

Company Mission

Across home, facility, and fleet, ConnectM's mission is to provide the cleanest and lowest cost of energy in the world—as measured in “green kWh.”



Who Are We?

ConnectM is a technology company focused on reversing the adverse effects of global climate change by owning, developing, and optimizing a large digital network of electrified assets.

ConnectM has built an AI-powered B2B electrification platform, the Energy Intelligence Network (EIN), to displace fossil fuels. ConnectM's current revenue growth lies in three largely untapped segments:

1. Smart Heating & Cooling with a focus on Heat Pumps (“Building Electrification”)
2. Two, three, and four-wheel commercial electric vehicles; last mile delivery (“Transportation & Logistics”)
3. Distributed Energy Resources including Solar, Battery and EV Charging (“Distributed Energy”)

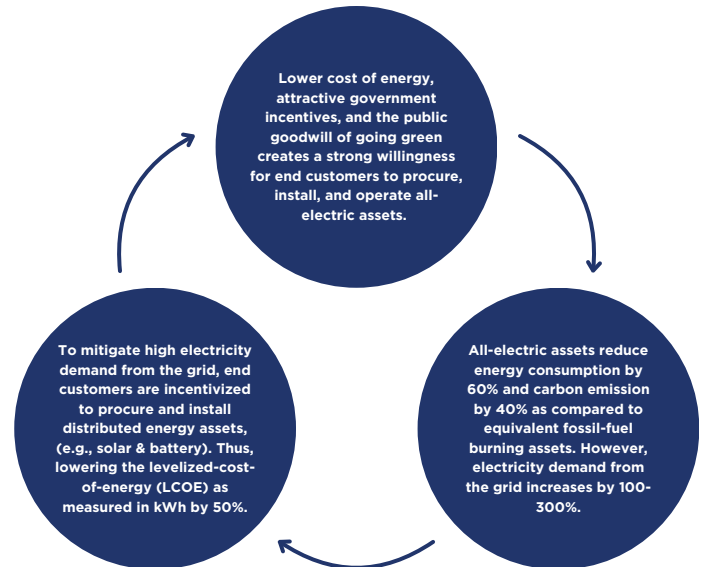
Energy Intelligence Network

The key benefits of ConnectM's software and underlying network of electrified assets are intelligence, enhanced visibility, and real-time monitoring and management of equipment performance. ConnectM's customers are mainly OEMs and service providers, with end users also benefiting from strong payback periods resulting from energy efficiency by shifting away from fossil fuels.

40+ OEMS and 20+ Service Providers use the EIN, ConnectM's AI-powered B2B electrification platform, to electrify their last mile customer base. The company's EIN is deployed in 70,000+ homes, buildings, and electric vehicles while 20,000+ of these deployments generate predictable and recurring annual revenue.

ConnectM Flywheel Business Model

ConnectM EIN Flywheel has three parts:



ConnectM's network contribution margin is between 6%-12% for its OEM partners and between 60%-90% for its Service Provider partners and the Company's steady state gross profit is 40%.

Market Opportunity

Only 20% of the world's energy comes from renewable sources, resulting in a \$6+ trillion total addressable market. ConnectM focuses on a \$2 trillion serviceable addressable market across Building Electrification, Transportation and Logistics, and Distributed Energy segments.



EXECUTIVE SUMMARY

Financial Performance

- Q3 2024 revenue increased 39% to \$6.1M YoY and 11% from Q2 2024
- FY2024 projected revenue of \$24M, representing a 20% YoY Increase
- On track to achieve operating cash flow breakeven by Q1 2025
- ConnectM management purchased 254,510 common shares in the Dec '24 trading window

The table below sets forth sustainable Growth over the Last Five Years



2024 Operational Highlights

New Products and Services to enhance EIN

- 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.

New Customers

- Entered into 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.

Shareholder Value Enhancement

- 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 2025 to a projected \$12M by the end of 2024.

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.