



Safe Harbor Statement



This presentation contains forward-looking statements (within the meaning of Section 27A of the Securities Act of 1933, as amended and Section 21E of the Securities Exchange Act of 1934, as amended) regarding SuperCom Ltd. (SuperCom) and/or its subsidiaries. Forward-looking statements are based on management's expectations, estimates, projections and assumptions. These statements are not guarantees of future performance and involve certain risks and uncertainties, which are difficult to predict. Therefore, actual future results, performance and trends may differ materially from these forward looking statements due to a variety of factors, including, without limitation: product and technology development; the uncertainty of the market for SuperCom's products; changing economic conditions; delay, cancellation or non-renewal, in whole or in part, of contracts or of purchase orders (including as a result of budgetary cuts resulting from automatic sequestration under the Budget Control Act of 2011); and other risk factors detailed in SuperCom's most recent Annual Report on Form 20-F for the fiscal year ended December 31, 2017 and other filings with the Securities and Exchange Commission. SuperCom assumes no obligation to update any forward-looking statement.

SuperCom is a global provider of **secure identification**, **IoT tracking**, and **cyber security** solutions



Secure Identification

Electronic Passports & Visas
National e-IDs & Drivers Licenses
e-Gov Solutions



Internet of Things (IoT) Tracking

Electronic Monitoring Solutions
Criminal Justice Services



Cyber Security

Software Solutions
Cyber Consulting Services

By the Numbers

NASDAQ[®]: SPCB



~\$23M
Market Cap

Data as of 11/30/18



27%
Insider
Ownership



~165
Employees



119 Patents
Issued

\$4.8 avg. price

stock repurchased by
Company since Q4-15 (\$6.4m)
(1.34m shares purchased)



30,000 Customers
in **100+** Countries



\$4.7 EBITDA
for first 9 months of
2018

42% Y-o-Y growth



365,000 shares
purchased by
CEO recently

In 2018

Investment Summary



Driving Growth

- Deploying over 16 new multi-year government projects globally
- Awarded government projects in over 13 new countries since 2016
- EBITDA increased to \$4.7 million in first 9 months of 2018 compared to \$3.3 million in 2017

Realizing Cost & Operational Efficiencies

- Core Non-GAAP operating expenses declined sequentially from \$3.5m to \$3.3m to \$2.5m in Q1, Q2 and Q3 of 2018
- Non-GAAP Gross margin increased to 56% in 2018 compared to 45% in 2017

Penetrating High-Growth Markets

- e-ID – Secure Identification
- IOT– Electronic Monitoring
- Cyber Security – End Point Protection

Building Recurring Revenue

- Steady-state revenues represented over 70% of total 2017 revenues

Diversifying Customer Base

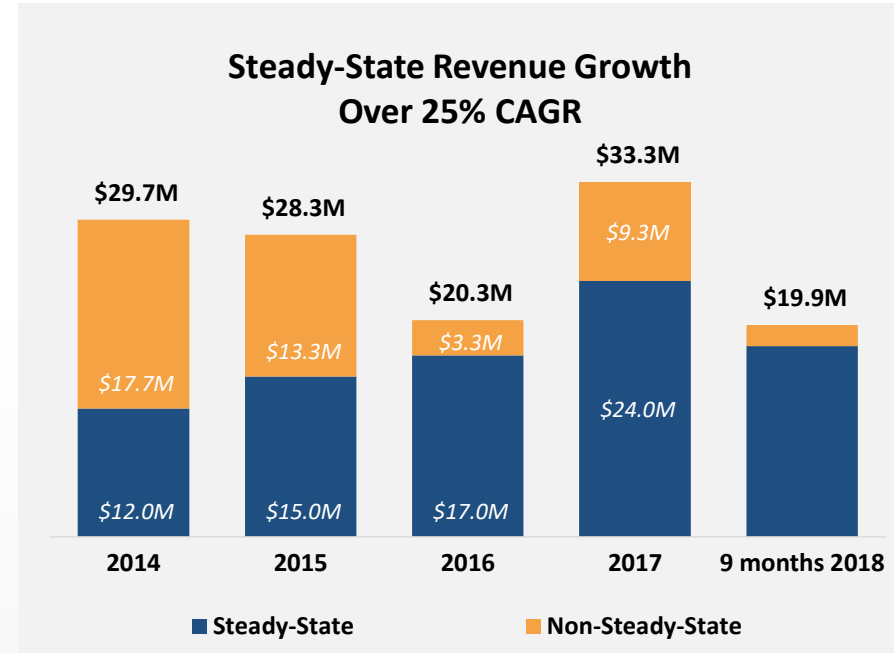
- Customer base of over 30,000 compared to 20 national governments in 2015
- Developed markets revenue of over 50% of steady-state revenue in 2017

