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," "continue," "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 these 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.

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Use of Projections

This presentation also contains certain financial forecasts of KORE. KORE’s independent auditors have not 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 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 interest expense or interest 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 the Company’s financial measures with those of comparable companies, which may present similar non-GAAP financial information to investors. However, you should be aware that EBITDA is not intended to be comparable to EBITDA as defined by other companies, because all companies may not calculate EBITDA in the same manner. 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 manner.

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 to 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.

We have not provided the forward-looking GAAP equivalents for the forward-looking non-GAAP financial measure Adjusted EBITDA or a GAAP reconciliation as a result of the uncertainty regarding, and the potential variability of, reconciling items including but not limited to stock-based compensation expense, foreign currency loss or gain and acquisition and integration-related expenses. Accordingly, a reconciliation of this non-GAAP guidance metric to its corresponding GAAP measure is not available without unreasonable efforts. However, it is important to note that material changes to reconciling items could have a significant effect on future GAAP results and, as such, we also believe that any reconciliations provided would imply a degree of precision that could be confusing or misleading to investors.
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 Fleet vertical
- Answer analyst and investor questions
Summary – Q2 2022 Earnings & 2022 Outlook

Q2 2022 vs. Q2 2021

- Total revenue of $70.4 million vs. $60.7 million (+16%)
  - IoT Connectivity of $44.7 million vs. $43.3 million (+3%)
  - IoT Solutions revenue of $25.7 million vs $17.4 million (+47%)
- Net loss of $11.1 million, or $0.15 per share vs. $6.9 million, or $0.46 per share
- DBNER was 114% vs. 113%
- Adjusted EBITDA of $15.9 million vs. $14.7 million (+8%)

2022 Outlook

- Maintaining 2022 revenue outlook of $260-265 million despite F/X headwind
- KORE’s two-year stack revenue for 2021-22 is forecast at $508-$513 million compared to the forecast of $457 million provided in our ‘go public’ model
- Adjusted EBITDA, a non-GAAP metric, of $63-64 million representing approximately 24% margin
IoT use cases are everywhere... deployments are complex

- **Sample IoT use cases**
  - Fleet Mgmt.
  - Home Security
  - Offender Trackers
  - Smart City Lighting Systems
  - Connected Blood Sugar Monitors
  - Connected Gas Tank Monitors
  - Connected Alcohol Monitors
  - Smart Meters

- **Top challenges in IoT deployments**
  - Inability to contextualize and analyze data
  - Challenges in interoperability and compatibility
  - Lack of in-house IoT expertise and resources
  - Issues in compliance with regulations
  - Fragmented ecosystem requiring multiple partners
  - Lack of solution deployment planning and experience
  - Risks and pitfalls in IoT Security

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KORE is building the world’s first pure-play IoT enabler

What we do for customers...

Deploy

Manage

Scale

How we do it...

Connectivity.

Solutions.

Analytics.
Building a Pure Play IoT Company

Current

Industry Sectors/Verticals

Future

Connected Health
Connected Health and IoT-enabled Clinical Drug Trials

Fleet
Fleet Management, Telematics, Connected Car, SVR, UBI

Assets
Remote Monitoring, Home/Business Security, Offender Tracking

Communication Services
Connectivity Resellers, Failover/Primary, PaaS

Industrial
IoT, OEMs, Smart Cities, Smart Utilities etc.

Regional GTM: Americas, EAP

Horizontal Capabilities

1 Strategy & Security
2 Technology Selection
3 Connectivity, Device & Data Management
4 Deployment (Fwd. Logistics)
5 Operations Management
6 Sustainment (Rev. Logistics)
7 Analytics and AIoT

IoT Strategy, End to End Security & Technology Selection

(a) Connectivity as a Service (SIM/eSIM/iSIM)

(b) Connectivity Enablement as a Service (CMPaaS/CNaaS/PNaaS*)

IoT Managed Services (Forward/Reverse Logistics, Operations)

