



Accelerating the Transition to an All-Electric Future

Nasdaq: CNTM

February 2025

Who Are We?

➤ Inspired by the Berkshire Hathaway model

- Buy and hold great businesses
- Value Investing
- Hands-off ownership
- Diversification

➤ Like Constellation Software (“Berkshire for Vertical Market SaaS”), we apply an electrification theme

➤ **ConnectM is a constellation of electrification themed companies**



CNTM Fact Sheet

- Year Founded: **2019**
- Headquarters: **Marlborough, MA**
- Employee Count: **220**
- IPO via de-SPAC: **July 15, 2024**
- Shares outstanding: **33M**
- Free float: **13.8M**
- **65%** held by management and top 5 institutional holders



Our Team



Bhaskar Panigrahi
Chairman & CEO

[in](#)



Nayeem Hussain
President
Corporate Development

[in](#)



Bala Padmakumar
CTO

[in](#)



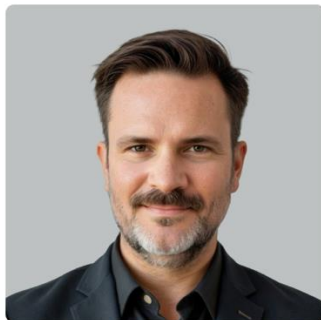
Girish Subramanya
CTO & Managing Director, India

[in](#)



Andrew Kucharchuk
CFO

[in](#)



Ryan Fant
EVP, Head of Global Ops

[in](#)



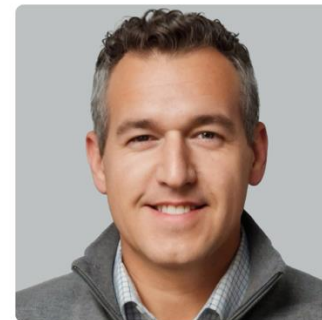
Mahesh Choudhury
SVP, Head of US Ops

[in](#)



Kevin Stateham
SVP, Business Development

[in](#)



John Pitcavage
President of Home & Building
Electrification

[in](#)



Steve Daugherty
Head of Product

[in](#)

