**Disclaimer**

Forward-Looking Statements

This presentation includes "forward-looking statements" within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. KORE’s actual results may differ from their expectations, estimates and projections and consequently, you should not rely on these forward-looking statements as predictions of future events. Forward-looking statements generally are accompanied by words such as "believe," "may," "will," "estimate," "anticipate," "intend," "expect," "should," "would," "plan," "predict," "potential," "seem," "seek," "future," "outlook," and similar expressions that predict or indicate future events or trends or that are not statements of historical matters. These statements are based on various assumptions and on the current expectations of KORE’s management. These forward-looking statements are provided for illustrative purposes only and are not intended to serve as and must not be relied on by any investor or other person as, a guarantee, an assurance, a prediction or a definitive statement of fact or probability. Actual events and circumstances are difficult or impossible to predict and will differ from assumptions. Many actual events and circumstances are beyond the control of KORE. These forward-looking statements are subject to a number of risks and uncertainties, including general economic, financial, legal, political and business conditions and changes in domestic and foreign markets; the potential effects of COVID-19; risks related to the rollout of KORE’s business and the timing of expected business milestones; risks relating to the integration of KORE’s acquired companies, including Business Mobility Partners Inc. and SIMON IoT LLC; changes in the assumptions underlying KORE’s expectations regarding its future business; the effects of competition on KORE’s future business; and the outcome of judicial proceedings to which KORE is, or may become a party. If the risks materialize or assumptions prove incorrect, actual results could differ materially from the results implied by these forward-looking statements. There may be additional risks that KORE presently does not know or that KORE currently believes are immaterial that could also cause actual results to differ materially from those contained in the forward-looking statements. In addition, forward-looking statements reflect KORE’s expectations, plans or forecasts of future events and views as of the date of this presentation. KORE anticipates that subsequent events and developments will cause these assessments to change. However, while KORE may elect to update these forward-looking statements at some point in the future, KORE specifically disclaims any obligation to do so. These forward-looking statements should not be relied upon as representing KORE’s assessments as of any date subsequent to the date of this press release. Accordingly, undue reliance should not be placed upon the forward-looking statements.

Industry and Market Data

In this presentation, we rely on and refer to information and statistics regarding market participants in the sectors in which KORE expects to compete and other industry data. We obtained this information and these statistics from a variety of publicly available sources, including reports by market research firms and other public company filings. No representation is made as to the reasonableness of the assumptions made within or the accuracy or completeness of any projections or modeling or any other information contained herein. Any data on past performance or modeling contained herein is not an indication as to future performance.

Trademarks

This presentation may contain trademarks, service marks, trade names and copyrights of other companies, which are the property of their respective owners. Solely for convenience, some of the trademarks, service marks, trade names and copyrights referred to in this presentation may be listed without the TM, SM, © or ® symbols, but KORE will, to the fullest extent under applicable law, assert, to the fullest extent under applicable law, the rights of the applicable owners, if any, to these trademarks, service marks, trade names and copyrights.

Use of Projections

This presentation also contains certain financial forecasts of KORE. KORE’s independent auditors have not studied, reviewed, compiled or performed any procedures with respect to the projections for the purpose of their inclusion in this presentation, and accordingly, neither of them has expressed an opinion or provided any other form of assurance with respect thereto for the purpose of this presentation. These projections are for illustrative purposes only and should not be relied upon as being necessarily indicative of future results. The assumptions and estimates underlying the prospective financial information are inherently uncertain and are subject to a wide variety of significant business, economic and competitive risks and uncertainties that could cause actual results to differ materially from those contained in the prospective financial information. Projections are inherently uncertain due to a number of factors outside of KORE’s control. Accordingly, there can be no assurance that the prospective results are indicative of future performance of KORE or that actual results will not differ materially from those presented in the prospective financial information. Inclusion of the prospective financial information in this presentation should not be regarded as a representation by any person that the results contained in the prospective financial information will be achieved.

Use of Non-GAAP Financial Measures

In addition to our results determined in accordance with GAAP, we believe the following non-GAAP measures are useful in evaluating our operational performance. We use the following non-GAAP financial information to evaluate our ongoing operations and for internal planning and forecasting purposes. We believe that non-GAAP financial information, when taken collectively, may be helpful to investors in assessing our operating performance.

