



Accelerating the Transition to an All-Electric and Net Zero Carbon Future

Nasdaq: CNTM

January 2025

Disclaimer

Cautionary Note Regarding Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act and Section 21E of the Securities Exchange Act of 1934, as amended (the “Exchange Act”). We have based these forward-looking statements on our current expectations and projections about future events. All statements, other than statements of present or historical fact included in this presentation, regarding our future financial performance and our strategy, expansion plans, future operations, future operating results, estimated revenues, losses, projected costs, prospects, plans and objectives of management are forward-looking statements. In some cases, you can identify forward-looking statements by terminology such as “may,” “should,” “could,” “would,” “expect,” “plan,” “anticipate,” “intend,” “believe,” “estimate,” “continue,” “project” or the negative of such terms or other similar expressions. These forward-looking statements are subject to known and unknown risks, uncertainties and assumptions about us that may cause our actual results, levels of activity, performance or achievements to be materially different from any future results, levels of activity, performance or achievements expressed or implied by such forward-looking statements. Except as otherwise required by applicable law, we disclaim any duty to update any forward-looking statements, all of which are expressly qualified by the statements in this section, to reflect events or circumstances after the date of this presentation. We caution you that the forward-looking statements contained herein are subject to numerous risks and uncertainties, most of which are difficult to predict and many of which are beyond our control.

In addition, we caution you that the forward-looking statements regarding the Company contained in this presentation are subject to the following risk factors:

- the Company operates in the early-stage market of decarbonization, electrification, and energy efficiency (“DE2”) adoption, has a history of losses and expects to incur significant ongoing expenses;
- the Company has identified material weaknesses in its internal control over financial reporting and if it is unable to remediate these material weaknesses, or if the Company identifies additional material weaknesses in the future or otherwise fails to maintain an effective internal control over financial reporting, this may result in material misstatements of the Company’s consolidated financial statements or cause the Company to fail to meet its periodic reporting obligations;
- the Company’s growth strategy depends on the widespread adoption of DE2 Services;
- if the Company cannot compete successfully against other DE2 Service Providers, it may not be successful in developing its operations and its business may suffer;
- with respect to providing electricity on a price-competitive basis, solar systems face competition from traditional regulated electric utilities, from less-regulated third party energy service providers and from new renewable energy companies;
- the Company’s market is characterized by rapid technological change, which requires it to continue to develop new products and product innovations. Any delays in such development could adversely affect market adoption of its products and its financial results;
- developments in alternative technologies may materially adversely affect demand for the Company’s offerings; and
- the possibility that we may be adversely affected by other economic, business or competitive factors and may not be able to manage other risks and uncertainties set forth in section entitled “Risk Factors,” in our filings with the SEC from time to time.

We caution you that the foregoing list does not contain all of the risks or uncertainties that could affect the Company.

CNTM Investment Highlights

-  Capitalizing on a largely untapped **\$2T market opportunity** to displace fossil fuels in residential homes, commercial buildings and last mile transportation
-  Strategically positioned at the early stage of an exponential growth cycle, benefitting from a first mover advantage
-  **Clearly defined operational plan**, with a widening competitive moat comprised of a **connected network with 120K+ electrified assets**, further promoting barriers to entry
-  **Quality, predictable** revenue streams addressing a large and growing market: **Products, Omni-Channel, Shared Services**
-  Strong proven operators with history of execution, directly aligned with shareholders



\$6 Trillion Market Opportunity Towards Displacing Fossil Fuels and this movement is still in its infancy...

