

IGI Business Overview



Disclaimer – Safe Harbor Statement

This information contains forward-looking statements that are based upon current expectations or beliefs, as well as a number of assumptions about future events. Although we believe that the expectations reflected in the forward-looking statements and the assumptions upon which they are based are reasonable, we can give no assurance or guarantee that such expectations and assumptions will prove to have been correct. Forward-looking statements are generally identifiable by the use of words like "may," "will," "should," "could," "expect," "anticipate," "estimate," "believe," "intend," or "project" or the negative of these words or other variations on these words or comparable terminology. The reader is cautioned not to put undue reliance on these forward-looking statements, as these statements are subject to numerous factors and uncertainties, including but not limited to: the ability of our products and services to detect and prevent cybersecurity threats, our ability to maintain our listing on the OTCQB Market, our ability to maintain and expand our business partnerships, adverse economic conditions, competition, federal, state and local government regulation, international governmental regulation, inadequate capital, inability to carry out research, development and commercialization plans, loss or retirement of key executives and other specific risks, including those discussed under the heading "Risk Factors" in our Annual Reports and Quarterly Reports filed with the Securities and Exchange Commission. To the extent that statements in this document are not strictly historical, including statements as to revenue projections, business strategy, outlook, objectives, future milestones, plans, intentions, goals, future financial conditions, events conditioned on stockholder or other approval, or otherwise as to future events, such statements are forward-looking, and are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. The forward-looking statements contained in this document are subject to certain risks and uncertainties that could cause actual results to differ materially from the statements made. Readers are advised to review our filings with the Securities and Exchange Commission that can be accessed over the Internet at the SEC's website located at <http://www.sec.gov>, as well as IMCI's website located at <http://www.igicybersecurity.com>.

About IGI

Cybersecurity company uniquely positioned with recurring revenue in Professional Services and SaaS platforms

- Public Holding Company Structure (OTCQB:IMCI)
- IGI Cybersecurity
- IGI CyberLabs
- Highly developed channel structure in place
- SMB to mid-size enterprise customers across North America
- Focused on Increasing shareholder value and profitability
- Aggressive mid-market roll-up of cybersecurity companies
- Goal to be a \$100M+ company

IGI Leadership Team



James Villa, CEO, Board Member

Jim serves as Chief Executive Officer and is on the Board of Directors of IGI. Jim has over 30 years of professional experience investing, raising capital, and consulting with a variety of public and privately held organizations.



Andrew Hoyen, President/COO, Board Member

Andrew serves as President & COO and is on the Board of Directors of IGI. He brings over 25 years of experience from a variety of executive roles at Fortune 100 companies like Eastman Kodak, Carestream, and Toyota.



Rich Glickman, VP, Finance & CAO

Rich's background in finance and accounting spans over 30 years at various private and publicly held companies. His primary responsibilities include accounting, financial reporting, financial analyses, and various special projects.



Stuart Cohen, President, IGI CyberLabs

Stuart brings 35 years of experience of industry experience in high tech, open source, and cybersecurity collaboration. As the Founder of The Cybersecurity Collaborative and a former VP at the CyberRisk Alliance & IBM, Stuart brings a wealth of knowledge to IGI's cybersecurity software and SaaS focused subsidiary.



Rich Popper, VP, Business Development

Rich brings over 30 years of experience in technology in executive roles that encompass business & channel development, operations, M&A and software product management.



Chad Walter, VP, Sales & Marketing

Chad brings over 25 years of leadership in cybersecurity sales, marketing, and business development to his role at IGI. His vast knowledge of all the areas related to technology and cybersecurity provide the leadership necessary to drive outcomes.

Market and Competitive Landscape

Cybersecurity is a vastly expanding industry that has grown from a \$3.5B market in 2004 to what is forecasted to be a \$170B market by 2022

- Increased tech; shift to the cloud; and work from anywhere have increased the attack surface significantly
- Continued shifts to remote work and the cloud are playing an outsized role.
 - McKinsey found that the pandemic accelerated the pace of digital transformation by seven years
 - Gartner predicts 70% of all enterprise workloads will be deployed in the cloud by 2023, up from 40% in 2020
 - Worldwide public cloud services are predicted to grow from \$387.7 billion in 2021 to \$805.5 billion in 2025, according to Gartner
- Per Gartner, 61% of CIOs surveyed plan to increase security spending in 2021.
 - Fueled by increasing compliance to regulations at the state, national, and international levels
- Over 60% of all breaches are in the SME market
- Gartner predicts that 75% of all spending for security software and hardware will be spent on security outsourcing services.
- Vulnerability management SaaS competition
 - Expensive, hard to use and many are not 24x7 solutions
 - Fragmented competitive supplier base
 - National firms tend to offer only off the shelf solutions

IGI CyberLabs

Develop and market cybersecurity solutions that address customers' needs and fill technology gaps

Innovators

- Our people take bold ideas and then build them, so organizations can save time and money, and ultimately be better protected

Product Development and Deployment

- Continuously evaluating the market for gaps or enhanced solutions to develop

Aggregators

- Continuously developing solutions that fit into the cybersecurity technology stack

IGI CyberLabs

Why CyberLabs?

