



Senstar Technologies (Nasdaq GM: SNT)

I n v e s t o r P r e s e n t a t i o n

D e c e m b e r 2 0 2 4

Fabien Haubert, CEO
Alicia Kelly, CFO

SENSTAR

Today's Presenters



Fabien Haubert
Chief Executive Officer



Alicia Kelly
Chief Financial Officer

Safe Harbor

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Senstar-At-A-Glance



40+ years experience
130+ employees

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

Product Innovation

**Disruptive AI solutions meeting evolving
needs of Critical Infrastructure**

Growth Levers

Focus on growing niche verticals
Address increasing challenges
Broaden addressable market

Focus Verticals

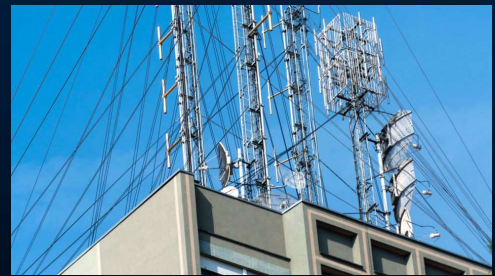
Corrections **Logistics** **Airports**
Utilities **Energy** **Military/Borders**

Global Presence

Global Footprint in Key Geographies
North America, EMEA, APAC, LATAM

Globally, the Need for Physical Security is Rapidly Rising

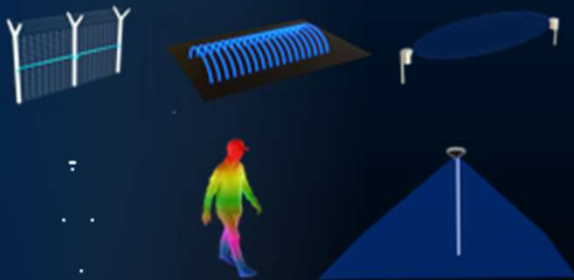
- **Increased vulnerability** to terrorism, activism, sabotage, vandalism, theft
- **Rising need to protect people, environment and economies**
- **Increasing regulatory requirements**



Advanced Security Solutions for Critical Infrastructure

Sensors

Perimeter Intrusion
Detection (PID) Sensors



Information Management

Video & Security
Management Software



Analytics & AI Solutions



Professional Services

Design

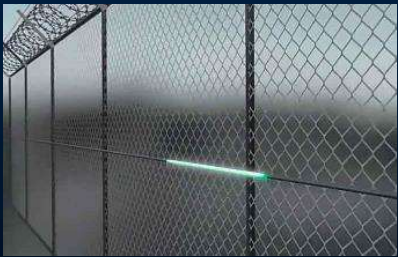
Commissioning

Maintenance



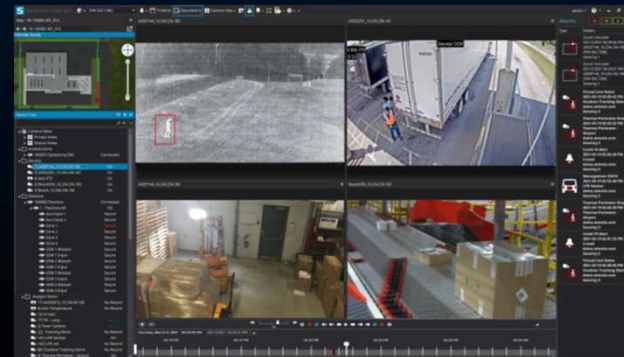
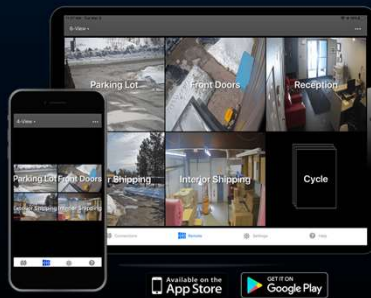
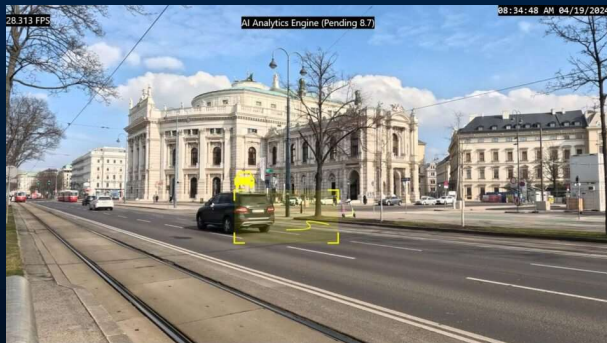
Senstar's Sensors – Fence Mounted, Above Ground & Buried

