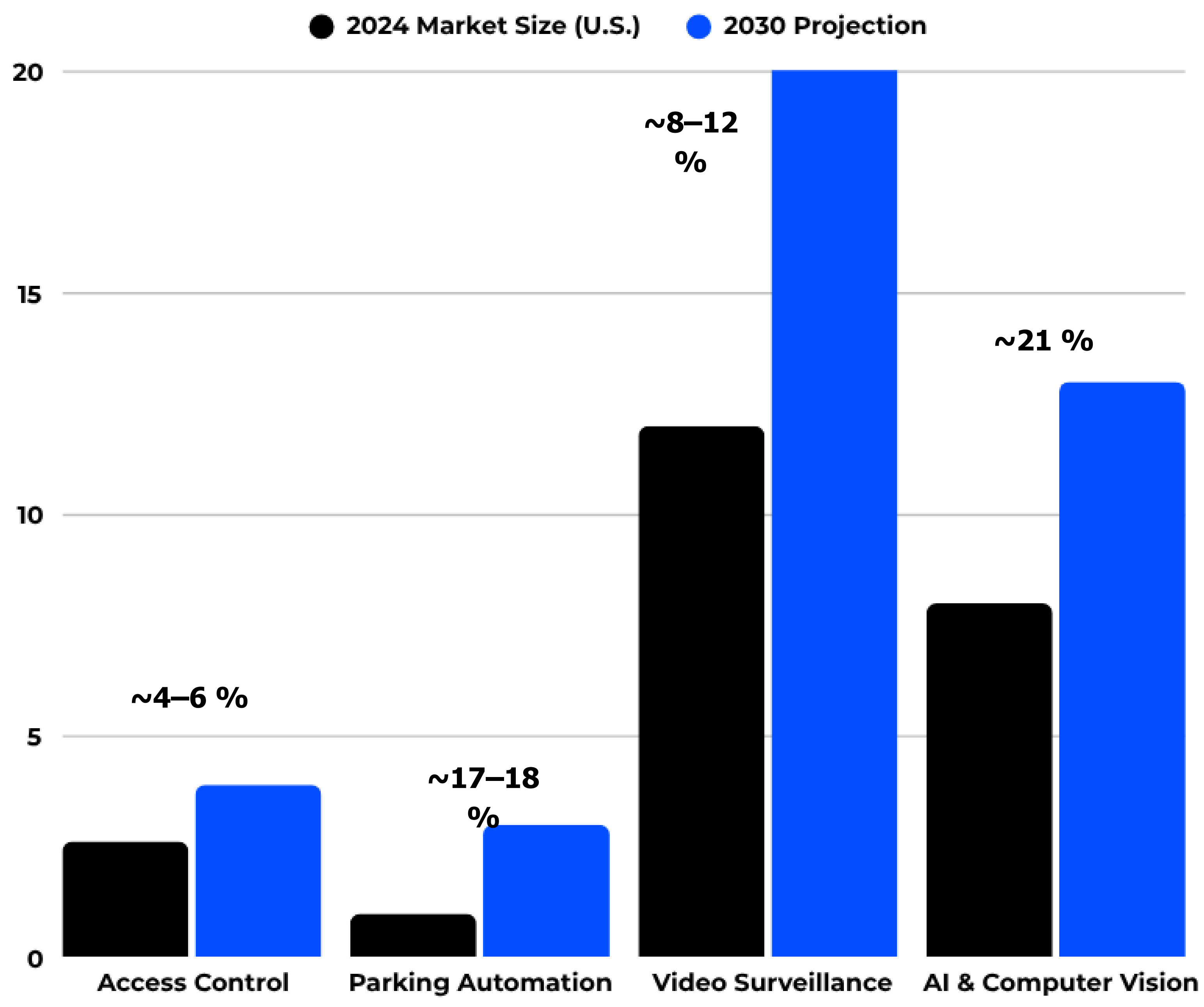
## MLPI Deployments

- 8 new MLPI deployments rolling out across airports, campuses & business centers.
- Turns any vehicle into a smart enforcement unit, scanning plates, spotting overstays, catching violations in real time.
- Delivers >95% accuracy and instant insights straight to the dashboard.
- Scalable, flexible, mobile, no fixed infrastructure, no limits.
- Powering data-driven security and parking automation across the U.S.
- Strengthened by secure private networks and strict data-privacy compliance.
- OMNIQ® is driving the nationwide shift to mobile intelligence.

