

Foundational success, growth and expansion

MicroCap Conference
Jan 30 - Feb 1, 2024

sonim®



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.

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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.

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A trusted US brand since 1999

Nasdaq: SONM
HQ: San Diego, CA



Fortune 500

Government

First Responders

Customer Channels
10+ years of carrier and reseller partnerships



Technology Partners



Complete line of rugged Android mobile phones sold through all major carriers in North America today.

Q3' 23

Gross Profit Growth:
69% Y/Y

Net Revenue Growth:
34% Y/Y

Strategic Competitive Advantages

**Sonim—
a profitable leader in
rugged phone
market >> expanding
to >5X - 200X larger
TAM**

One

US Company Serving Global Markets

Carriers in North America, EMEA, and Australia seek non-Chinese mid and value tier OEMs to replace current ones for enhanced cybersecurity; opens geo market expansion

Three

Supply Chain Competitive Advantage

ODM partners offload R&D willing to invest on our behalf; flexible, cost efficient, quick to market

Two

Leveraging Foundational Brand Equity

Current ultra-rugged Sonim customer base also fits budget-savvy use case profiles across entire portfolio

Four

Established Carrier Partnerships & Channels

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



Let **nothing** stand in your way.



2024+

Scaling Up: Finally a device I can trust that won't break or break the bank



2023+

Branching Out: Dependable wireless internet devices ready for work and life



1999+

DNA: Phones that are built for and trusted by first responders

Let **nothing** stand in your way.



