



Second Quarter 2024

Earnings Presentation

August 15, 2024

Disclaimers

Forward-Looking Statements

This presentation includes certain statements that are not historical facts but are forward-looking statements for purposes of the safe harbor provisions under the United States Private Securities Litigation Reform Act of 1995. Forward-looking statements generally are accompanied by words such as "believe," "guidance," "project," "may," "will," "estimate," "continue," "anticipate," "intend," "expect," "should," "would," "plan," "predict," "potential," "seem," "seek," "future," "target," "outlook," and similar expressions that predict or indicate future events or trends or that are not statements of historical matters. These forward-looking statements include, but are not limited to, statements regarding expected financial and other risks, statements regarding future operational performance and efficiency, statements regarding the expected cost savings, revenue growth and profitability from the Company's restructuring plan, 2024 guidance, future performance of the Connected Health business, statements regarding new product or service offerings, estimates and forecasts of revenue, Adjusted EBITDA and other financial and performance metrics, projections regarding recent customer engagements, projections of market opportunity and conditions, and the total contract value (TCV) of signed contracts and potential revenue opportunities in KORE's sales funnel. 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 the acquisition of Twilio's IoT business, changes in the assumptions underlying KORE's expectations regarding its future business; our ability to negotiate and sign a definitive contract with a customer in our sales funnel; our ability to realize some or all of the TCV of customer contracts as revenue, including any contractual options available to customers or contractual periods that are subject to termination for convenience provisions; 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 presentation. Accordingly, undue reliance should not be placed upon the forward-looking statements.

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. Adjusted EBITDA margin represents adjusted EBITDA calculated as a percentage of revenue. 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, Adjusted EBITDA and Adjusted EBITDA margin 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, Adjusted EBITDA and Adjusted EBITDA margin 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, Adjusted EBITDA and Adjusted EBITDA margin 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 and Adjusted EBITDA margin 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, Adjusted EBITDA and Adjusted EBITDA margin 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, Adjusted EBITDA and Adjusted EBITDA margin on a supplemental basis. You should review the reconciliation of net loss to EBITDA, Adjusted EBITDA and Adjusted EBITDA margin 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 measures Adjusted EBITDA, Adjusted EBITDA margin 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.

Free Cash Flow is a non-GAAP measure defined as net cash used in operating activities - continuing operations, reduced by capital expenditures (consisting of purchases of property and equipment), purchases of intangible assets and capitalization of internal use software. We believe Free Cash Flow is an important liquidity measure of the cash that is available for operational expenses, investments in our business, strategic acquisitions, and for certain other activities such as repaying debt obligations and stock repurchases. Free Cash Flow is a key financial indicator used by management. Free Cash Flow is useful to investors as a liquidity measure because it measures our ability to generate or use cash. The use of Free Cash Flow as an analytical tool has limitations due to the fact that it does not represent the residual cash flow available for discretionary expenditures. Because of these limitations, Free Cash Flow should be considered along with other operating and financial performance measures presented in accordance with GAAP.

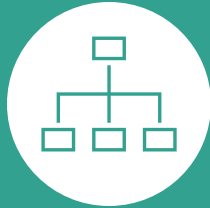
Use of Projections

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 a 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.

KORE Second Quarter 2024 Earnings - Call Objectives



Review of 90-
day Priorities



Restructuring
Plan



Financial
Review



Q&A Session

90-Day Priorities from First Quarter Call and Our Findings

1.

Engage in ongoing dialogue with core stakeholder groups including key customers

2.

Evaluate opportunities to operate more effectively and measure performance

3.

Determine how to unleash the potential of the broader team

Initial Impressions Confirmed

- ✓ Large addressable market
- ✓ Best-in-class offering with growing customer demand
- ✓ Very deep and experienced workforce

Opportunities

- Optimize cost structure
- Improve focus on the highest growth/return opportunities
- Realign culture to become more structured, accountable and customer-centric

KORE Restructuring Plan

1.

Cost reduction initiatives

Reduce operating expenses, streamline processes, and reduce discretionary spending

2.

