

February 29, 2024

Price (Feb. 29, 2024) 52 Week Range (Mar. 1, 2023 -Feb. 29, 2024)	\$1.45 \$0.72to \$1.50	
Shares O/S as at Feb.	42,186,400	
29,2024		
Market Cap as at Feb.	61,170,280	
29,2024		
50-day Avg.Volume	13,340	
Insider Ownership	40%+	
Year-End	November 30th	
Symbol	TSX-V: CMI	
	OTCQB: CYSNF	
Dividend yield	3.4%	
Annualdividend payout	\$0.05	
per share Current Assets	\$26,789,687	
Current Liabilities Working Capital	\$1,288,043 \$25,501,644	

Financial Data	For the Period Ended		
\$ millions (unless otherwise stated)	Feb-24	Nov-23	Nov-22
Sales	2.63	8.29	11.65
EBITDA	0.64	2.30	1.89
Net Income	0.39	1.67	1.14
Free Cash Flow	1.89	-1.77	3.06
Cash & Equivalents	16.64	15.44	18.85
Total Debt	nil	nil	nil
Shareholders' Equity	25.45	25.53	25.22
Total Assets	26.93	26.63	26.87
Working Capital	25.50	25.58	25.37
RoE (%)	1.53%	6.59%	4.58%
RoA (%)	1.45%	6.28%	4.24%
EPS (basic) (dollars)	0.01	0.04	0.03
EPS (FD) (dollars)	0.01	0.04	0.03
Cash/share (dollars)	0.39	0.37	0.45
W. Avg. # of Shares o/s basic	42.19	41.89	41.14
W. Avg. # of Shares o/s diluted	42.44	41.91	41.92

THE COMPANY

C-COM is an Ottawa, Canada-based technology company focused on research, development, and design of fully motorized, auto deploy, mobile satellite antenna products (iNetVu®). Established in 1997, C-COM is one of



the largest Comm-ON-The-Pause (COTP) mobile VSAT manufacturers in the world. The Company's iNetVu® brand of terminals allow the user, with just the push of a button, to connect to any satellite in virtually any location where terrestrial networks are limited or unavailable. The Company is developing highly disruptive antenna technology (Electronically Steerable Phased Array) and is in the process of developing its own Analogue Beamformer Integrated Circuits which are the basic building blocks of Phased Array Antennas.



C-COM was founded in 1997 and became public in 2000. The company has sold over 10,000 antennas globally, to-date. Key markets are Oil & Gas, Government, Military, Emergency Service (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 resellers 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 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 400 of these systems already in use world-wide.

The Company is in final stages of completing the testing 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 seven patents relating to the design of this new antenna system and more patents are being contemplated. This project should provide C-COM with a COTM (Communications on the Move) Ka-band antenna technology. The antenna is going to be able to track satellites in **GEO/LEO and MEO orbits** while in motion and could also be deployable on spacecraft and other airborne vehicles including HAPS and drones.



PERFORMANCE REVENUE NET INCOME

BUSINESS HIGHLIGHTS

1. Mobile Communication Solutions-iNetVu®

iNetVu® is a C-COM-developed proprietary, mobile, selfpointing 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 Xband. This product is being used by First Responders, the Military, Disaster Management, Telcos for cellular backup and many others who require a rapidly deployable, easy to set-up and easy to transport satellite antenna.



3. "Leading Edge" – Phased Array Antenna

The Company has completed the development of a very promising advanced revolutionary antenna technology and is in the final stages of testing and certification of this new 4000 element version of the antenna. C-COM has previously successfully satellite tested a 1000 element version of this, electronically steerable, Phased Array, Ka-band, COTM (Comm-on-the-Move) antenna.



Commercialization of this new in- motion antenna systems is underway and is expected to be completed by late 2024 with production expected to start in early 2025. The commercialization of

this technology should result in antennas which are thin, modular, conforming, with no moving parts, and capable of electronically tracking multiple GEO, MEO and LEO satellites.

The market for this antenna technology is expected to reach \$4 billion in the next 3-5 years and over \$17 billion in the next decade.





4. C-COM Ka-band Beamforming Integrated Circuit (BFIC) Development

With funding assistance from the Government of Canada and development at the University of Waterloo, C-COM is one year away from having its own Ka- band Beamforming Integrated Circuit which is the basic building block of any Electronically Steered Phased array antenna. This new development will enable C-COM to manufacture antennas that will be using these novel and proprietary BFIC's optimized for satellite use. These BFIC's will be significantly less expensive and far more power efficient than presently available off the shelf BFIC's designed mainly for use with 5G cellular communications.

The Analogue Beamforming Phase Shifter market was valued at US\$ 2.2 billion in 2020. A market of US\$ 4.9 Bn is expected to be reached by 2031.



A WORLDWIDE PRESENCE

C-COM provides equipment and support services for its mobile satellite communication platforms to its global network of resellers and integrators.



IS POISED FOR GROWTH

The company had a profitable fiscal 2023 with a significant increase in profit margins over fiscal 2022. Going into 2024 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.

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.



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 final 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. We expect to have a C-COM developed **Beamformer Integrated Circuit** ready for testing with our **Electronically Steered Phased Array Antenna** within 12 months. This Integrated Circuit will be made available to companies developing Phased Array products for a number of vertical markets such as Radar, Space Probes, Electronic Warfare, Signal Processing and others.



Works Anywhere, Deployed Everywhere

REVENUE BY GEOGRAPHY: Q1 2024





MANAGEMENT TEAM

Leslie Klein, Ph.D., P.Eng. President and CEO

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. Chief Technology Officer

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 Chief Financial Officer

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.

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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 www.SEDAR.com 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.



Works Anywhere, Deployed Everywhere