"EBITDA” is defined as net income (loss) before other non-operating expense or income, income tax expense or benefit, and depreciation and amortization. "Adjusted EBITDA” is defined as EBITDA adjusted for unusual and other significant items that management views as distorting the operating results from period to period. Such adjustments may include stock-based compensation, integration and acquisition-related charges, tangible and intangible asset impairment charges, certain contingent liability reversals, transformation, and foreign currency transaction gains and losses. EBITDA and Adjusted EBITDA are intended as supplemental measures of our performance that are neither required by, nor presented in accordance with, GAAP. We believe that the use of EBITDA and Adjusted EBITDA provides an additional tool for investors to use in evaluating ongoing operating results and trends and in comparing KORE's financial measures with those of comparable companies, which may present similar non-GAAP financial measures to investors. However, you should be aware that when evaluating EBITDA and Adjusted EBITDA we may incur future expenses similar to those excluded when calculating these measures. In addition, our presentation of these measures should not be construed as an inference that our future results will be unaffected by unusual or non-recurring items. Our computation of Adjusted EBITDA may not be comparable to other similarly titled measures computed by other companies, because all companies may not calculate Adjusted EBITDA in the same fashion. Because of these limitations, EBITDA and Adjusted EBITDA should not be considered in isolation or as a substitute for performance measures calculated in accordance with GAAP. We compensate for these limitations by relying primarily on our GAAP results and using EBITDA and Adjusted EBITDA on a supplemental basis. You should review the reconciliation of net loss to EBITDA and Adjusted EBITDA below and not rely on any single financial measure to evaluate our business.
OBJECTIVES OF OUR EARNINGS CALL

- Provide financial performance overview
- Continue to educate the market and investor base about our unique, IoT Pure Play company – this call will focus on our Intellectual Property
- Answer analyst and investor questions
## Summary – Q4 2021 and FY 2021 Earnings & Outlook for 2022

### Q4 2021 vs. Q4 2020
- **Total revenue of $64.3 million** vs. $57.5 million (+11.8%)
- **Net loss of $12.0 million** vs. $15.7 million
- **Adjusted EBITDA of $12.9 million** vs. $13.3 million

### FY 2021 vs. FY 2020
- **Total revenue of $248.2 million** vs. $213.8 million (+16.1%)
- **Net loss of $24.5 million** vs. $35.2 million
- **Adjusted EBITDA of $59.9 million** vs. $57.8 million
- **$86.3 million cash and cash equivalents** vs. $10.7 million

### 2022 Outlook
- **2022 Revenue Outlook of $260-265MM**
- **KORE’s two-year stack revenue for 2021-22 is now forecast at $508-$513MM compared to the forecast of $457MM provided in our ‘go public’ model**
- **Adjusted EBITDA, a non-GAAP metric, of $63-64MM representing ~24% margin**
KORE’s Strategy: Building the World’s First Pure-Play IoT Enabler

What we do for customers...

Connectivity.
Solutions.
Analytics.