CNTM Business Overview

 Energy Intelligence Network

 Building Electrification

 Transportation & Logistics

 Financial Highlights





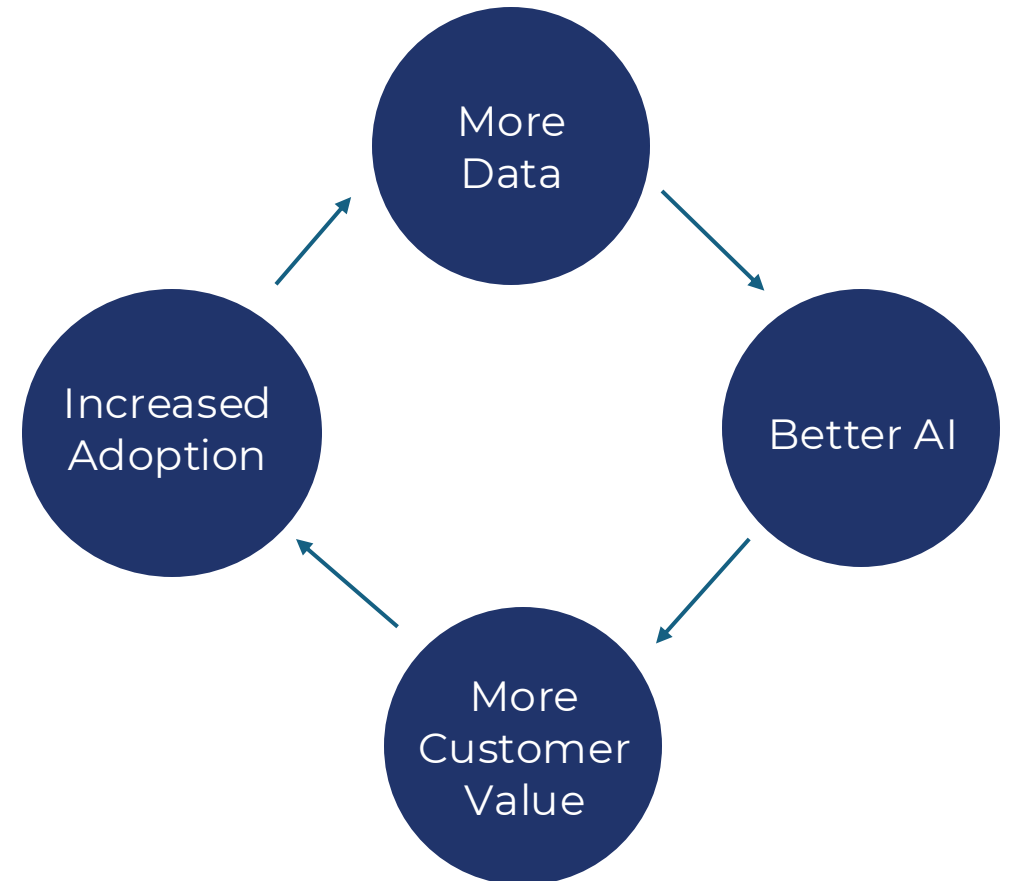
Energy Intelligence Network



ConnectM's B2B Energy Intelligence platform (EIN) will enable new high margin products and services

- 120K+ electrified assets today
- 30GB of data collected daily
- Remote asset management
- Edge-to-Cloud integration
- AI-driven insights/value

EIN Flywheel





Building Electrification



Business Model

- Managed Service Agreements (MSA) => B2B2C
- 31 Service Provider customers
- 60-90% revenue recognition via MSA
- Comprehensive digital platform: procurement, marketing, cross-selling, customer acquisition, etc.



