



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

Nasdaq: CNTM

August 2024

Disclaimer

Cautionary Note Regarding Forward-Looking Statements

This press release 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 press release, 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 press release. 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 press release 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's management has no experience in operating a public company;
- 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

ConnectM Overview

ConnectM electrifies homes, businesses, and transportation with clean energy that is reliable, and affordable to power a more sustainable planet for us all.

Large Addressable Market of \$2 Trillion in US Residential and Commercial Energy Expenditure¹

AI Enabled Energy Intelligence Network Platform for all - electric OEMs, Distributors, and Service Providers

- Powerful proprietary IoT platform to streamline All-electric equipment install, repair, and services
- Powerful automation for maximum customer LTV realization

Proven Platform - 66,000 customers and 25 White Label OEM integrations

Every day, the platform²:

- Electrifies 78 MW of energy² replacing fossil fuel use
- Sequesters 60 MT of Co₂²
- Runs 224,349 green miles², eliminating 9,980+ gallons of fossil fuel

Asset Light and Capital Efficient – Potential High Return on Invested Capital (ROIC) while ensuring organic growth

- Revenue has ramped from \$2M in 2020 to ~\$20M in 2023 through organic growth and acquisitions

Named in Inc. 5000 America's Fastest Growing Private Companies³

- 2024 (1,200% revenue growth between 2021-2023) Rank#: 104
- 2023 (916% revenue growth between 2020-2022) Rank#: 636
- 2022 (822% revenue growth between 2019-2021 Rank#: 772)

¹Source: EIA.gov and U.S. Census

²Source: ConnectM operating data

³Source: Inc.com

Energy Consumption in US Homes is Staggering - \$2 Trillion Per Year

130 Million homes*

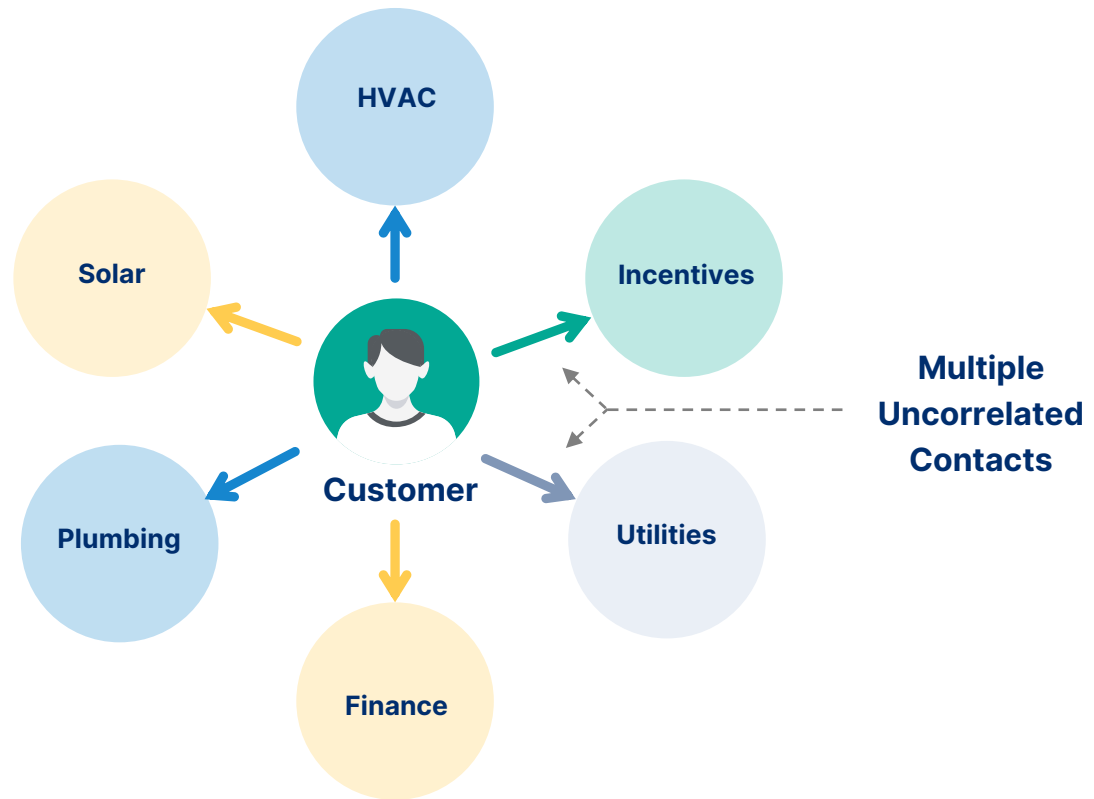


- ⚡ Energy usage*** : 12,000 GwH
- ☁️ CO₂ emission*** : 3.1 Giga Tons
- 💰 Total cost** : **\$2.1 Trillion***
 - Equipment purchase : \$845 billion
 - Operating expenditure : \$1.27 trillion

