

CENTREX

VICON

ADVANCED INDUSTRIAL SERVICES

*Global Leader in Advanced Security and Surveillance
Technology & Industrial Services*

NASDAQ Listed | **CETX**

Investor Presentation
October 2025

Safe Harbor Statement



This presentation may contain forward looking statements that involve numerous risks and uncertainties. Actual results could differ materially from those projected in the forward-looking statements as a result of a number of risks and uncertainties. These forward-looking statements are not a guarantee of future performance. This release may contain non-GAAP financial information and are not calculated or presented in accordance with US GAAP. The Company believes that the presentation of non-GAAP financial measures provides useful information to management and investors regarding underlying trends in its consolidated financial condition and results of operations. The Company's management regularly uses these supplemental non-GAAP financial measures internally to understand, manage and evaluate the Company's business and make operating decisions. These risks and uncertainties are discussed in our filings with the Securities and Exchange Commission, including our annual report on Form 10-K, quarterly reports on Form 10-Q and current reports on Form 8-K. Statements made herein are as of the date of this presentation and should not be relied upon as of any subsequent date. Except as may be required by applicable securities laws, we do not undertake any obligation to revise or update any forward-looking statements contained in this presentation.

Corporate Overview

Cemtrex is a multi segment industrial and technology platform with operating brands Vicon Industries and Advanced Industrial Services (AIS).



NASDAQ: CETX

Security	Industrial
 <p>Global leader in advanced security and surveillance technology to safeguard businesses, schools, municipalities, hospitals and cities.</p>	 <p>Premier provider of industrial contracting services including millwrighting, rigging, piping, electrical, welding.</p>
Revenue (FY 2024)	
\$32.0M	\$34.8M

Share Price ¹	\$5.66
Market Cap ¹	\$5M
FY 2024 Revenue ²	\$66.9M
Cash & Cash Equivalents ²	\$7M
Shares Outstanding ³	.9M
Float ³	1.7M
Headquarters	Hauppauge, NY
Employees	281

1. As of September 30, 2025
2. As of June 30, 2025
3. As of September 30, 2025

We've grown our revenues from under \$40M in '21 to over \$65M in '24.

Our Operating Philosophy



- **Decentralized, Accountable Leadership** – Each business runs independently with clear P&L ownership and aligned incentives.
- **Disciplined capital allocation** – Acquire high-ROE, cash-generating companies with strong leadership or bolt-on acquisitions backed by clear synergy and strategic logic.
- **Business Model Fundamentals** – Target businesses with attractive gross margins, recurring or repeatable revenue, durable growth tailwinds, and simple models we deeply understand.
- **Achieve Scale via Acquisitions** – Build scale through consistent, repeatable acquisitions that strengthen our existing platforms and compound long-term value.

We operate with the **rigor** of an industrial holding company and the **imagination** of a technology firm — focused on cashflow, innovation, and long-term value creation.



Creating the best video surveillance solutions for commercial, schools, industrial, and government applications.

- End to End Solutions Provider, with over 50+ years in the industry with strong established legacy customer base
- Vicon's proprietary Valerus video management software (VMS) platform enables revenue at high margins
- Vicon's new cloud security platform, Anavio, integrates video, access, and intercom in one easy-to-use system, powered by AI and face-based authentication
- NEXT™, a next generation modular camera platform that delivers rapid installation, AI processing capabilities, advanced onboard technologies and integrations
- Over 10,000+ cameras sold annually

Customers include:

- Corrections
- Hospitals
- Airports
- Courthouses
- Gov't Buildings – Fed, State, Local
- Border Protection
- Manufacturing
- High-Rise Residential & Commercial

INTRODUCING
NEXT



[Video link will open in web browser](#)

Industry Dynamics

- Shift from perpetual on premise to recurring subscription based, cloud based, scalable deployments
- Advanced AI driven shift for automated security solutions
- High repeat business, attractive gross margins