# omniQ® Target Markets: U.S. Overview

| Segment | 2024 Market Size (U.S.) | CAGR | Notes/ Sources |
|---|---|---|---|
| Access Control | $2.62 B<br>**2030 Projection**<br>$3.68–4.7 B | ~4–6 % | Grand View Research (U.S. Access Control Market Report, 2024); Mordor Intelligence (U.S. Access Control Market, 2025–2030) |
| Parking Automation | $0.43 B (2023)<br>**2030 Projection**<br>$1.33 B (2030) | ~17–18 % | Grand View Research: U.S. Automated Parking System Market Report (2024–2030) |
| Video Surveillance | $11–13 B (2024)<br>**2030 Projection**<br>$18–25 B (2030) | ~8–12 % | Markets & Markets: U.S. Video Surveillance Report (2024); IBISWorld – Video Surveillance Systems Industry in the U.S.0) |
| AI & Computer Vision | ~$6–9 B (2025 proxy)<br>**2030 Projection**<br>$12.46 B (2030) (AI in Video Surveillance) | ~21 % | Markets & Markets / PR Newswire – AI in Video Surveillance Market Worth $12.46B by 2030 (May 2024); Grand View Research – Computer Vision Market Report (Global CAGR 19.8%) |

**U.S. Market Growth by Segment (2024 –2030)**



# Competitive Matrix: omniQ® Top 5

| Criteria | omniQ® | Genetec | Motorola Solutions | Flock Safety | FLASH | Survision |
|---|---|---|---|---|---|---|
| **Market Focus** | Public Safety, Access, Parking Automation | Enterprise + Gov | Law Enforcement + Surveillance | Municipal Safety / ALPR | Smart Parking & Mobility | Parking + Access LPR Hardware |
| **AI & Analytics Depth** | ★★★★ (proprietary vision AI stack) | ★★★★ | ★★★★ | ★★ (pattern recognition only) | ★ | ★★ (hardware AI edge, limited analytics) |
| **Integration Flexibility** | ★★★★ (open API, hardware agnostic) | ★★★ (modular, proprietary integrations) | ★★ (closed) | ★ (locked SaaS model) | ★★ | ★★★ (camera-focused, integrator required) |
| **Pricing / Cost Efficiency** | ★★★★ (competitive TCO vs. enterprise rivals) | ★★ (premium) | ★★ (premium, recurring) | ★★★★ | ★★★ | ★★★★ (hardware sales model, simple pricing) |
| **Deployment Agility** | ★★★★ (custom, fast turnaround) | ★★ | ★ | ★★★★ | ★★★ | ★★★ (depends on integrator skill) |
| **Public Sector Traction (U.S.)** | ★★★★ | ★★★★ | ★★★★ | ★★★★★ | ★★ | ★★ |
| **Recurring Revenue / SaaS Maturity** | ★★★ (hybrid model) | ★★ | ★★ | ★★★★★ | ★★★★ | ★ (hardware-focused) |
| **Geographic Footprint** | 🇺🇸 + 🇮🇱 Global | Global | Global | U.S. only | Global | Europe + LATAM + limited U.S. |
| **Key Advantage** | Unified AI Vision platform spanning parking, safety, access | Integrated security center (access + VMS) | Command ecosystem across law enforcement | Network density and visibility | Payments + mobility experience | Precision LPR hardware for parking automation |
| **Strategic Gap** | Needs scale visibility vs. majors | Complexity, high cost | Slow innovation cycle | Limited interoperability | Weak analytics / AI | Lacks analytics and software depth |

# DIFFERENTIATORS

### *Trust Architecture (Agency -Owned Data)*

– CJIS-aligned, agency - controlled retention, no data resale or cross -agency network effects.
– Flip the script vs vendors under privacy fire: this isn't "less data," it's governed data.

### *PARCS-Nativeability*

– Drop -in integrations with TIBA/HUB, SKIDATA, DESIGNA, Amano (and friends) so agencies upgrade without rip - and -replace.
– Others talk "open", we show up at the gate and make legacy + AI play nice on day one.

### *Cloud -Optional, Air-Gapped When Needed*

– Full on -prem/edge processing with remote support only under agency control.
– Works for airports, police networks, and critical sites where cloud -only vendors can't enter.

### *Accountability - First AI*

– Explainable decisions, operator confirmation flows, audit trails, and built - in redaction to minimize PII exposure.
– Procurements now score this; black -box analytics won't pass the sniff test.

