



Senstar Technologies (Nasdaq GM: SNT)

Investor Presentation

A u g u s t 2 0 2 4

Fabien Haubert, CEO
Alicia Kelly, CFO

SENSTAR

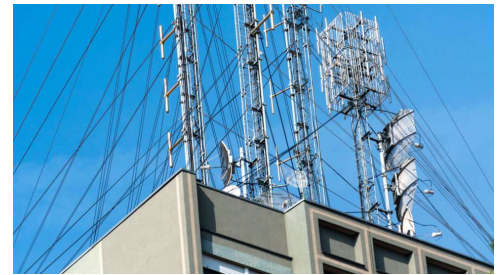
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Industry and Market Data - Certain data included in this presentation has been derived from a variety of sources, including independent industry publications, government publications and other published independent sources. Although we believe that such third-party sources are reliable, we have not independently verified, and take no responsibility for, the accuracy or completeness of such data.

Globally, the Need for Physical Security is Rapidly Rising

- **Increased complex infrastructure vulnerability** to terrorists, activists, sabotage, geopolitical threats, vandalism, and theft.
- **Rising need to protect people, environment and economies** from threats to critical infrastructure.
- **Increasingly regulatory requirements** for critical infrastructure.



Senstar-At-A-Glance

*Advanced PIDS Sensing and Information Management Solutions and Services
for the Evolving Security Needs of Critical Infrastructure Globally*

Product Innovation

Providing disruptive AI-powered solutions
meeting the evolving needs of the
Global Critical Infrastructure Security market

Growth Levers

Focus on growing, underpenetrated niche verticals
Address increasing vulnerabilities and complexities
Broaden our addressable market with MultiSensor

Four Focus Verticals

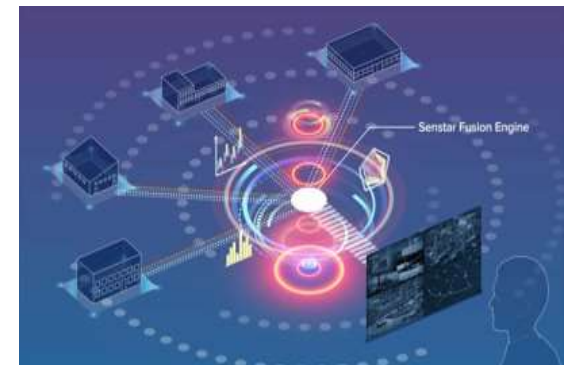
Corrections	Logistics
Utilities	Energy

Global Presence

Established Footprint in Key Geographies with
Highest Growth Potential: North America,
Europe, APAC, LATAM

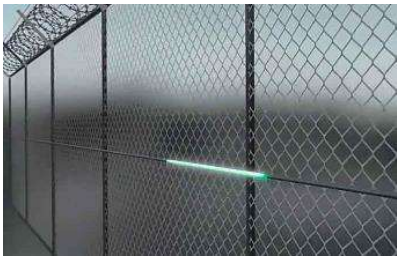
Advanced Security Solutions for Critical Infrastructure

- Largest range of Perimeter Intrusion Detection Systems (PIDS) sensors
- Information management
 - Video and Security Management Software (VMS & SMS)
 - Analytics and AI Solutions
- Professional Services
 - Design
 - Commissioning
 - Maintenance