How we do it...
# KORE’s IoT Managed Services Portfolio

KORE provides a one-stop-shop for IoT deployment

<table>
<thead>
<tr>
<th>1 IoT Strategy &amp; End-to-end Security</th>
<th>2 Technology Evaluation, Selection, Dev</th>
<th>3 Connectivity, Device &amp; Data Management</th>
<th>4 Deployment (forward logistics)</th>
<th>5 Operations Management &amp; Support</th>
<th>6 Sustainment (reverse logistics)</th>
<th>7 Analysis &amp; Optimization</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.1 Business Outcomes / Business Case</td>
<td>2.1 Architecture</td>
<td>3.1 Network(s) Selection / Carrier Contracts</td>
<td>4.1 Forecasting</td>
<td>5.1 Technical Support Tier 1 &amp; 2</td>
<td>6.1 Advanced Managed Services</td>
<td>7.1 Data Cleansing &amp; Normalization</td>
</tr>
<tr>
<td>1.2 Security by Design (entire stack)</td>
<td>2.2 Connectivity / Network Strategy</td>
<td>3.2 Secured Data Exchange</td>
<td>4.2 Order Management</td>
<td>5.2 Tier 3 – Network &amp; Systems Support</td>
<td>6.2 Migration Services</td>
<td>7.2 Data Storage, Retreivals &amp; Replays</td>
</tr>
<tr>
<td>1.3 Partner Strategy</td>
<td>2.3 IoT Platform / Cloud Selection</td>
<td>3.3 Subscription Lifecycle Integration</td>
<td>4.3 Configuration Management</td>
<td>5.3 Network Mgmt. &amp; Orchestration</td>
<td>6.3 Returns Management / Asset Recovery</td>
<td>7.3 Data Enrichment &amp; Contextualization</td>
</tr>
<tr>
<td>1.4 Proof of Concept</td>
<td>2.4 Application Design / Development</td>
<td>3.4 Usage Optimization &amp; Fraud Mgmt.</td>
<td>4.4 Supply Chain Management</td>
<td>5.4 Quality Management (ISO 13485, 9001)</td>
<td>6.4 Advanced Exchange</td>
<td>7.4 Data Visualization</td>
</tr>
<tr>
<td>1.5 Global / Regional Footprint</td>
<td>2.5 Device / Module Selection, Validation &amp; Certification</td>
<td>3.5 Hierarchical Account Setup &amp; Management</td>
<td>4.5 Site Services</td>
<td>5.5 Regulatory Compliance</td>
<td>6.5 Site Maintenance</td>
<td>7.5 AIoT – Descriptive, Predictive</td>
</tr>
<tr>
<td>1.6 Organizational Governance</td>
<td>2.6 Develop, Test, Prototype &amp; Pilot</td>
<td>3.6 Device Management, Diagnostics &amp; Troubleshooting</td>
<td>4.6 Global Import / Export Management</td>
<td>5.6 Endpoint / Subscription Management</td>
<td>6.6 OEM Warranty Management</td>
<td>7.6 Security &amp; Deep Network Monitoring using Metadata</td>
</tr>
<tr>
<td>1.7 Business Continuity / Disaster Recovery</td>
<td>2.7 Deployment Process Design</td>
<td>3.7 Deployment Setup &amp; Optimization</td>
<td>4.7 Asset Management</td>
<td>5.7 Change / Release Management</td>
<td>6.7 End of Life Management</td>
<td>7.7 Application Integration &amp; Device Feedback</td>
</tr>
</tbody>
</table>

**Delivery:**
- KORE Internal
- KORE & Partner Hybrid
- Partner
KORE’s Technology Stack Enables IoT Services

Enterprise / Solution Provider Applications

- SIM, eSIM, iSIM

Enterprise Apps

Pre-configured Solution IP

KORE One Interface
(User experience via UI, API, Dev Portal)

- Billing
- Analytics
- Integration
- Network Intelligence

Carriers

Pre-activated SIMs or eSIMs/eUICCs

KORE One Streaming

Global Connectivity powered by OmniSIM

KORE One Aggregator

Security and Network Intelligence

Platform Functions

- Deep network traffic inspection and anomaly detection in traffic patterns

Comprehensive Data Management Services

- Harness all levels of IoT data, including sensor data, meta data and usage data

Connected Health Services

- Secured Encrypted Data delivery from peripherals to the Health Systems with continuous device health monitoring

Fleet / Asset / Location Based Services

- Tracking, alerting and events to provide visibility of an asset via data streaming
Intellectual Property Designed to Enable Customer Outcomes

Enabling Developers to Create Innovative Solutions using ‘IoT Building Blocks’
How it Works

Preconfigured Solutions within Key Verticals

IoT Building Blocks

1. IoT Strategy & End-to-end Security
2. Technology Evaluation, Selection, Dev
3. Connectivity Device & Data Management
4. Deployment (forward logistics)
5. Operations Management & Support
6. Sustainment (reverse logistics)
7. Analytics & AIoT