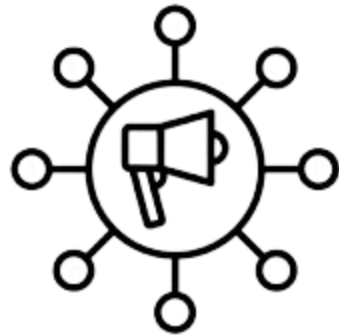
MSA Offering via Digital Playbook

Working Capital



Liquidity for uninterrupted operations and enhanced profitability

Marketing/Advertising



Deploy marketing playbook and purchase advertising

Product Discounts



25%+ COGS savings via product streamlining and bulk buys

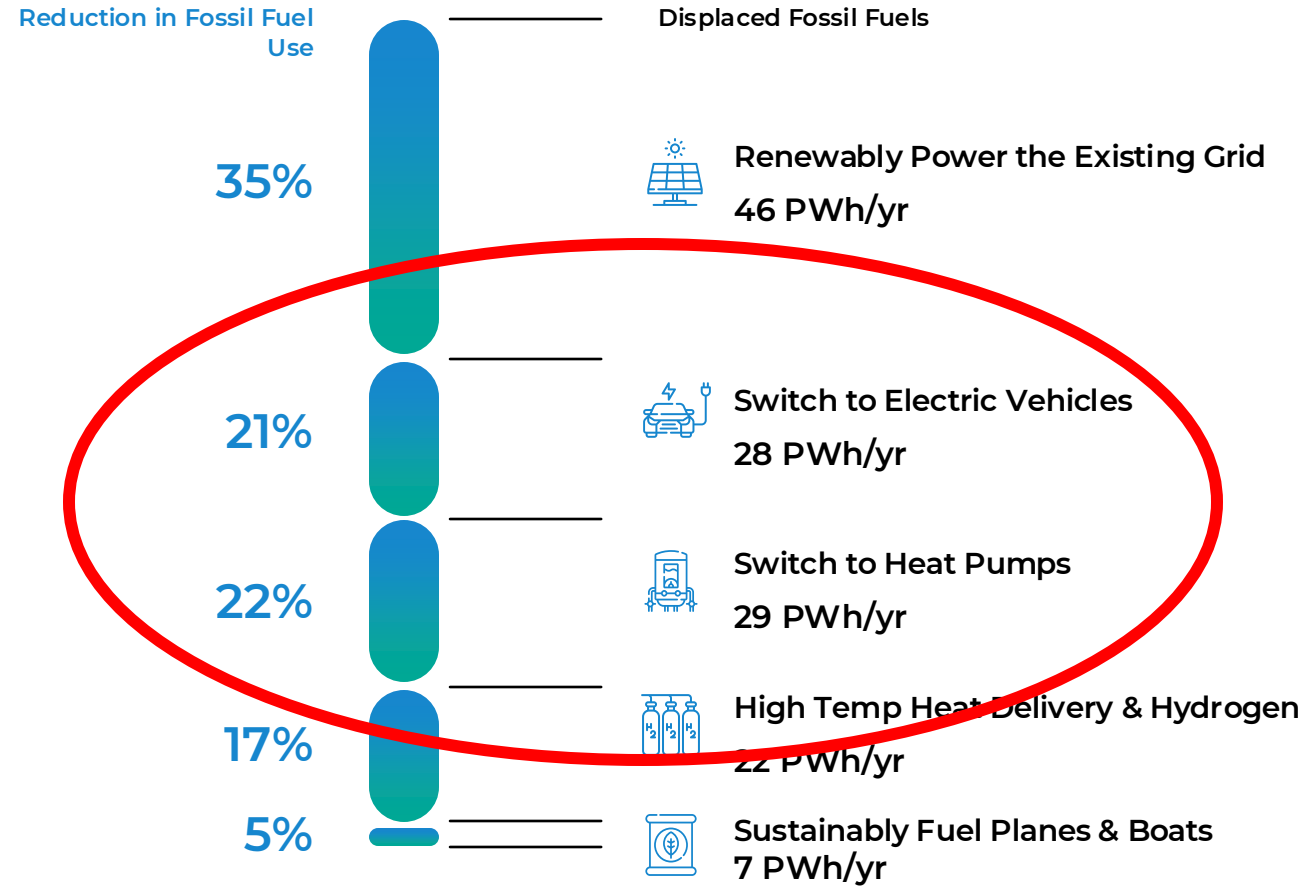
Administrative Support



Back-office tasks like payroll, bookkeeping, AR/AP, etc

Heat pumps present a \$2+ trillion opportunity (as large as the EV market!)... and this movement is still in its infancy

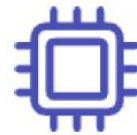
- Tremendous market opportunity => **132M**
- U.S. households and **10M** commercial spaces → (**\$2.1T+** potential market)
- 60-77% more efficient** than fossil fuel-based systems
- High demand, low supply with 40% margins and ~\$15K AOV



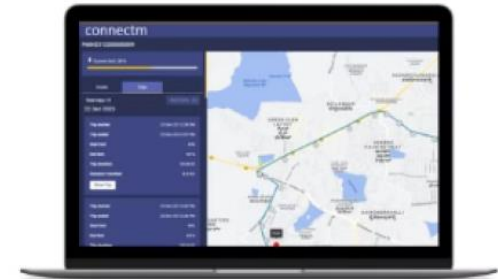
AI Powered Heat Pump



White labeled hardware



Connectivity Module



Software Platform

Our connectivity module enables ConnectM's proprietary software—facilitating proactive monitoring and unlocking recurring revenue for our service provider customers

Cross-Selling Platform

Comprehensive digital platform for service providers to upsell solar and battery projects

20% solar & battery attachment rate

Upselling a job from \$15K to \$100K while CAC remains steady (**5X AOV**)

Welcome to Energy Independence

Use clean energy to power your home and reduce your dependence on the grid. Purchase solar at the lowest price of any national provider and take control of your monthly electricity bill.

