# INSESTATION PRESENTATION

The New Way To Two-Way™



Q1 2024



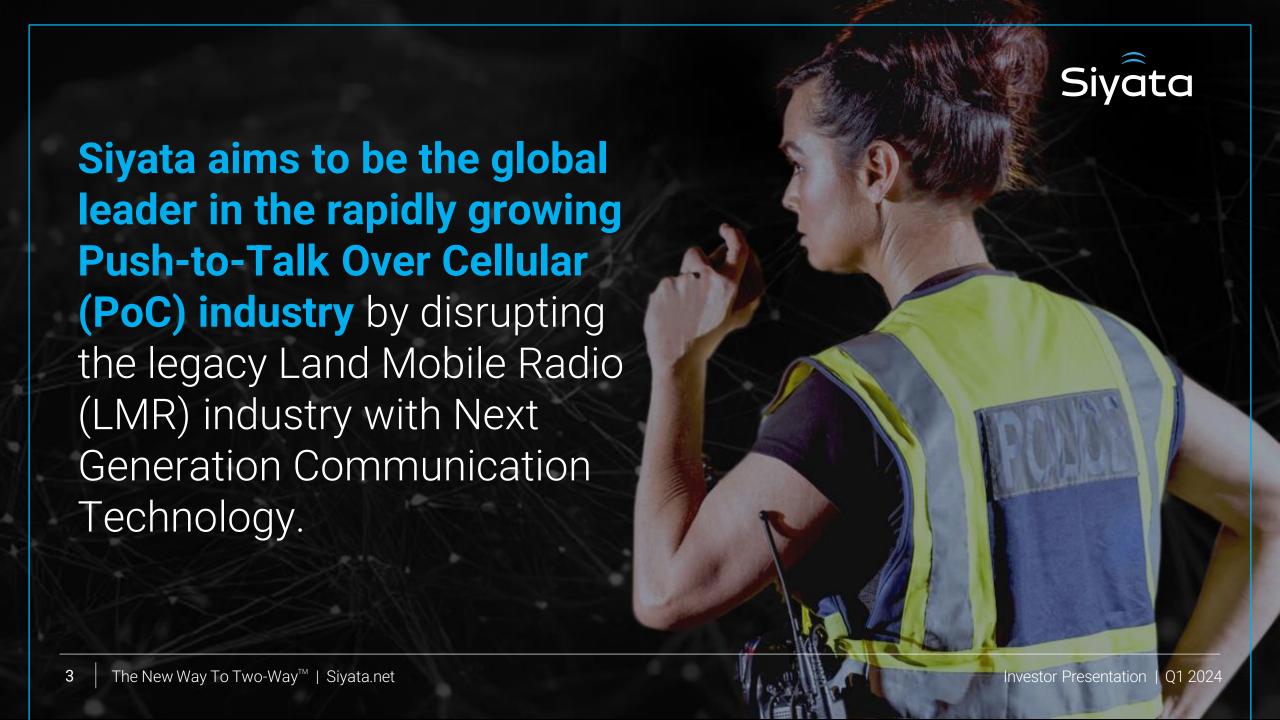
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As a foreign private issuer, the Company's consolidated financial statements have been prepared in accordance with International Financial Reporting Standards under the assumption that the Company will be able to realize its assets and discharge its liabilities in the normal course of business and not under generally accepted accounting principles in the United States.



# **COMPANY OVERVIEW**



A leading developer and distributor of technologically advanced Push-to-Talk Over Cellular devices, including rugged handsets and in-vehicle devices, for global first responders and enterprise customers

#### OUR HISTORY

Founded Siyata Mobile, Inc., in 2015, with headquarters in Canada and R&D in Israel.

# TARGET GEOGRAPHIES



# DISRUPTING LMR INDUSTRY

Targeting to displace multibillion \$\$ market Land Mobile Radio industry leaders:

- Motorola Solutions Inc. (NYSE: MSI)
- L3 Harris Technologies Inc. (NYSE: LHX)
- JVC Kenwood Corp. (TYO: 6632)
- Tait Communications (private)

#### **VERTICAL INDUSTRIES**



First Responders

Security



Construction



Schools & School Buses



Hotels & Casinos

# PUSH-TO-TALK OVER CELLULAR (POC) EVOLUTION



# Problems With Land Mobile Radio (LMR) or Two-way radios<sup>1,2</sup>



#### **Limited Range**

City-wide coverage only with dead zones; No nationwide coverage



#### **Restricted Functionality**

Limited to voice & low-capacity data



#### **High Cost**

Very expensive LMR devices, tower sites and maintenance

- 1. https://blog.peakptt.com/drawbacks-of-traditional-land-mobile-radio-systems/
- 2. https://www.taitradioacademy.com/topic/pros-and-cons-of-land-mobile-radio-lmr/
- https://www.firstnet.gov/network
- A Brief Look at the Development of Push-To-Talk Technology Through the Ages, Motorola Solutions White Paper
- 5. Assumes 400 users over 5-year timeline, compared to operating \$2 million P25 LMR network