Customer Journey

Hardware
Connectivity
Services
Data Processing
# Financial Highlights

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>IoT Connectivity</td>
<td>$43,214</td>
<td>67%</td>
<td>$168,804</td>
<td>68%</td>
</tr>
<tr>
<td>IoT Solutions</td>
<td>$21,084</td>
<td>33%</td>
<td>$79,413</td>
<td>32%</td>
</tr>
<tr>
<td>Total revenue</td>
<td>$64,298</td>
<td>100%</td>
<td>$248,217</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Gross Margin %</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>IoT Connectivity</td>
<td>58.7%</td>
<td>61.2%</td>
<td>60.6%</td>
<td>59.9%</td>
</tr>
<tr>
<td>IoT Solutions</td>
<td>25.5%</td>
<td>24.5%</td>
<td>29.9%</td>
<td>37.8%</td>
</tr>
<tr>
<td>Overall Gross Margin %</td>
<td>47.8%</td>
<td>52.3%</td>
<td>50.8%</td>
<td>54.2%</td>
</tr>
<tr>
<td><strong>Period End Connections</strong></td>
<td>14.6 million</td>
<td>11.8 million</td>
<td>14.6 million</td>
<td>11.8 million</td>
</tr>
<tr>
<td><strong>Average Connections</strong></td>
<td>14.2 million</td>
<td>11.7 million</td>
<td>13.4 million</td>
<td>10.7 million</td>
</tr>
<tr>
<td><strong>Count for the Period</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DBNER</td>
<td>122%</td>
<td></td>
<td>106%</td>
<td></td>
</tr>
</tbody>
</table>
## Financial Highlights (Continued)

<table>
<thead>
<tr>
<th></th>
<th>Three Months Ended December 31,</th>
<th>Full Year Ended December 31,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2021</td>
<td>2020</td>
</tr>
<tr>
<td>Operating Expense</td>
<td>$37,675</td>
<td>$36,580</td>
</tr>
<tr>
<td>Operating Loss</td>
<td>($6,926)</td>
<td>($6,532)</td>
</tr>
<tr>
<td>Net Loss</td>
<td>($11,979)</td>
<td>($15,727)</td>
</tr>
<tr>
<td>Adj. EBTIDA</td>
<td>$12,896</td>
<td>$13,318</td>
</tr>
<tr>
<td>Cash Flow From Operations</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash Flow From Investing</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash Flow From Financing</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash at the end of the Period</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Including restricted cash</td>
<td>$86,343</td>
<td>$10,693</td>
</tr>
</tbody>
</table>
Financial Policy Overview

Leverage

• Target senior net leverage\(^{(1)}\) of ~3x within ~24 months
• Target total net leverage\(^{(2)}\) of ~4x within ~24 months

M&A

• Target ‘tuck-in’ opportunities to expand geographically, build out capabilities in industry verticals, enhance technical and analytical know-how, as well as 5G and Edge Compute readiness
• Target accretive, deleveraging transactions (combination of cash and equity)

Capital Allocation

• No shareholder distribution expected in the near-term
• Free cash flow will be re-invested in the business, used for M&A or to pay down debt

\(^{(1)}\) Senior net leverage – \([(\text{indebtedness under UBS term loan, less cash and cash equivalents}) / \text{last 12 months’ Adjusted EBITDA})]\)
\(^{(2)}\) Total net leverage – \([(\text{total debt, including convertible notes issued pursuant to backstop financing, less cash and cash equivalents}) / \text{last 12 months’ Adjusted EBITDA})]
Phased transformation to KORE 3.0 – our 5-year direction is clear

- Strategy for “KORE 3.0” finalized
- Transformation program and investments approved
- One Team KORE; high-performance culture

- Begin transformation of connectivity proposition/platform
- Integrate acquisitions including Aspider, bring eSIM to market
- Launch IoT Solutions & Managed Services

- Acquisition/integration of Integron; launch of IoT managed services
- Launch KORE One & LPWA offering
- Introduce intelligent network monitoring

- eSIM industry leadership
- Pre-configured Solutions
- Industry GTM (5 focus sectors)
- 5G innovation

- Broadened industry sector expertise with integrated products
- LPWA and Private Network Global Offering
- 5G, edge analytics off KORE One platform

- Portfolio mix from 100% connectivity towards 50/50 connectivity/services
- Accelerate 5G adoption
- Lead the promise of “AI + IoT”

Phase 1: Launch Transformation
Phase 2: Industry GTM & eSIM
Phase 3: Lead with 5G & Analytics
Well Positioned for Growth and Value Creation

KORE is a 20-year old company. We listed publicly with an organic ‘base case’ and stated we believe we can accelerate significantly.

$260-265MM
2022 Revenue Outlook

$63-64MM
2022 Targeted Adjusted EBITDA

$508-513MM
2-year revenue forecast, compared to $457MM forecast in go-public model.