

TOTAL TELCOM

TSX.V: TTZ

OTC: TTLTF



Investor Presentation
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Forward-Looking Statements

Certain statements in this presentation constitute “forward-looking” statements that involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance, objectives or achievements of Total Telcom Inc., or industry results, to be materially different from any future results, performance, objectives or achievements expressed or implied by such forward-looking statements. When used in this presentation, words such as “may”, “would”, “could”, “will”, “expect”, “anticipate”, “estimate”, “believe”, “intend”, “plan”, and other similar expressions are intended to identify forward-looking statements. These statements reflect Total Telcom's current views regarding future events and operating performance, are based on information currently available to Total Telcom Inc., and speak only as of the date of this presentation.

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About Total Telcom

Total Telcom is a leading developer and provider of remote asset tracking, monitoring, control, and communication solutions.

We specialize in the development of innovative wireless communications that provide low-cost, high-tech monitoring, tracking and remote control solutions for commercial, industrial and consumer applications.

85% of the Earth's land mass is not covered by cellular signal₁



The Satellite Communication Market is projected to grow from USD \$282 million in 2023 to USD \$1.13 billion by 2028, growing at a CAGR of 32.1% from 2023 to 2028₂



Business Model

From Planning to Profit



DEVELOP

remote asset tracking and monitoring solutions. Reverse engineer complex customer problems to create hardware solutions with a broad range of applications.



PARTNER

with manufacturers and distributors, quickly gaining direct access to large and dynamic global customer bases without additional marketing spend.



SCALE UP

by providing global coverage with the satellite network, and a business model that requires limited sales and marketing efforts.



PROFIT

through hardware sales and recurring data and communication revenue established by our hardware devices and facilitated by our back-end satellite network.

Our Products and Solutions

Focused on Market Segments Including:

- Environmental
- Fisheries
- Recreational Vehicles
- Forestry
- Military
- Off-Road Racing



Water-TraX

Water-TraX is an advanced satellite telemetry device specifically designed for water management & environmental monitoring.

Racing-TraX

Racing-TraX is an advanced racing management system utilizing satellite technology to enhance safety, monitoring, and tracking for remote racing events.

Text Anywhere

Text Anywhere is a satellite-based global text message (SMS) and email communication service from any device.

SAT RV

A satellite-based telematics system for the recreational vehicle marketplace.

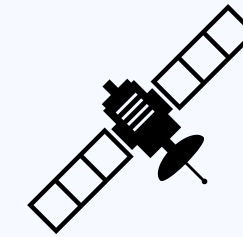
ROM Communications


ROM is an authorized airtime reseller and hardware developer for satellite, cellular and wireless IP Networks.

Our Products and Solutions

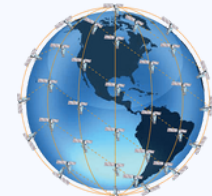
Overview

- Third-party satellite company provides connectivity modem.
- ROM Communications (Total Telcom subsidiary) acts as the integrator connecting the satellite modem with Total Telcom's hardware products and data management solutions.
- Hardware applications are built for niche markets to suit unique customer needs.






Iridium® is the only mobile voice and data satellite communications network that spans the entire globe. Iridium enables connections between people, organizations and assets to and from anywhere, in real time.



- 100% Global Coverage
- Reliable, low-latency, weather-resilient connections
- 66 cross-linked Low Earth Orbit (LEO) satellites

Total Telcom Subsidiary (wholly owned)

Core Technology for integrating between the satellites, and the application hardware. Software stack on top to collect, manage and share data with clients





Reduce trips to the field and get critical, real-time data from your sites.

Water-TraX is an advanced satellite telemetry device specifically designed for water management & environmental monitoring.



Extend your peace of mind beyond cell coverage and paved roads.

A satellite-based telematics system for the recreational vehicle marketplace.



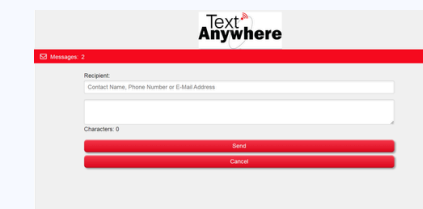
Leading Safety Solution for Off-road and Remote Vehicle Racing.

Racing-TraX is an advanced racing management system utilizing satellite technology to enhance safety, monitoring, and tracking for remote racing events.



Send and receive text messages and emails anywhere on the planet.

Text Anywhere is a satellite-based global text message (SMS) and email communication service from any device. A low-cost, true 2-way messaging system with global coverage providing global connectivity.



