

Nov. 30, 2022

Price (Nov. 30, 2022) 52 Week Range (Dec. 1, 2021 - Nov. 30, 2022)	\$1.63 \$1.28 to \$2.53	
Shares O/S as at Nov. 30, 2022	41,786,400	
Market Cap as at Nov. 30, 2022	\$68,111,832	
50-day Avg. Volume	5,484	
Insider Ownership	40%+	
Year-End	November 30th	
Symbol	TSX-V: CMI	
	OTCQB: CYSNF	
Dividend yield	3.1%	
Annual dividend payout per share	\$0.05	
Current Assets	\$26,793,875	
Current Liabilities	\$1,427,370	
Working Capital	\$25,366,505	

Financial Data	For the Period Ended		
\$ millions (unless otherwise stated)	Nov-22	Nov-21	Nov-20
Sales	11.65	9.15	6.46
EBITDA	1.89	2.13	-0.12
Net Income	1.14	1.42	-0.21
Free Cash Flow	3.06	2.47	-0.27
Cash & Equivalents	18.85	17.07	14.86
Total Debt	nil	nil	nil
Shareholders' Equity	25.22	24.53	22.35
Total Assets	26.87	26.34	23.46
Working Capital	25.37	24.60	22.94
RoE (%)	4.58%	6.07%	-0.94%
RoA (%)	4.24%	5.40%	-0.91%
EPS (basic) (dollars)	0.03	0.04	-0.01
EPS (FD) (dollars)	0.03	0.03	-0.01
Cash/share (dollars)	0.45	0.42	0.38
W. Avg. # of Shares o/s basic	41.14	40.09	38.33
W. Avg. # of Shares o/s diluted	41.92	42.09	40.62

## THE COMPANY

C-COM is a world leading mobile COTP (Comm-on-the-Pause) satellite antenna designer and manufacturer. The Company's iNetVu® brand of terminals allow the user, with just the push of a button, to connect to a



satellite in virtually any location where terrestrial networks are limited or unavailable. The terminals are fully motorized, automatic, and provide a broadband Internet connection (including video, voice, and data via satellite) without the need for a qualified SATCOM Engineer to point the antenna to the proper satellite.



C-COM was founded in 1997 and became public in the 2000. The company has sold over 10,000 antennas globally, to-date. Key markets are Oil & Gas, Government, Military, Emergency Services (Police, Fire & Ambulance), Telecom,

Telemedicine, Broadcasting, Mobile Banking, Mobile Education, Cellular Backhaul and many other commercial enterprises, which require mobility in areas where terrestrial coverage is unavailable or inadequate. C-COM works with more than 600 dealers and System Integrators in 106 countries.

The iNetVu® antenna line consists of 40 different models of vehicle mounted units (Driveways), Case Transportable units (Flyaways, Manpacks), and Fixed Motorized (FMA) Systems, all of which auto-



deploy with just the push of a button using the iNetVu® 7000 series of Controllers. Our most recent development is the fully motorized auto pointing Manpack antenna system. It can be carried by one person (like a backpack) and can be deployed in a few minutes without any tools. C-COM has over 300 of these systems already in use world-wide.

The Company is developing, in conjunction with the University of Waterloo, a very promising advanced revolutionary antenna technology. C-COM has successfully satellite tested this



patented, electronically steerable, Phased Array, Ka-band COTM (Comm-on-the-Move) antenna. Commercialization of this new inmotion antenna systems is underway and is expected to be

completed by late 2023. The commercialization of this technology should result in antennas which are extremely thin, modular, conforming, with no moving parts, and capable of electronically tracking multiple GEO, MEO and LEO satellites, simultaneously.



#### **PERFORMANCE**

## **REVENUE NET INCOME**



## **BUSINESS HIGHLIGHTS**

#### **GLOBAL PRESENCE**

C-COM provides equipment and support services for mobile and fixed satellite communication platforms. Customers include Commercial Entities, TELCO's, the Military, NGO's, Disaster Management Agencies, Government Departments and many others.

#### 1. Mobile Communication Solutions-iNetVu®

iNetVu® is a C-COM-developed proprietary, mobile, self-pointing antenna system and is C-COM's flagship product. This Comm-on-the-Pause (COTP) product is designed to automatically find any satellite and deliver broadband connectivity into vehicles or stationary structures within 2 minutes with just the press of a button. It operates from a car battery using 12/24V battery power or standard Household Power and provides almost instantaneous communication over satellite in remote areas where terrestrial infrastructure is weak or non-existent. C-COM resellers/integrators have deployed over 10,000 antenna systems in more than 106 countries around the world. Geographically, Asia and North America are C-COM's largest markets, followed by Europe and the Middle East.

#### 2. Manpack Antennas

C-COM has developed a **lightweight carbon fiber fully automatic antenna system** which can be carried by one person (as a backpack) and assembled without any tools in a few minutes. Once assembled, the antenna will find the satellite with the press of a button and deliver high speed broadband connectivity in Ku/Ka or X-band. This product is being used by First Responders, the Military, Disaster Management, and many others who require a rapidly deployable, easy to set-up and easy to transport satellite antenna.



## 3. "Leading Edge" - Phased Array Antenna

In conjunction with the University of Waterloo, the Company is in advanced stages of a truly revolutionary product development – potentially the thinnest, lightest, and most cost-effective mass producible Ka-band phased array satellite antenna on the market. This new product will be extremely attractive to the automotive, marine, and aeronautical markets.