Analytics – LBS** / Usage / SecurityPro Network Intelligence / Store & Forward

*Connectivity Management Platform-aaS; Core Network-aaS; Private Network-aaS
**Location Based Services

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The Global Market – Fleet Management
Market continues to Evolve

- Temperature, humidity, light exposure
- Trailer GPS
- Loaded status
- Rear camera
- Tire monitoring
- Theft monitoring
- Vibration/shock
- Engine data (speed, harsh, braking, fuel consumption, idle time)
- Driver data
- Front camera/ driver-facing camera
- Driver behavior
- Driver messaging
- Job dispatching
- Tractor GPS
- Power unit/tractor data
- Cargo condition data
Solutions Addressing the Highest Demand Industry Use Cases

**GPS Location Tracking**
- Tracker
- Connectivity
- Dashboard

**Video Management**
- Camera
- Connectivity
- Video Analytics

**Cargo Management**
- Cargo Device
- Connectivity
- Cargo Portal

**Fuel Management**
- Fuel Sensor
- Connectivity
- Fuel Mgmt.

**Driver Management**
- Device
- Camera
- Connectivity
- Driver Mgmt.

**ELD/HOS**
- ELD Device
- Connectivity
- Compliance application

**Solution Bundles**

**CaaS (SIM/eSIM/iSIM)**
- eSIM as primary connectivity (eUICC standard)
- ConnectivityPro® with KORE ONE™ to scale connectivity needs
- Added value via SecurityPro®

**IoT Managed Services**
- Logistics and fulfilment support for devices
- Provisioning and scripting of devices
- Device management, remote access and installation

**Application/Analytics**
- Leverage KORE ONE for application insights and analytics
- Continue to extend and offer application and data insights to large enterprise customers
KORE Fleet by the Numbers

KORE’s unique solutions bridge the IoT technology gap in a rapidly growing market

Fleet Forecast

<table>
<thead>
<tr>
<th>Segment</th>
<th>2021A</th>
<th>2025 Forecast</th>
</tr>
</thead>
<tbody>
<tr>
<td>Telematics</td>
<td>$50</td>
<td>$75</td>
</tr>
<tr>
<td>Usage Based Insurance</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Video Analytics</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Internal Stretch Target

<table>
<thead>
<tr>
<th>Segment</th>
<th>2021</th>
<th>2025 Stretch Target</th>
</tr>
</thead>
<tbody>
<tr>
<td>Telematics</td>
<td>$50</td>
<td>&gt;3X</td>
</tr>
</tbody>
</table>

CAGR: 30+% growth

Massive opportunity to grow our Segments and Anchor Accounts

Representative Fleet Players

- Queclink
- United Rentals
- C.H. ROBINSON
- GEOTAB
- TRAKGLOBALGROUP
- Metromile
- Liberty Mutual
- Penske
- HCSS
- Jimi IoT
- Matrack
## Financial Highlights

### Revenue (In millions USD)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td><strong>Revenue %</strong></td>
<td><strong>Revenue %</strong></td>
<td><strong>Revenue</strong></td>
<td><strong>Revenue %</strong></td>
</tr>
<tr>
<td>IoT Connectivity</td>
<td>$44.7 64%</td>
<td>$43.3 71%</td>
<td>$88.8 64%</td>
<td>$84.0 72%</td>
</tr>
<tr>
<td>IoT Solutions</td>
<td>$25.7 36%</td>
<td>$17.4 29%</td>
<td>$50.5 36%</td>
<td>$32.0 28%</td>
</tr>
<tr>
<td>Total revenue</td>
<td>$70.4 100%</td>
<td>$60.7 100%</td>
<td>$139.3 100%</td>
<td>$116.0 100%</td>
</tr>
</tbody>
</table>

### Gross Margin %

<table>
<thead>
<tr>
<th></th>
<th>2022</th>
<th>2021</th>
<th>2022</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>IoT Connectivity</td>
<td>65%</td>
<td>59%</td>
<td>64%</td>
<td>60%</td>
</tr>
<tr>
<td>IoT Solutions</td>
<td>28%</td>
<td>34%</td>
<td>28%</td>
<td>39%</td>
</tr>
<tr>
<td><strong>Overall Gross Margin %</strong></td>
<td>52%</td>
<td>52%</td>
<td>51%</td>
<td>54%</td>
</tr>
</tbody>
</table>