Widest range of Perimeter Intrusion Detection Systems (PIDS) sensors



Information Management

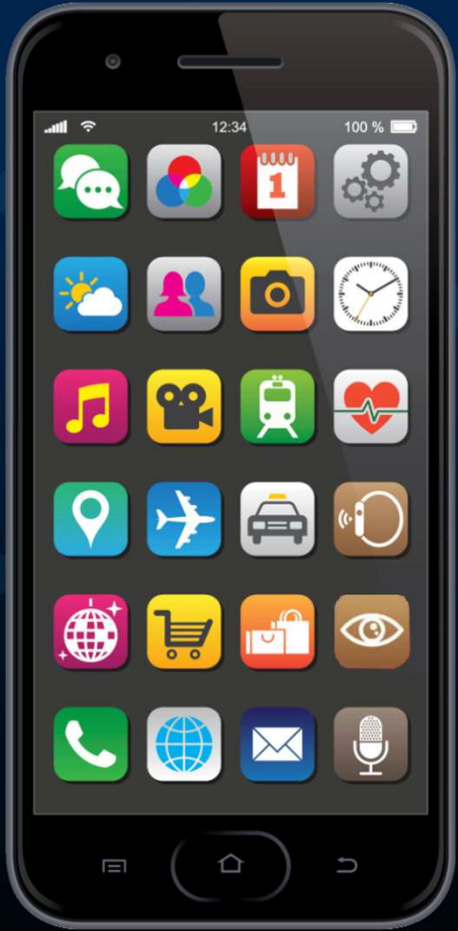
Video and Security Management Software (VMS & SMS) & Analytics and AI Solutions