- Wholly-owned subsidiary of IGI
- Uniquely positioned with patented SaaS platform
- Additional IP portfolio being developed
- Channel relationships - Telarus, SYNEX, Staples, Perspecta - that similarly sized competitors can only dream about
- In house & domestic development teams
- Key team members have significant M&A experience

Why Nodeware®?

- Patented Nodeware SaaS platform is just the beginning of the cyber software solutions our people are working on for the benefit of the masses
- Sell Nodeware as stand-alone, part of cyber services engagement, or integrate with third party security platforms for broader reach
- Nodeware was developed by cybersecurity practitioners and combines new device recognition with vulnerability scanning
- It enables businesses to easily monitor their network, identify security gaps, and access detailed reports in order to achieve security compliance and protect their networks

SMB's: Under Attack & Underserved

- IBM: Cost of data breaches hit 17-year high
 - Data breaches cost companies an estimated \$4.24 million per incident on average — a 17-year high, according to a Wednesday report from IBM
 - Cybercrime costs small and medium businesses more than \$2.2 million a year
- There was a 424% increase in new small business cyber breaches in 2020
 - 43% of cyber attacks target small businesses
 - 60% of small businesses that are victims of a cyber attack go out of business within six months
- 14% of small businesses rate their ability to mitigate cyber risks and attacks as highly effective

Nodeware® SaaS Vulnerability Management



Simple and easy to use for MSPs or IT Admins; no security certification required



Provides MRR and easy to bundle with services



Scalable across multiple networks and customers



Ability for MSPs to manage multiple customer environments in single pane of glass



