

NTG Clarity Networks Inc.



Investor Presentation

December 2023

Telecom, IT, and Financial Sectors

TSX Venture:
NCI
OTC: NYWKF



Proudly Canadian

Some of the statements contained in the following material are forward-looking statements and not statements of facts.

Such statements are based on the current beliefs of management, as well as assumptions based on management information currently available.

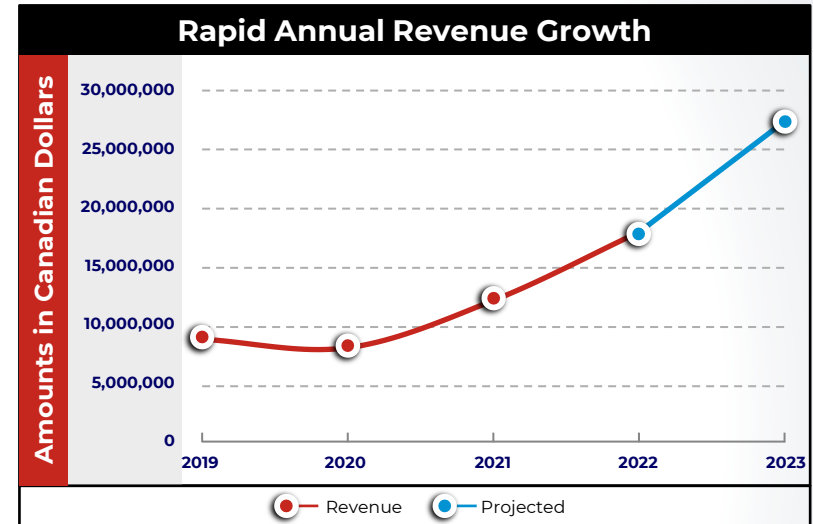
Forward-looking statements are subject to various risks, uncertainties and other factors that could cause actual results to differ materially from expected results.

Readers must rely on their own evaluation of these uncertainties.



NTG Clarity is an established, growing, and profitable company

- Providing telecom and IT digital transformation solutions since 1992
- Servicing large, tier-1 customers in the telecom, finance, utilities, enterprise, and government sectors
- \$4.4M Market Cap as NCI.V on the TSXV on 17-NOV-2023
 - \$17M Revenue in 2022 and growing
 - 45% Recurring Revenue including from large, tier-1 North-American and worldwide clients



NTG Clarity is Worldwide

- Offices/presences in Canada, USA, Egypt, Saudi Arabia, Oman, and Turkey
- Employing over 600 IT, network, and engineering professionals



Professional Services

- 85% of Revenue
- Gross Margin ~37%
- **IT, Software Dev, and Telecom Resources**
 - Offshore in Egypt Offshore Centre
 - On-Site at customer offices
- **Custom Software Development**
- **System Integration**
- **User Training**



Software Products, Implementation, & Support

- 15% of Revenue
- Gross Margin ~50%
- **NTGapps**
 - Deploy ready-made or build new enterprise apps with no code
 - IT Ticketing, Telecom Field Service Management Use Cases
- **NIS**
 - Telecom asset management, network discovery, and reconciliation
 - Tracks and manages status and configuration of active field equipment
- **NTS**
 - Utility billing and field service management for utilities, telecom, and IT sectors

Expanded to telecom field services and network & circuit design

1997

NTG Egypt Advanced Software established with a focus on ERP and telecom software development (NTS, NIS Products)

2002

NTGapps low-code platform product established

2019

Expansion of newly-established offshore offering

2021

1992

NTG International founded in Canada with focus on technology seminars and training

2001

NTG Clarity Established as a public company through reverse takeover of Clarity Telecom

2005

Expansion into KSA, Oman, Kuwait, Qatar

2020

Expansion into financial sector including major banks in the Middle East

2023

Achieved two years of profitability with focus on new offshore model

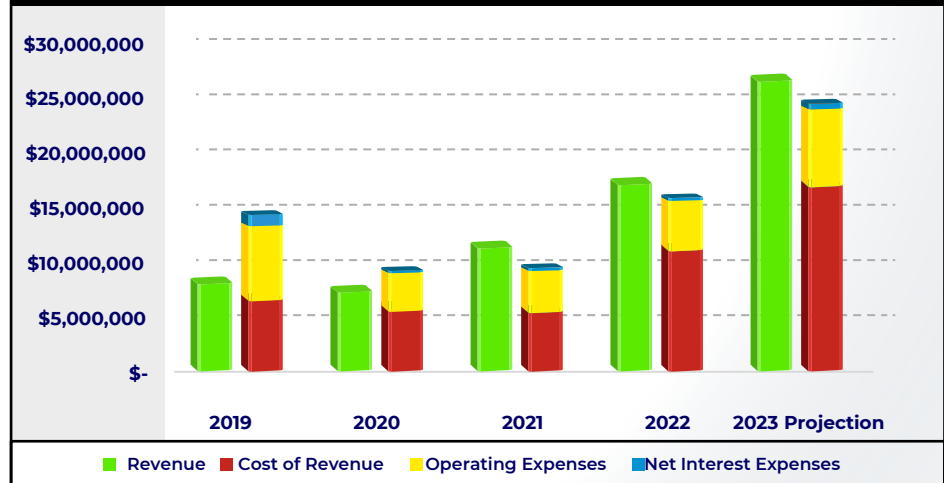
Why Invest With Us Now?