# Push-to-Talk over Cellular Delivers Next Gen Communication Technology<sup>3,4</sup>



#### Range

PTT handsets work virtually anywhere on cellular networks



#### **Functionality**

Supports PTT, and other data applications



#### **Low Cost**

Much lower cost PTT Handsets, and no customer investment in tower sites

 PoC Total Cost of Ownership (TCO) gives savings of at least 70% compared to LMR TCO<sup>5</sup>

# MARKET OVERVIEW



The Push-to-Talk Over Cellular (PoC) Industry is Large and Growing Fast

Forecast Global PoC growth of ~9.4% CAGR, to ~\$6.95BN by 2027<sup>1</sup>

(includes devices, PoC system, & monthly PoC service fee)

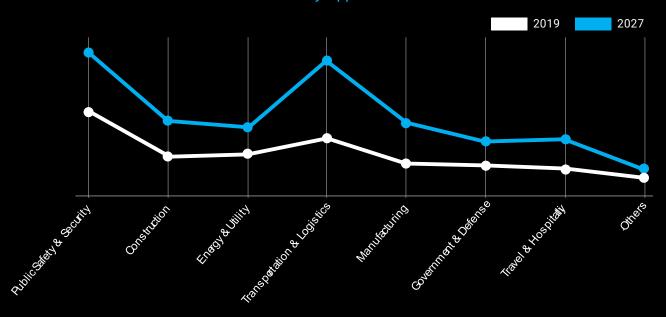
Reliable communications service and high-quality audio are key drivers of PoC growth



#### **TOTAL ADDRESSABLE MARKET**

Push-to-Talk Over Cellular Market

By Application



Public safety & security accounted for the highest share in 2019.

# CHANNEL RELATIONSHIPS PROVIDE GLOBAL REACH



#### Siyata Markets Devices With Leading Cellular Carriers and Their Distributors

who sell to their enterprise customers. Leveraging these carrier sales channels and their broad customer base with Siyata's product portfolio means Siyata can maintain a lean operating cost structure.





















Siyata gives carriers the ability to activate a SIM card and **generate income otherwise not** captured with customers who use LMR.

- ✓ Products tested and certified by wireless carriers
- ✓ Signed distribution contracts completed
- ✓ Leveraging wireless carriers' corporate sales teams

<sup>1.</sup> https://www.rcrwireless.com/20160713/carriers/rivada-networks-looks-tap-new-technology-bolster-firstnet-tag

# SIYATA'S PUSH-TO-TALK OVER CELLULAR ECOSYSTEM



Siyata is the only vendor to wireless carriers who offers differentiated mobile and in-vehicle POC solutions.

#### RUGGED **HANDSETS**



#### **IN-VEHICLE SOLUTIONS**





Siyata also sells **Cellular Boosters** to improve cellular signal in buildings or in vehicles for our customers, and Siyata Real Time View, a video streaming system for first responder or enterprise fleet vehicles.

# **RUGGED HANDSETS**



Siyata Specializes in Rugged PTT Handsets: SD7 is our Next Generation PoC Handset Complementing our Portfolio of Disruptive Handsets



#### THE SD7 IS A GAME CHANGER

#### The Perfect Upgrade from land mobile radio (LMR):

- A simple, purpose built, highly functional and rugged Android-based
   PTT only handset
- Rugged IP68 rated design protects against dust and debris
- Excellent sound quality allowing for clear communication in the presence of background noise
- All the benefits of PoC without the headaches of managing the current generation of rugged smartphones and feature phones
- Robust Next Gen 5G product portfolio coming

# **IN-VEHICLE SOLUTIONS**

# Siyata

#### **Complementary and Innovative**

#### **VK7 VEHICLE KIT**

Innovative **in-vehicle solution** that pairs with **SD7**:

- Simple Slide-In connection for SD7 handset
- Connected to vehicle power
- Integrated 10W speaker
- Internal active cooling & heating



#### **UV350 IN-VEHICLE DEVICE**

Smartphone that is specifically designed to optimize **mobile communications while driving**. The ultimate IoT device for commercial vehicles.

- 4G/LTE
- Always powered
- Supports FirstNet<sup>®</sup> certified apps including fleet management, dispatch, GPS mapping and other custom solutions



# MOST RECENT SUMMARY QUARTER RESULTS



Higher revenue driven by increasing unit sales of SD7 solution

in USD (Unaudited)	Q3 2023 YTD	Q3 2022 YTD	% <b>Δ</b>
Revenue	\$6,355,744	\$4,370,387	+45.4%
Gross profit	\$1,791,104	\$1,219,827	+46.8%
Gross profit margin	28.2%	27.9%	+0.3%
Operating expenses	\$9,375,589	\$12,075,370	-22.4%
Net operating loss	(\$7,584,485)	(\$10,855,543)	-30.1%
Net loss <sup>1</sup>	(\$9,066,789)	(\$8,710,945)	+4.1%
Adjusted EBITDA <sup>2</sup>	(\$5,502,241)	(\$7,565,614)	-27.3%

<sup>1.</sup> Net losses include non-cash change in fair value of warrant liabilities of (\$1,561,765) in Q3 2023 and (\$3,437,826) in Q3 2022.