1. For EBITDA and other Non-GAAP reconciliations, refer to the Company Earnings press release on November 14th, 2018.

Steady-State Revenue Growth

Over 70% of Total 2017 Revenue was Steady-State Revenue

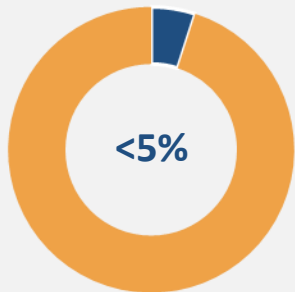
- **SAAS**
 - Daily fee for monitoring and tracking of assets and people on a cloud-based software system
- **Maintenance**
 - Post-implementation maintenance and support
- **Consumables**
 - ID cards, laminates, booklets based on customer usage. Required continuously to issue Ids, passports, etc.
- **Software & Hardware Upgrades**
 - Software: Additional Magna platform modules
 - Hardware: new printers, stations, readers, etc.



Steady-State Revenue Transition

**Developed
Nations**

2015

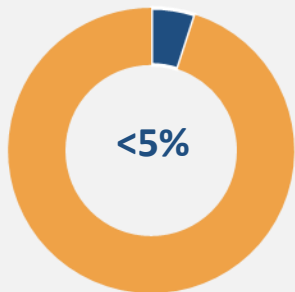


2017

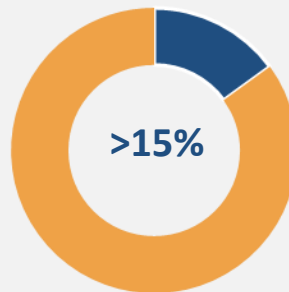


**Enterprise
Customers**

2015



2017



BUSINESS SEGMENTS



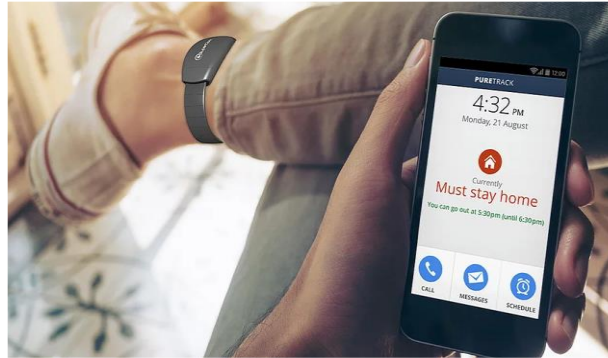
SuperCom Business Segments



e-Gov

\$8.9m Steady-State Revenue in 2017

- 30 years of experience implementing identity programs for governments & national agencies
- Traditional & digital identity programs deployed in 20+ countries



IoT Tracking

\$11.3m Steady-State Revenue in 2017

- Comprehensive electronic monitoring & tracking of offenders
- Rehabilitation services
- 12 new country wins since 2016



Cyber Security

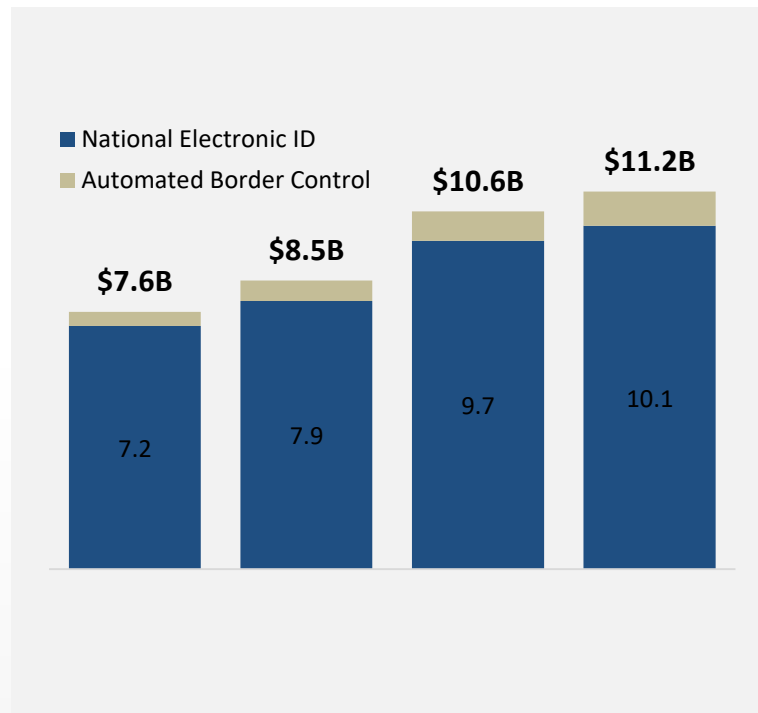
\$3.8m Steady-State Revenue in 2017

- Advanced cyber security services & solutions for governments and enterprises
- Customer base of 3,000 globally
- Developing new products: anti-malware & anti-ransomware

e-Gov Market Opportunity & Drivers

- **\$20+ billion** addressable market, including ePassports, National eID, Border Control
- **High barriers to entry** – significant references from past similar government projects required
- National ID & ePassport market drivers:
 - Fraud and malicious activity reduction
 - Increasing functionality
 - Unification of citizen information
 - Delivers improved revenue collection, accountability and cost savings to governments