Workforce realignment

25% staff reduction including employees and contractors

3.

Focus on innovation and investment

Focus on areas of strength – support strongest offerings and develop more

4.

Enhanced customer focus

Further strengthen relationships to drive satisfaction and loyalty

2024 cash savings of \$5mm - \$6mm with FY run-rate cash savings of \$20mm - \$22mm

Q2 Financial Highlights



Revenue of \$67.9mm, essentially flat year-over-year

IoT Connectivity \$55.8mm up 16%
IoT Solutions \$12.1mm down 43%



Adjusted EBITDA of \$11.4mm

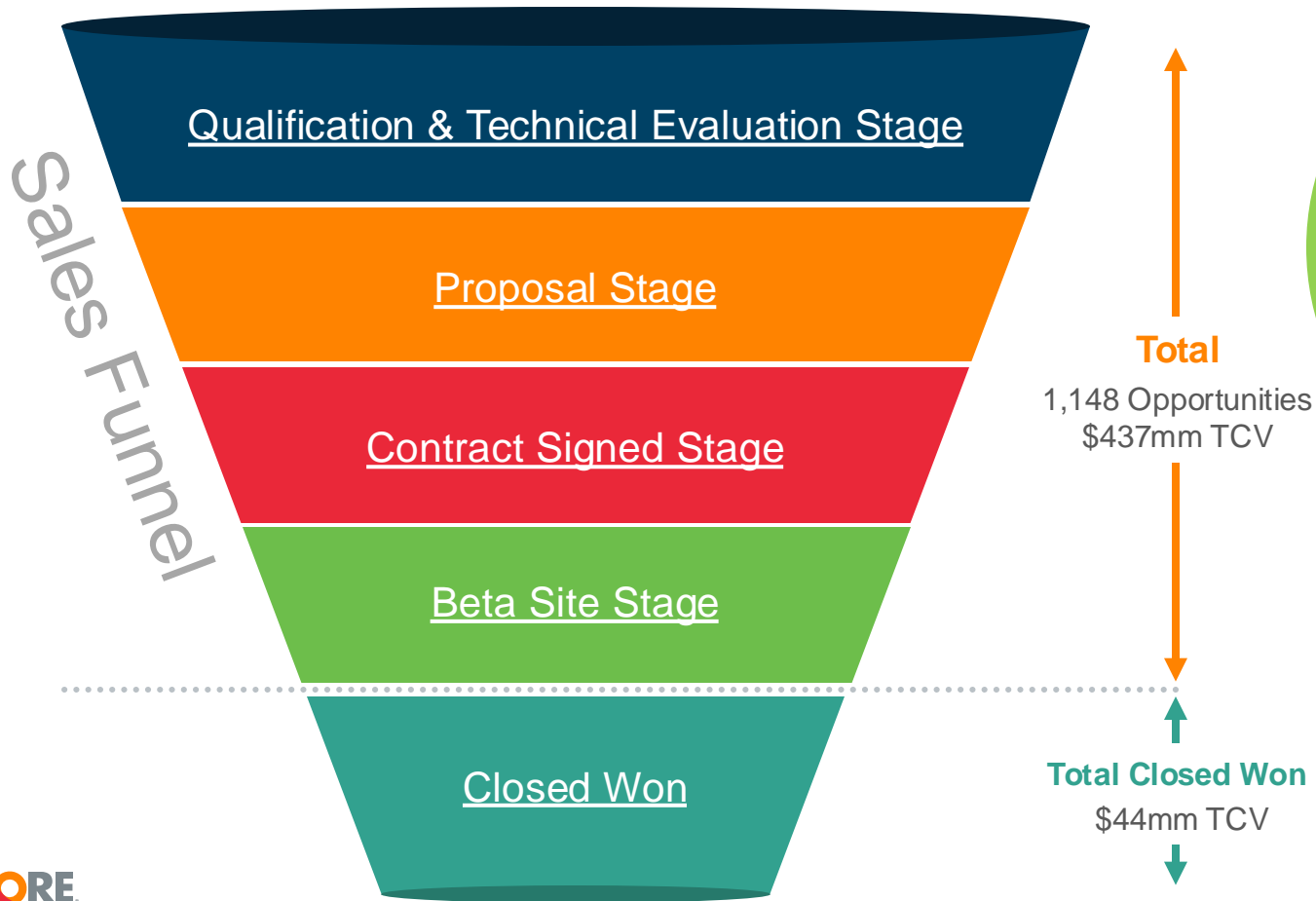
Down 20% based on increased operating expenses



