



# Second Quarter 2022

## Earnings Presentation

August 11, 2022

# Disclaimers

## 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 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 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 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 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.

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 equivalents is not available without unreasonable effort. 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.



Connected Blood Sugar Monitors



Home Security



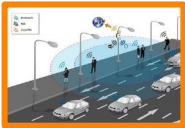
Connected Gas Tank Monitors



Offender Trackers



Connected Alcohol Monitors



Smart City Lighting Systems



Smart Meters

## Top challenges in IoT deployments



# 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



**KORE** | Connected Health  
 Connected Health and IoT-enabled Clinical Drug Trials

**KORE** | Fleet  
 Fleet Management, Telematics, Connected Car, SVR, UBI

**KORE** | Assets  
 Remote Monitoring, Home/Business Security, Offender Tracking

**KORE** | Communication Services  
 Connectivity Resellers, Failover/Primary, PaaS

**KORE** | Industrial  
 IIoT, OEMs, Smart Cities, Smart Utilities etc.

## Regional GTM: Americas, EAP



# The Global Market – Fleet Management



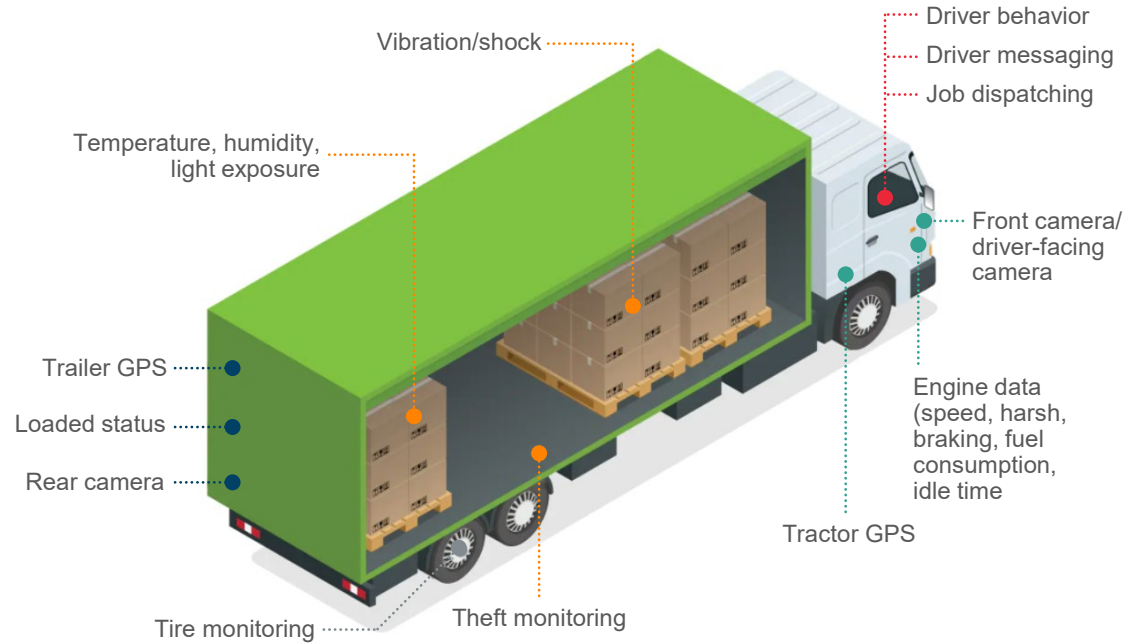


# Market continues to Evolve

**KORE** | Fleet



■ Trailer/container data ■ Power unit/tractor data ■ Cargo condition data ■ Driver data



# Solutions Addressing the Highest Demand Industry Use Cases

Solution Bundles

KORE Fleet



GPS Location Tracking



Tracker



Connectivity



Dashboard



Video



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

Horizontal Capabilities

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

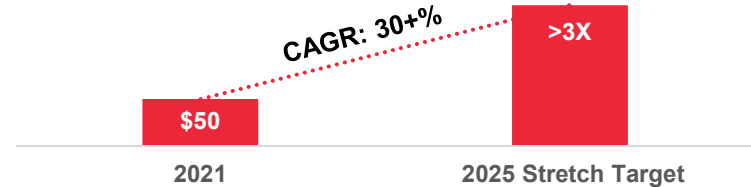
## Fleet Forecast

Fleet Revenue (\$ millions)



## Internal Stretch Target

Fleet Revenue (\$ millions)