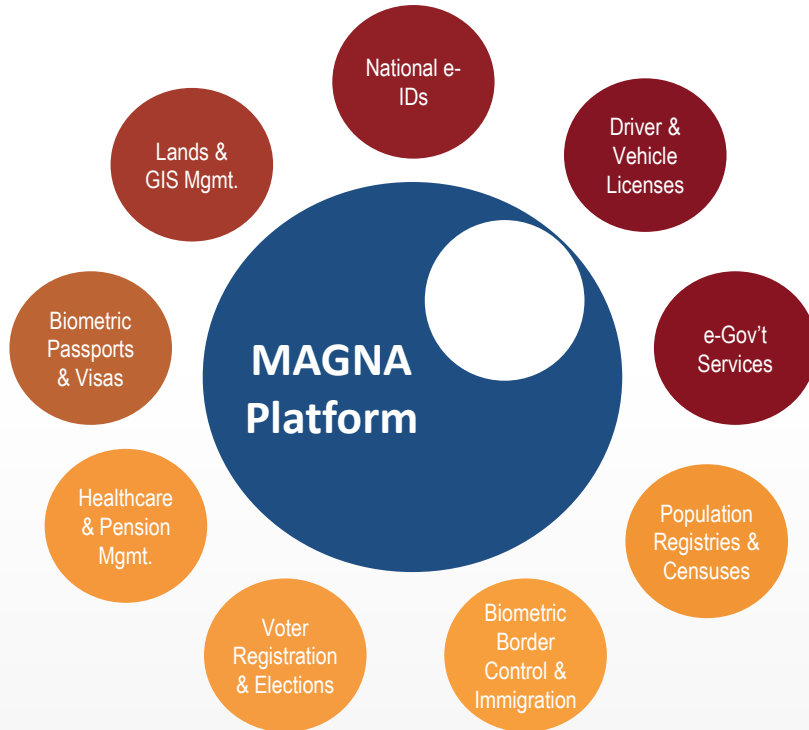
Global National Electronic ID & Automated Border Control Markets¹



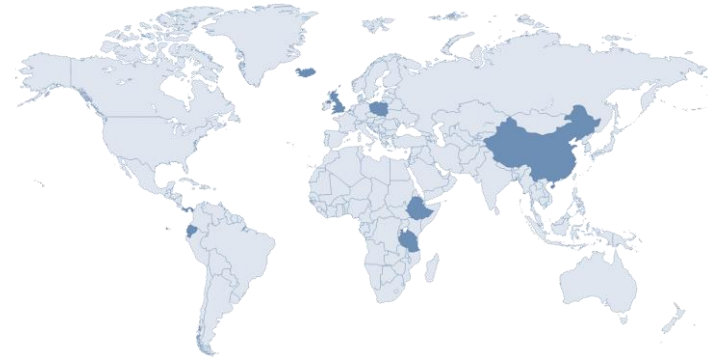
1. Acuity Market Intelligence, 2017

e-Gov Solutions Overview

Secure Government Identity Programs



Deployed Globally Across 20+ Countries



- United Kingdom (Passport)
- Hong Kong (Passport)
- Iceland (ePassport & e-ID)
- Israel (Drivers license)
- Ecuador (e-ID & Population Registry)
- China (Re-entry permit)
- Tanzania (Electronic Drivers License)
- Ethiopia (Passport, Visa & ID)
- Panama (Biometric Visa & Border Control)
- Poland (ePassport)



Typical e-Gov Deployment



Initiative & RFP

- Gather information from local reps
- Identify best-in-breed suppliers based on customer requirements
- Submit a customized proposal
- Negotiate pricing and terms
- Sign contract and begin project deployment & implementation

6-24 Months

Deployment & Implementation

- System design & code development
- Install equipment & train staff
- Recognize revenue based on % of completion

6-36 Months

Maintenance & Support

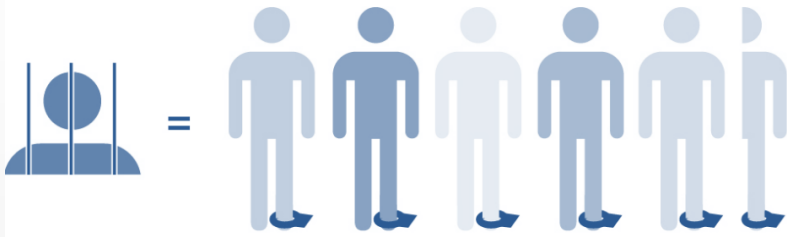
- **Average customer in this stage has been with SuperCom for 10+ years**
- Recurring revenues (20-30% of initial deployment contract size) are recognized annually from mix of:
 - Consumables (per card)
 - Maintenance & Support
 - Software Licenses

