

Market Data

ConnectM Technology Solutions Inc. Nasdaq: CNTM

Price	\$1.19
52-wk Range	\$0.67-\$12.47
Market Cap	\$34.6M
Shares Out.	29.1M
Float	14.2M
Avg. Vol (90-day)	169,522
Insider Own.	33%
Revenue (FY24) ¹	\$27.5M
Cash (mrq) ²	\$1.9M
Debt (mrq) ²	\$6M

Price & share data as of January 30, 2025

¹ full year projection; \$17.3M revenue 9M24
² as of September 30, 2024

connectm.com

Company Overview

ConnectM Technology Solutions is accelerating the transition to an all-electric, net-zero carbon future through its AI-driven energy intelligence platform. The company integrates electrified energy assets with proprietary technology solutions, enabling residential, commercial, and transportation customers to efficiently transition from fossil fuels to renewable energy sources. With 120,000+ connected assets and growing, ConnectM is uniquely positioned in the rapidly expanding \$2 trillion electrification market. Operating across building electrification, distributed energy, and last-mile transportation, ConnectM provides high-margin, scalable solutions, including AI-powered heat pumps, EV charging, and smart energy management. Backed by a history of 20 consecutive quarters of revenue growth, a vertically integrated service network, and a first-mover advantage, ConnectM is redefining energy efficiency and sustainability.

Investment Highlights

First-Mover Advantage in a \$2 Trillion Electrification Market

- Positioned at the forefront of the global transition from fossil fuels to renewable energy solutions
- Capitalizing on the rapid adoption of AI-driven energy management, building electrification, EV solutions, and last-mile logistics
- Strong competitive moat with a 10 patent IP portfolio and 120,000+ connected assets driving network effects and data intelligence

Proprietary AI-Driven Platform Creating Scalable Revenue Streams

- ConnectM's Energy Intelligence Network (EIN) seamlessly integrates AI-powered heat pumps, EV solutions, and distributed energy
- Cross-selling opportunities across multiple verticals increase customer lifetime value while reducing acquisition costs
- Predictable, high-margin revenue from product sales, software subscriptions, and managed services agreements

High-Growth, Vertically Integrated Business Model

- 20 consecutive quarters of revenue growth, with a projected run rate of \$34M and break-even cash flow expected in early 2025
- Vertically integrated platform includes product design, AI technology, and owned service networks, reducing reliance on third parties
- Shared revenue model with service providers enhances profitability & decreases risk

Strategic Acquisitions Accelerating Market Expansion

- Recently acquired MHz Invenys, a leader in wireless communication for smart metering, adding \$15M in projected revenue by 2027
- Completed acquisitions of DeliveryCircle for last-mile logistics and Green Energy Gains to strengthen Building Electrification segment
- Well-defined M&A pipeline focused on synergistic growth opportunities in electrification and smart energy solutions