Massive opportunity to grow our Segments and Anchor Accounts

### Segment

Telematics

Usage Based Insurance

Video Analytics

### Representative Fleet Players



# Financial Highlights

Revenue (In millions USD)	Three Months Ended June 30,				Six Months Ended June 30,			
	2022		2021		2022		2021	
	Revenue	%	Revenue	%	Revenue	%	Revenue	%
<b>IoT Connectivity</b>	\$44.7	64%	\$43.3	71%	\$88.8	64%	\$84.0	72%
<b>IoT Solutions</b>	\$25.7	36%	\$17.4	29%	\$50.5	36%	\$32.0	28%
<b>Total revenue</b>	<b>\$70.4</b>	<b>100%</b>	<b>\$60.7</b>	<b>100%</b>	<b>\$139.3</b>	<b>100%</b>	<b>\$116.0</b>	<b>100%</b>

Gross Margin %				
<b>IoT Connectivity</b>	65%	59%	64%	60%
<b>IoT Solutions</b>	28%	34%	28%	39%
<b>Overall Gross Margin %</b>	<b>52%</b>	<b>52%</b>	<b>51%</b>	<b>54%</b>

<b>Period End Total Connections</b>	15.2 million	13.2 million	15.2 million	13.2 million
<b>Average Total Connections Count for the Period</b>	15.2 million	13.1 million	15.1 million	12.9 million
<b>DBNER</b>	114%	113%	114%	113%

# Financial Highlights *(continued)*

(In millions USD)	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
Operating Expense	\$43.2	\$35.4	\$84.0	\$66.0
Operating (Loss)/Profit	(\$6.7)	(\$4.0)	(\$13.6)	(\$3.7)
Net Loss	(\$11.1)	(\$6.9)	(\$22.1)	(\$8.0)
Adjusted EBITDA	\$15.9	\$14.7	\$31.5	\$31.2
Cash Flow From Operations	\$14.7	(\$2.0)	\$10.7	(\$14.3)
Cash Flow From Investing	(\$4.7)	(\$2.9)	(\$53.2)	(\$6.0)
Cash Flow From Financing	(\$0.9)	\$0.1	(\$2.5)	\$18.4
Cash at the end of the Period	\$40.8	\$86.0*	\$40.8	\$86.0*

\* 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



## EVOLUTION ROADMAP

2018 - 2021

2022

2026

2030

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 Aspidar, 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 (2 of 5 sectors launched)

5G innovation

Broadened industry sector (all 5 or more focus sectors) expertise with integrated products

Massive IoT

5G, edge analytics off KORE One platform

Healthy revenue mix connectivity / solutions / analytics

Accelerating 5G adoption

Lead with the promise of "AI + IoT"

Edge compute maturity

Phase 1  
Foundational



Phase 2  
Acceleration



Phase 3  
Leadership



A decorative pattern of small, light gray dots arranged in a grid, located in the top-left corner of the page.

# Appendix



# Reconciliation of Net Loss to EBITDA and Adjusted EBITDA

(In millions USD)	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
<b>Net loss</b>	(\$11.1)	(\$6.9)	(\$22.1)	(\$8.0)
Income tax expense (benefit)	(2.8)	(2.7)	(5.3)	(3.9)
Interest Expense	7.3	5.5	13.9	10.6
Depreciation & Amortization	13.8	12.4	27.0	25.5
<b>EBITDA</b>	<b>7.2</b>	<b>8.4</b>	<b>13.5</b>	<b>24.2</b>
Change in FV of warrant liabilities (non-cash)	(0.1)	0.0	(0.1)	(2.4)
Transformation expenses	1.9	1.9	3.5	3.8
Acquisition and integration-related restructuring costs	3.8	3.7	9.1	4.5
Stock-based compensation (non-cash)	2.5	0.3	4.6	0.6
Foreign currency loss (non-cash)	0.5	0.1	0.5	0.1
Other	0.2	0.2	0.5	0.4
<b>Adjusted EBITDA</b>	<b>\$15.9</b>	<b>\$14.7</b>	<b>\$31.5</b>	<b>\$31.2</b>
<b>Adjusted EBITDA Margin</b>	<b>22.6%</b>	<b>24.1%</b>	<b>22.6%</b>	<b>26.9%</b>