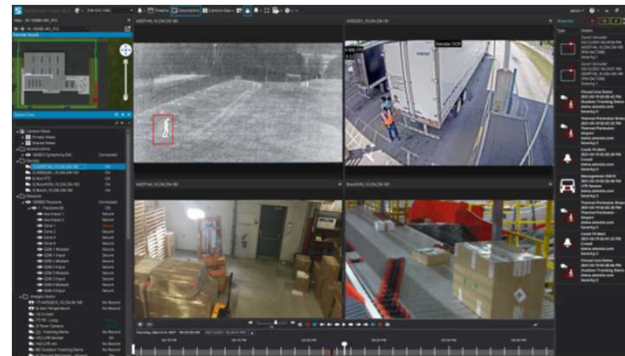
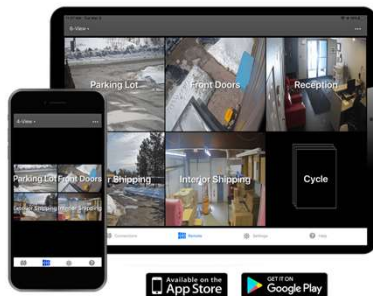
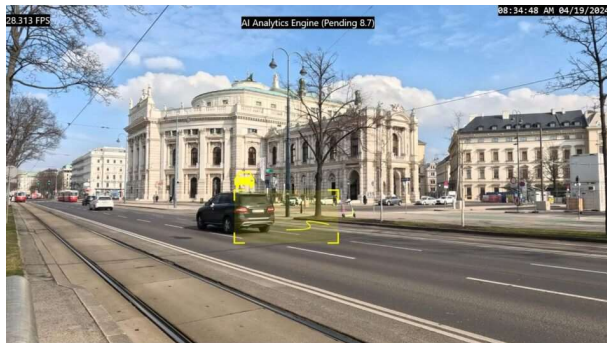
Senstar's Sensors – Fence Mounted, Above Ground & Buried

Largest range of Perimeter Intrusion Detection Systems (PIDS) sensors to meet all requirements by using multiple technologies



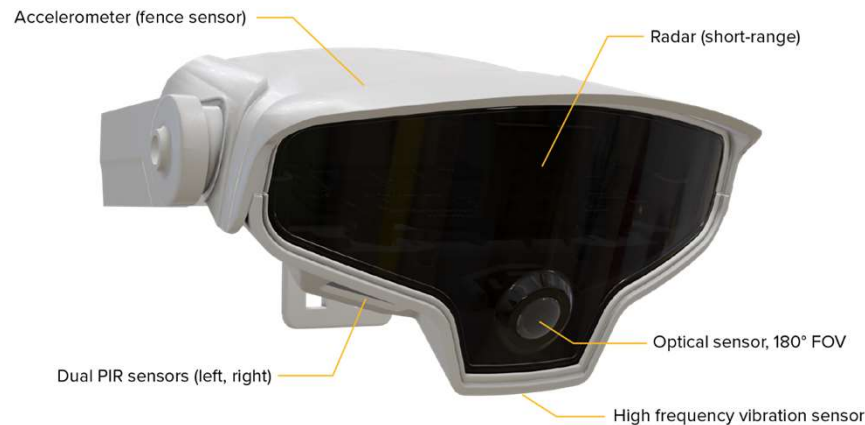
Information Management

Video and Security Management Software (VMS & SMS) & Analytics and AI Solutions - innovative, flexible solutions that enhance security and streamline operations while reducing overall costs



AI-powered Senstar MultiSensor™ Synthesizes Data from Multiple Sensing Technologies

Zero
Nuisance
Alarms



Secure critical
spots in non-
critical
infrastructure

Our Customers' Benefits

- Zero nuisance alarms
- Detection vastly exceeds traditional sensors
- Provides Full Situational Awareness
- Substantially reduces security infrastructure

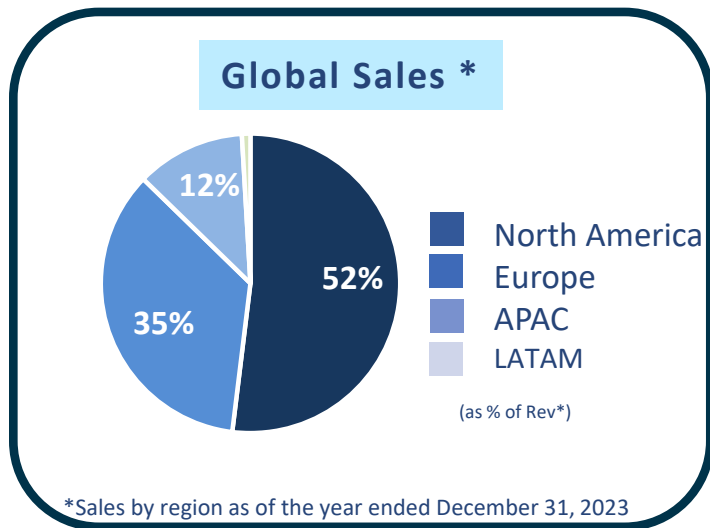
Senstar's Benefits

- Leaner business model
- Expands the addressable market
- Builds recurring revenue stream (ARR)

Our Global Presence

Senstar is protecting critical assets in >100 countries.