5-25 Years

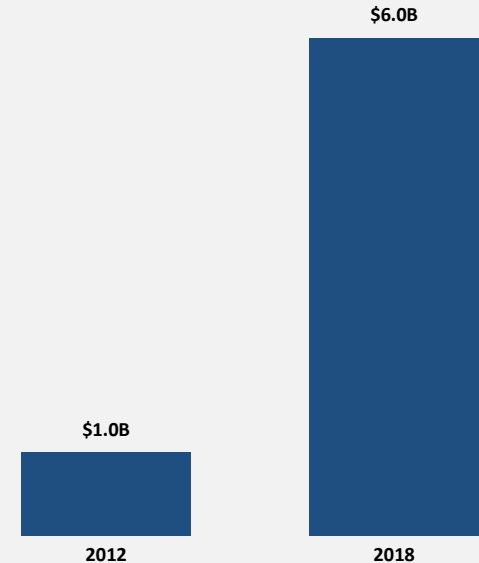
IoT Tracking Market & Drivers

- Multi-Billion dollar global Electronic Monitoring of offender market growing at 35% CAGR with **high barriers to entry**
- Growth across Europe, USA, and Latin America
- Adoption of EM technologies being driven by:
 - Prison overcrowding, particularly in U.S.
 - Heightened budgetary pressures and reduction in recidivism
 - Declining hardware and cellular connectivity costs