### Period End Total Connections

<table>
<thead>
<tr>
<th></th>
<th>2022</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>15.2 million</td>
<td>15.2 million</td>
<td></td>
</tr>
<tr>
<td>13.2 million</td>
<td>13.2 million</td>
<td></td>
</tr>
</tbody>
</table>

### Average Total Connections Count for the Period

<table>
<thead>
<tr>
<th></th>
<th>2022</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>15.2 million</td>
<td>15.1 million</td>
<td></td>
</tr>
<tr>
<td>13.1 million</td>
<td>12.9 million</td>
<td></td>
</tr>
</tbody>
</table>

### DBNER

<table>
<thead>
<tr>
<th></th>
<th>2022</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>114%</td>
<td>114%</td>
<td>113%</td>
</tr>
</tbody>
</table>
# Financial Highlights (continued)

<table>
<thead>
<tr>
<th>(In millions USD)</th>
<th>Three Months Ended June 30,</th>
<th>Six Months Ended June 30,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2022</td>
<td>2021</td>
</tr>
<tr>
<td>Operating Expense</td>
<td>$43.2</td>
<td>$35.4</td>
</tr>
<tr>
<td>Operating (Loss)/Profit</td>
<td>($6.7)</td>
<td>($4.0)</td>
</tr>
<tr>
<td>Net Loss</td>
<td>($11.1)</td>
<td>($6.9)</td>
</tr>
<tr>
<td>Adjusted EBITDA</td>
<td>$15.9</td>
<td>$14.7</td>
</tr>
<tr>
<td>Cash Flow From Operations</td>
<td>$14.7</td>
<td>($2.0)</td>
</tr>
<tr>
<td>Cash Flow From Investing</td>
<td>($4.7)</td>
<td>($2.9)</td>
</tr>
<tr>
<td>Cash Flow From Financing</td>
<td>($0.9)</td>
<td>$0.1</td>
</tr>
<tr>
<td>Cash at the end of the Period</td>
<td>$40.8</td>
<td>$86.0*</td>
</tr>
</tbody>
</table>

* 2021 Cash at the end of the Period refers to the period ended December 31, 2021
Well Positioned for Growth and Value Creation

$260-265MM
2022 Revenue Outlook

$63-64MM
2022 Targeted Adjusted EBITDA

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

$508-513MM
Current 2-year revenue forecast, compared to $457MM forecast in go-public model
Positioned for the Decade of IoT
as the only Pure-Play IoT Company

<table>
<thead>
<tr>
<th>Phase 1</th>
<th>Phase 2</th>
<th>Phase 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Foundational</td>
<td>Acceleration</td>
<td>Leadership</td>
</tr>
</tbody>
</table>

**2018 - 2021**
- 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

**2022**
- eSIM industry leadership
- Pre-configured Solutions
- Industry GTM (2 of 5 sectors launched)
- 5G innovation

**2026**
- Broadened industry sector (all 5 or more focus sectors) expertise with integrated products
- Massive IoT
- 5G, edge analytics off KORE One platform

**2030**
- Healthy revenue mix connectivity / solutions / analytics
- Accelerating 5G adoption
- Lead with the promise of “AI + IoT”
- Edge compute maturity

---

**EVOLUTION ROADMAP**

- **2026**
  - Massive IoT
  - 5G, edge analytics off KORE One platform
- **2030**
  - Healthy revenue mix connectivity / solutions / analytics
  - Accelerating 5G adoption
  - Lead with the promise of “AI + IoT”
  - Edge compute maturity

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Appendix
Reconciliation of Net Loss to EBITDA and Adjusted EBITDA