We serve customers globally in our four verticals, airports, military and border protection.



Senstar's Financial Profile

Improving Growth & Profitability

- YOY revenue flat, YTD up 6%
- 250 basis point gross margin lift
- 9% reduction in operating expense
- EBITDA increase of \$0.6 M

Q2 2024 Income Statement Highlights

<i>(ended June 30)</i>	6-Month	6-Month
Revenue (YTD)	\$15.8 M	\$14.3 M
	Q2 2024	Q2 2023
Revenue (Quarter)	\$8.3 M	\$8.4 M
Gross margin	63.2%	60.7%
Operating expense	\$4.6 M	\$5.0 M
EBITDA	\$0.9 M	\$0.3 M

Strong Balance Sheet

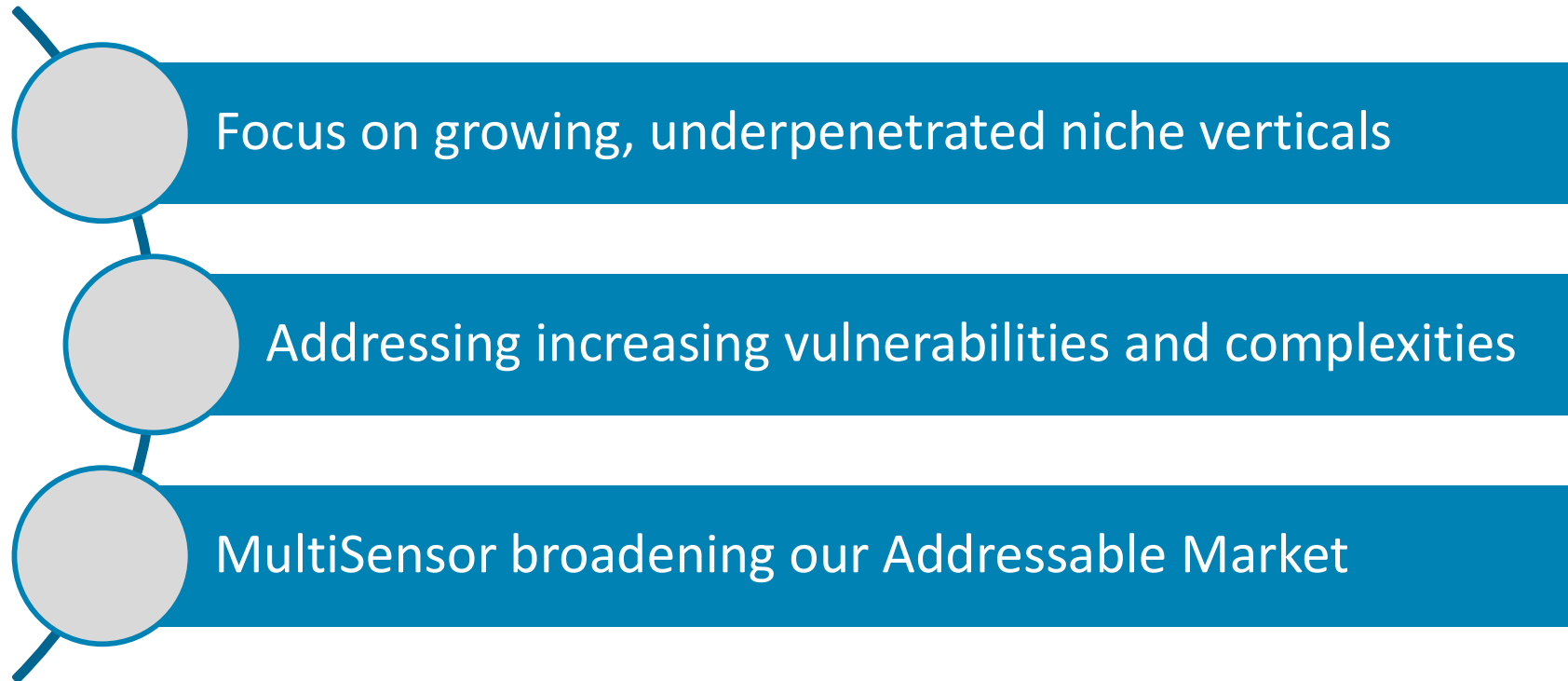
- Cash flow positive
- Well-capitalized to execute its growth strategy