Cost of 1 Prison Bed = 5 ½ electronically monitored offenders²



Global Electronic Monitoring Market¹



1. Incucomm, 2011
2. Deloitte Insights, 2013

IoT Tracking: Our PureSecurity Suite



PureTrack

GPS enrollee tracking platform



PureBeacon

Wireless indoor surveillance



PureMonitor



PureTag

Compact RF bracelet



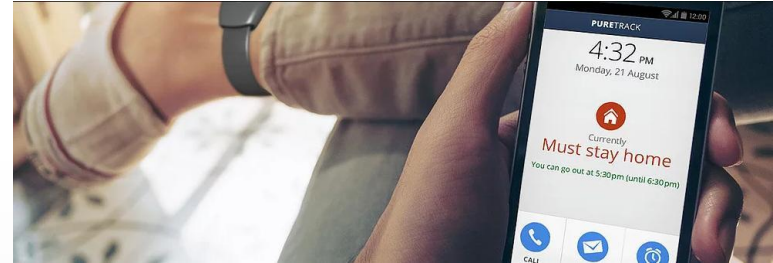
PureCom

Base station for home monitoring

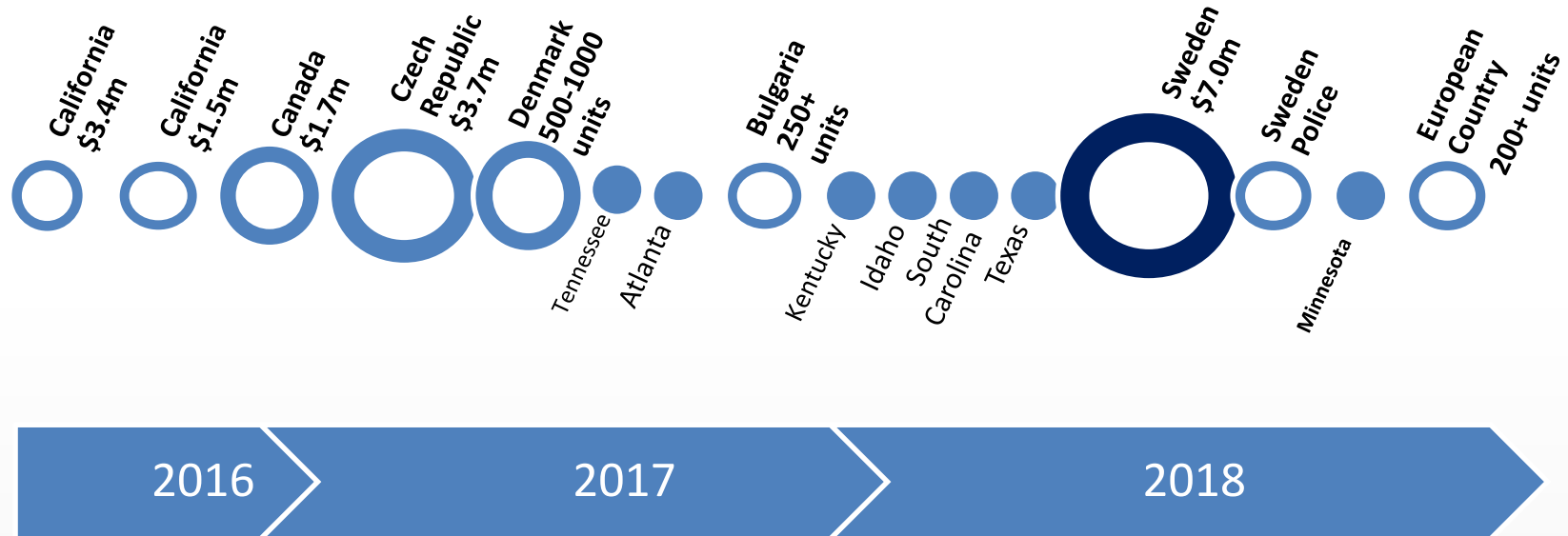
IoT Tracking: Our PureSecurity Suite



- **SuperCom's PureSecurity suite** is an industry leading, comprehensive offender tracking platform
- **12 new country wins** since Jan. 2016
- Increasing source of **high-margin, recurring revenue**
- Technology Solution and Services:
 - Real-time monitoring for national & municipal criminal justice agencies
 - Effectively reduces recidivism, increases offender accountability & enhances public safety
 - Criminal justice services: case management, treatment programs, employment services



Select IOT Wins and Multi-Year Projects



Cyber: Robust Sales & Distribution Platform



Over 50 Active Resellers and Distributers Globally



Customer Base

3000 customers

3+ million licenses issued

Geographic Presence

North America

Europe and Middle East

Asia Pacific

Cyber : Data Protection Suite (DPS)

Protector

Port & Device Control

- Wireless Control
- Removable Storage Control
- Removable Storage Encryption
- Hardware Keylogger Protection

Encryptor

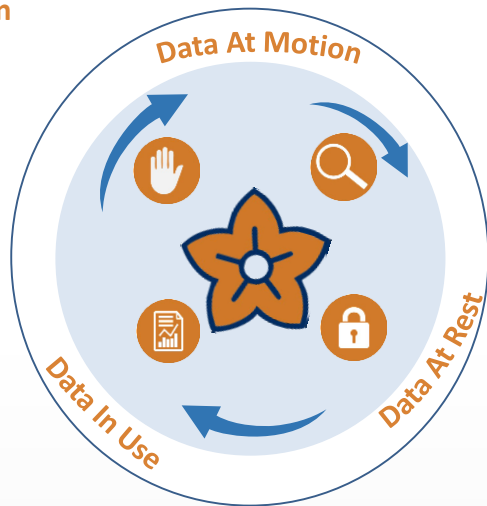
Hard Disk Encryption

- Highly Secure
- Easy to Manage, Deploy and Use
- Strong Tamper Resistant Mechanism

Inspector

Content Based Data Loss Prevention

- Data Classification
- Data Leakage Prevention Through:
 - Email, IM and Web
 - External Storage
 - Printers



Behavioral Biometrics End Point Protection – **New!**

Anti-Malware and Advanced Persistent Threat Protection

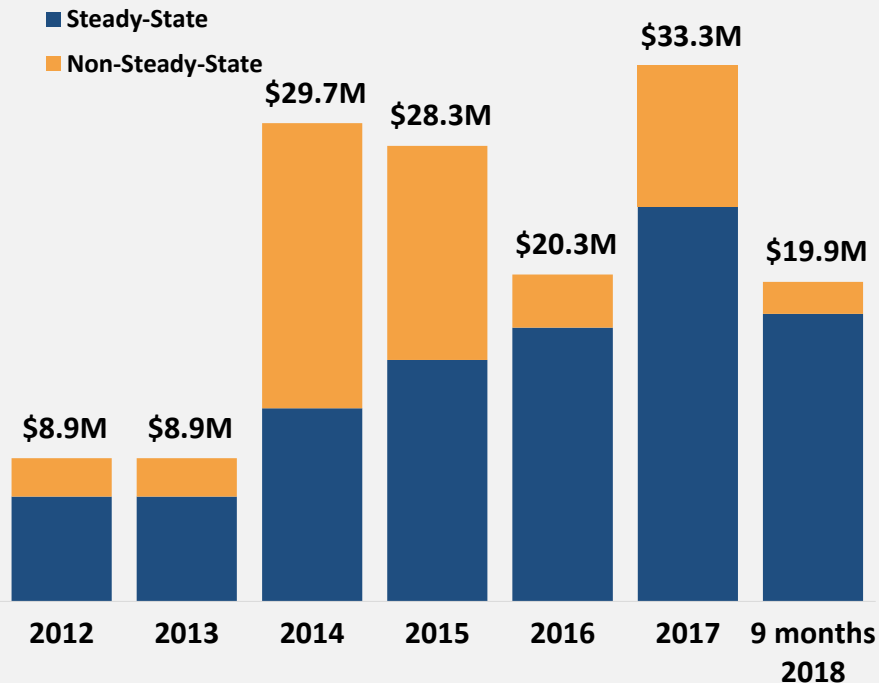
- Identification of high risk and sensitive files
- Deep user action monitoring
- Abnormal file access tracking