Reduction in Fossil Fuel Use

35%



Displaced Fossil Fuels



Renewably Power the Existing Grid

46 PWh/yr

21%



Switch to Electric Vehicles

28 PWh/yr

22%



Switch to Heat Pumps

29 PWh/yr

17%



High Temp Heat Delivery & Hydrogen

22 PWh/yr

5%



Sustainably Fuel Planes & Boats

7 PWh/yr



...We are at the early stage of an Exponential Super Cycle in the All-Electric Economy of the future



ConnectM's **\$2T Market Opportunity** across 3 largely untapped segments

Building Electrification

(AI-Powered Heat Pumps & Other Proprietary Cooling Tech)



Distributed Energy

(Virtual Power Plants, Solar, Battery Storage, & EV Charging Tech)



Transportation & Logistics

(Two, three, and four-wheel commercial EVs; last mile delivery)



ConnectM's B2B Energy Intelligence platform (EIN) enables OEMs & Service Providers to accelerate towards an all-electric economy

IoT Platform

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

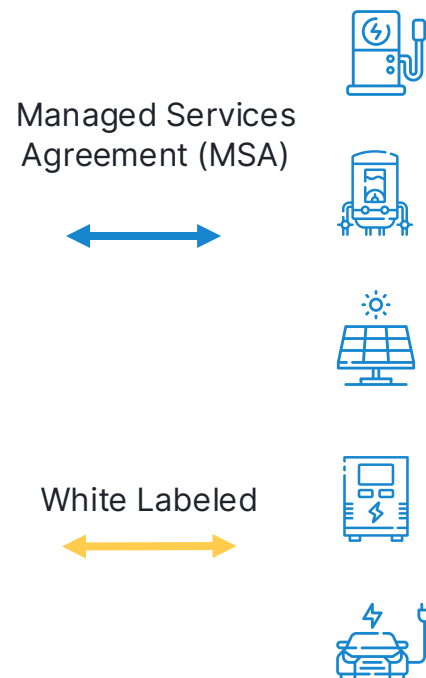
Equipment/Products

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

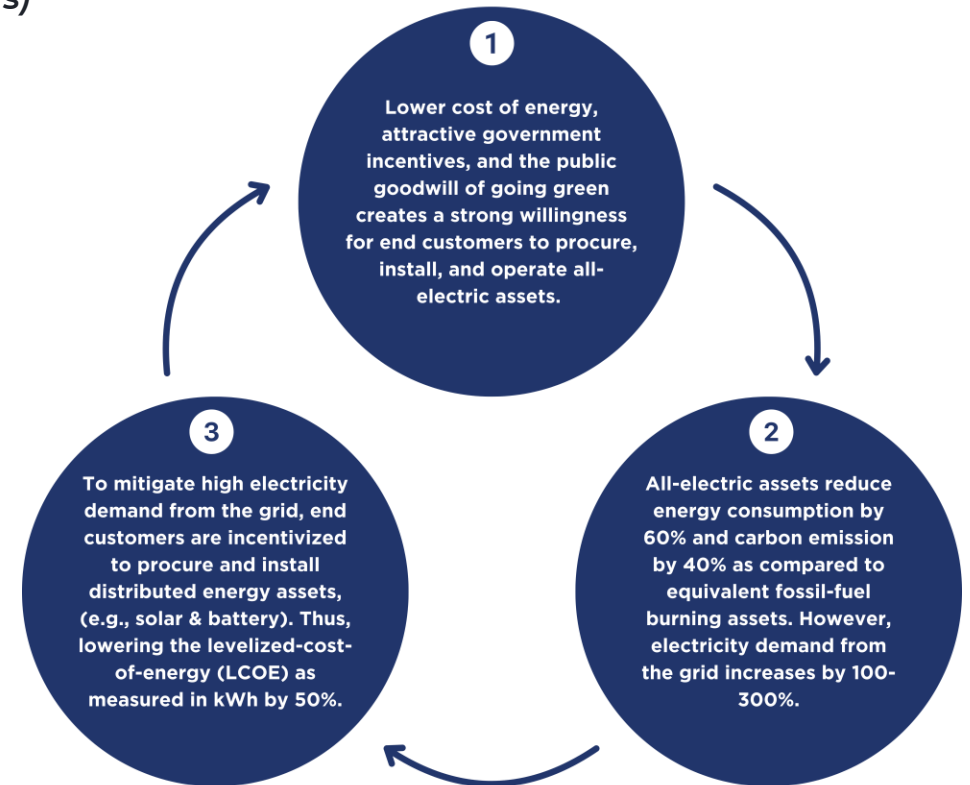
Omnichannel, Install & Care

- Cross-Selling
- Install Base Mining
- Lead Generation

ConnectM's EIN B2B Customers (OEMs, Installers, & Operators)

