

Sonim

Foundational success, growth and expansion

Corporate Presentation

Q2 2024

sonim®

Introduction

Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of federal securities laws. These forward-looking statements are based on current expectations or beliefs, including, but not limited to, statements concerning the company's operations, business strategy, anticipated behavior of consumers, and intentions or beliefs about future occurrences or results. For this purpose, statements that are not statements of historical fact may be deemed to be forward-looking statements.

Sonim Technologies, Inc. ("Sonim") cautions that these statements by their nature involve risks and uncertainties, and actual results may differ materially depending on a variety of important factors beyond the control of Sonim. All forward-looking information should be evaluated in the context of these risks, uncertainties, and other factors, including those factors disclosed in Sonim's most recent Annual Report on Form 10-K and any subsequent quarterly filings on Form 10-Q filed with the Securities and Exchange Commission.

Sonim cannot assure the reader that it will realize the results or developments Sonim anticipates, or, even if substantially realized, that they will result in the consequences or affect Sonim or its operations in the way Sonim expects. Forward-looking statements speak only as of the date made. Sonim undertakes no obligation to update or revise any forward-looking statements to reflect events or circumstances arising after the date on which they were made, except as otherwise required by law. As a result of these risks and uncertainties, readers are cautioned not to place undue reliance on any forward-looking statements included herein or that may be made elsewhere from time to time by, or on behalf of, Sonim.

Non-GAAP Measures

This presentation includes certain historical and forward-looking non-GAAP financial measures, including but not limited to adjusted EBITDA excluding the effects of special items, and adjustments to GAAP and other non-GAAP measures to exclude the effect of special items. In addition to providing key metrics for management to evaluate the company's performance, we believe these measurements assist investors in their understanding of period-to-period operating performance and in identifying historical and prospective trends.

Reconciliations of non-GAAP financial measures to the most comparable GAAP measures are available in the Investor Relations portion of the company's website at <https://ir.sonimtech.com/>. Non-GAAP measures are not presented to be replacements or alternatives to the GAAP measures, and investors are urged to consider these non-GAAP measures in addition to, and not in substitution for, measures prepared in accordance with GAAP. Sonim may present or calculate its non-GAAP measures differently from other companies.



DNA: Robust communication tools
purpose-built for mission-critical workers.

Nasdaq: SONM
HQ: San Diego, CA



A Trusted US
Brand Since 1999

Fortune 500

Government

First Responders

Technology
Partners

Qualcomm

Google



Complete line of rugged
Android mobile phones
sold through all major
carriers in North America
today and expanding into
Europe, the Middle East,
Africa and Australia.