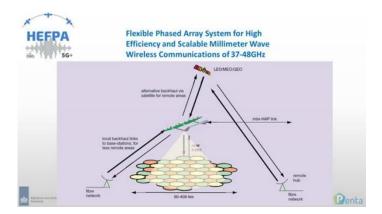


The Company has received Government funding for the project and owns all the Intellectual Properties relating to the design and development of this technology. The Company has already received two patents relating to the design of this new antenna system and more patents are being contemplated. This project should provide C-COM with SOTM Ka-band as well as Ku-band and higher frequency (5G) antenna technology. The market for this antenna technology is expected to reach \$4 billion in the next 3-5 years and over \$17 billion over the next decade.

The antenna is going to be able to track multiple satellites in GEO/LEO and MEO orbits and could also be deployed on spacecraft and other airborne vehicles like HAPS and drones.



## 4. Next Gen - HEFPA 5G+ 6G Cellular and Satellite



#### **Partners**

C-COM Satellite Systems Inc.
Skyworks Solutions Canada Inc.
University of Waterloo
Eindhoven University of Technology
NXP Semiconductors Netherlands BV
Semiconductor Ideas to the Market (ItoM) BV

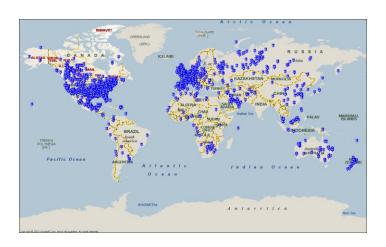
#### **Countries Involved**

Canada Netherlands

Formed under the Intergovernmental Canadian/European EUREKA/PENTA program, the strategic objective of HEFPA is to develop an integrated and efficient flexible and scalable millimeter wave (mmW) radio frequency (RF) front-end Phased

Array antenna components and technologies. These components would be deployed for the next generation upper band **5G+/6G** cellular and higher frequency **V-band** satellite communication networks.

# A WORLDWIDE PRESENCE





## IS POISED FOR GROWTH

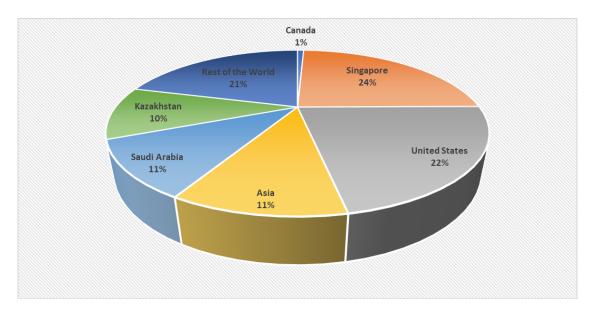
The company ended fiscal 2022 on a high note. With several large orders from the US and Asia contributing to the increase in sales. Going into 2023 we expect additional sales from most sectors and geographies — such as oil and gas, disaster management, cellular backhaul, the military and others from the US, Europe, Asia, Australia, and the Middle East.

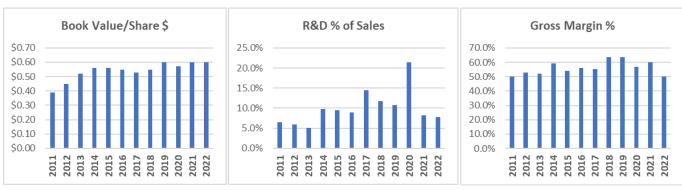
C-COM is also on track to ramp-up R&D for its Phased Array antenna with the opening of a new office in Waterloo, ON. The testing over satellite and the commercialization of the final product are progressing well and preparations for volume production for this new antenna are also under way.

The potential market for Phased Array antennas is estimated to exceed \$17 billion over the next decade. Over the next year, the Company's financial performance will also benefit from an increase in sales of its core products and additional orders for its innovative Manpack system.



## **REVENUE BY GEOGRAPHY: 2022**





# **MANAGEMENT TEAM**

#### Leslie Klein, Ph.D., P.Eng.

Founder, Chairman, President & CEO, has a Ph.D. from California Western University and a B.A.Sc. in Electrical Engineering from the University of Waterloo. Prior to starting C-COM, Mr. Klein founded several other successful entrepreneurial ventures.

#### Bilal Awada, B.A.Sc., M.A.Sc. CTO

As a co-founder of C-COM, Bilal Awada has a Bachelor and Master's degrees in electrical engineering from the University of Ottawa and has been involved in the development of all of the products manufactured by the company.

# Art Slaughter, CPA, CFA

CFO: Art is a CPA-CA and a CFA charter holder. He is also a graduate of the University of Ottawa. Art has a diverse business background: general management, banking, CFO roles and consulting across several industries.

## **C-COM Satellite Systems Inc.**

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This document release contains forward-looking statements. These statements relate to future events or future performance and reflect management's current expectations and assumptions. Forward-looking statements in this document include statements about C-COM's expectations regarding the capabilities, target markets and commercialization of new products, as well as expectations regarding benefits to its financial performance. A number of factors could cause actual events, performance or results to differ materially from the events, performance and results discussed in the forward-looking statements. Any of those events could have an effect on future performance and C-COM's ability to achieve the results mentioned above. Please refer to C-COM's latest management's discussion and analysis available at <a href="https://www.SEDAR.com">www.SEDAR.com</a> for a more detailed description of the risk factors associated with its business. These forward-looking statements are made as of the date hereof and C-COM Satellite Systems Inc. does not assume any obligation to update or revise them to reflect new events or circumstance.