Free Cash Flow of (\$0.1)mm

Up \$5.9mm from (\$6.0)mm in prior year

Global Sales Pipeline as of June 30, 2024



Total Closed Won TCV continues positive momentum up \$12mm from the same quarter last year for a total of \$96mm for the first six months of 2024

Key Business Successes

1. New Market and AI-driven Use Case

KORE secured an agreement in a new market with an AI driven software platform focused on asset management across the construction, energy, marine and logistics industries. KORE provides connectivity leveraging the SuperSIM® offering.

Estimated TCV is \$3.6mm



2. Large Enterprise Win

KORE has been selected by one of the world's largest Food & Beverage manufacturers to support global connectivity for their IoT enabled solutions. Rollouts have begun to support next generation solutions to provide tailored, digital content to the end users.

Estimated TCV is \$1.1mm



3. Providing full Connectivity Globally to a Cloud-based Worker Safety Platform

KORE secured an agreement to provide connectivity via SuperSIM® globally with new rollouts in both LATAM and Europe to support field communications and worker safety. The platform supports industries including hotels, casinos, golf courses and large venues, among others.

Estimated TCV is \$4.0mm



4. Full Life Cycle Management Win

KORE secured a win with a leading North American manufacturer of outdoor lifestyle products including RVs. KORE's solution includes connectivity, hardware, managed services and advanced hardware support.

Estimated TCV is \$3.4mm



Guidance Revision

	<u>Previous</u>	<u>Revised</u>
2024 Revenue Outlook	\$300mm-305mm	\$275mm-285mm
2024 Adjusted EBITDA Target	\$64mm-66mm	\$54mm-56mm

Revision reflects delayed launch of a new Connected Health customer (now scheduled for 2025), increasingly cost-conscious customer behavior and slower purchasing cycles

Restructuring plan to improve Adjusted EBITDA in 2025 and beyond

2024 Financial Highlights

	Three Months Ended June 30,						Six Months Ended June 30,					
	2024		2023		Variance Incr / (Decr.)		2024		2023		Variance Incr / (Decr.)	
	Revenue (In millions USD)	%	Revenue (In millions USD)	%	Amount	%	Revenue (In millions USD)	%	Revenue (In millions USD)	%	Amount	%
IoT Connectivity	\$55.8	82%	\$48.3	69%	\$7.5	16%	\$113.7	79%	\$91.9	70%	\$21.8	24%
IoT Solutions	\$12.1	18%	\$21.3	31%	(\$9.2)	-43%	\$30.2	21%	\$43.6	30%	(\$13.5)	-31%
Total Revenue	\$67.9	100%	\$69.5	100%	(\$1.7)	-2%	\$143.8	100%	\$135.5	100%	\$8.3	6%
Margin % (excluding depreciation and amortization)					Basis Points						Basis Points	
IoT Connectivity	60.9%		65.2%		(430)		60.9%		65.2%		(430)	
IoT Solutions	38.5%		29.9%		860		37.2%		31.1%		610	
Overall Margin %	56.9%		54.4%		250		55.9%		54.2%		170	
Key Metrics					Amount	%					Amount	%
Average Connections for Period	18.5 million		16.5 million		2.0 million	12%	18.3 million		15.8 million		2.5 million	16%
ARPU	\$1.00		\$0.98		\$0.02	2%	\$1.03		\$0.98		\$0.05	5%
					Basis Points						Basis Points	
DBNER ¹	92%		99%		(700)		92%		99%		(700)	
					June 30, 2024						December 31, 2023	
Total Number of Connections at period end					18.6 million						18.5 million	

