



Senstar Technologies (Nasdaq GM: SNT)

Investor Presentation

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SENSTAR.

Safe Harbor

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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.

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

Delivering disruptive AI solutions that
converge PIDS functionalities into one device

Global Presence

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

Focus Verticals

Core
Corrections • Logistics • Utilities • Energy

Emerging
Borders • Airports • Military • Data Centers

Growth Levers

Focus on growing niche verticals
Address security modernization challenges
Broaden addressable market

Globally, the Need for Physical Security is Rapidly Rising

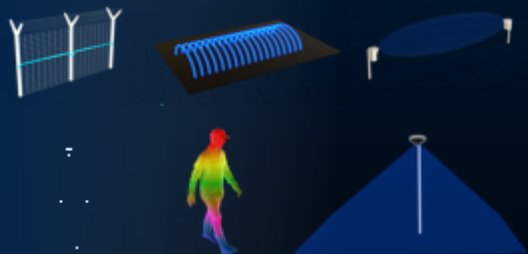
- Infrastructure experiencing increased vulnerability to terrorists, activists, sabotage, vandalism, theft
- There is a rising need to protect people, the environment and economies
- Increasing regulatory requirements requiring more security



Advanced Security Solutions for Critical Infrastructure

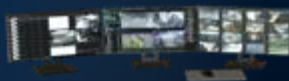
Sensors

Perimeter Intrusion
Detection (PID) Sensors



Information Management

Video & Security
Management Software



Analytics & AI Solutions



Professional Services

Design

Commissioning

Maintenance



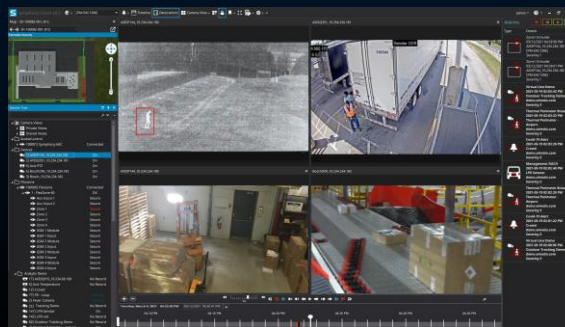
Senstar's Sensors – Fence Mounted, Above Ground & Buried

Largest range of Perimeter Intrusion Detection Systems (PIDS) sensors



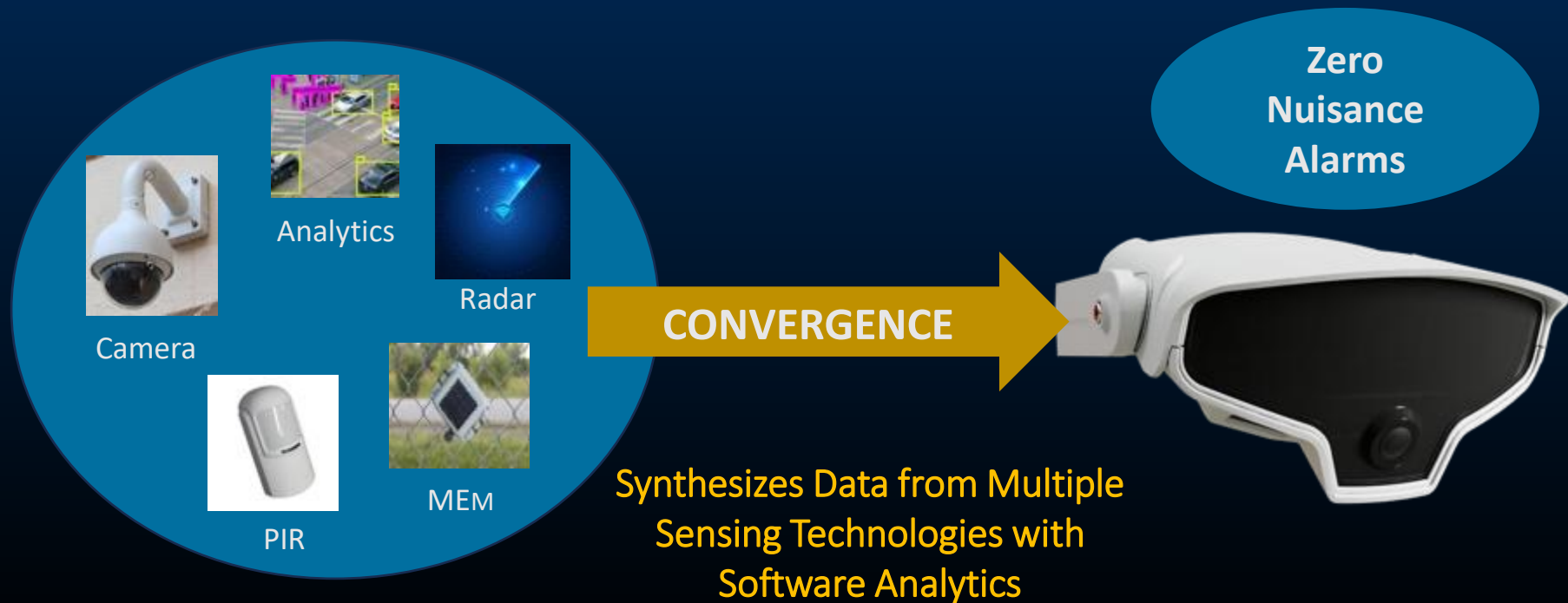
Information Management – **Symphony's comprehensive surveillance platform**