Q1' 24

Net Revenue
Growth:
25% Q/Q

Sonim—Bringing core value proposition to adjacent markets >>

>> expanding to 100X+ larger TAM >>



New Products:
Expanding beyond ultra-rugged phones; Increased number of launches



New Customers:
Increased base with channel and new carrier customer



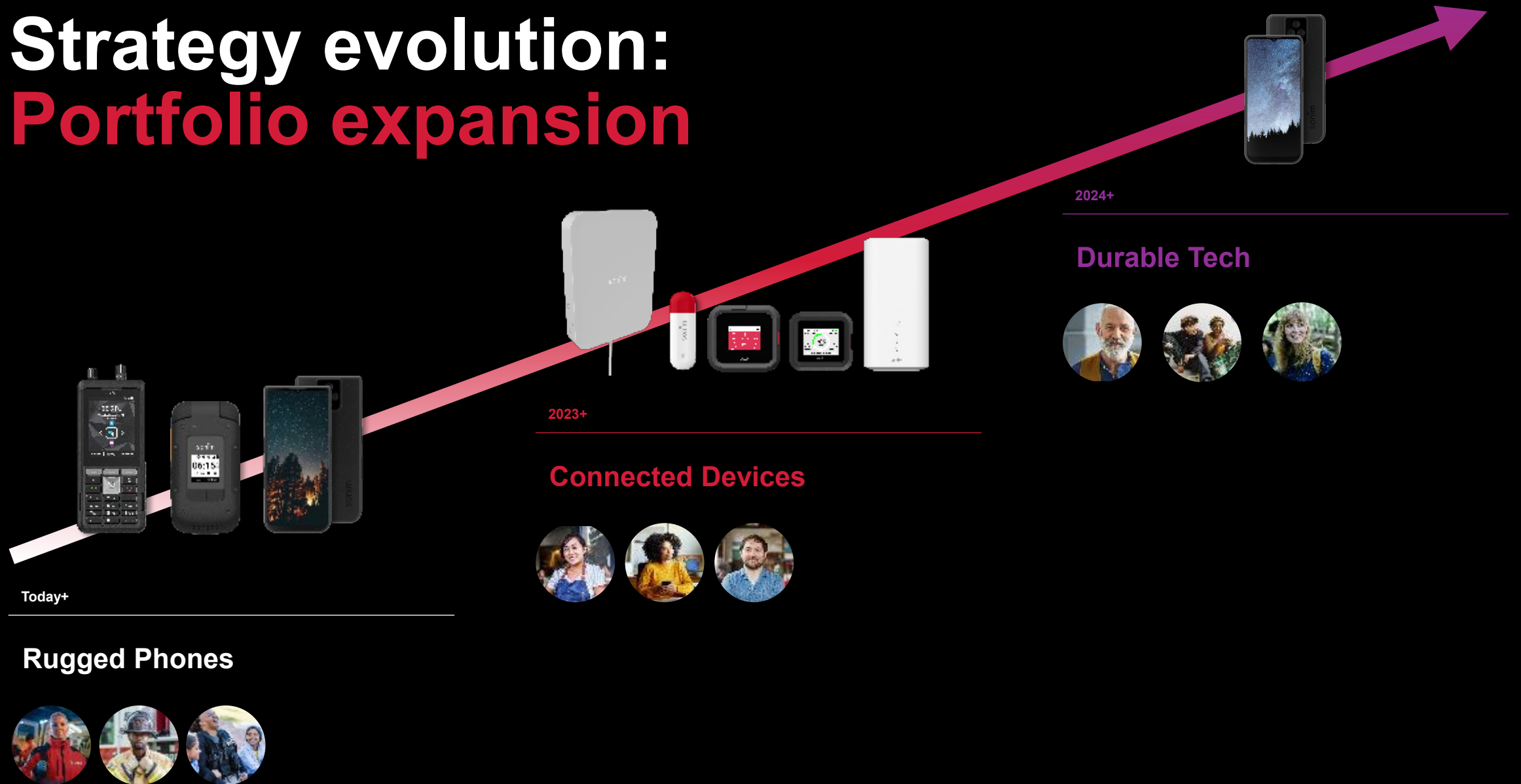
New Geographies:
Expanding reach into Europe, the Middle East, Africa, and Australia



New Management:
Delivered 34% YoY sales growth and profitability*

*FY2022 vs FY2023

Strategy evolution: Portfolio expansion



Strategy evolution: Market expansion



Rugged Phones (NA & EU)

\$0.45B¹ TAM: Ultra & Semi Rugged

Connected Devices (NA & EU)

\$2.6B²

TAM: Hotspots

\$1.4B 2022-2023 (NA); \$0.133B 2023 (EU)

TAM: Fixed Wireless Access

\$0.41B 2022-2023; \$0.705B 2023 (EU)

Durable Android Phones (NA & EU)

\$49B³

TAM: North America

\$15B sales 2024

TAM: Europe

\$34B sales 2024

Sources: 1. QY Research; 2. GSA, Ericsson, and Internal Estimates based on Market Pricing;
3. Statista & Bank My Cell, NA + EU Android Smartphone estimate valuation (Not including Samsung or Apple)

Global momentum:

Sonim's new portfolio to launch beginning 2024
in North America, Europe, and Australia

13

Customer and
carrier awards
announced for
2024 launches

“The continued adoption of Sonim's new portfolio of durable and value-conscious connected devices is a testament to their strategic focus on quality, affordability, and trust. It's impressive to see their innovative products gaining such quick traction across the industry.