FINANCIALS



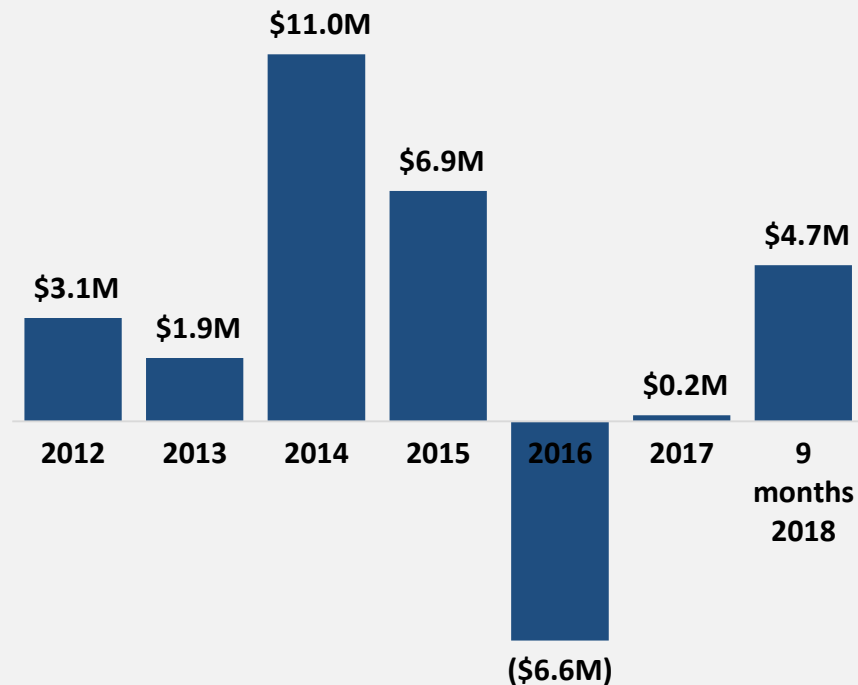
Improving Annual Performance

Revenue



EBITDA is a non-GAAP financial measure generally defined as earnings before interest, taxes, depreciation and amortization and other unrelated expenses. Refer to reconciliation in Company Earnings press releases.

