



Driving a Faster, Smarter Shift Toward a Modern Energy Economy

OTC: CNTM

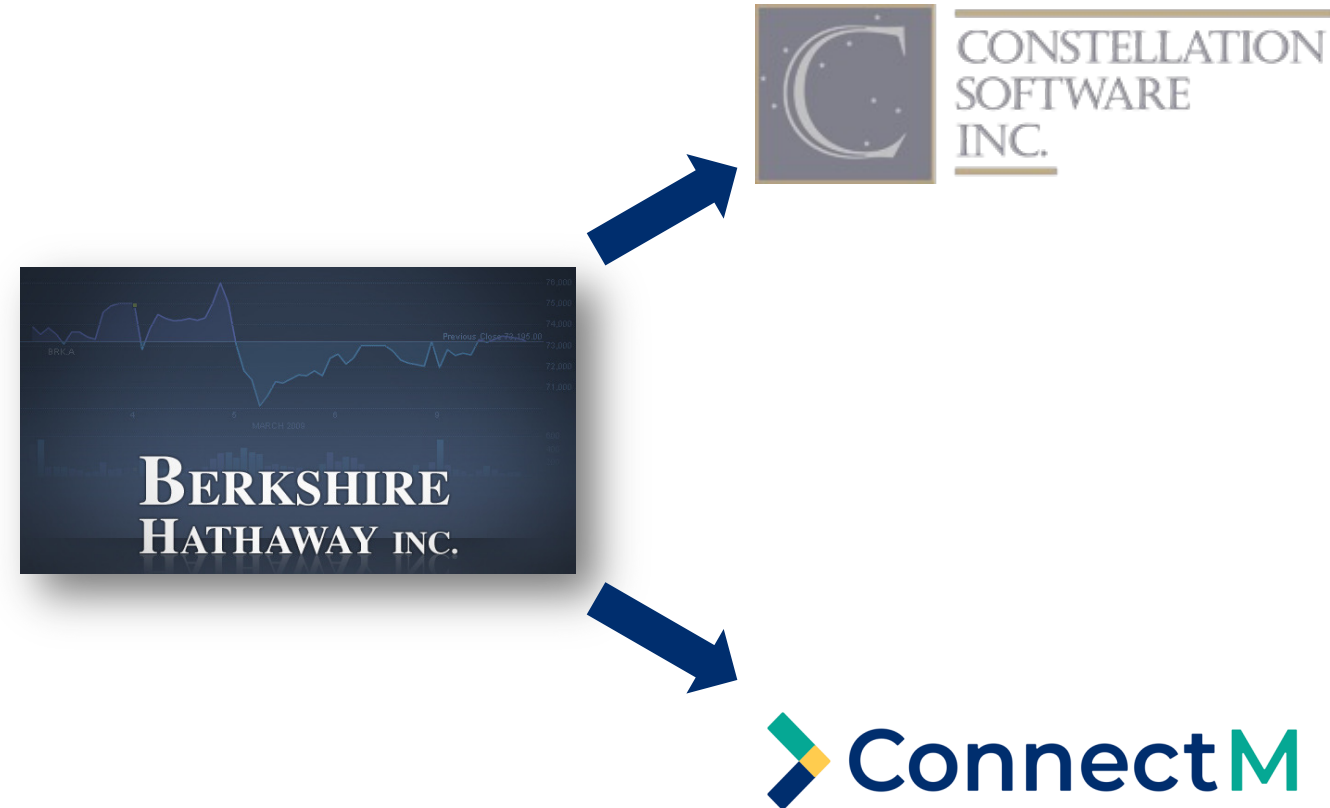
April 2025

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 energy theme

- **ConnectM is a constellation of companies focused on next-gen energy generation, transportation and consumption**



CNTM Fact Sheet

- Year Founded: **2019**
- Headquarters: **Marlborough, MA**
- Employee Count: **165**
- IPO: **July 15, 2024**
- Shares Outstanding¹: **51.3M**
- **65%** held by management and top 5 institutional holders