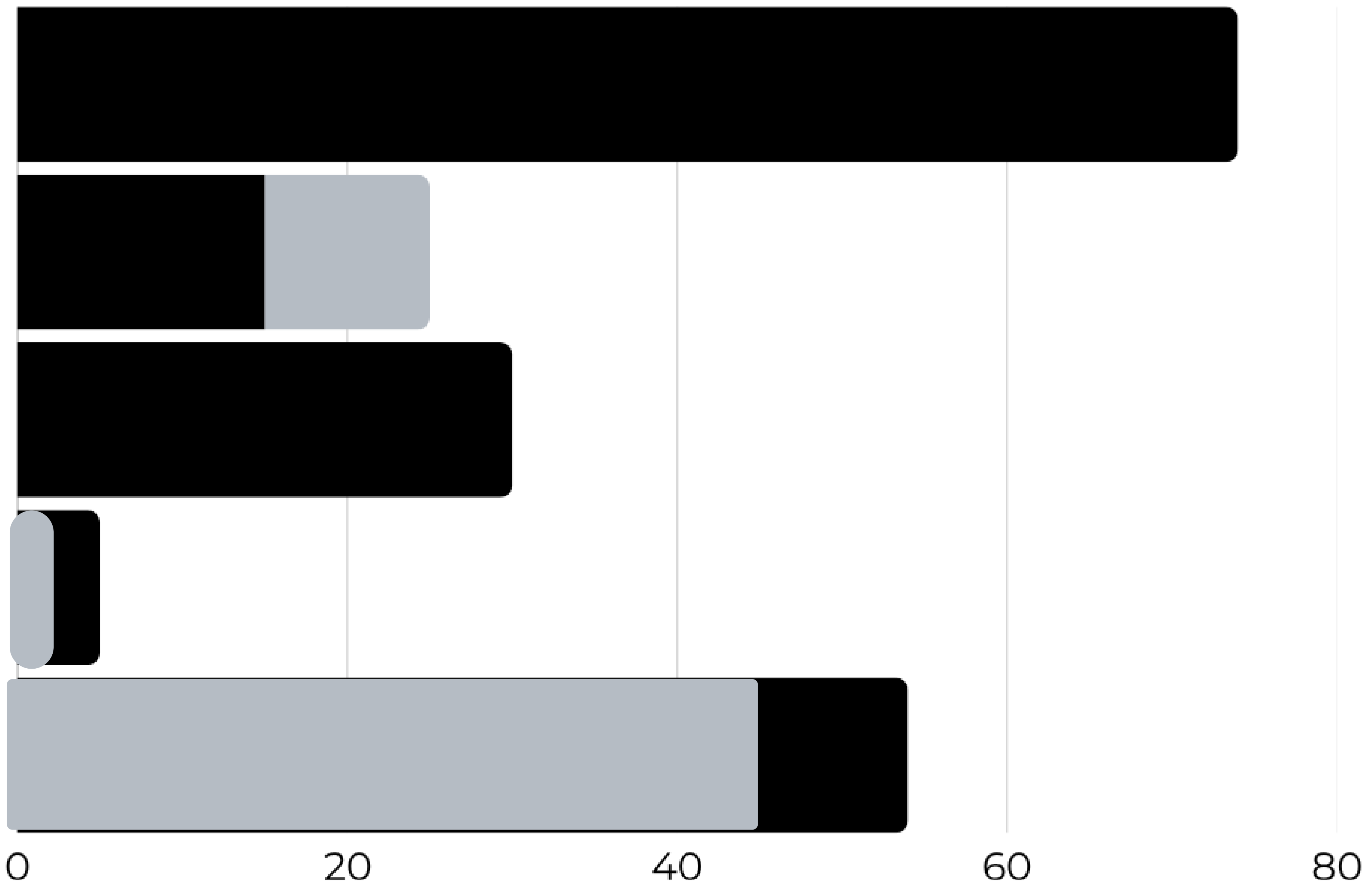
### *Public -Sector Modules That Go Beyond LPR*

– Enforcement & ops add -ons (e.g., eCite Lite, HOV detection, MLPI) that tie LPR to real workflows (citations, access zones, overstays).
– This is where "AI" becomes budget -defensible outcomes, not a buzzword.