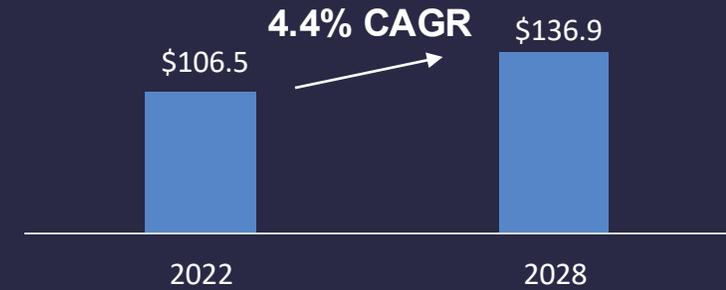


Sources: 1) [Markets & Markets](#) 2) [Markets & Markets](#)



Physical Security Equipment Global Market¹

\$ in billions



Video Surveillance Global Market²

\$ in billions



Video Surveillance is largest physical security equipment category

The Vicon Difference

Delivering Innovation & Value for Over 50 Years

NEXT

Next Generation Modular Camera Platform

- Rapid Installation <5 minutes vs 45 min+ for others
- Next Gen AI Processing Capabilities
- Advanced Onboard Technologies & Integrations
- Modular Sensor System



A Single-Source Supplier

Simplify purchasing and support.



Open Platform

Works with other open security platforms, cameras and hardware.



Centralized Platform

Monitor and track your entire security operation from a single interface.



Lower Total Cost of Ownership

No surprise fees, additional support charges, and no forced upgrades.



World Class Support

Our engineers are dedicated to resolving even your toughest challenges.

Complete Vicon Solution



Comprehensive Enterprise Security Management Systems

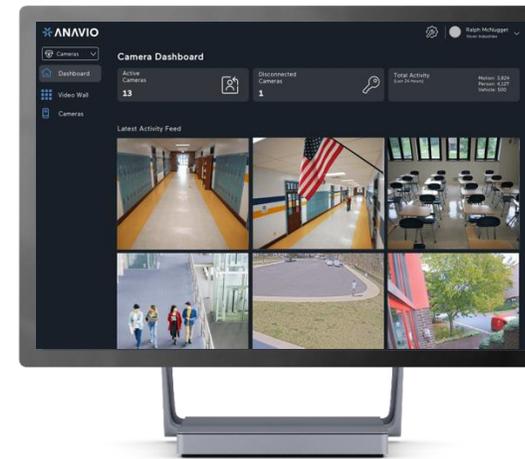
License Plate Recognition (LPR)



Valerus VMS



Anavio



VAX Access Control



Servers



Intelligent Cameras



Readers & Controllers

Advanced AI Capabilities



Vicon NEXT



Others

The Value of Artificial Intelligence

Vicon's AI helps can classify objects better than others with 24/7 color to expedite investigations and improve forensic detail.

NEXT Modular Camera System



NEXT completely rethinks the traditional camera experience by reducing installation time from hours to minutes, leveraging the most powerful AI processing capabilities on the market, and deploying advanced onboard technologies and integrations.

AI Processing Capabilities: Industry-leading AI processing capabilities brings powerful intelligence right to the camera, enabling security professionals to quickly identify incidents and suspects.

AI Armed Person Detection: Low-cost, high-efficiency solution for assistance in the detection of armed persons in surveillance footage and enhancing the capabilities of video management systems to initiate specific responses upon detection. *Coming in Q1 2025*

Hailo-15 System-on-a-Chip (SoC): Partnership with Hailo, an AI chip manufacturer, integrates the groundbreaking Hailo-15 SoC into NEXT, unlocking edge-based AI processing capabilities directly on the camera that far exceeding traditional cameras.

Rapid Installation: NEXT features Vicon's groundbreaking patented snap-and-twist design, so installers can set up each camera in under five minutes without specialized tools.

Advanced Onboard Technologies & Integrations: Packed with several intelligent features, NEXT's compact design includes high-powered microphones with a 50-foot range and 360° commercial-grade speakers for real-time audio warnings and communications.