Scan during normal business hours with no impact to the network



New device recognition and alerts

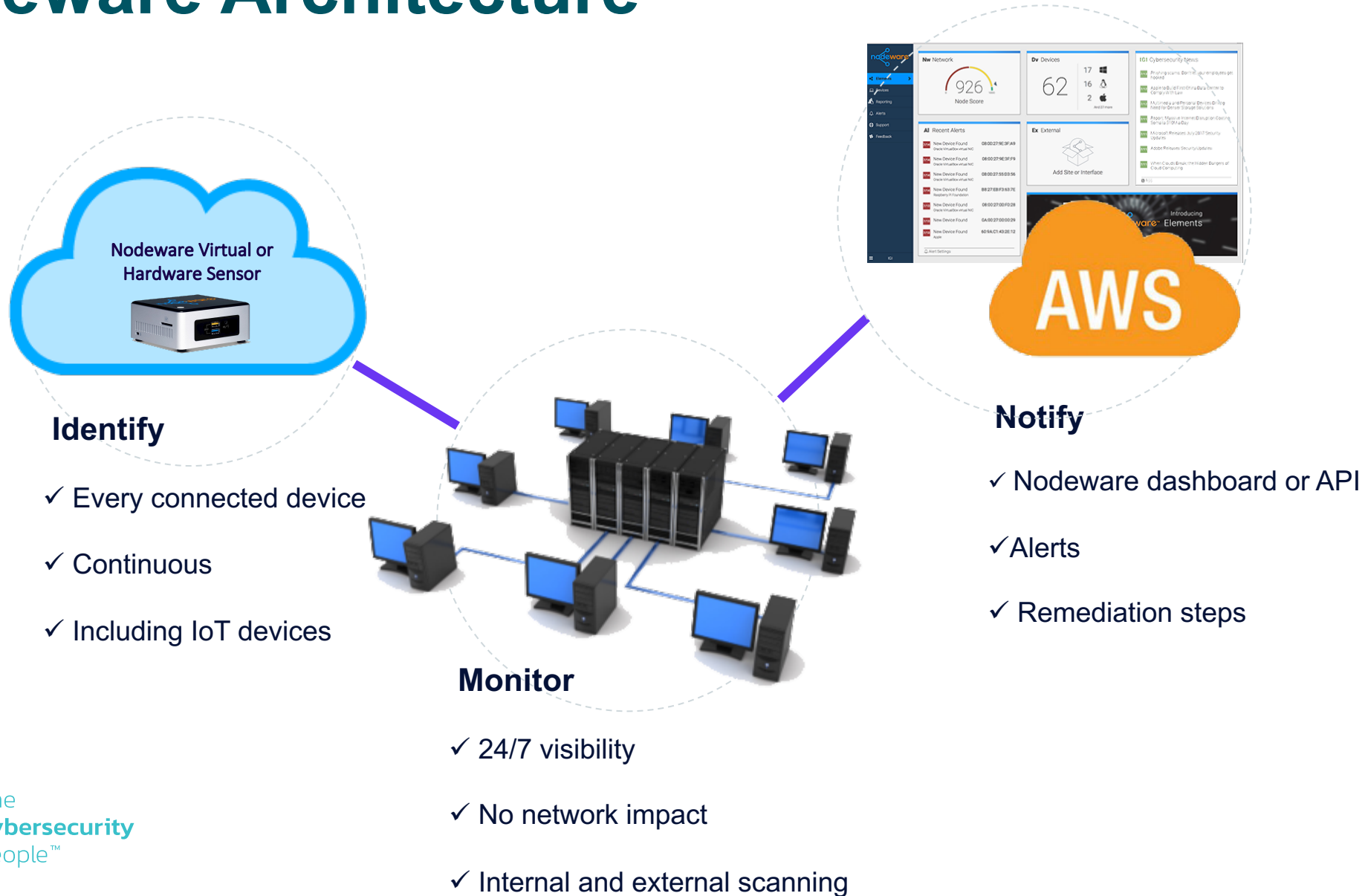


Patented & developed by cybersecurity practitioners



Quick and easy software installation with integration options

Nodeware Architecture



Why IGI

- Growing, profitable, public cybersecurity company (OTCQB:IMCI), positioned for continued success in the rapidly growing cyber industry
- Strategic plan for roll-up of niche cybersecurity companies
 - Mid-market consolidation strategy can drive rapid top line growth and shareholder value
- Rapidly growing recurring cybersecurity services revenue
- 20 years of cybersecurity background and pedigree
- Uniquely positioned with expert service delivery team and its own patented and patent-pending SaaS platform
- Channel relationships - Telarus, SYNEX, Staples, Perspecta - that similarly sized competitors can only dream about
- In house & domestic development teams
- Key team members have significant M&A experience
- IGI leadership and management teams can oversee successful transitions

INFINITE GROUP, INC. (IGI)

Five Reasons Why IGI May Reach Our \$0.65 Target This Summer

Rob Goldman
rob@goldmanresearch.com

May 19, 2021

| INFINITE GROUP, INC. (OTC – IMCI - \$0.19) | |
|--|--------------------------------|
| Industry: Cybersecurity | 3-6 Month Price Target: \$0.65 |

COMPANY SNAPSHOT

Headquartered in Rochester, NY with a workforce spanning across the United States, IGI works with organizations on all levels of Information Security and Cybersecurity. Through the Company's evolution from 1986 to today, IGI has continued to build on its strong foundation of securing data, systems, and technologies to become a leader in the cybersecurity field.

KEY STATISTICS

| | |
|-------------------------|-----------------|
| Price as of 5/18/21 | \$0.19 |
| 52 Week High – Low | \$0.32- \$0.058 |
| Est. Shares Outstanding | 29.1M |
| Market Capitalization | \$5.5M |
| Average Volume | 19,259 |
| Exchange | OTCPK |

COMPANY INFORMATION

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INVESTMENT HIGHLIGHTS

Reason #1: IGI recently filed paperwork with OTC Markets for an up-list to the OTCQB. Once this listing becomes effective it could enhance the opportunity for more investors to purchase the stock and add trading liquidity. Plus, it bodes well for future funding and M&A transactions, thereby potentially increasing the valuation.

Reason #2: IGI reported solid 1Q21 financials. Sales of \$1.8M reflected higher gross margin and a notable increase in *Nodeware*® and other product sales as compared with 1Q20. IGI received its first patent award on the *Nodeware* platform on May 4, 2021 per their Q1 10-Q filing. These trends bode well for second half revenue growth.

Reason #3: IGI is in the midst of a hiring spree with eight key hires in 2021 and more on the way. These moves typically signal that meaningful, future sales growth lies ahead as new employees are needed to manage future growth.

Reason #4: The Company's first acquisition as part of its rollup strategy could close before year-end. Given the marked increase in public market value versus private market value, we believe such an event could drive IGI's shares to new 52-week highs, post-closing.

Reason #5: IGI may offer the greatest upside/least downside in the space. Currently trading roughly 90% above the initiation price, IGI trades less than .6x 2021 projected revenue—an absurd discount to the median 8.5x price/sales multiple afforded the sector's leaders. Thus, we reiterate our \$0.65 price target.



IGI

The
Cybersecurity
People™