Learn more about your potential savings

Traditional

Your Average Rate: \$0.36/kWh | Annual Increase: 4% | Consumption: 10,002 kWh

Monthly Payment: **\$299** | 25-Year Utility Costs (Without Solar): **\$149,454**

Current Utility

Utility Company: National Grid - Massachusetts | Current Annual Consumption: 10,002 kWh | Estimated Cost Per kWh: \$0.36/kWh | Annual Utility Bill: \$3,589 | Estimated 25 Year Cost: **\$149,454**

Solar

Your Rate: \$0.27/kWh | Annual Increase: 2.99% | Production: 11,008 kWh

Monthly Payment: **\$248**

Solar Energy

System Size: 11.08 kW | Year 1 Solar Production: 11,008 kWh | Estimated Cost Per kWh: \$0.27/kWh

Timeline

1 Site Survey (30-60 minutes)

Solar Costs

Total Solar Cost: - | 25-Year Utility Costs (Without Solar): **\$149,454**

110% Solar Offset

\$299 Current Utility Bill | **\$248** New Solar Bill

Savings Year 1 | Year 25

New Monthly Savings: **\$44/month**

Graph: Shows a line graph comparing Monthly Solar Payment (flat at \$248) and Monthly Utility Bill (increasing from \$3,589 to \$149,454 over 25 years). The solar payment line is significantly lower than the utility bill line, demonstrating the offset.



Transportation & Logistics

Focus Areas

Last-Mile Delivery

Pure software solution
in a \$165B+ market

Uber + FedEx
functionality

5-10% Transaction Fee

\$1M/month and
growing U.S. footprint

EV Solutions

Hardware (SaaS hook)
Software (SaaS platform)

Micro-mobility + e-Buses
Paid upfront for HW +
SaaS subscription fee

41 OEMs
120%+ organic YoY growth

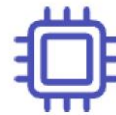


EV Solutions



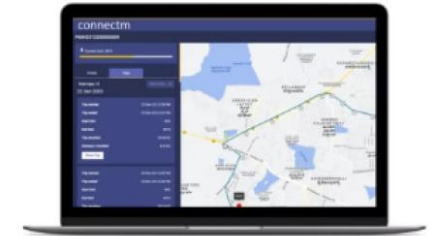
AGVU Instrument Cluster

Displays key vehicle parameters; connects via CAN for real-time updates. Enhances user experience by integrating with VCU and cloud for remote control and diagnostics. Shares essential data for user assistance and informed vehicle system decisions.



VCU / TCU

Manages vehicle functions, communicates through CAN, Links to cloud; facilitates remote monitoring and over-the-air updates. Provides operational insights; bridges vehicle systems with digital ecosystems.



Software Platform

Software that connects CAN and cloud for seamless integration. Analyzes data streams; enables advanced diagnostics and predictive maintenance. Powers decisions with analytics; central hub for managing connected vehicles.

Premier OEM Partners

- 6 OEM logos added in 2024 and expecting even stronger growth in 2025



Financial Highlights



Steady revenue growth for 20 consecutive quarters



Targeting 40% operating margin and positive EBITDA by FY2025



Targeting cash flow breakeven in 2025



30%+ ROIC internal hurdle



Reduced shareholder deficit to \$12M from \$52M



700K+ shares purchased by management since July 2024



An aerial night view of a city, likely New York City, with a dense network of glowing blue lines overlaid on the city lights, suggesting a global or digital network. The city lights are a mix of warm yellow and orange, and the network lines are a cool blue. The background shows the city's layout, including a large body of water and a river.