Modular Sensor System: A single hub can manage up to four sensors, optimizing installation and reducing the need for multiple network drops or power sources, making it highly efficient.



Vicon Operations & Outlook



Outlook

- Full fiscal year 2024 Revenues of \$32.0M compared to full fiscal year 2023 Revenues of \$34.4M, a 7% decrease, due to weaker industrywide demand for security solutions
- Overall outlook on revenue remains optimistic for continued 15-20% growth on average over next few years
- Several key hires from competitors to drive business acceleration

Product Focus

- AI at the core of product roadmap
- Launched Anavio, a cloud-based Video Surveillance as a Service offering that integrates video, access, and intercom in one easy-to-use system, powered by AI and face-based authentication
- Unveiled NEXT™, a next generation modular camera platform that transforms how security integrators and end-users install, interact, and support their camera systems
- Opportunities for recurring revenue as industry shifts to subscription software solutions

Revenues

(Unaudited – Internal)

\$ in Millions	FY 2022	FY 2023	FY 2024	FY 2025 (Est) ¹
Net sales	\$23.5	\$34.4	\$32.0	~\$36.0+
GM%	40%	50%	51%	~50%

1. The company does not provide guidance, and these estimates should not be relied on as guidance



ADVANCED INDUSTRIAL
SERVICES

Single source industrial contractor

- 40+ years in industry
- Premier provider of industrial contracting services including millwrighting, rigging, piping, electrical, welding
- Installs high precision equipment in a wide variety of industrial markets including automotive, printing & graphics, industrial automation, packaging, and chemicals
- Expertise and capabilities in plant and equipment erection, relocation, and disassembly
- High repeat business and well-known reputation

Industry Dynamics & Outlook



- The global Industrial Services market size was valued at \$36.9B in 2022 and is projected to reach \$50.1B in 2030, growing at a CAGR of 8.6%¹
- Growth driven by an increase in demand for predictive maintenance services and the rise in the complexity of equipment
- Global industrial control and factory automation market size is projected to reach \$218.8B by 2027 from \$147.9B in 2022, at a CAGR of 8.2%²
- American firms are expected to reshore 230,000 manufacturing jobs in 2024³
- Opportunity to aggregate several regional contractors into a nationwide player

AIS Outlook

- Profitable with strong balance sheet allows ability to offer more comprehensive services due to inventory of equipment
- Experienced management

Revenues (Unaudited – Internal)

\$ in Millions	FY21	FY 22	FY 23	FY 24	FY 25 (Est) ³
Net sales	\$19.0	\$21.2	\$25.0	\$34.8	\$35.0
GM%	33.6%	29.9%	34.3%	32.5%	33.0%

- Exploring acquisition opportunities to continue to scale geographically and capabilities

1) [Markets & Markets](#) 2) [Markets & Markets](#) 3) [Reshoring Initiative](#) 3) The company does not provide guidance, and these estimates should not be relied on as guidance.