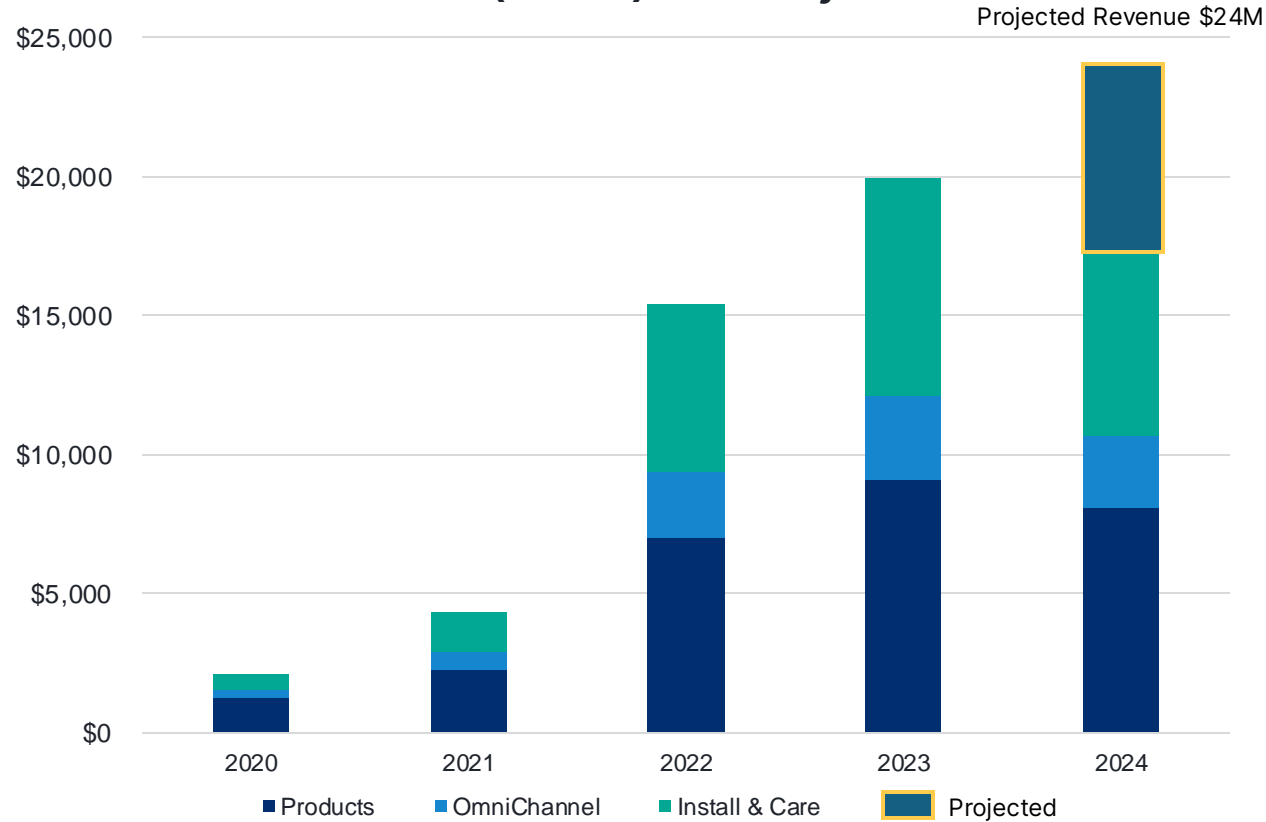


ConnectM's EIN Flywheel



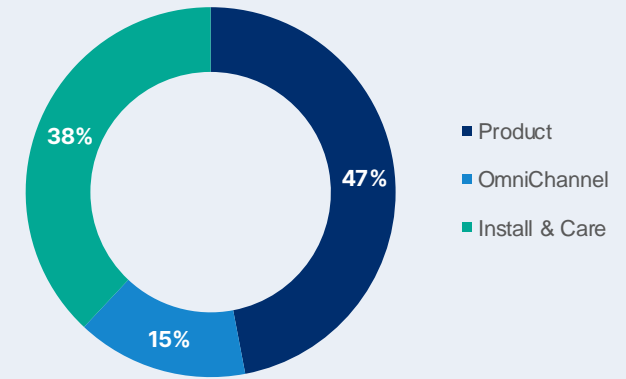
Steady Revenue Growth, and poised to capitalize on an industry super cycle

Revenue (in '000) Source by Year

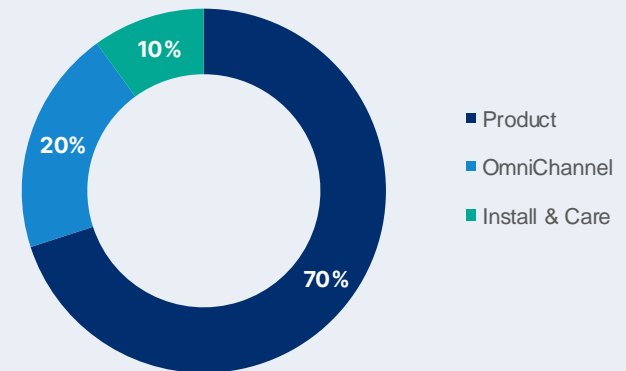


Product-forward pro forma revenue mix

2024 Revenue Mix*



2026 Revenue Mix



*Estimated for FY 2024

EIN Service Provider Case Study: Bourque Heating & Cooling