NTG's New Management, Sector Expansion, and New Offshore Model has Resulted in Never-Before-Seen Growth

- **In 2020 we expanded to offer services to the Financial Sector**
 - Expanding rapidly and undergoing a digital transformation, especially in KSA
- **In 2021 we established our Egypt Offshore Centre**
 - Offshore staff give customers up to 50% savings, are deployed faster, and have a higher margin compared to On-Site
- **New, younger management helping us leverage our 30 years in digital transformation**
 - Long-term track record and many relationships
 - Proprietary and innovative products and services



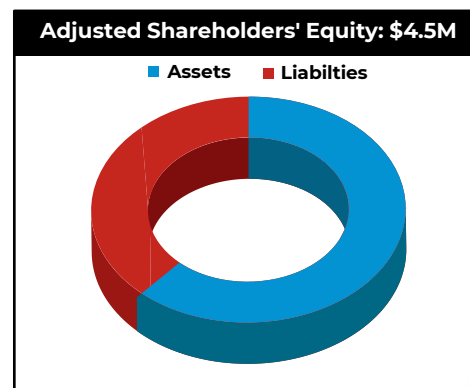
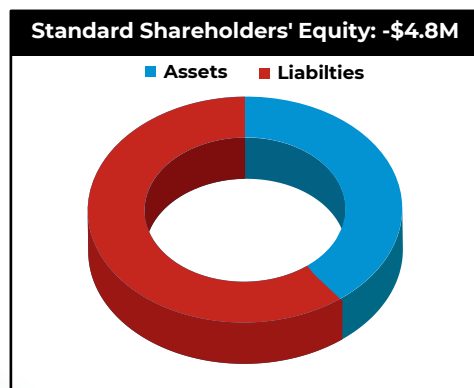
Rapid Cost Reduction and Revenue Growth



65% of Liabilities Are Management-Owned

- In 2019, Bank Indebtedness was assigned to 2729252 Ontario Inc., a company controlled by NTG CEO and NTG President
 - This appears as \$6.5M of non-current liabilities
 - There are no repayment terms and effective interest rate is <1%
- **The resulting restructuring resulted in additional management dues being owed**
 - This appears as \$2.8M of current liabilities
- **65% of company liabilities are management-owned and low-cost**
 - Taking this into account means a positive adjusted shareholder equity
- **Resulting losses from restructuring left \$15M of tax losses on the books to offset future earnings**

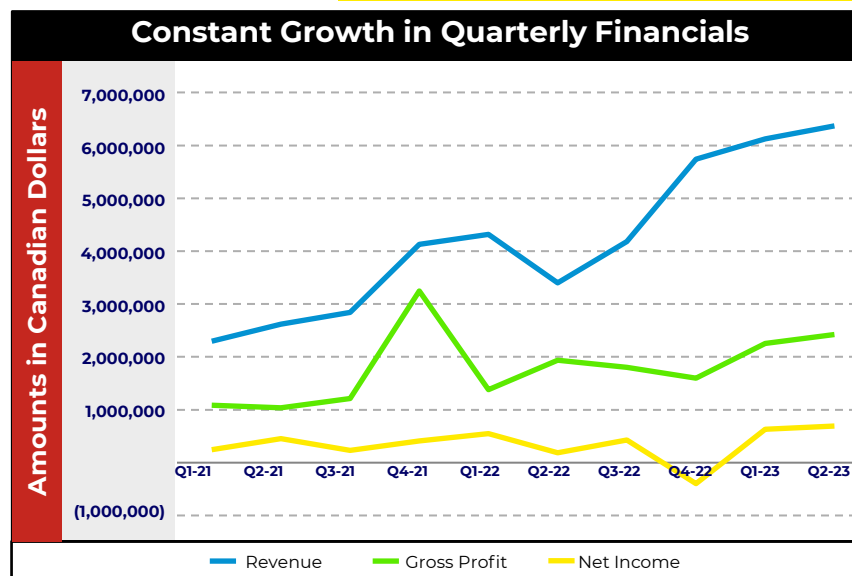
Our new profitable offshore services model is in prime position to take advantage of this opportunity



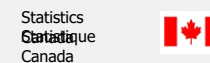
Key Statistics

Stock Price November 17/23	C\$ 0.03
52 week High / Low	\$0.04 - \$0.02
Shares Outstanding	
Basic	148.2M
Fully diluted	167.7M
2022 P/E Ratio	3
2022 P/S Ratio	0.25
Insiders holding	40%
Average volume	~165K shares
Market Capitalization	C\$ 4.4M
Enterprise value	C\$ 20.2M
EV/Sales (trailing)	1.03

Recent Contracts	Amount	Duration
● April 2023	\$10.7M	3 year
● March 2023	\$2.35M	1 year
● January 2023	\$3.5M	1 year
● January 2023	\$3.5M	1 year
● September 2022	\$6.3M	1 year
● August 2022	\$4.16M	1 year
● May 2022	\$3 million	7 months
\$17.3M in POs Since April 2023		



Our Current and Past Customers - North America



Our Current and Past Customers - Middle East

Our Corporate Partnerships and Alliances



Thank You




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