<sup>2.</sup> Adjusted EBITDA is defined as net operating loss excluding depreciation and amortization, intangible impairment, goodwill impairment and share-based compensation expense

# **SUMMARY BALANCE SHEETS**

Siyata

Q3, 2023

in USD	Unaudited, as of September 30, 2023	Audited, as of December 31, 2022
Cash <sup>1</sup>	\$366,155	\$1,913,742
Inventory	\$2,901,914	\$4,092,550
Accounts Receivable	\$1,705,149	\$958,897
Total Current Assets	\$7,217,602	\$7,910,276
Total Assets	\$16,197,372	\$16,142,531
Bank Factoring	\$531,521	\$0
Total Current Liabilities	\$3,860,338	\$6,266,842
Debt	<b>\$0</b> <sup>3</sup>	\$0
Total Liabilities	\$3,860,338	\$6,902,059
Stockholders' Equity <sup>2</sup>	\$12,337,034	\$9,240,472
Total Liabilities & Equity	\$16,197,372	\$16,142,531

1. On November 1, 2023, the Company completed financing with net proceeds of ~\$1.2 million. 2. Share Capital is ~\$85 million. 3. Completed a Supply Chain and A/R facility to provide financing for anticipated growth

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# **CAPITALIZATION TABLE**



**As of January 12, 2024** 

NASDAQ: SYTA / SYTAW	
Share Price (USD)	\$4.47
Common Shares Outstanding	557,484
Restricted Share Units	4,393
Fully Diluted Shares Outstanding <sup>1</sup>	561,877
Market Capitalization (USD)	\$2,491,953

<sup>1.</sup> Quantity of 37,188 warrants @ \$1,476.00, and 2,152 Stock Options @ \$2,470.00 are both well out of the money and are not added into our Fully Diluted Shares Outstanding.

# SENIOR MANAGEMENT & BOARD OF DIRECTORS



#### Marc Seelenfreund - Founder and CEO

- Over 20 years of experience in the telecom and cellular arena. Founder of leading telecom distribution company with multiple global telecom vendors.
- Holds a Law degree and is Chairman of the Board at a leading private university.

#### **Gerald Bernstein - CFO**

- 20 years experience on private equity financing and tax efficient corporate structuring in multi-jurisdictional arenas.
- BCom and Graduate Diploma in Public Accountancy from McGill University; and member of the Canadian Institute of Chartered Accountants since 1987 and a professional chartered accountant.

#### **Glenn Kennedy - VP International Sales & Marketing**

- Over 25 years of sales experience in the telecom industry. Managed sales nationally for Motorola Canada, HTC Canada, and Sonim Technologies.
- Honors Bachelor of Arts in Business Administration from the Richard Ivey School of Business at the University of Western Ontario.

#### Gidi Bracha - VP Technology

- VP Technology since 2011; spearheads all aspects of development. Head of Car Mobility Products and Director of Type Approvals.
- Holds a BA in Engineering and Business Management from the University of Derby, in England.

#### Peter Goldstein - Chairman of the Board

- Over 30 years of diverse and global entrepreneurial, client advisory and fund-raising experience; serving as investment banker, director, CEO, founder and advisor to public, private and emerging growth companies
- Experienced in strategic planning, M&A and transaction structuring, as well as his own entrepreneurial success. He has steered and completed IPOs, secured private placements and designed crowdfunding campaigns.

#### **Gary Herman – Board Member**

- Over 30 years in investment entities, with a focus on U.S. publicly-traded small and micro-cap companies.
- Co-managed Strategic Turnaround Equity Partners, LP (Cayman) from 2006 to 2021.

#### **Lourdes Felix - Board Member**

- A seasoned company executive that has worked with private and public SEC reporting companies.
- Ms. Felix's experience includes a wide variety of industries, including multiple senior roles at BioCorRx as CEO, CFO and President.

#### **Stephen Ospalak - Board Member**

- Over 20 years in telecom, currently SVP Marketing & Operations at BMG Inc.
- Served as VP of Products & Services at TELUS Communications Inc. responsible for an annual spend > US\$1 billion and has held management positions at AT&T.

# **INVESTMENT SUMMARY**





- Siyata is disrupting legacy multi-billion-dollar two-way radio market
- Initial focus on NA, with future large-scale opportunities in global markets
- Strong management and board of directors, and experienced sales team
- Limited competition, with high barriers to entry for new competitors
- ✓ Lean operating cost structure
- Cellular carrier customers provide comprehensive and rapid access to US\$7B PoC Total Available Market<sup>1</sup>
- Robust Next Gen 5G product portfolio coming