Average Household*	in KWh Equivalent*	Pounds of CO ₂
Electricity	10,720	9,862
Transportation Fuel	35,069	20,386
Space Heating	34,613	17,267
Water Heating	9,263	4,333
Other Heating/Cooking etc	2,166	999
Total	91,831	52,847

*Source: data compiled from EIA.gov and U.S. Census reports

Today Electrification is Complex Resulting in a Poor Customer Electrification Experience

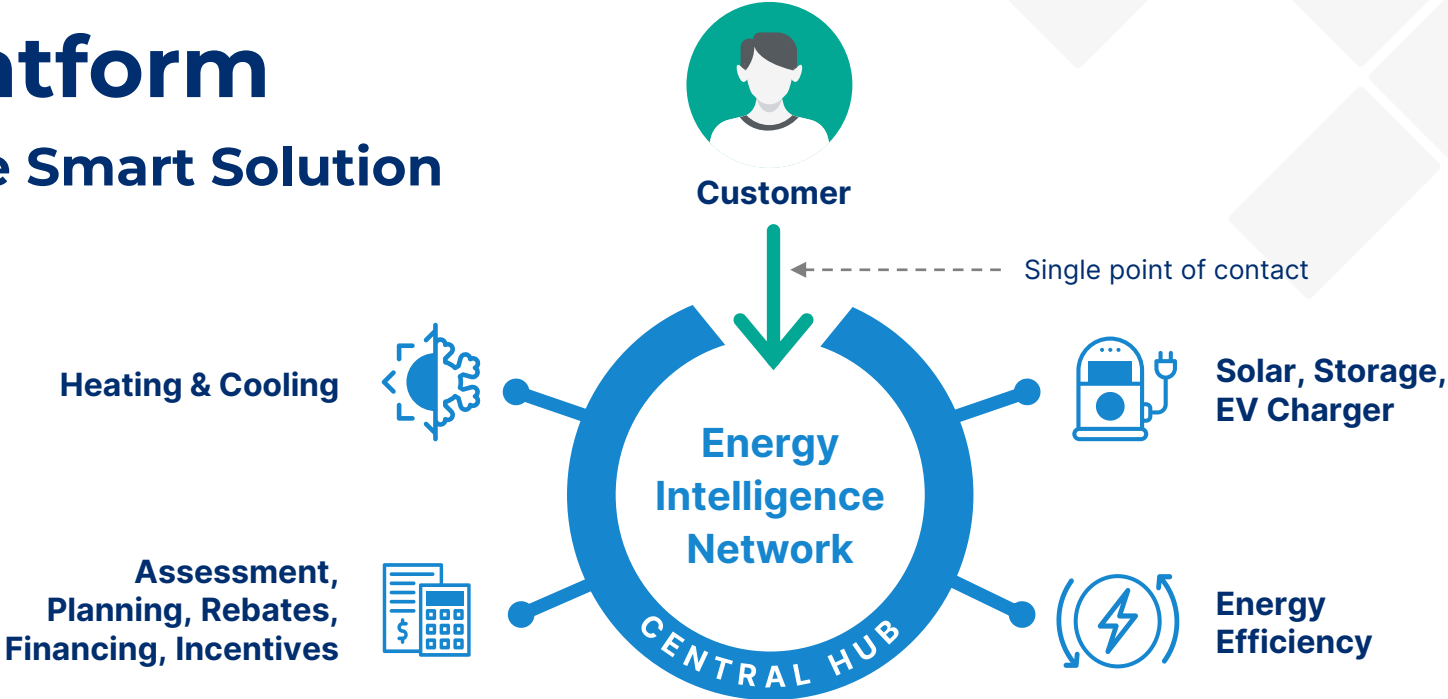


1. Customer deals with multiple service providers
2. No integrated roadmap for multi-year electrification experience
3. No measurement and verification of spend vs. outcome
4. Different all-electric assets don't talk to each other. Lack of integration results in energy and efficiency loss.