Today+

Rugged Phones



2023+

Connected Devices

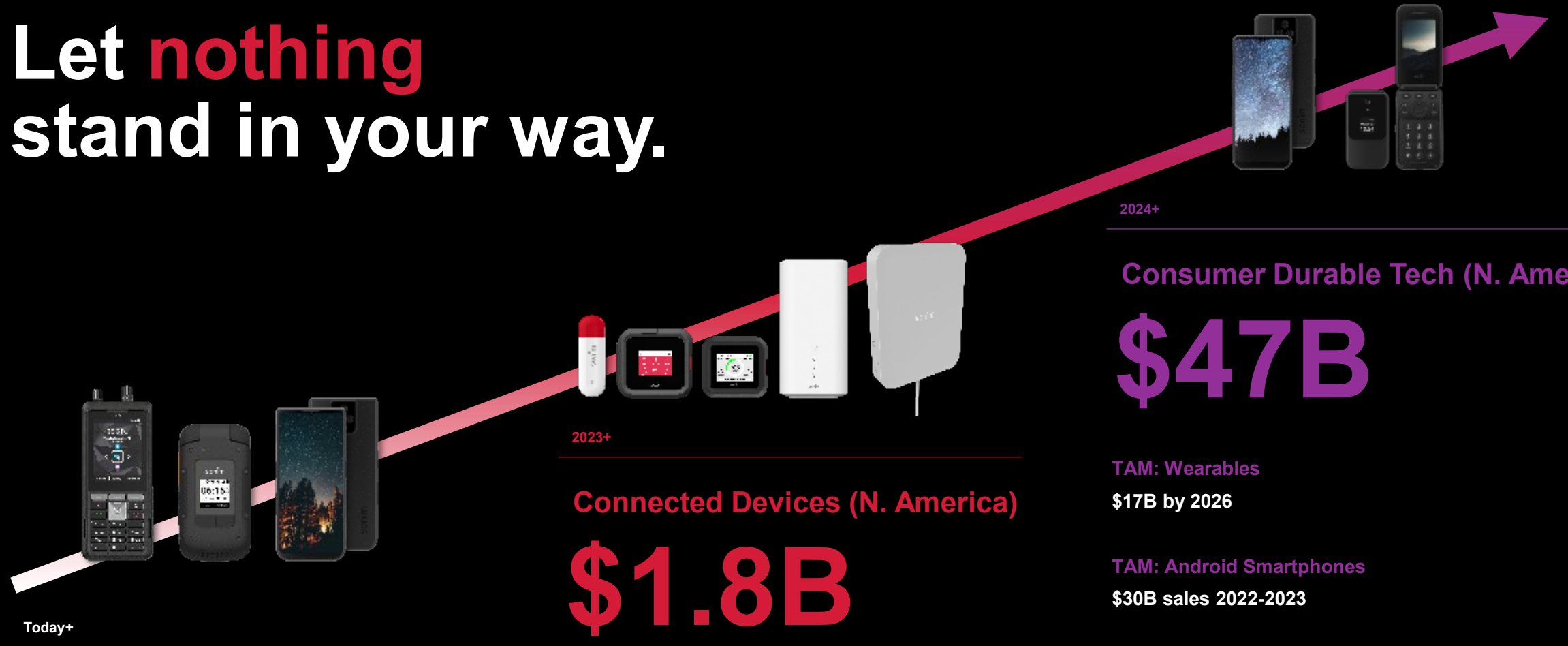


2024+

Consumer Durable Tech



Let **nothing** stand in your way.



Today+

Rugged Phones

\$0.4B

TAM: Ultra & Semi Rugged

2023+

Connected Devices (N. America)

\$1.8B

TAM: Hotspots
\$1.4B 2022-2023

TAM: Fixed Wireless Access
\$0.41B 2022-2023

2024+

Consumer Durable Tech (N. America)

\$47B

TAM: Wearables
\$17B by 2026

TAM: Android Smartphones
\$30B sales 2022-2023

TAM: Android budget phones
\$9B annual average sales 2022-2023

Opportunity for Connected Devices is **now**.

Fixed Wireless Access remains biggest disruptor in broadband through 2025.
– Wells Fargo Research Group

- U.S. and European carriers expanding fixed wireless deployments in 2024
- Incumbents exiting and/or decreasing share in market within last 12 months
- Launch of 5G Redcap in 2024 to support exponential rise of IoT
- Geopolitical landscape creates sense of urgency



Connected Devices (N. America)

\$1.8B

TAM: Hotspots

\$1.4B 2022-2023

TAM: Fixed Wireless Access

\$0.41B 2022-2023

** 5G FWA CPE shipments
32% CAGR worldwide thru 2028

Global Momentum

Sonim's new portfolio to launch with multiple carriers in 2024



AT&T

T-Mobile

verizon



TELUS

Bell



uscellular



ROGERS



kpn



8 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 (wireless industry expert)

Q3 2023 Results

(In Thousands)	Q3 2022	Q2 2023	Q3 2023	Sequential	YoY
Net Revenues	20,497	26,835	27,566	3%	34%
Cost of Revenues	17,181	22,409	21,963		
Gross Profit	3,316	4,426	5,603	27%	69%
Operating Expenses					
Total Operating Expenses	5,245	3,679	4,915	34%	-6%
Profit/Loss from Operations	(1,929)	747	688		
Net Income/Loss	(1,608)	509	527	4%	
EBITDA	(1,257)	1,138	1,378	21%	

Expert Leadership

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



Peter Liu
Chief Executive Officer



Clay Crolius
Chief Financial Officer



Chuck Becher
Chief Commercial Officer



Chris Yeatts
SVP Connected Solutions



Board of Directors

Mike Mulica (Board Chair)

Peter Liu (CEO)

Jack Steenstra

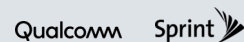
Jeffrey Wang



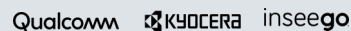
Anette Gaven
VP Marketing



Mike Coad
SVP Product



Ian Han
VP Program Management



Dyan Kaplan
SVP Sales &
Customer Experience



Simon Rayne
SVP & GM EMEA & APAC



Jerry Yang
SVP Global Engineering



Zhide Wang
SVP Global Operations



**Thank
You**

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