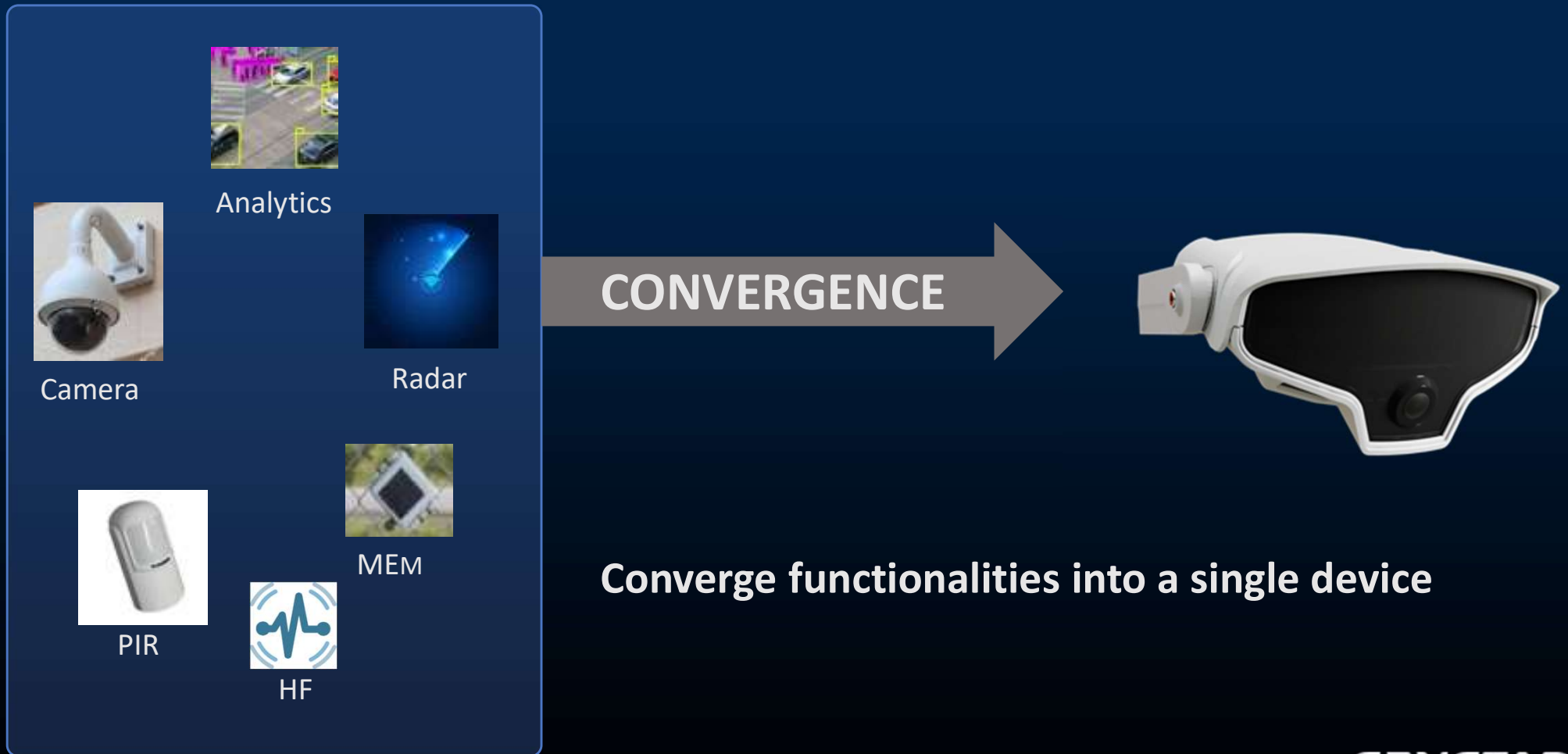
Drive Technology Convergence



CONVERGENCE



Drive Technology Convergence



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
- Unrivaled detection
- Full situational awareness
- Reduces security infrastructure
- Displace traditional devices

Senstar's Benefits

- Leaner business model
- Expands addressable market
- Builds recurring revenue (ARR)
- Take market share

Global Presence

Protecting critical assets in >100 countries

We serve customers globally



Senstar's Financial Profile

Improving Growth & Profitability

- YOY revenue up 8%, YTD up 7%
- Q3 2024 YOY gross margin lift to 68% from 57%
- 4% reduction in operating expense
- EBITDA increase of \$1.7 M

Q3 2024 Income Statement Highlights

<i>(ended Sept 30)</i>	9-Month 2024	9-Month 2023
Revenue (YTD)	\$25.5 M	\$23.9 M
	Q3 2024	Q3 2023
Revenue (Quarter)	\$9.7 M	\$9.0 M
Gross margin	68.0%	56.5%
Operating expense	\$4.8 M	\$4.9 M
EBITDA	\$2.0 M	\$0.3 M

Strong Balance Sheet

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

Balance Sheet Highlights

<i>(as of)</i>	9/30/24	12/31/23
Cash	\$19.4 M	\$14.9 M
Total Assets	\$50.7 M	\$50.3 M
Current liabilities	\$10.3 M	\$10.1 M
Long term liabilities	\$2.5 M	\$3.0 M

Executing Our Growth Levers

Leverage Innovation to Expand Market Share & Grow Addressable Market



Focused on Growing Market Needs

UTILITIES

- Increased threats and expanding applications
- Protect electrical, water, communication, and other critical infrastructure facilities
- Currently protect >50% of all nuclear power generation facilities world-wide

CORRECTIONS

- Balancing cost with safe environments, physical threats (drones)
- Protect all Canadian and most US Federal prisons
- Suitable technologies for facilities of all sizes, types and security levels

LOGISTICS & MANUFACTURING

- Crucial to modern commerce
- Protect warehouses and distribution centers for largest e-commerce companies
- Combine security with tracking/QA processes

ENERGY

- Attacks present hazard to human, environmental and economic well-being
- Protect largest refineries and terminals throughout North America, Europe, and APAC

Focused on Growing Market Needs

AIRPORTS

- Protect some of the world's largest and busiest airports
- Strong presence of both perimeter and video management products

DATA CENTERS

- The newest form of critical infrastructure, they power the digital economy
- Protect infrastructure for cloud services

BORDERS

- Protect borders with fence, video, and buried sensing products
- Deployed at multiple European borders

GOVERNMENT & MILITARY

- Deployed at military facilities
- Protect key government assets

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
- Promote cross-selling

Develop reseller network to expand 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



Thank You.

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