1. As of May 1, 2025

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





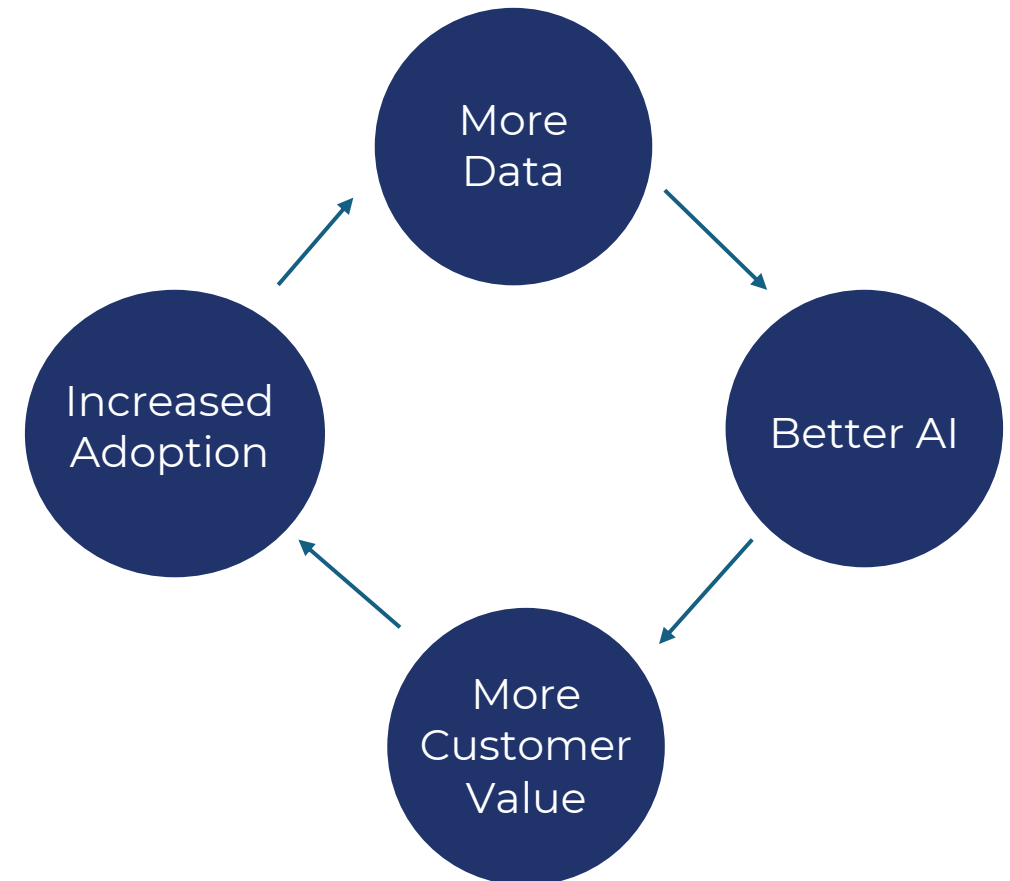
Energy Intelligence Network



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





Home & 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.