Columns may not sum due to rounding

# KORE business model: offering high demand IoT services

Product line	Products	Product description	Primary pricing method
<b>IoT Connectivity</b> 68% of 2021 <sup>1</sup> 63% of Q2 2022 <sup>2</sup>	<b>IoT Connectivity as a Service (CaaS)</b>	<ul style="list-style-type: none"> <li>IoT connectivity services offered through market leading KORE One IoT platform</li> <li>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</li> </ul>	<b>Per subscriber per month for lifetime of device (7-10 years and growing)</b> <b>Multi-year contracts with automatic renewals</b>
	<b>Connectivity Enablement as a Service (CEaaS)</b>	<ul style="list-style-type: none"> <li>Connectivity Management Platform as a Service (or individual KORE One engine)</li> <li>Cellular Core Network as a Service (cloud native HyperCore)</li> </ul>	
<b>IoT Solutions</b> 32% of 2021 <sup>1</sup> 37% of Q2 2022 <sup>2</sup>	<b>IoT Device Management Services</b>	<ul style="list-style-type: none"> <li>Outsourced platform-enabled services (e.g., logistics, configuration, device management)</li> <li>Sourcing of 3rd party devices globally, device design and selection services</li> </ul>	<b>Upfront fee per device or per device per month</b>
	<b>IoT Security</b>	<ul style="list-style-type: none"> <li>KORE's SecurityPro SaaS platform</li> </ul>	<b>Per subscriber per month</b>
	<b>Location Based Services (LBS)</b>	<ul style="list-style-type: none"> <li>KORE's PositionLogic™ SaaS platform and LBS APIs</li> </ul>	<b>Per subscriber per month</b>