At time of Acquisition: Feb 2022

Purchase Price: \$1.3M

Invested Capital: \$700K

Heat Pump I&C: 15%

Fossil Fuel I&C: 85%

2021 Revenue: \$2.6M

As of Sep 30, 2024

Free Cash flow since Purchase

\$1.22M

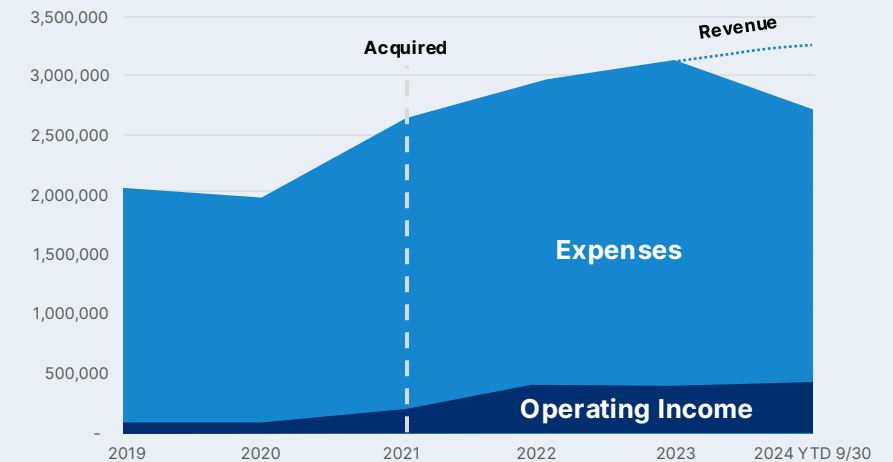
Heat Pump I &C: 60%

Fossil Fuel I& C: 40%

ROIC

174% in 33 months

Operating Performance



\$'000	2022	2023	9 months 2024
Revenue	2,969	3,147	2,738
Opt. Income	401	387	437
Seller Note Paid		200	200