Prakash Sangam
Founder and Principal, Tantra Analyst



Strategic competitive advantages

One

**US Company
Serving Global
Markets**

Two

**Credible, Trusted
Brand**

Three

Total Solution:

- Cybersecurity
- Broad Portfolio
- Software & Services
- Accessories Ecosystem
- ESG

Four

Established Carrier Partnerships & Channels 10+ Years

Proven, trusted vendor makes it easier for carriers to consider expanding business



Let **nothing** stand in your way

2024 Initiatives

Diversified supply chain

Strategic manufacturing shift

Select 5G connected solutions made outside of China

Enhances operational resilience

Meets TAA compliance for US government procurement

Supports market expansion

Mitigates geopolitical risks

Broadening market opportunities in enterprise, government, and public safety sectors

Commitment to quality & ESG

Underscores dedication to delivering secure, high-quality products

Reinforces environmental, social, and governance (ESG) responsibilities

Ultra protection **inside** and out

Cybersecurity Initiative >>> Executive Order EO14028

Actions

Improve security practices
Includes prevention and mitigation of malware and spyware

Improve information sharing between government and private sector

Enhance software supply chain security

Our compliance strategy

Collaborating with Google, ODMs, and 3rd party developers

Implementation commences 2H 2024

Key initiatives

Zero Trust Architecture:
Never trust, always verify

Development:
Software Bill of Materials (SBOM) for supply chain traceability

Competitive advantage

Enhanced Security:
Stronger defense against cyber threats

Customer Trust:
Increased confidence in our products and services

Market Leadership:
Sets a new standard in cybersecurity for the industry

Establishing **market reach** throughout EMEA

Business systems: securing new channel partnerships as path to carrier and enterprise

Resources: established local support teams and FTEs

Portfolio: developing new 'professional rugged' phones to fill market void

Carrier-grade: product now in test with three carriers

Sustainability: compliance with EU regulations

Expert leadership

Senior Team Members: Leveraging an average
27 years expertise in Telecom and their respective fields



Peter Liu
Chief Executive Officer



Clay Crolus
Chief Financial Officer



Chuck Becher
Chief Commercial Officer



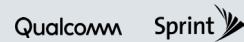
Chris Yeatts
SVP Connected Solutions



Anette Gaven
VP Marketing



Mike Coad
SVP Product



Ian Han
VP Program Management



Dyan Kaplan
SVP Sales &
Customer Experience



Simon Rayne
SVP & GM EMEA & APAC



Alain Hon
SVP Global Engineering



Zhide Wang
SVP Global Operations



Board of Directors

Mike Mulica (Board Chair)

Peter Liu (CEO)

Jim Cassano

Jack Steenstra

Jeffrey Wang

/ Our purpose

To put reliable and value-conscious communication tools in the hands of everyone.

/ Our mission

To provide high-quality, dependable communication tools to customers who want more from their technology.

We differentiate ourselves in a market that has historically offered very little in terms of value and reliability by using innovation, creativity, and a customer-first approach to everything we do.

Our commitment to delivering exceptional products and customer service ensures that nothing stands in the way of our customers' ability to communicate with confidence and efficiency.

Thank You



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Market Analysis



Rugged Phones

- > Market brand recognition
- > Immediate opportunity in Europe post Bullitt demise
- > Good margin ~30%
- > Potential for market leadership and consolidation



Connected Solutions

- > US brand leverage
- > Rapid FWA growth potential
- > Credible market contender
- > Low initial margins, growth post-brand development
- > Outdoor FWA innovation opportunity



Durable Tech

- > Heavy competition
- > Low margin ~10%
- > High volume
- > Lengthy ramp for brand recognition
- > Testing market; exploration phase

Full Year 2022 & 2023, and Q1 2024

Results

(In Thousands)	Full Year 2022	Full Year 2023	Q1 2024
Net Revenues	69,828	93,632	16,776
Cost of Revenues	58,205	74,308	13,874
Gross Profit	11,623	19,324	2,902
Operating Expenses			
Total Operating Expenses	25,913	18,811	5,591
Profit/Loss from Operations	(14,290)	513	(2,689)
Net Income/Loss	(14,087)	(90)	(2,906)
Adjusted EBITDA	(9,880)	4,001	(1,577)