<table>
<thead>
<tr>
<th>(In millions USD)</th>
<th>Three Months Ended June 30,</th>
<th>Six Months Ended June 30,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2022</td>
<td>2021</td>
</tr>
<tr>
<td>Net loss</td>
<td>($11.1)</td>
<td>($6.9)</td>
</tr>
<tr>
<td>Income tax expense (benefit)</td>
<td>(2.8)</td>
<td>(2.7)</td>
</tr>
<tr>
<td>Interest Expense</td>
<td>7.3</td>
<td>5.5</td>
</tr>
<tr>
<td>Depreciation &amp; Amortization</td>
<td>13.8</td>
<td>12.4</td>
</tr>
<tr>
<td>EBITDA</td>
<td>7.2</td>
<td>8.4</td>
</tr>
<tr>
<td>Change in FV of warrant liabilities (non-cash)</td>
<td>(0.1)</td>
<td>0.0</td>
</tr>
<tr>
<td>Transformation expenses</td>
<td>1.9</td>
<td>1.9</td>
</tr>
<tr>
<td>Acquisition and integration-related restructuring costs</td>
<td>3.8</td>
<td>3.7</td>
</tr>
<tr>
<td>Stock-based compensation (non-cash)</td>
<td>2.5</td>
<td>0.3</td>
</tr>
<tr>
<td>Foreign currency loss (non-cash)</td>
<td>0.5</td>
<td>0.1</td>
</tr>
<tr>
<td>Other</td>
<td>0.2</td>
<td>0.2</td>
</tr>
<tr>
<td>Adjusted EBITDA</td>
<td>$15.9</td>
<td>$14.7</td>
</tr>
<tr>
<td>Adjusted EBITDA Margin</td>
<td>22.6%</td>
<td>24.1%</td>
</tr>
</tbody>
</table>

Columns may not sum due to rounding
## KORE business model: offering high demand IoT services

<table>
<thead>
<tr>
<th>Product line</th>
<th>Products</th>
<th>Product description</th>
<th>Primary pricing method</th>
</tr>
</thead>
</table>
| **IoT Connectivity**  | IoT Connectivity as a Service (CaaS)          | • IoT connectivity services offered through market leading KORE One IoT platform  
• Our IoT connectivity solutions allow devices to seamlessly and securely connect anywhere in the world across any connected network, which we call our multiple devices, multiple locations, multiple carriers CaaS value prop                                                                                                                                               | Per subscriber per month for lifetime of device (7-10 years and growing) Multi-year contracts with automatic renewals |
|                       | Connectivity Enablement as a Service (CEaaS)  | • Connectivity Management Platform as a Service (or individual KORE One engine)  
• Cellular Core Network as a Service (cloud native HyperCore)                                                                                                                                                                                                                                                                                                                   |                                                                                                                                                                        |
| **IoT Solutions**     | IoT Device Management Services                | • Outsourced platform-enabled services (e.g., logistics, configuration, device management)  
• Sourcing of 3rd party devices globally, device design and selection services                                                                                                                                                                                                                                                                                                                                                         | Upfront fee per device or per device per month                                                                                                                            |
|                       | IoT Security                                  | • KORE’s SecurityPro SaaS platform                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Per subscriber per month                                                                                                                                                   |
|                       | Location Based Services (LBS)                 | • KORE’s PositionLogic™ SaaS platform and LBS APIs                                                                                                                                                                                                                                                                                                                                                                                                                                    | Per subscriber per month                                                                                                                                                   |

**Product list is being expanded e.g., through industry pre-configured solutions**

1 Percentage of revenue from all customers (go-forward and non-core) for the year ending December 31, 2021; 2Percentage of revenue from all customers (go-forward and non-core) for the quarter ending June 30, 2022.
Customer IoT Journey

<table>
<thead>
<tr>
<th>1 IoT Strategy &amp; End-to-end Security</th>
<th>2 Technology Evaluation, Selection, Dev</th>
<th>3 IoT 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 IoT 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, Retrievals &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, Prescriptive, 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

©2022 KORE
KORE is the only pure play IoT enabler

Enterprise

KORE's customers deliver end-to-end industry solutions. Unencumbered by solution management and deployment complexities, these customers can focus on their end customer experience.