Financial Results



Nine Months

Ending June 30

Twelve Months

Ending September 30

\$ in millions

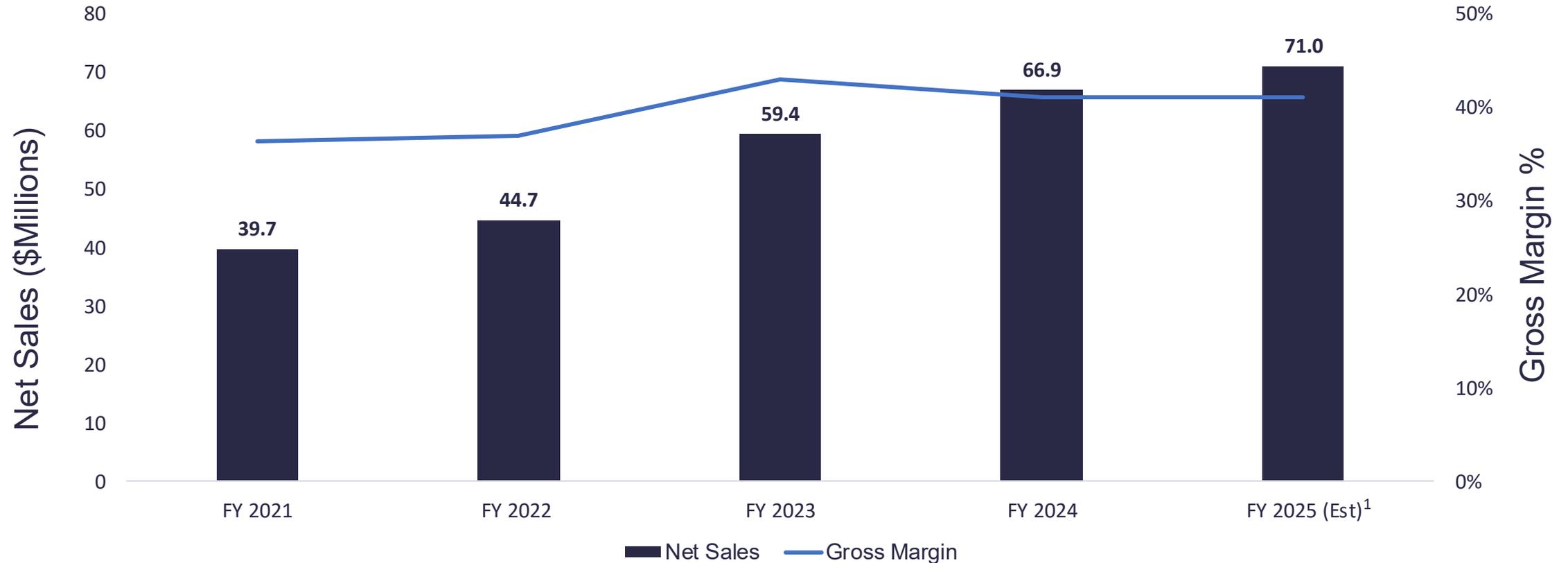
	Nine Months			Twelve Months		
	FY 25	FY 24	%	FY 24	FY 23	%
Total Revenue	\$ 58	\$ 48.7	19%	\$ 66.9	\$ 59.4	13%
Gross Profit	\$ 25.2	\$ 19.9	12%	\$ 27.5	\$ 25.7	7%
Gross margin (%)	43.5%	41%	2%	41%	44%	-7%
Operating Income	\$ 1.7	\$ (5)	134%	\$ (5.3)	\$ (1.5)	-253%

1) Use of Non-GAAP Measures: Earnings before interest, taxes, and depreciation and amortization (EBITDA) and Adjusted EBITDA are non-GAAP measures. In defining Non-GAAP EBITDA, the Company excludes the impact of non-cash stock-based compensation and other non-recurring items, such as R&D expenses and equity interest loss. EBITDA has limitations as an analytical tool and should not be evaluated in isolation or as a substitute for analysis of results as reported under U.S. GAAP. Management utilizes this metric as a basis for evaluating our ongoing operations, and believes investors' understanding of our performance is enhanced by including this non-GAAP financial measure as a reasonable basis for evaluating our ongoing results of operations, without the effects of interest, taxes, depreciation, and amortization and other non-recurring expenses.