The ConnectM Platform

A Differentiated All-inclusive Smart Solution

Excellent Customer Experience



Value Proposition



40%+ Cost* Savings



Unified interface for Connected Operation



Data Analytics and AI optimize energy use and equipment use

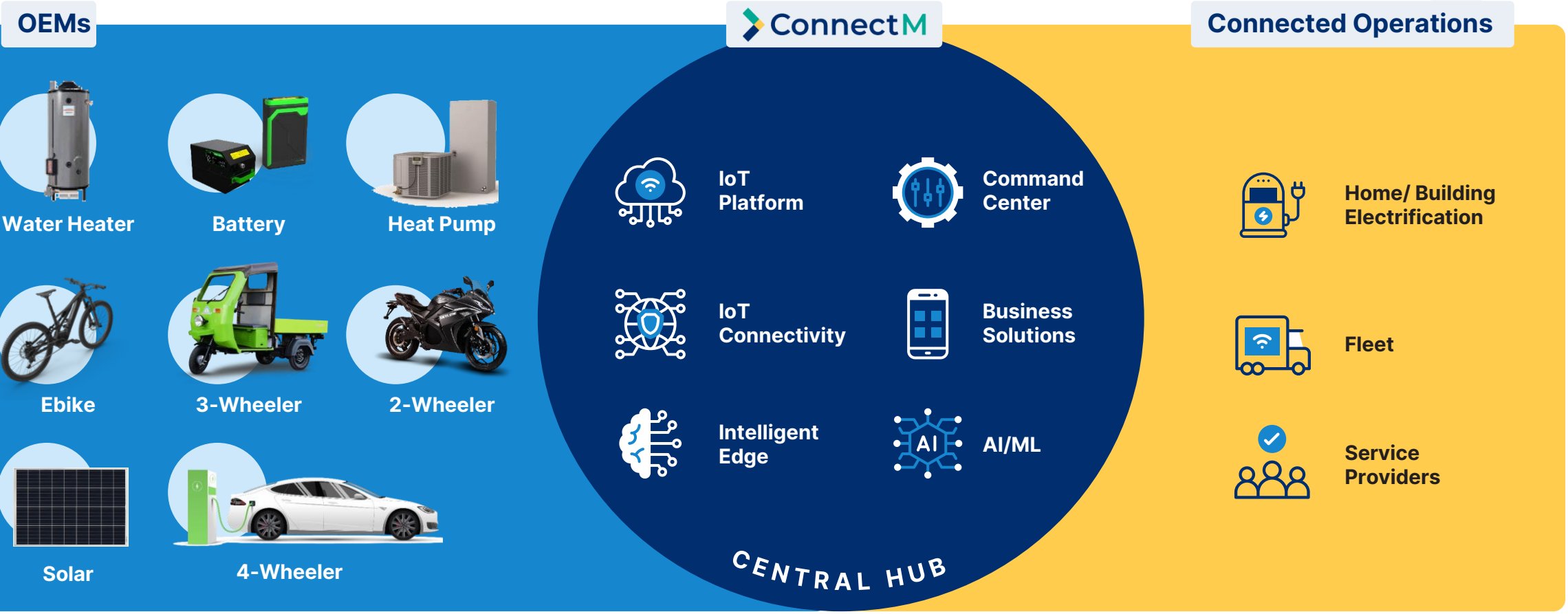


75%+ reduction in carbon footprint*

Source: ConnectM data based on detailed calculations in its Impact Scorecard

ConnectM Energy Intelligence Network

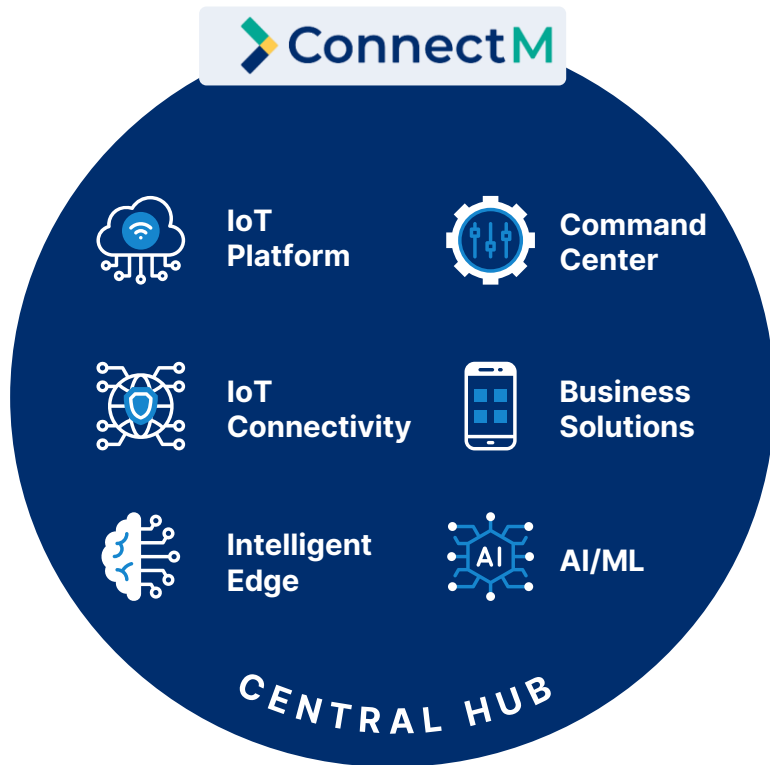
“White Label” Network Integration with Market Leading OEMs and Service Providers