Balance Sheet Highlights

<i>(as of)</i>	6/30/24	12/31/23
Cash	\$15.8 M	\$14.9 M
Total Assets	\$47.5 M	\$50.3 M
Current liabilities	\$8.7 M	\$10.1 M
Long term liabilities	\$2.8 M	\$3.0 M

Executing Our Growth Levers

Leverage Our Innovation to Expand Market Share & the Addressable Market



Focus on Growth in Underpenetrated Niche Applications Within Our Four Key Verticals



Utilities

Growth vertical with increased threats and expanding applications (solar farms, data centers nuclear power, cell towers)



Logistics

Crucial to modern commerce opportunity for our process improvement solutions



Energy

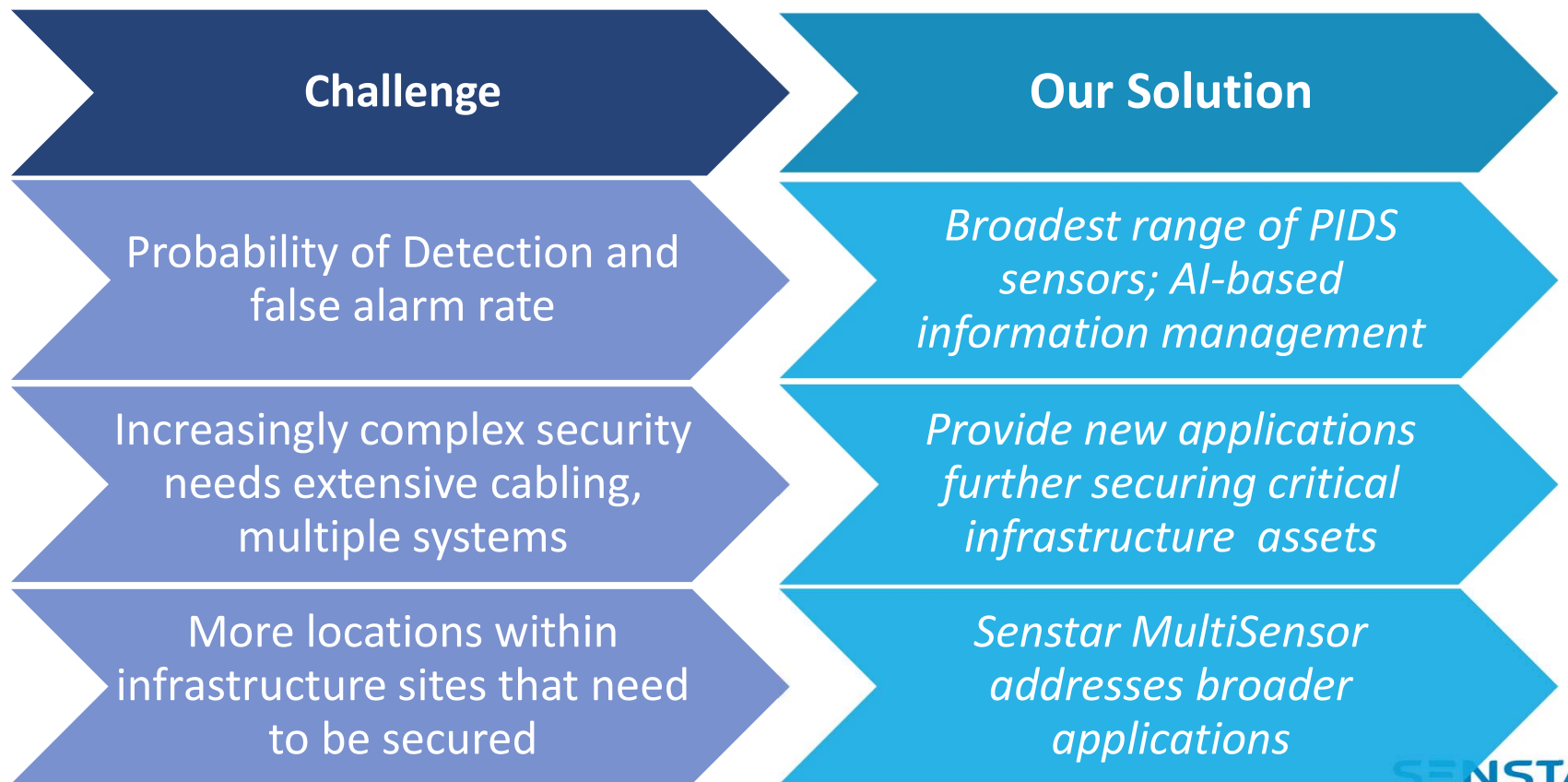
Attack presents potential hazard to human, environmental and economic well-being