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

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

# Customer IoT Journey

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

Delivery: ■ KORE Internal ■ KORE & Partner Hybrid ■ Partner

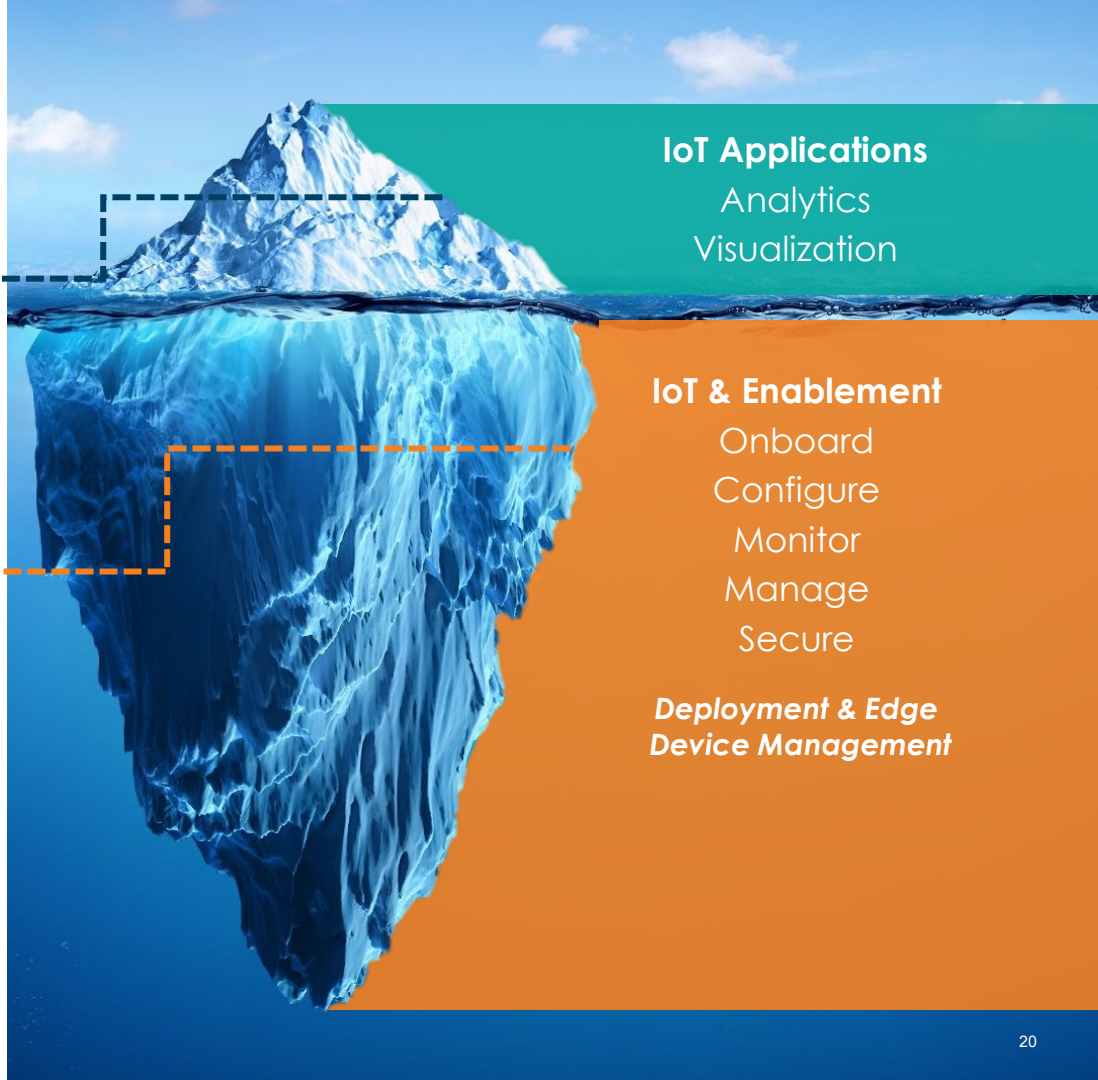
KORE is the only pure play IoT enabler

## Enterprises

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



### IoT Applications

Analytics  
Visualization

### IoT & Enablement

Onboard  
Configure  
Monitor  
Manage  
Secure

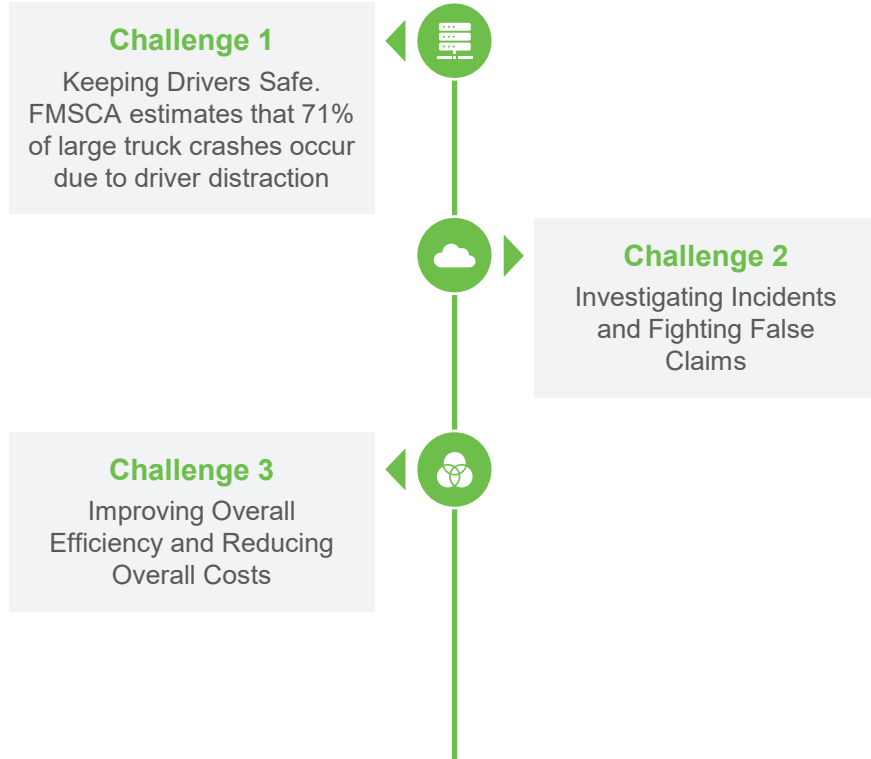
*Deployment & Edge  
Device Management*

A decorative grid of small grey dots in the top-left corner of the page.

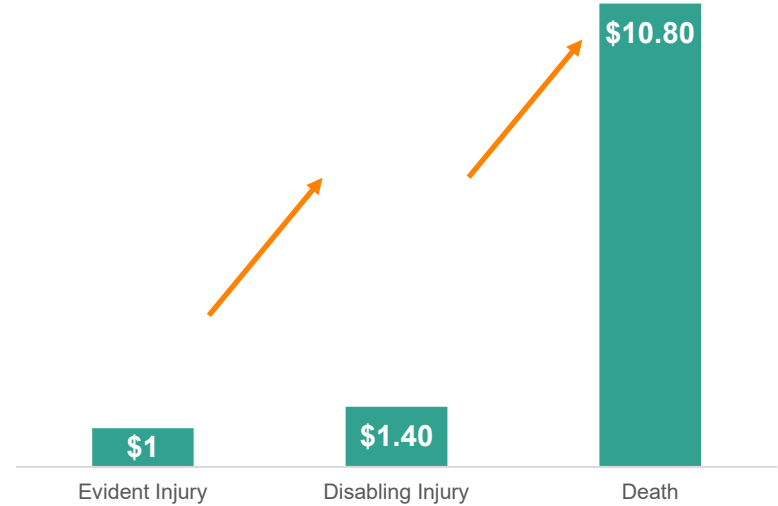
# Appendix - Fleet

A decorative grid of small grey dots in the bottom-left corner of the page.