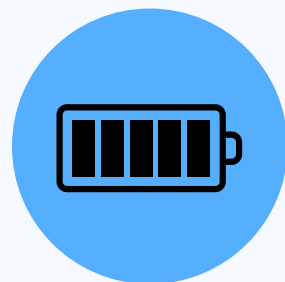
Our Customers



Why They Choose Us

Reliable, Rugged, Self-Contained, Accurate Data Loggers & Remote Monitoring Solutions

- A Client First Business
- Known for Solving Complex Problems
- Reverse Engineering Solutions
- Trusted Industry Reputation



Low Power

Efficient energy management, extended operation, and portability are critical for remote asset tracking, making low power requirements for data transmission and self-sufficient hardware with built-in batteries, and power, essential.



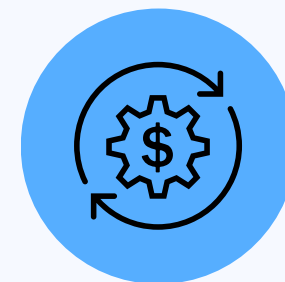
Real-Time Critical Data

Enhances companies' ability to remotely monitor and track valuable assets virtually anytime and anywhere around the world, capturing critical data for proactive asset management.



Global Coverage

Satellite connectivity to provide off-grid devices virtually gap-free coverage in challenging cellular environments



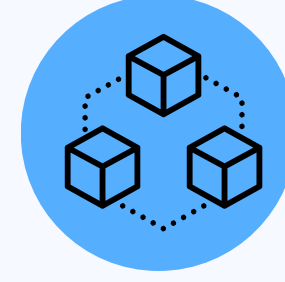
Cost Effective

Eliminate manual, on-site inspections, reducing travel costs and resource allocation. Early detection of issues to prevent and minimize costly breakdowns, reducing asset downtime.



Improved Decision Making

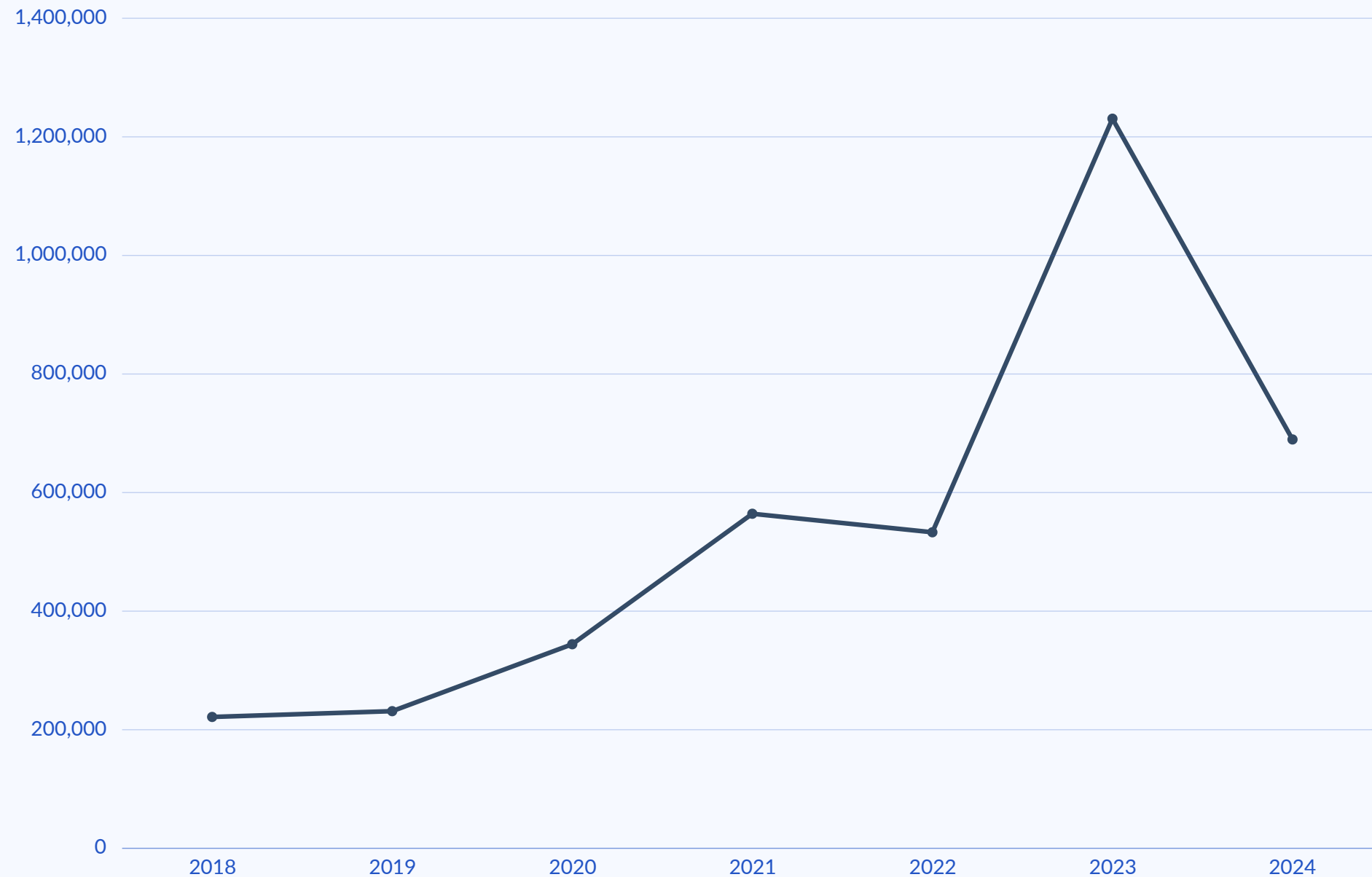
Access to accurate and comprehensive asset information allows for better planning and resource allocation, optimizing operational efficiency, and reducing unnecessary expenses.