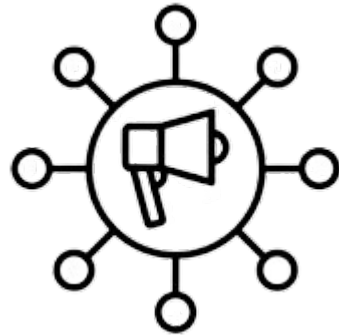
MSA Offering via Digital Playbook

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

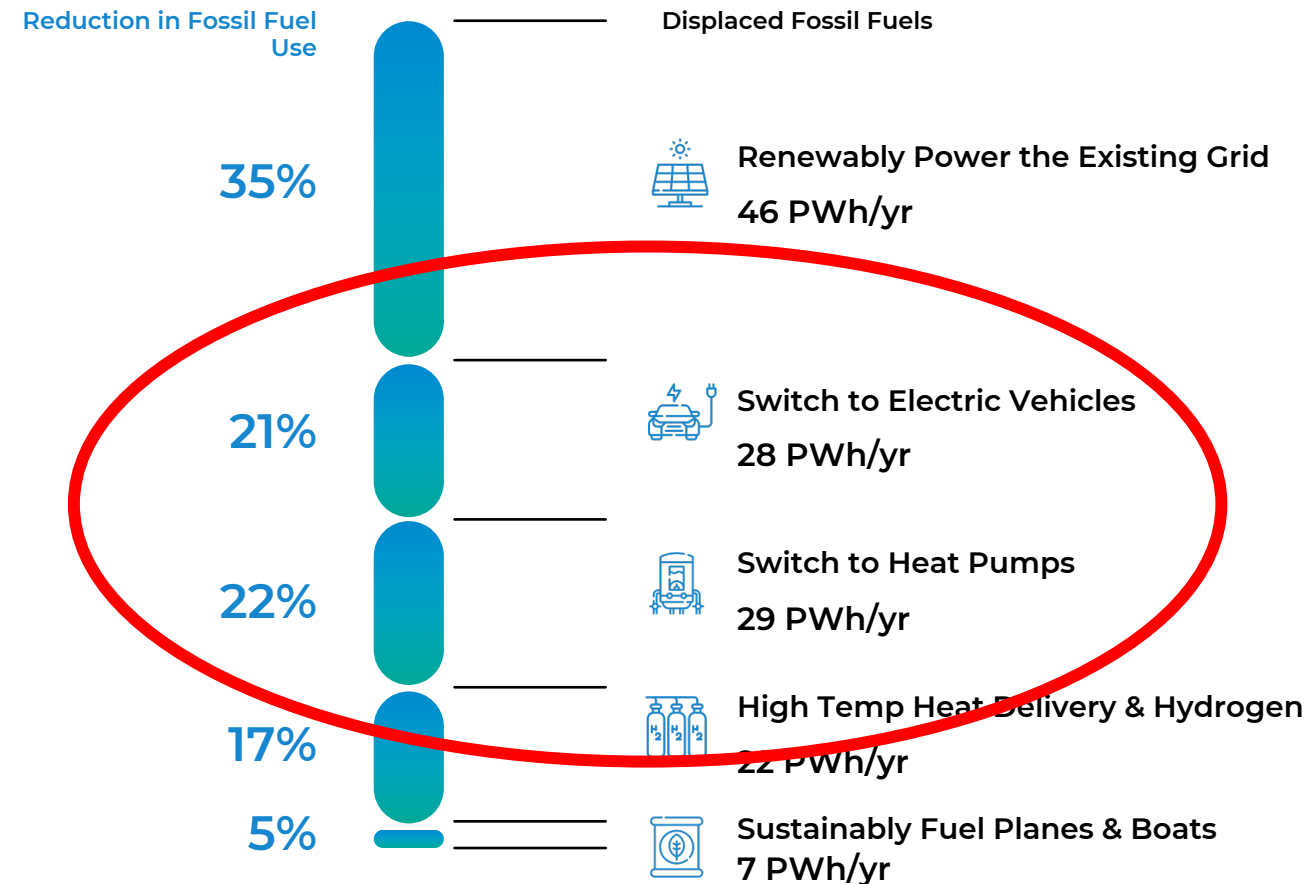
Administrative Support



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

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

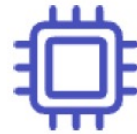
- Tremendous market opportunity => **132M**
- U.S. households and **10M** commercial spaces → (**\$2.1T+** potential market)
- **60-77% more efficient** than fossil fuel-based systems
- High demand, low supply with 40% margins and ~\$15K AOV