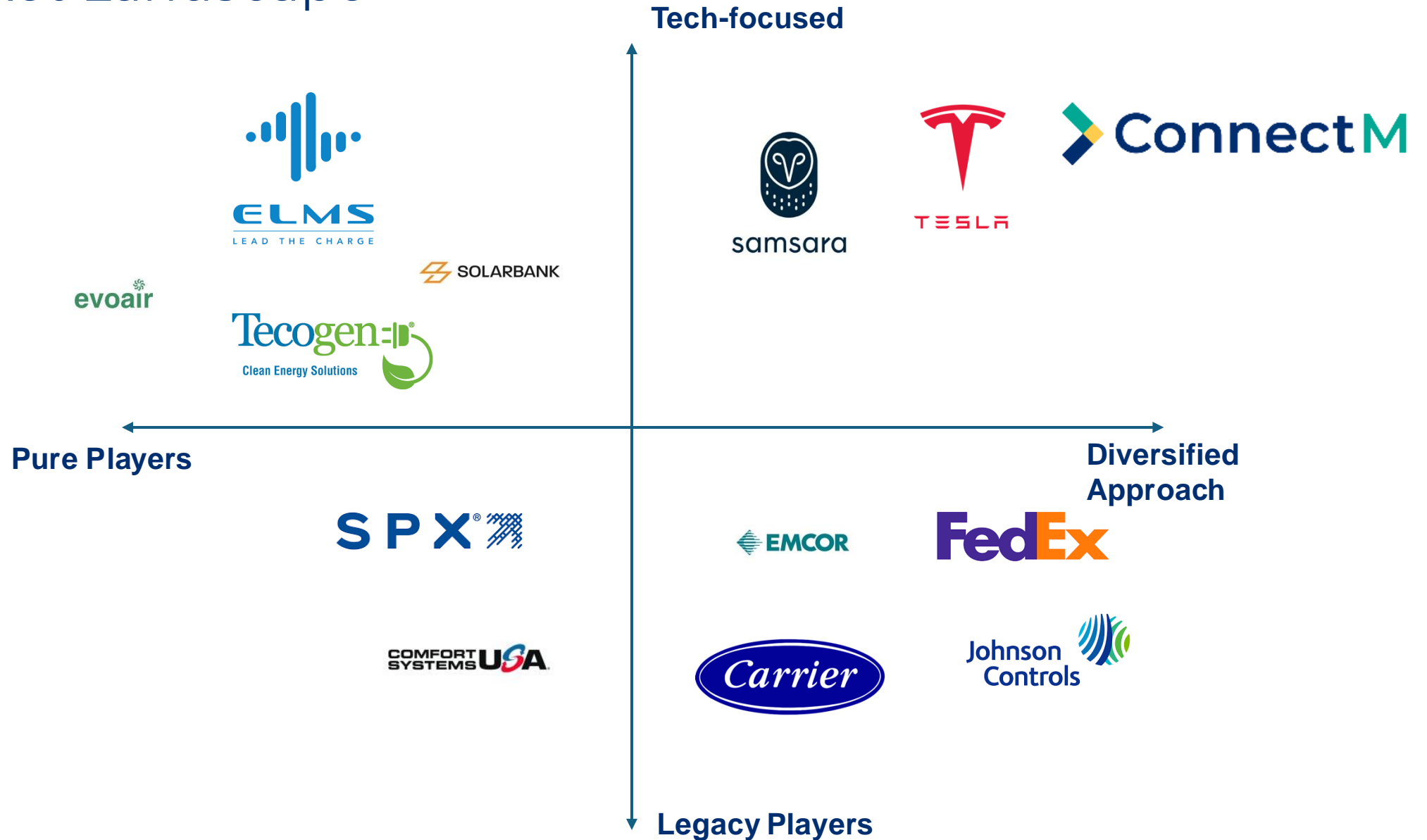
ConnectM

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Thank you!

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Market Landscape



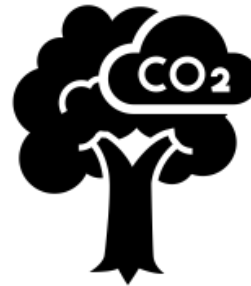
CNTM 2024 Impact Scorecard

95.5 GWh of
electrification



Power 35,000 homes for a year

73,506 Metric Tons of
Co2 Displaced



Amount 3.4M trees can absorb
per year

6.7M gallons of fossil
fuels displaced



Same as driving around the
world roughly 7,000 times

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.



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.
- 95.5 GWh of electrification in 2024, an increase of 331% over the same period last year and equivalent to 35,000 homes powered per day.
- 73,506 Metric Tons of CO2 sequestered in 2024, an increase of 391% over 2023 and equivalent to the amount of CO2 3.4M trees can absorb in a year.
- 6.7 Million Gallons of Fossil Fuel Displaced in 2024, an increase of 343% over last year and equivalent to driving around the world over 10 times.



Shareholder Value Enhancement

- Eliminated **\$13.7M of debt** through debt-to-equity swap
- Signed **\$25M** convertible note + financing facility (convertible at our option)
- Reduced shareholder **equity deficit** to \$12M from \$52M