# The omniQ® Advantage

- 99% ACCURACY
- 100 MILLISECONDS
- 9 PATENTS
- SOLE SOURCE

# Company Performance Overview

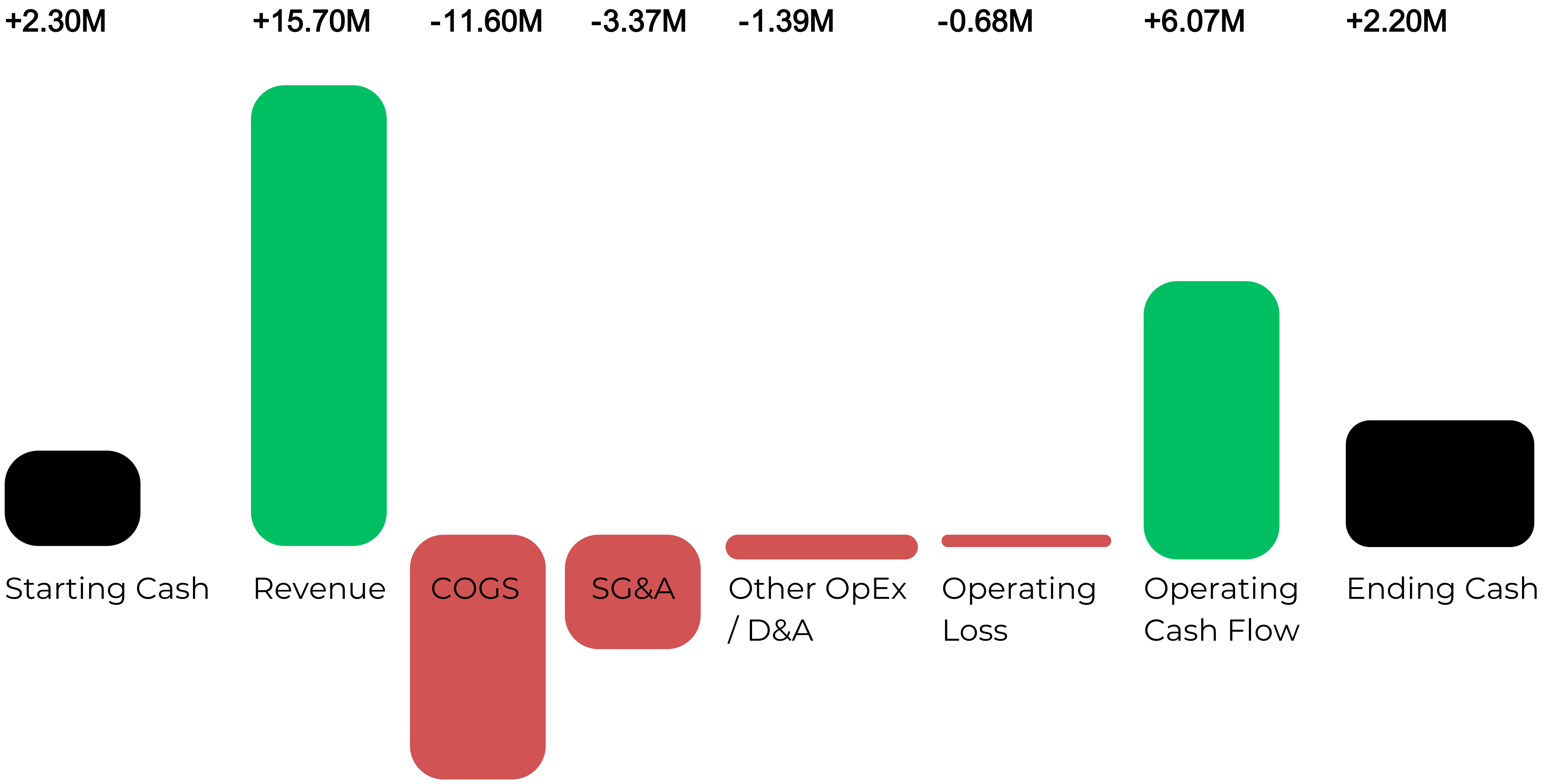



## FY 2023 vs 2024

| | |
|---|---|
| Revenue: | **$73.6 M**<br>(-9% YoY; 2023 = $81.2 M) |
| Net Loss: | **$10 M**<br>vs $29.4 M prior year ( 66% reduction in loss ) |
| Gross Margin: | **Remained stable**<br>( 26% vs 28% previous year ) |
| Cash Position: | **$2.3 M** at year -end 2024<br>( up from $1.7 M in 2023 ) |
| Working Capital Deficit: | **$54 M**<br>( vs $45 M prior year ). |