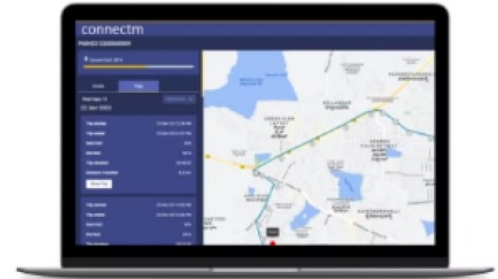
AI-Powered Heat Pump



White labeled
hardware



Connectivity
Module



Software Platform

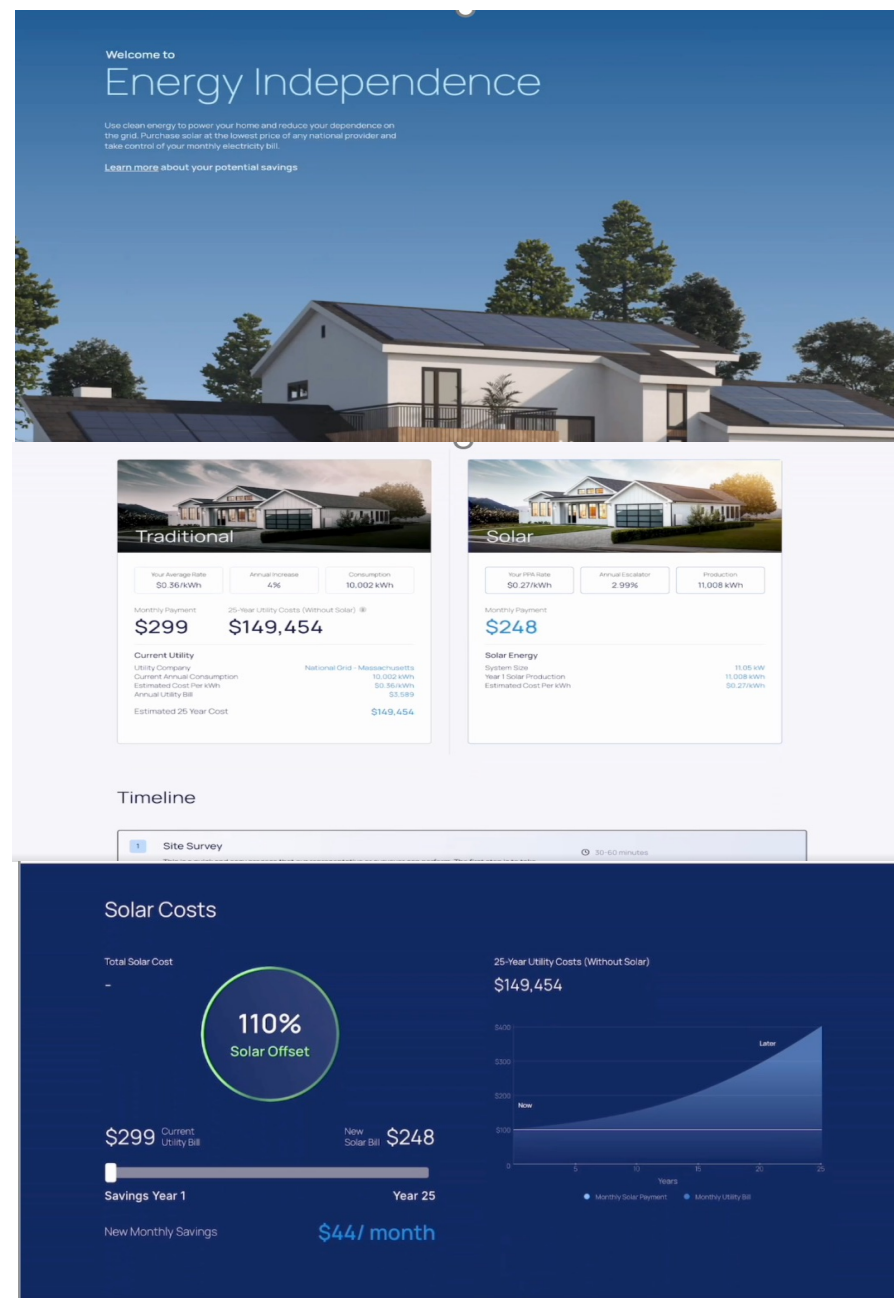
Our connectivity module enables ConnectM's proprietary software—facilitating proactive monitoring and unlocking recurring revenue for our service provider customers

Cross-Selling Platform

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

18% solar & battery attachment rate

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





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 (onboard
computer)