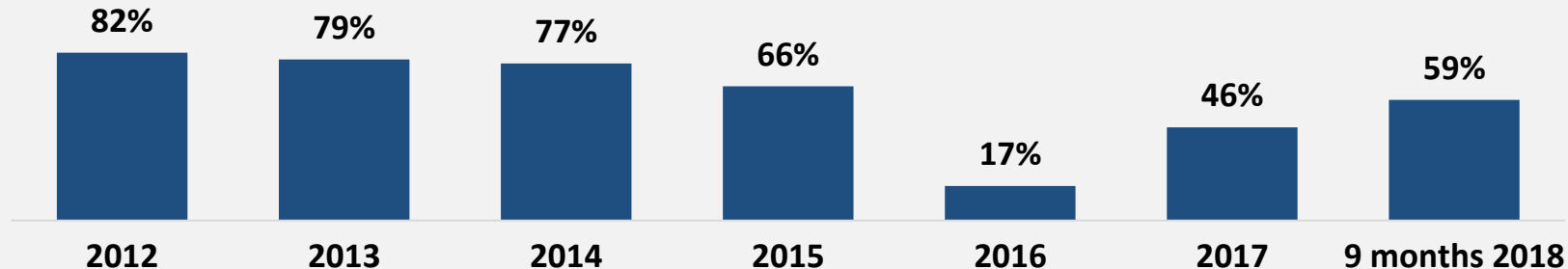
EBITDA



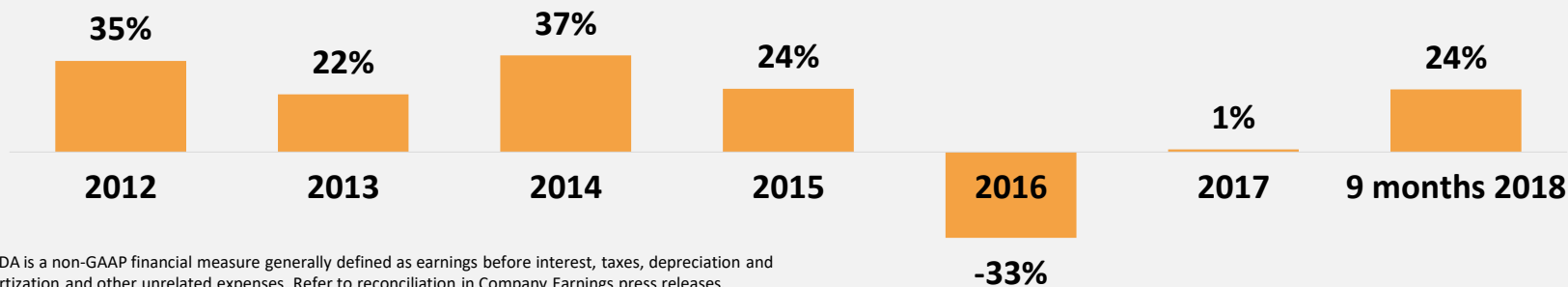
Non-GAAP Financial Performance



Non-GAAP Gross Margin



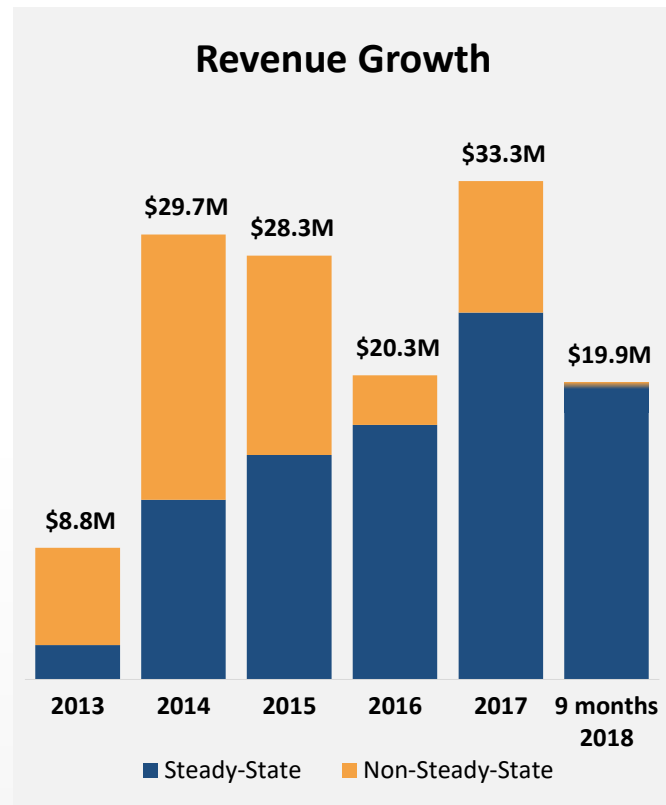
Non-GAAP EBITDA Margin



EBITDA is a non-GAAP financial measure generally defined as earnings before interest, taxes, depreciation and amortization and other unrelated expenses. Refer to reconciliation in Company Earnings press releases.

Key Highlights

- Leading provider of secure identification, IoT tracking & cyber security solutions
- Rapid expansion - Awarded government projects in over 13 new countries since 2016
- EBITDA increased by 42% to \$4.7 million in first 9 months of 2018 compared to \$3.3 million in 2017
- Steady-state revenues represented over 70% of total 2017 revenues
- Penetrating multi-billion-dollar global end markets with high barriers to entry
- Significant insider ownership