# H1 2025 Financial outlook

Based on August 19, 2025 Press Release & OTC Filings



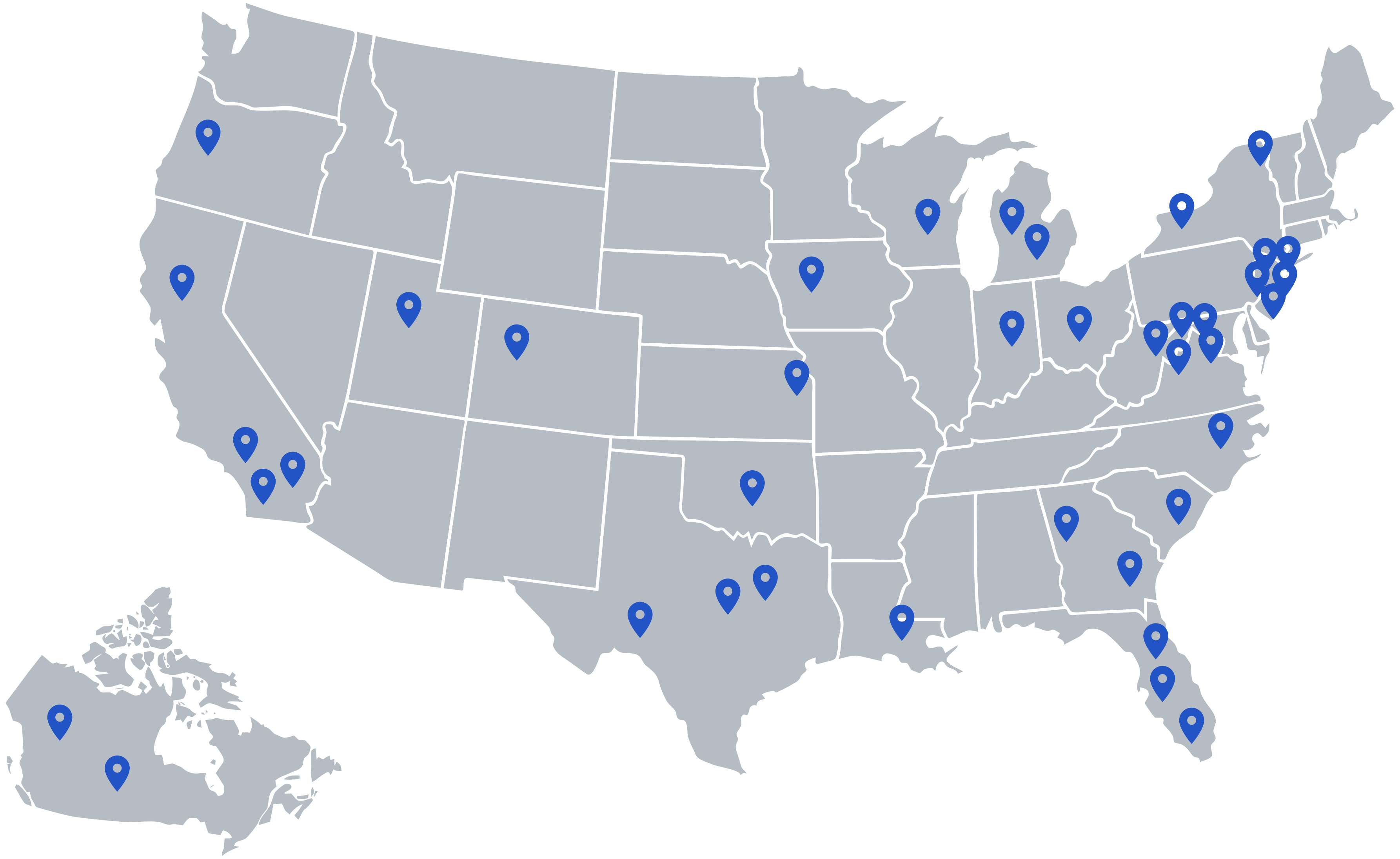

**Key Metrics:**

- Gross Margin: 26%
- SG&A Reduction: 31% YoY
- Operating Cash Flow: +$6.07M
- Equity Deficit: $(43.9)M → $(11.0)M
- Ending Cash: $2.20M (Jun 30, 2025)

≈ $50 K burn / quarter

Note: Legacy business sale gain (~$34.7M) recorded to APIC; positive OCF reflects working capital recovery.