# Fleet Management Present Day Challenges



Average Economic Cost by Injury Severity (in \$MM)



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

# Traditional Telematics Paved the Way 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



**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%)



## 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**

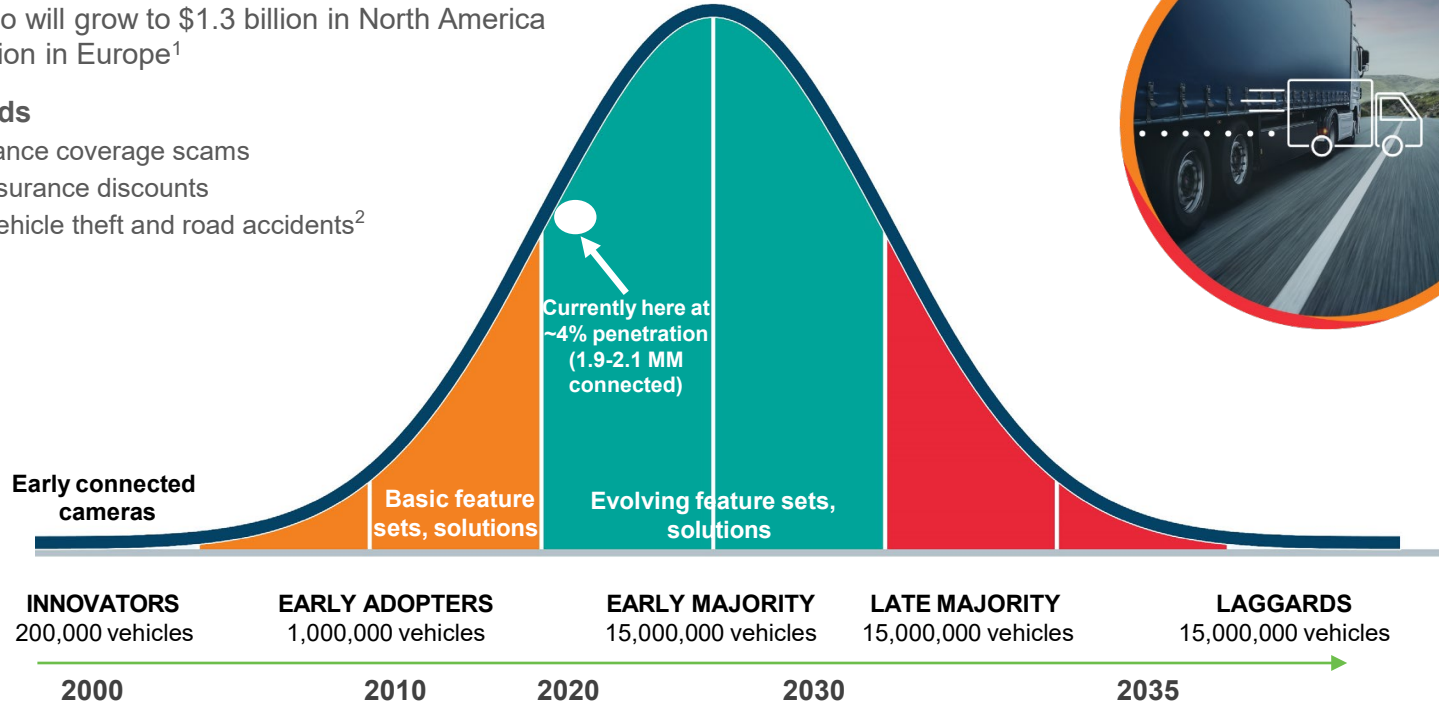
# General Market - Trends

## Advanced Telematics: Video

By 2024, video will grow to \$1.3 billion in North America and \$0.33 billion in Europe<sup>1</sup>

### Growth Trends

- Rise in insurance coverage scams
- Significant insurance discounts
- Increase in vehicle theft and road accidents<sup>2</sup>





# 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

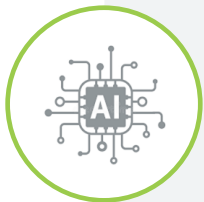


# In-Vehicle Video Solutions Feature Summary

## • 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