Condensed Data

Small packets of data in satellite communication ensures efficient bandwidth utilization, improves data reliability by minimizing the impact of errors and interference, and reduces latency for time-sensitive applications.

Yearly Hardware Sales



Growing hardware sales and install base, leads to growth in high margin, recurring, data/communication revenues.

Fiscal 2024 Hardware Sales
\$689K

Blended Gross Margins
61%

New Product Launches
2

RV Controller:

- RV manufacturers have experienced a 45% decrease in demand for recreational vehicles - tempering our short-term expectations.

SATrv:

- Launched in Q1, 2024
- Received initial 1000-unit order

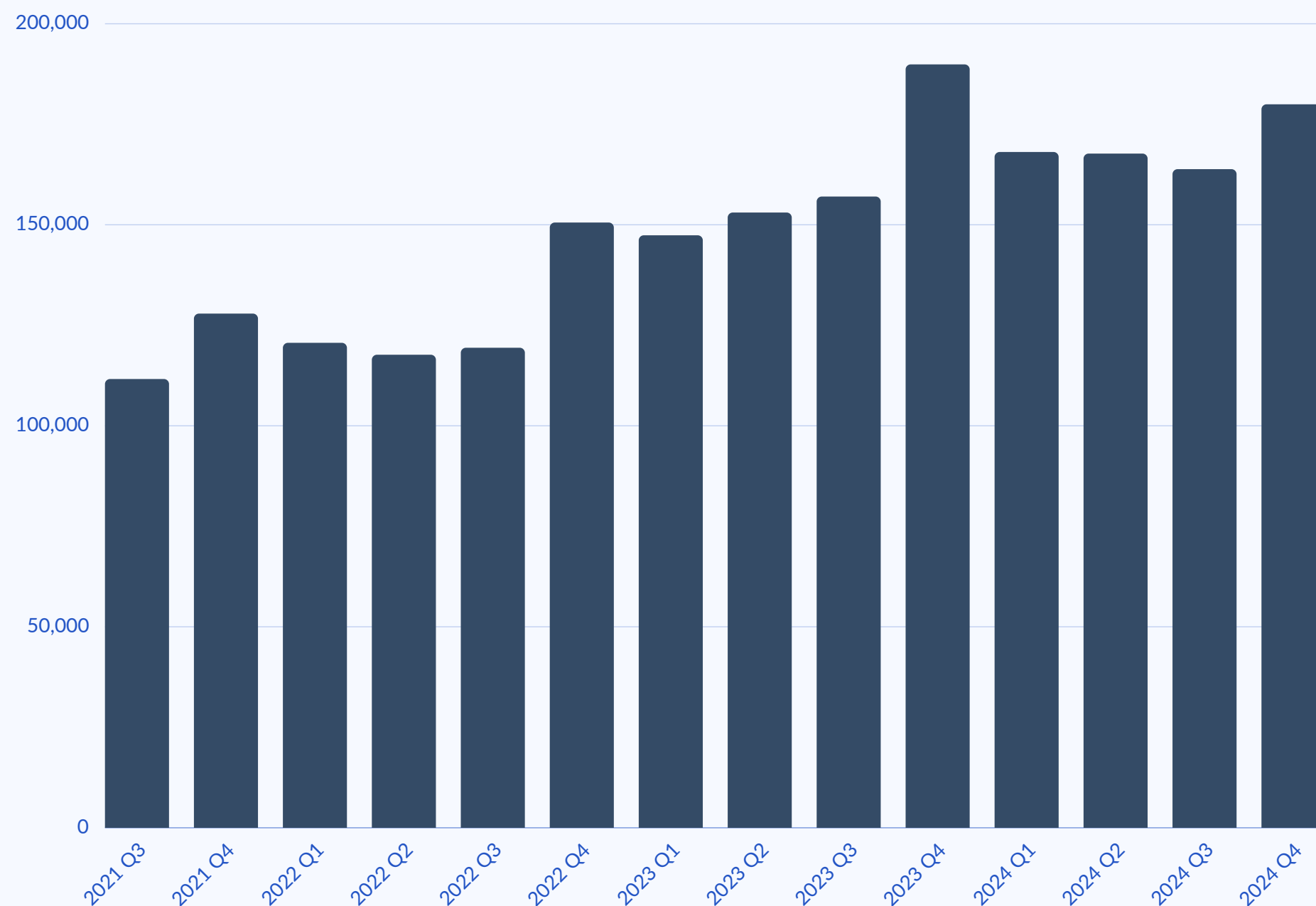
Water-TraX:

- Entered into non-exclusive private label manufacturing and supply agreement with a leading global instrument technology company.
- First global product launch
- No additional marketing and sales expenditures to expand customer base
- Total Telcom retains all data communication revenue

Racing TraX:

- Stable revenues with anticipated \$500,000+ revenues per annum.
- Initial hardware sales, that are now being rented, demonstrating high return on investment.
- Invested in development of new units Fiscal2024

Quarterly Data and Communication Revenue



- ✓ High Margin
- ✓ Recurring Revenue
- ✓ New Product Integration

Data / Communication Revenue (TTM)
\$679,623

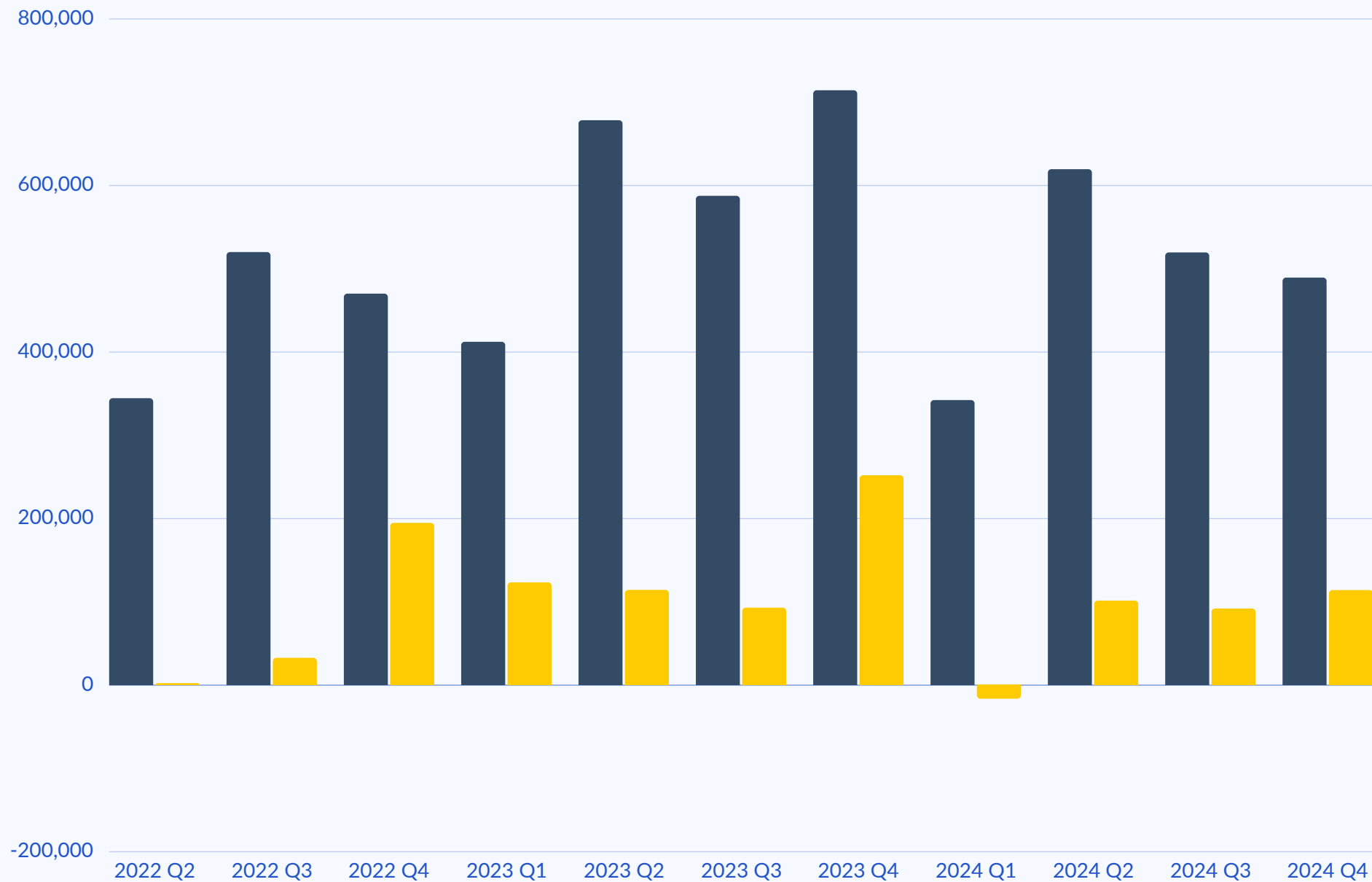
Year / Year increase
5%

Connected devices
2,000 units

- Lag between the growth in hardware sales and growth in data/communication revenues
- Manufacturing and distribution partners install and sell the hardware, and the end user signs up for data plans with Total Telcom.
- Data/communication revenues are also white-labeled offerings, under the manufacturer's brand.
- Total Telcom has a legacy agreement with the Iridium Network as a value added reseller, with decades of experience and technology trust.
- Increasing opportunities for more data /communication revenues with decreasing costs of satellite telemetry

Quarterly Revenues & Net Income

- ✓ New Products
- ✓ New Partnerships
- ✓ Expanded Distributor Network



Revenue (TTM)
\$1.97M

Year/Year decrease
-18%

Net income (TTM)
\$291,531

Year/Year decline
-49%

Leadership Team

Neil Magrath CEO / DIRECTOR

- President & CEO of the Corporation
- Caproco Corrosion, 15 years working history overseeing material management, engineering and construction.
- Purchased private corrosion business, grew it from \$750K to \$10M, through organic and M&A.
- Built Alberta Fibre Optic Supernet.
- Director since 2000
- Owns 2.83M shares

