

Market Data

ConnectM Technology Solutions, Inc.

Nasdaq: CNTM

Price	\$0.71
52-wk Range	\$0.60-\$12.47
Market Cap	\$20.7M
Shares Out.	33.1M
Float	14.2M
Avg. Vol (90-day)	302,268
Insider Own.	33%
Revenue (FY24) ¹	\$26.3M
Cash (mrq) ²	\$1.9M
Debt (mrq) ²	\$6M

Price & share data as of February 28, 2025

¹ full year projection; \$17.3M revenue 9M24

² as of September 30, 2024

connectm.com

Company Overview

ConnectM Technology Solutions is enabling a faster, smarter transition to an all-electric future through its AI-driven energy intelligence platform. The company integrates electrified energy assets with proprietary technology solutions, enabling residential, commercial, and transportation customers to efficiently transition from fossil fuels to renewable energy sources. With 120,000+ connected assets and growing, ConnectM is uniquely positioned in the rapidly expanding \$2 trillion electrification market. Operating across Building Electrification, Distributed Energy, and Transportation & Logistics segments, ConnectM provides high-margin, scalable solutions, including AI-powered heat pumps, EV solutions, and smart energy management. Backed by a history of 20 consecutive quarters of revenue growth, a vertically integrated service network, and a first-mover advantage, ConnectM proving that an electrified economy is profitable.

Investment Highlights

First-Mover Advantage in a \$2 Trillion Electrification Market

- Positioned at the forefront of the global transition from fossil fuels to renewable energy solutions
- Capitalizing on the rapid adoption of AI-driven energy management, building electrification, EV solutions, and last-mile logistics
- Strong competitive moat with a 10 patent IP portfolio and 120,000+ connected assets driving network effects and data intelligence

Proprietary AI-Driven Platform Creating Scalable Revenue Streams

- ConnectM's Energy Intelligence Network (EIN) seamlessly integrates AI-powered heat pumps, EV solutions, and distributed energy
- Cross-selling opportunities across multiple verticals increase customer lifetime value while reducing acquisition costs
- Predictable, high-margin revenue from product sales, software subscriptions, and managed services agreements

High-Growth, Asset-Lite Business Model

- 20 consecutive quarters of revenue growth, with a current projected revenue run rate of \$45.2M and break-even cash flow expected in early 2025
- B2B2C business model with 72 service provider and OEM customers
- Shared revenue model with service providers enhances profitability & decreases risk

Strategic Acquisitions Accelerating Market Expansion

- Recently acquired MHz InvenSys, a leader in wireless communication for smart metering, adding additional \$15M in projected revenue by 2027
- Completed acquisitions of DeliveryCircle for last-mile logistics and Green Energy Gains to strengthen Building Electrification segment
- Well-defined M&A pipeline focused on synergistic growth opportunities in electrification and smart energy solutions

Massive Market Tailwinds Driving Demand

- Electrification of buildings, transportation, and distributed energy is still in its infancy, with exponential growth potential ahead
- Heat pumps alone represent a market opportunity as large as EVs but with higher margins (30-40%) and less competition

Financial Strength and Institutional Support

- Top 5 institutional holders own 40% of the company, going back to 2020, with management holding another 25%
- De-leveraged balance sheet with \$13.7M in debt eliminated via equity conversion
- Secured \$25M in strategic financing to fund expansion and technology development

Steady Revenue Growth: Poised to Capitalize on an Industry Super Cycle



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



Value Proposition

ConnectM is the premier holding company for the electrification ecosystem, investing in and connecting the best companies in end-user electrification and grid optimization. Its current portfolio companies offer products and services ranging from AI-powered heat pumps—operating up to 70% more efficiently than traditional models—to a full EV solutions connectivity and software suite.

ConnectM's Energy Intelligence Network (EIN) aggregates data across its portfolio companies with the goal of providing superior value to enterprise customers (see the section to the right).

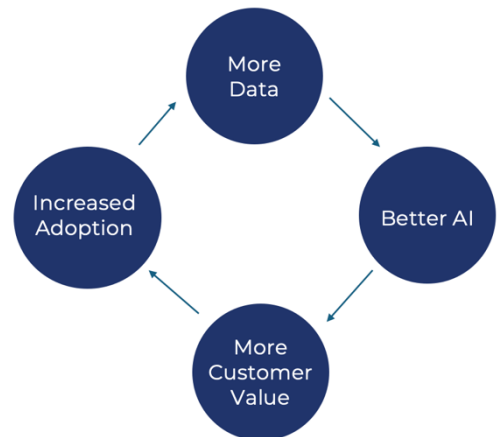
With 20 consecutive quarters of revenue growth and a projected cash flow breakeven in 2025, ConnectM is rapidly scaling, supported by strong institutional ownership and a history of successful acquisitions, including the recent addition of MHz Invensys to expand its smart metering capabilities.

The shift toward decarbonization and electrification is accelerating, creating an unprecedented market expansion cycle. ConnectM's early-stage position in this super-cycle, combined with its proprietary AI-driven platform, gives it a competitive edge in delivering cost-effective, scalable, and sustainable energy solutions.

With a proven management team, a clearly defined operational roadmap, and a pipeline of high-growth opportunities, ConnectM is poised to generate long-term value for investors while driving towards an electrified future.

EIN Highlights & Flywheel

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



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