OEM Customer Highlights: TI Clean Mobility (Montra)



Committed investment of **\$350M** for EV Business with goal of attaining **15%** market share by 2030



EV Models: eCargo 3 Wheel, eTractor, and eTruck, e-LCV



Revenue Streams: Edge Computing, Platform Subscription



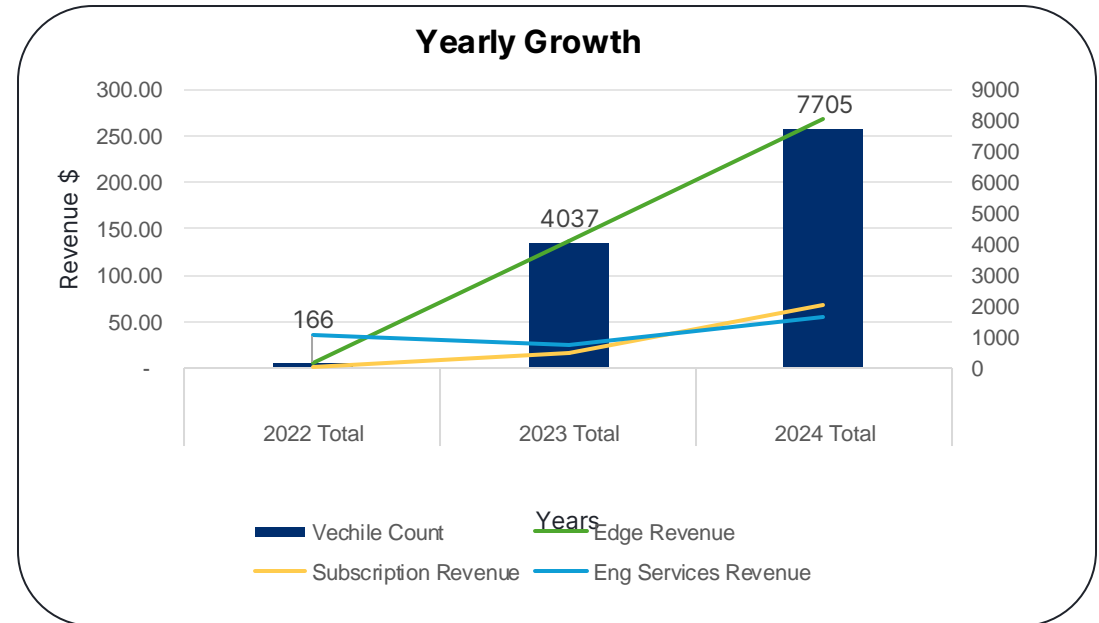
Contributed significantly to ConnectM's EV business **growth over last 2 years**



#EV Growth: 166 in 2022, 4,037 in 2023, and 7,705 in first half of 2024



Future Revenue to grow at **50% YoY for next 2-3 years** and reach **\$6M** annual revenue



Operational Progress: Since Public Debut on July 15, 2024

✓ New Products and Services

- Launched AI-powered heat pump for residential and light commercial use. This product is integrated with ConnectM's EIN and powered by the Company's proprietary data model to optimize performance, energy efficiency and reduced operating costs.
- Entered into an agreement to acquire a controlling interest in DeliveryCircle, a nationwide technology-enabled final mile delivery company which connects businesses looking for a last-mile delivery solution. This strategic acquisition expands ConnectM's Transportation & Logistics segment in the United States, providing entry into the \$165B U.S. couriers and local delivery services market.
- Completed the acquisition of Green Energy Gains Inc., a service provider of energy and weatherization assessments, and instrumental in the distribution and installation of ConnectM's AI-powered heat pumps, augmenting the Company's Building Electrification segment.