Scott Allan CFO / DIRECTOR

- Chartered Professional Accountant Allen & Associates
- Director since 2004
- Owns 1,086,100 shares

Paul Andreola DIRECTOR

- CEO and Director of NameSilo Technologies Corp. (CSE:URL), Director Atlas Engineered Products Ltd. (TSXV:AEP).
- 25 years of business development and financial markets experience
- Director since 2023
- Owns 798,500 shares

Wayne Jamieson DIRECTOR

- Telecommunication and instrumentation engineering technology background
- Designed, deployed and maintained SCADA and control systems for oil and gas, and mining companies.
- Currently managing and strategic planning the commissioning and startup of several new mega projects with budgets of up to \$3-\$5 billion
- Director since 2021
- Owns 302K shares

David Hammermeister DIRECTOR

- Chartered Professional Accountant and partner at MNP, LLP
- Been in public practice in Saskatchewan since 1992, focused on private enterprise oil related businesses, investment companies and high net-worth individuals.
- Board member of several private companies and non-profits organizations.
- Director since 2011
- Owns 2.395M shares

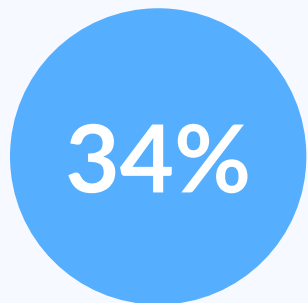
Investment Highlights



Key Inflection Point: Consistently Profitable and Growing



Recurring Revenues with Multiple New Commercialized Global Products



Tight Share Structure, High Insider Ownership (33%)



Highly Scalable Business Model based on Manufacturing and Distributor Partnerships

Capitalization Table



Issued and Outstanding	26.4M
Options	990K
Share Price	\$0.28
Market Capitalization	\$7.4M
Cash & Term Deposits	\$2.79
Debt	\$0
Enterprise Value	\$4.6
Insider Ownership	33%

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Thank You

If you have any investor related questions, or wish to learn more about Total Telcom, please feel free to contact us!

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