# Airport AI Technology From Coast To Coast



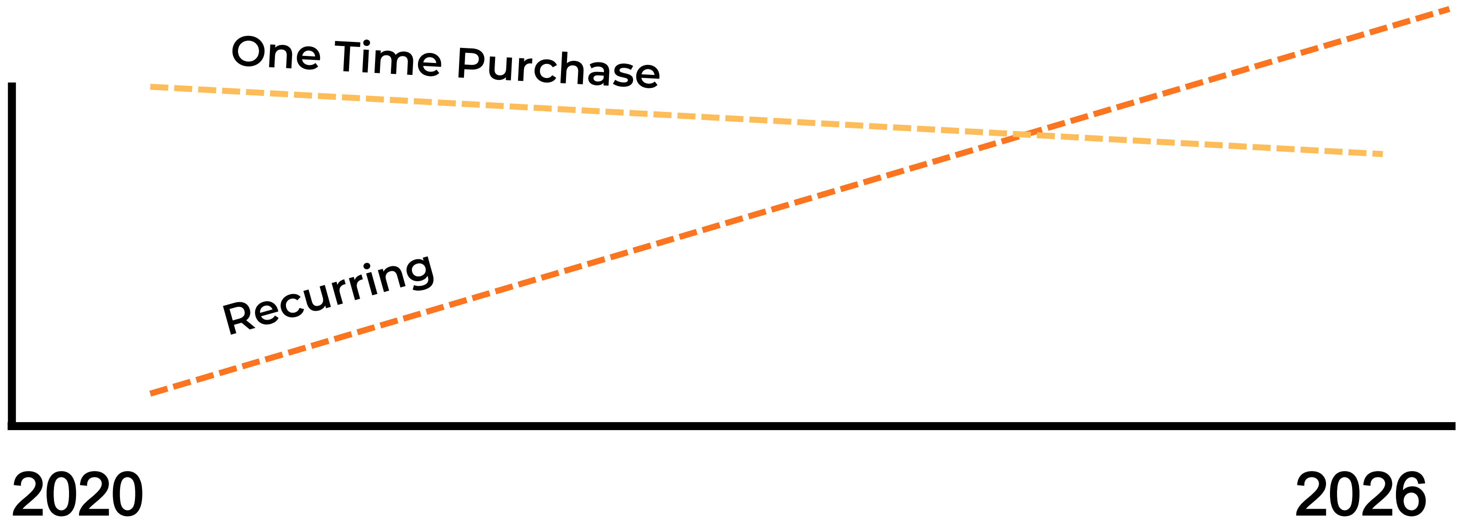
# Diversified Business Model

**01** Infrastructure -as-a-Service

**02** SaaS

**03** Revenue Share

Recurring Revenue % of Total Revenue




# Accelerated Path to Break-Even

## (Target ≥ $10.65 M/Quarter by Q1 2026)

Growth-driven path to break-even.

| Metric | Current (Q2 2025) | Target (Q1 2026) | Δ Improvement |
|---|---|---|---|
| Revenue / Quarter | $7.85 M | $10.65 M | + $2.80 M |
| Gross Margin | 26% | 30% | + 4 pts |
| SG&A + OpEx | $2.39 M | $2.30 M | – $0.09 M |
| Normalized Burn | – $2.7 M | Break-Even / + $0.6 M | + $3.3 M |

**Revenue Expansion**

## (+ $2.8 M / Quarter)

- Expand channel and OEM partnerships → +$1.1 M
- Increase subscription and SaaS conversions → +$0.7 M
- Strengthen customer cross-sell programs → +$0.6 M
- Enter logistics automation vertical → +$0.8 M

**Margin Improvement**

## (+ 4 pts GM = +$0.42 M)

- Consolidate suppliers to reduce material costs → +$0.3 M
- Streamline operations and leverage cloud tools → +$0.1 M
- Introduce higher-margin bundled offerings → +$0.02 M

**SG&A Efficiency**

## (– $0.09 M / Quarter)

- Streamline internal workflows and reporting to lower overhead.
- Consolidate smaller vendor contracts to save costs.
- Redirect 20% of marketing budget to higher-performing digital programs

# Thank You!

We are ready to assist you!

info@omniq.com

800-242-7272

www.omniq.com