Financial Performance



Focus on Vicon and AIS Driving Steady and Consistent Growth



1. The company does not provide guidance, and these estimates should not be relied on as guidance

Financial Performance & 2025 Outlook



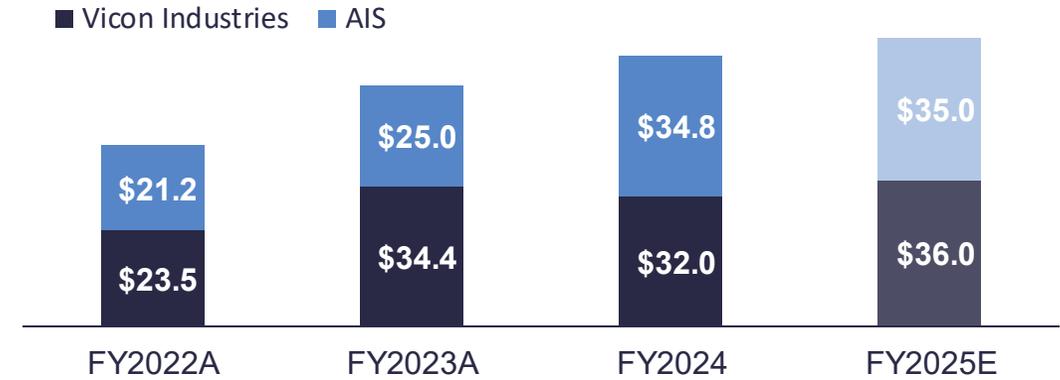
Revenues

\$ in Millions

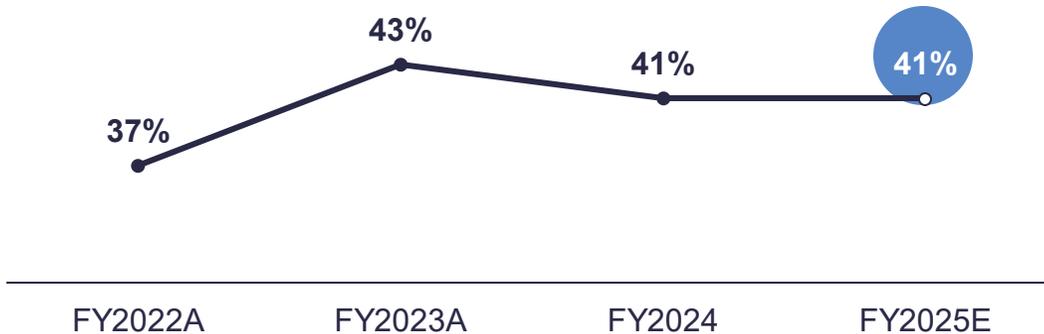


Segment Revenues

\$ in Millions



Gross Margin



Operating Income

\$ in Millions



1. The company does not provide guidance, and these estimates should not be relied on as guidance

Cemtrex Management



Saagar Govil – Chairman & Chief Executive Officer

Saagar Govil has been with Cemtrex since 2008 and has been the Company's CEO and President since December 2011. He was ranked #17 on Business Insider's "Top 100 of Silicon Alley" and "Top 40 Under 40" by Stony Brook University. Prior to becoming the CEO, he was Vice President of Operations, responsible for sales, marketing, production, and engineering. He began his career as an applications engineer providing customer support on-site and designing turn-key engineered systems for various customers and projects. Saagar Govil has a B.E. in Materials Engineering from Stony Brook University, N.Y.



Paul Wyckoff – Chief Financial Officer

Mr. Wyckoff has been with Cemtrex since 2014 when he joined as the Manager of Financial Reporting and since 2019 has served as Corporate Controller. Previously the Controller at Vaso Corporation (formerly Vasomedical, Inc.) a medical device distribution company. He has 20 years of private accounting experience and holds a B.S. in Accounting from SUNY College at Old Westbury.

VICON Management

Haim Shain - Chief Product Officer, Previously: Carrier, FLIR

Jonathan Rudolph – Chief Revenue Officer, 20+ years experience

Board of Directors

Metodi Filipov - Director

- Entrepreneur and technology executive with 25+ years of experience creating, operating and driving growth for technology companies
- Formerly VP of Operations at Cemtrex from 2008 to 2010
- After Cemtrex served as Managing Director of Bianor, a mobile consulting company providing solutions for enterprise clients



Manpreet Singh - Director

- Founder & CIO of Singh Capital Partners and was previously co-Founder of local services marketplace, TalkLocal



Brian Kwon - Director

- President & Chief Procurement Officer of H Mart
- Extensive operations experience in purchasing, distribution, logistics, IT, HR, and e-commerce from his time at H-Mart



AIS Management

Jared Haas – COO, previously GE

Barb Lamer – CFO, 20+ years experience

The Cemtrex Flywheel

Cemtrex's long-term strategy is to grow a diversified portfolio of high-performing industrial and technology businesses — expanding scale, deepening capabilities, and positioning for the next frontier of intelligent industry.