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Industry Valuations

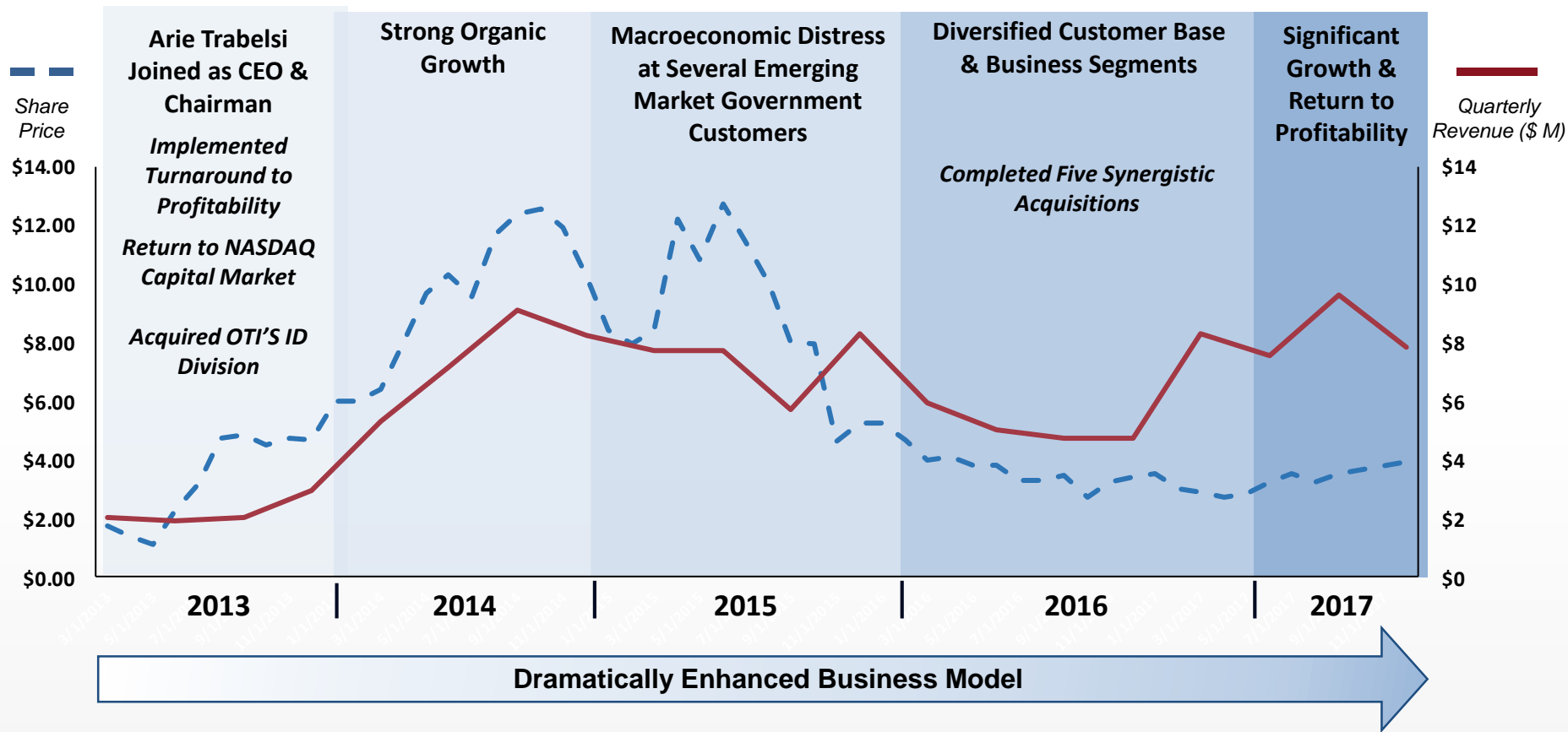
Public Safety IoT Revenue Multiples¹

<i>USD \$ in millions</i>	BI Incorporated	Omnilink Systems	Attenti	Track Group (OTC: TRCK)	Mean
Status	Acquired by GEO Group (2010)	Acquired by Numerex (2014)	Acquired by 3M Company (2010)	Public	
Growth Rate	n/a	n/a	65.2% (2007 v 2006)	30.8% (2016 v. 2015)	
Enterprise Value	\$417.0	\$37.5	\$231.4	\$45.8	\$182.9
Revenue (TTM)	\$71.9	\$12.3	\$50.3	\$29.8	\$41.1
EV/Revenue Multiple	5.8x	3.0x	4.6x	1.5x	3.7x

e-ID EBITDA Multiples¹

<i>USD \$ in millions</i>	Valid (BOVESPA: VLID3)	Gemalto (ENXTAM: GTO)	Aware (NASDAQ: AWRE)	Zetes Industries	Mean
Status	Public	Public	Public	Acquired by Panasonic (2017)	
Growth Rate	5.3% (2016 v. 2015)	0.2% (2016 v. 2015)	9.9% (2016 v. 2015)	1.9% (2016 v. 2015)	
Enterprise Value	\$606.9	\$4,295.2	\$51.6	\$333.1	\$1,321.7
EBITDA (TTM)	\$63.0	\$548.7	\$3.3	\$26.3	\$160.3
EV/EBITDA Multiple	9.6x	7.8x	15.5x	12.7x	11.4x

Recent History and Developments



Non-GAAP Net Profit Reconciliation



Non-GAAP Net Loss Reconciliation <i>(USD \$ in thousands)</i>	Nine Months ended September 30,	
	2018 Unaudited	2017 Unaudited
GAAP NET PROFIT (LOSS) FOR THE PERIOD	(169)	(2,043)
Amortization of Software/IP, Customer Contract and Brand, and Stock-based compensation expense	2,897	2,883
Foreign Currency Loss	1,154	1,330
Income tax expense (benefit)	(413)	(111)
Non-GAAP Net Profit	3,469	2,059

Non-GAAP Gross Profit Reconciliation



Non-GAAP Gross Profit Reconciliation <i>(USD \$ in thousands)</i>	Nine Months ended September 30,	
	2018 Unaudited	2017 Unaudited
GAAP GROSS PROFIT FOR THE PERIOD	11,127	11,599
Amortization of Software and IP	460	460
Stock-based compensation expenses	78	153
Non-GAAP Gross Profit	11,665	12,212

EBITDA Reconciliation



EBITDA Reconciliation <i>(USD \$ in thousands)</i>	Nine Months ended September 30,	
	2018 Unaudited	2017 Unaudited
NET PROFIT (LOSS) FOR THE PERIOD	(169)	(2,043)
Income tax expense (benefit), net	(413)	(111)
Financial expenses (income), net	70	433
Depreciation, amortization and stock-based compensation expenses	4,055	3,673
Foreign Currency Loss	1,154	1,330
EBITDA	4,697	3,282