Corrections

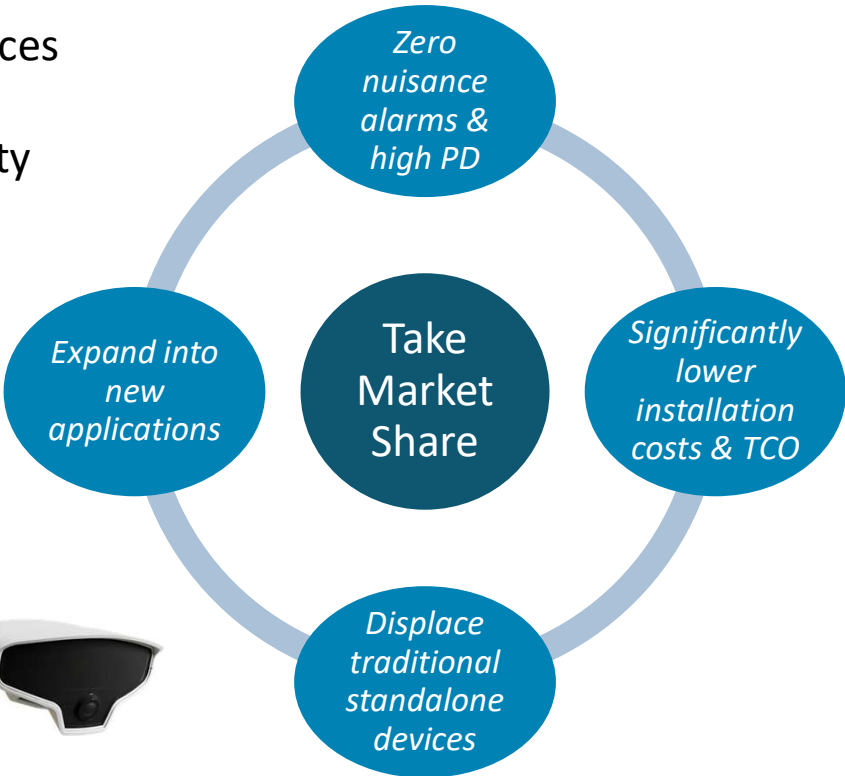
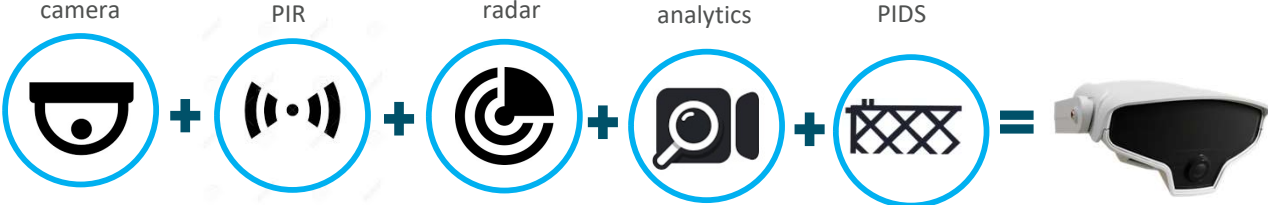
Balancing cost with effectiveness in securing safe environments and physical security threats (e.g. drones)

Address Increasing Vulnerabilities & Complexities of Infrastructure Globally



Drive Our “Technology Convergence” Opportunity with Senstar MultiSensor to Take Market Share

Converge the functionalities of multiple standalone devices into a single device
Address nuisance alarms - primary infrastructure security problem