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



MultiSensor - “Technology Convergence” for Improved Outcomes

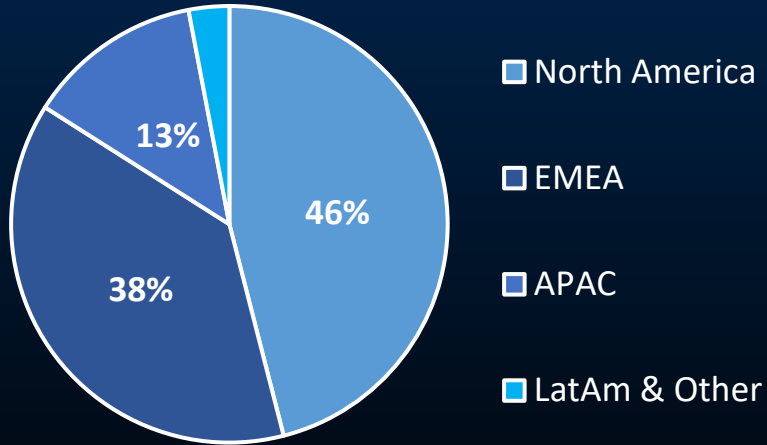
Solve PID Industry’s #1 Problem



Global Presence

Protecting critical assets in >100 countries

Global Sales*



*Sales by region as a percent of total revenue as of the LTM ended June 30, 2025



Four Focus Verticals

UTILITIES

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

CORRECTIONS

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

LOGISTICS & MANUFACTURING

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

ENERGY

- Attack presents hazard to human, environmental and economic well-being
- Protects largest refineries and terminals throughout North America, Europe, and APAC

Focused on Growing Market Needs within Verticals

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

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

GOVERNMENT & MILITARY

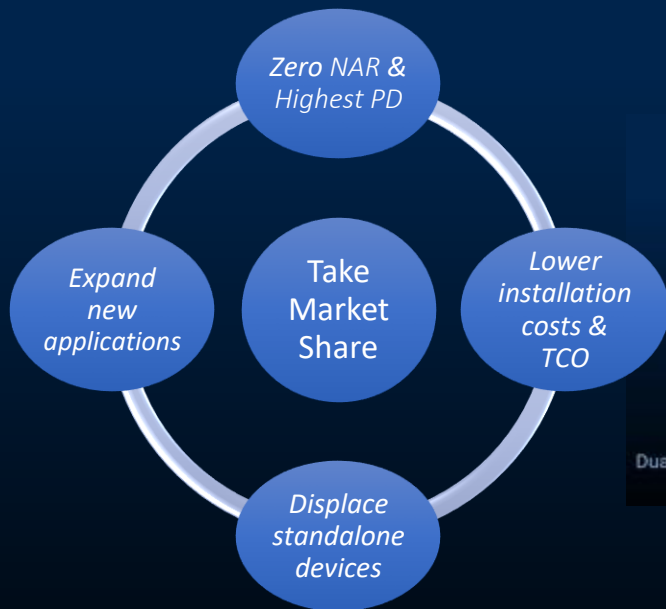
- Deployed at NATO facilities
- Protecting key government assets

Executing Our Growth Levers

Leverage Innovation to Expand Market Share & Grow addressable Market



MultiSensor: Take Market Share & Expand Addressable Market



Secure critical spots in non-critical infrastructure

Expand Our Route-To-Market Strategy

Strengthen our global network of certified VARS and SIs

Strengthen global end-user awareness

- Develop brand **recognition**
- Achieve “approved supplier” status
- Promote cross-selling

Develop reseller network to expand in under-penetrated regions

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



Senstar's Financial Profile

Improving Growth & Profitability

- YoY Q2 2025 revenue up 16%, FY25 YTD up 14%
- Q2 2025 YoY gross margin lift to 66% from 63%
- Q2 2025 Net Income increase of 2x, margin 12.7%

Income Statement Highlights

(in \$USD millions)	2Q25 LTM	2Q24 LTM
Revenue	\$38.0	\$33.7
	2Q25 YTD	2Q24 YTD
Revenue	\$18.1	\$15.8
	Q2 2025	Q2 2024
Revenue	\$9.7	\$8.3
Gross margin	66.1%	63.2%
Operating expense	\$5.4	\$4.6
Operating margin	10.1%	8.0%
EBITDA margin	11.8%	10.2%
Net Income	12.7%	5.9%

Strong Balance Sheet

- Cash flow positive
- Well-capitalized to execute its growth strategy
- Zero debt and improved profitability

Balance Sheet Highlights

(in \$USD millions)	06/30/25	12/31/24
Cash	\$21.9	\$20.5
Total Assets	\$53.1	\$52.1
Current liabilities	\$8.6	\$12.4
Long term liabilities	\$2.4	\$2.0

Operating Model

Achieve Ongoing Organic Growth At or Above Market Rate



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

Thank You.

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SENSTAR.

Appendix

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Hayden IR
kim@haydenir.com

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, legal and business systems, 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 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 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