Software (SaaS platform)
Micro-mobility + e-Buses

Paid upfront for HW +
SaaS subscription fee

41 OEMs

120%+ organic YoY growth

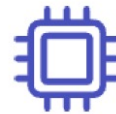


EV Solutions



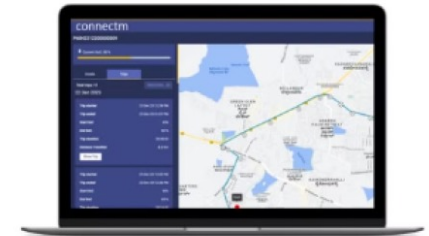
AGVU Instrument Cluster

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



750K+ shares purchased by management since July 2024



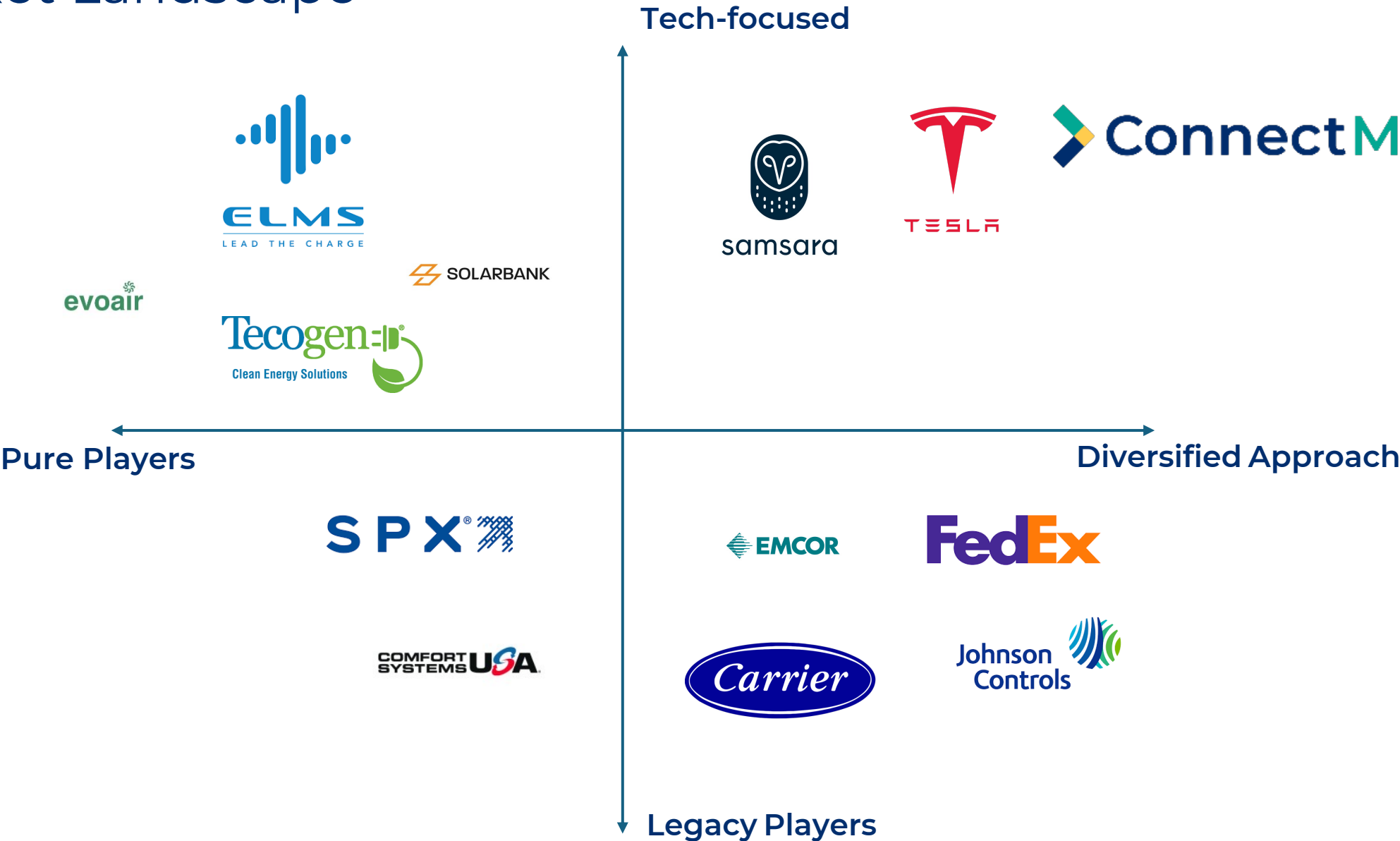


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Thank you!

info@connectm.com

Market Landscape



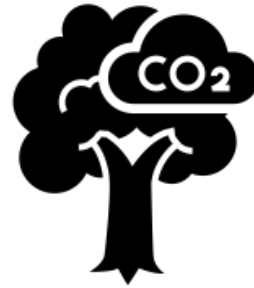
CNTM 2024 Impact Scorecard

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