Three Strategic Pillars

1. Expand the Earnings Base

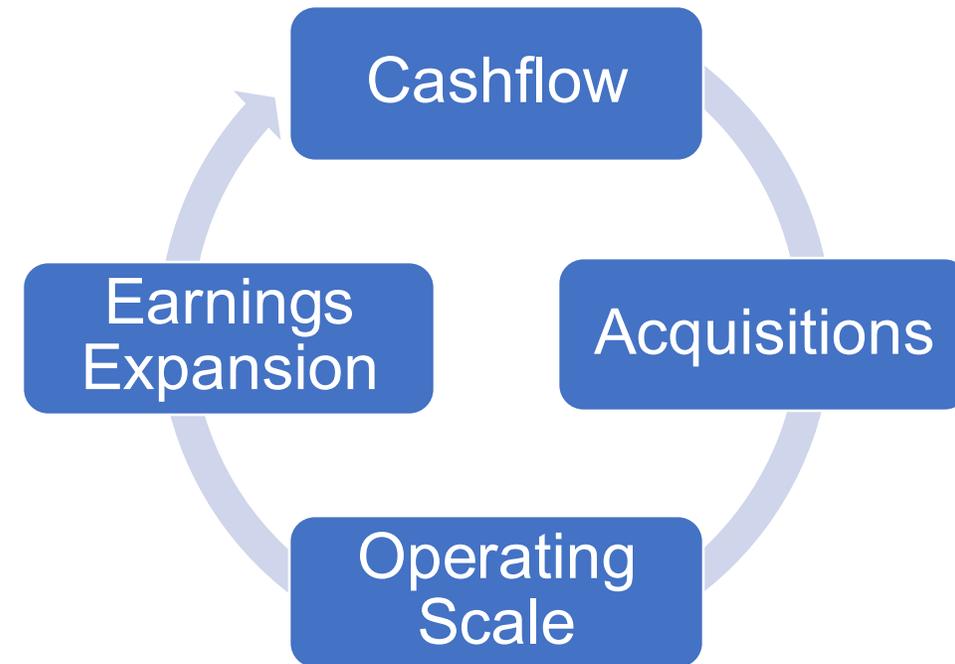
- Pursue disciplined acquisitions in attractive industrial, manufacturing, technology sectors with strong fundamentals, high ROE, and predictable cashflows.

2. Broaden Capabilities Through Adjacent Technologies

- Acquire or develop businesses that enhance our platform's technical depth — from automation and controls to data systems and advanced manufacturing.

3. Position for Advanced Systems and Future Frontiers

- Over time, extend our platform into higher-value sectors such as aerospace, automation, and next-generation infrastructure.



From strength to scale to frontier — a self-reinforcing platform for enduring value creation.

Key Takeaways

- Vicon launching NEXT cameras to drive long term growth
 - **Security segment revenues increased 19% YoY**
- AIS experiencing strong growth in the Industrial Services market
 - **AIS segment revenues increased 11% YoY**
- Operating Income was positive over 9 months FY 25
 - **\$1.6M in Operating Income compared to operating loss of \$5M**
- Two acquisitions announced: Robotics Integration & Aerospace Instrumentation to add \$15–18 million in annual revenue and \$2.5–3 million in operating income.
- Proven management team has approximately doubled revenues over last four years
- Large, growing, addressable and mature markets in Security, Business, Manufacturing, Government & Industrial



Cemtrex

Company

Saagar Govil
Chairman & CEO

Investor Relations

investors@cemtrex.com

www.cemtrex.com

135 Fell Ct, Hauppauge, NY 11788 USA