KEY COMPETITIVE ADVANTAGE:

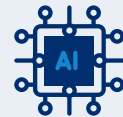
Energy Intelligence Network – The ConnectM Platform

An integrated Platform for Energy Efficiency, Electrification and Decarbonization



Network Growth Effect

- Strategic advertising relationship with OEMs, Distributors, and channels to drive ConnectM brands
- Long term and AI-driven customer engagement and customer management system
- Cross sales of unified energy management and whole home electrification plan for customers



Technology Platform

- Single app-based interface for customers to engage with ConnectM
- Electrification and Decarbonization MV & Dashboards
- Integrated, intuitive, and all digital marketing and lead management
- Service Delivery Platform for install, service, warranty/claim
- Consolidation of sales operations, vendors, insurance, fleet management/fuel expenses, payroll, benefits

Proven Platform

As of June 30, 2024*

119M miles

Cumulative AI data

61,584 Metric Tons

Cumulative CO2 saving

87 GWh

Electrification

3M+ Gallons

Cumulative fuel saving

1. 66,000+ Install base
2. 8,385+ Yearly Active Customers
3. 14,500+ Network Vehicles
4. 25+ OEM Integrations



10+
Patents Granted



Proven platform with scalability and reliability



Passed rigorous security and vulnerability tests by industry leading vendors



Supports multiple asset classes including

- Furnaces
- Air Conditioning
- Water Heaters
- Thermostats
- Chillers
- Zoning/IAQ
- Thermal cooling/UPS
- EVs (2, 3, & 4 wheel)

*Source: ConnectM operating data

Sales and Distribution of Energy Intelligence Network

Customers buy Energy Intelligence Network products and services through following channels:



Customers



ConnectM OEM Partners



Electrification Service Providers



ConnectM Clusters and Communities



Online

ConnectM Management Team

Business management expertise in Technology and Electrification Sector



Bhaskar Panigrahi
Chairman & CEO



Girish Subramanya
CTO & Managing Director, India



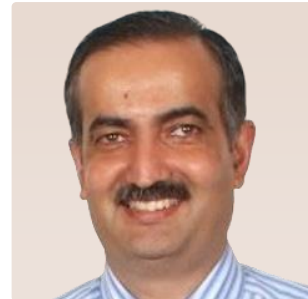
Mahesh Choudhury
VP, U.S. Operations



Kevin Stateham
VP, Sales & Corporate Development



Bala Padmakumar
Vice Chairman of the
Board, Corporate
Development



Vivek Soni
Chairman of Advisory
Board, Business
Development and
Partnerships

Financial Overview

Impressive Revenue Growth over last five years

Statements of Operations and Comprehensive Loss Data	Year Ended December 31				
	H1, 2024 - Unaudited	2023	2022	2021	2020
Revenues	\$ 11,224,316	\$ 19,972,239	\$ 15,441,315	\$ 4,338,045	\$ 2,077,5724
Cost and Expenses					
Cost of Services	6,828,498	14,934,962	11,404,224	3,445,559	2,206,710
Selling, General and Administrative	6,873,101	12,320,295	7,315,381	4,257,132	2,169,486
Loss on Impairment	405,658	181,853	589,299	—	—
Loss from Operations	(2,864,032)	(7,464,871)	(3,867,589)	(3,364,646)	(2,298,675)
Other Expenses	(1,956,626)	(1,733,983)	(216,400)	(153,661)	(522,006)
Loss Before Provision for Income Taxes	(4,820,658)	(9,198,854)	(4,083,989)	(3,518,307)	(2,896,648)
Provision for Income Taxes	—	—	541,406	—	—
Net Loss	(4,820,658)	(9,198,854)	(3,542,583)	(3,518,307)	(2,896,648)

CNTM's first quarterly financial report as a public company in November 2024



Thank you

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