Expand Our Route-To-Market Strategy

Strengthen our global network of certified VARS and SIs

Strengthen global end-user promotions

- Develop brand awareness
- Achieve “approved supplier” status with major global enterprises
- Promote bundling and cross-selling of technologies

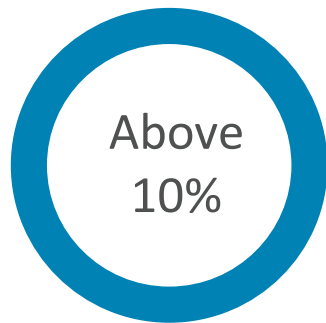
Develop reseller relationships to expand into under-penetrated regions

Create new go-to-market channels with Senstar MultiSensor via distributors and OEMs

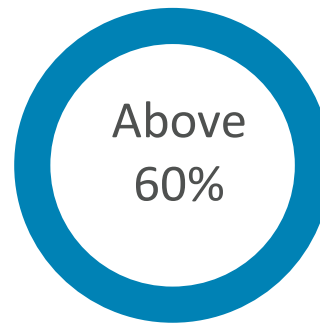


Operating Model

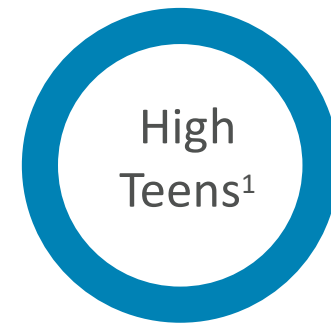
Achieve Ongoing Organic Growth At or Above Market Rate



Annual Organic
Growth



Gross
Margin



EBITDA
Margin

Key Operating Metric Targets

¹ EBITDA margin for Senstar Group only, excludes corporate expenses of Senstar Technologies.

Appendix

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Kim Rogers
Hayden IR
kim@haydenir.com

SENSTAR

Leadership Team with Established Performance Track Record



Fabien Haubert
CEO

Mr. Haubert served as Managing Director for Senstar Corp. in Canada, He joined Senstar in 2018 as VP of Sales, EMEA.

Over the previous 20 years, he held executive roles in intrusion detection, IP video, access control systems



Alicia Kelly
CFO

Ms. Kelly brings over 20 years of experience in financial management and business leadership in high-tech corporations.

She joined Senstar in 2019, overseeing global accounting, financial reporting, controls, and financial planning.



Jeremy Weese
CTO

Jeremy Weese was appointed Chief Technology Officer in March 2020. He joined Senstar in 1999, and advanced through roles in R&D, including VP of Engineering and COO as head of product portfolio and R&D.



Matthieu Currat
COO

Matthieu Currat has served as our Chief Operating Officer since July 2024 and as Vice President APAC since December 2023. Prior to this, he held multiple leadership roles at Omnisens SA, including CEO and COO positions.

Board of Directors

GILLON BECK, CHAIRMAN

Mr. Beck has served as a director and our Executive Chairman since September 2023 and as a director and Executive Chairman of the Senstar-Israel board of directors since September 2014. Since 2003, Mr. Beck has been a Senior Partner at FIMI Opportunity Funds, the controlling shareholder of Senstar,

KELLI ROITER

Roiter has served as a member of our board of directors since March 2024. Ms. Roiter founded and managed Jefferies' Private Capital Group within its Investment Banking unit. Ms. Roiter joined Jefferies in 2008 and retired in 2023.

TOM OVERWIJN

Overwijn has served as a member of our board of directors since March 2024. Mr. Overwijn is a partner in Fybe Finance since 2021 and acts as Interim Finance Manager via Fybe at various companies.

JACOB BERMAN

Mr. Berman has served as a member of our board of directors since March 2024 and as a director of Senstar-Israel since November 2013. From November 2014 until March 2019, Mr. Berman served as the chairman of the board of directors of Israel Discount Bank of New York and acted as a member of our audit committee and compensation committee between September 2014 and December 2014

Please visit the Senstar website for the full biographies of our directors and our governance information

<https://senstar.com/about-senstar/corporate-governance/>

Leading security industry publications and associations recognize Senstar's focus on product innovation and excellence



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SENSTAR.