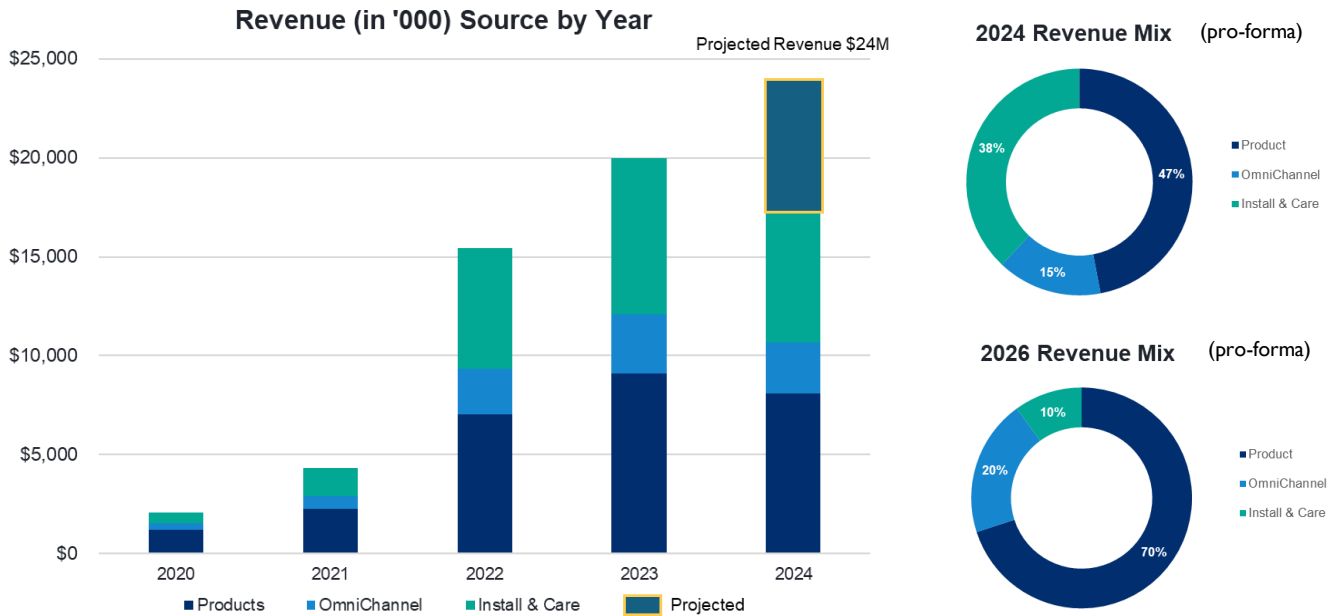
Massive Market Tailwinds Driving Demand

- Electrification of buildings, transportation, and distributed energy is still in its infancy, with exponential growth potential ahead
- AI-powered heat pumps alone represent a market opportunity as large as EVs but with higher margins (30-40%) and less competition

Financial Strength and Institutional Support

- Institutional ownership includes Cowen, Geode Capital, Polar Asset, and Jane Street, with insiders holding 33%
- De-leveraged balance sheet with \$13.7M in debt eliminated via equity conversion
- Secured \$25M in strategic financing to fund expansion and technology development

Steady Revenue Growth: Poised to Capitalize on an Industry Super Cycle



Value Proposition

ConnectM Technology Solutions is at the forefront of the electrification revolution, offering a first-mover advantage in a \$2 trillion market opportunity. By integrating AI-driven technology with electrified energy assets, ConnectM is uniquely positioned to accelerate the transition from fossil fuels to sustainable energy solutions. The company's proprietary energy intelligence network (EIN) connects over 120,000 assets across building electrification, distributed energy, and last-mile transportation, creating a scalable, high-margin business model with recurring revenue streams.

As a vertically integrated provider, ConnectM delivers end-to-end solutions, from AI-powered heat pumps—operating up to 70% more efficiently than traditional models—to EV charging and logistics optimization. Its ability to cross-sell solar, battery storage, and energy management services further enhances transaction value while reducing customer acquisition costs. With 20 consecutive quarters of revenue growth and a projected cash flow breakeven in 2025, ConnectM is rapidly scaling, supported by strong institutional ownership and a history of successful acquisitions, including the recent addition of MHz Invensys to expand its smart metering capabilities.

The shift toward decarbonization and electrification is accelerating, creating an unprecedented market expansion cycle. ConnectM's early-stage position in this supercycle, combined with its proprietary AI-driven platform, gives it a competitive edge in delivering cost-effective, scalable, and sustainable energy solutions. With a proven management team, a clearly defined operational roadmap, and a pipeline of high-growth opportunities, ConnectM is poised to generate long-term value for investors while driving the future of clean energy innovation.

B2B Energy Intelligence Platform

IoT Platform

- Edge Computing Products
- Cloud Business Solutions
- Patented, AI-Powered
- White Labeled

Equipment/Products

- AI Heat Pumps and Accessories
- Solar Kits (Panel, Invertor, BOS)
- Batteries, EV Chargers & Charging Stations
- Fiber Glass

Omnichannel, Install & Care

- Cross-Selling
- Install Base Mining
- Lead Generation