KORE

KORE fully delivers 25 of the 49 steps required to deploy an IoT Solution, and partners with others to deliver another 19 steps. KORE can help manage partners who will be accountable for the remaining 5 areas to provide a holistic IoT solution.
Appendix - Fleet
Fleet Management Present Day Challenges

Challenge 1
Keeping Drivers Safe. FMSCA estimates that 71% of large truck crashes occur due to driver distraction.

Challenge 2
Investigating Incidents and Fighting False Claims.

Challenge 3
Improving Overall Efficiency and Reducing Overall Costs.

Average Economic Cost by Injury Severity (in $MM)
- Evident Injury: $1
- Disabling Injury: $1.40
- Death: $10.80

Up to 25% reduction in claims after video telematics have been implemented*

*Data Sources: Frost & Sullivan, 2022
Concerns over monitoring took time to overcome and is key as video is more invasive than location tracking.

Exposure to traditional telematics has fostered an appreciation and acceptance for monitoring technologies that improve operational performance and reduce risk.

The continued focus on operational efficiency and increasingly behavior modification has created a tailwind for video.

It took 30 years to reach this point, due to cost and concerns over privacy, with inflection point in the last 10 years.

**Video at Inflection Point Now**

- **Concerns over monitoring** took time to overcome and is key as video is more invasive than location tracking.
- Exposure to traditional telematics has fostered an appreciation and acceptance for monitoring technologies that improve operational performance and reduce risk.
- The continued focus on operational efficiency and increasingly behavior modification has created a tailwind for video.

**Commercial, Gov’t vehicles: 47MM+**

Connectable vehicles (Excludes opportunity in consumer, rideshare)

**Traditional telematics: 12-14MM**

Connections (penetration rate 25-30%)

**Video telematics: 1.9-2.1MM**

Connected so far (penetration rate of 4.0-4.5%)
Advanced Telematics: Video

By 2024, video will grow to $1.3 billion in North America and $0.33 billion in Europe.¹

Growth Trends

- Rise in insurance coverage scams
- Significant insurance discounts
- Increase in vehicle theft and road accidents²

¹. The Video Telematics Market, M2M Research Series 2020, Berg Insight
². Car Digital Video Recorder (DVR) Market Size, Share & COVID-19 Impact Analysis, By Type, By Application, and Regional Forecast, 2020-2027, Fortune Business Insights
In-Vehicle Video Solutions

**Fleet Cam**

**Full-Featured Product Line**
- Plug-and-Play Dashcams
- Multi-Channel
- High Capacity MDVR’s

**Advanced Features**
- Highly Sophisticated AI
  - ADAS
  - DMS

**Multiple Platform Deployments**
- KORE TSP Platform (VARs)
- Stand-Alone Platform (Cloud)
- Integrated Platforms (API)

**Many Use Case**
- Transportation
- Utilities
- Enterprise

**Fleet Plus**

**“Plug-and-Play” Solution**
- Rapid (3 Week) Platform Deployment
- Modern UI/UX
- Easy to Install Dashcams

**Advanced Features**
- Sophisticated AI
  - ADAS
  - DMS

**Multiple Platform Deployments**
- Stand-Alone Platform (Cloud)
- Integrated Platforms (API)

**Targeted Use Cases**
- Construction/Field Service
- Local Delivery
- Light Duty/Pick-ups
In-Vehicle Video Solutions Feature Summary

• Our Solution – Key Features

• Live GPS location
• Live location history
• Real-time driver alerting
• Reports
• Live video streaming
• Event recorder (mDVR) and event video
• Real-time driving analysis
• Multi-camera video telematics software interfaces
• Audio recording
• Various IPC and AHD video telematics camera options
• Road-facing/driver dual-facing dashcams
• Video telematics hardware devices
• ADAS and DMS features enabled by AI modules
• Basic and advanced packages
• AI-powered multi-sensor devices