✓ Customer Expansion

- Entered into a Managed Services Agreement with Devlin Energy, expanding ConnectM's business portfolio mix and revenue generation, adding \$20M in Revenue in the next twelve months in its Distributed Energy segment.
- Signed six new white-label micro-mobility OEM agreements bringing a total of 41 OEM customers for the Company.

✓ Network Growth

- EIN Platform subscriptions increased to 11,000+ in 2024 from 5,500 in 2023.
- Yearly Active Customers increased to 20,000+ in 2024 from 13,000+ in 2023.
- 76 GWh of electrification in Q3 2024, an increase of 223% over the same quarter last year and equivalent to 28,000 homes powered per day.
- 28,130 Metric Tons of Co2 sequestered in 2024, an increase of 150% over 2023 and equivalent to 26,900 tree seedlings grown for ten years.
- 5.1 Million Gallons of Fossil Fuel Displaced, an increase of 220% over last year and equivalent to 500 driving trips from San Francisco to New York City per day.

Shareholder Value Enhancement: Since Public Debut on July 15, 2024

- De-levered the balance sheet by **eliminating \$13.7M of debt** with debt-to-equity swap.
- Signed \$25M Convertible Note + financing facility with Yorkville. ConnectM will be using the proceeds to continue its growth momentum, to acquire synergistic technologies, and to expand into international markets.
- Management further aligning themselves with shareholders, **evident in continued Company insider purchases of 700,000+ common shares since July 15, 2024.**
- Shareholder **equity deficit decreased** from \$50M in July 2024 to a projected **\$12M** by the end of 2024.



ConnectM's Current Focus

Operational Prudence

- Define and measure ROIC
- Implement an ESOP to align the full CNTM team with shareholders
- DE2 (Decarbonization, Electrification, and Energy Efficiency) Super-Center Build Up – combining all electrification products and services in one location, 10M+ annual revenue target
- Achieve operating cash flow break even in Q1 2025

Clear Growth Objectives

- **\$1M/week revenue**
- Further build heat pump business
- Expand solar business
- Full pipeline of M&A candidates
- Build omnichannel capability with Green Energy Gains flywheel
- Build product business unit

Income Statement

Steady Annual Revenue Growth since 2020

2024 Projected Revenue of \$24M; 20% YoY Revenue Growth

	Year Ended December 31				
	2020	2021	2022	2023	9M, 2024
Revenues	\$ 2,077,572	\$ 4,338,045	\$ 15,441,315	\$ 19,972,239	\$ 17,298,604
<i>Products Revenue</i>	\$934,907	\$1,952,120	\$6,948,592	\$8,987,5089	\$8,088,316
<i>Omni Channel</i>	\$311,636	\$650,707	\$2,316,197	\$2,995,836	\$2,594,791
<i>Install & Care Services</i>	\$831,029	\$1,735,218	\$6,716,526	\$7,988,896	\$6,615,498
Cost and Expenses					
<i>Cost of Revenue</i>	2,206,710	3,445,559	11,404,224	14,934,962	11,009,940
<i>Selling, General and Administrative</i>	2,169,486	4,257,132	7,315,381	12,320,295	11,773,000
<i>Loss on Impairment</i>	—	—	589,299	181,853	405,658
<i>Loss from Operations</i>	(2,298,675)	(3,364,646)	(3,867,589)	(7,464,871)	(5,890,000)
Other Expenses (Gain)	(522,006)	(153,661)	(216,400)	(1,733,983)	11,108,000
Loss Before Provision for Income Taxes	(2,896,648)	(3,518,307)	(4,083,989)	(9,198,854)	(16,998,000)
Provision for Income Taxes	—	—	541,406	—	—
Net Loss	(2,896,648)	(3,518,307)	(3,542,583)	(9,198,854)	(17,050,000)



Thank you!

Investor Relations Contact

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