(1) DBNER is calculated by dividing trailing twelve-month revenue by prior year trailing twelve-month revenue for the same customer cohort in both periods. Excludes revenue from both non go-forward customers, and new customers that started generating revenue after the end of the base period

Columns may not sum due to rounding

2024 Financial Highlights *(continued)*

(In millions USD)	Three Months Ended June 30,				Six Months Ended June 30,			
	2024	2023	Variances Incr. / (Decr.)		2024	2023	Variances Incr. / (Decr.)	
			Amount	%			Amount	%
Total Revenue	\$67.9	\$69.5	(\$1.7)	-2.4%	\$143.8	\$135.5	\$8.3	6.2%
Operating Expense	\$95.8	\$47.4	\$48.4	102.0%	\$144.9	\$91.7	\$53.2	58.0%
Operating Loss	(\$57.2)	(\$9.6)	(\$47.6)	496.3%	(\$64.5)	(\$18.3)	(\$46.3)	253.6%
Net Loss	(\$64.3)	(\$19.5)	(\$44.8)	229.8%	(\$81.9)	(\$38.0)	(\$43.9)	115.6%
Adj. EBITDA	\$11.4	\$14.2	(\$2.8)	-19.8%	\$26.2	\$27.6	(\$1.4)	-5.2%
Adj. EBITDA Margin (%)	16.8%	20.5%	(370) basis pts.		18.2%	20.4%	(220) basis pts.	
Net Cash Provided By/(Used In) Operating Activities	\$4.0	(\$0.6)	\$4.6	769.0%	\$5.9	\$1.3	\$4.6	77.9%
Net Cash (Used In) Investing Activities	(\$4.1)	(\$5.4)	\$1.4	-25.0%	(\$8.8)	(\$10.2)	\$1.5	-16.6%
Net Cash Provided By/(Used In) Financing Activities	(\$0.5)	(\$1.4)	\$0.8	-60.2%	(\$1.7)	(\$2.7)	\$0.9	-52.6%
Cash at the end of the Period*	\$22.6	\$23.5	(\$0.9)	-4.2%	\$22.6	\$23.5	(\$0.9)	-4.2%

Summary Q2 2024 Messages



Large and growing TAM
in excess of \$12 billion annually



Double-digit IoT connectivity growth
shows continued momentum for the core business



Added \$44 million of Closed Won TCV
in the quarter, up from \$32 million in Q2 2023



Restructuring plan to yield substantial savings,
both in 2024 and annually thereafter

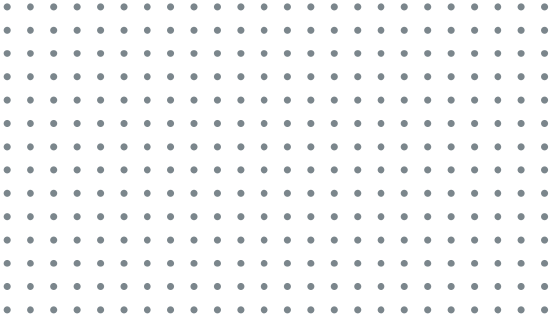


Re-investing the savings,
with a focus on the core offering, innovation and higher growth business

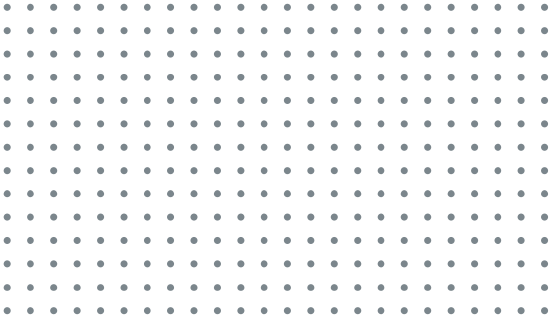
Setting a solid foundation to drive long-term growth

KORE[®]





Appendix



Reconciliation of Net Loss to EBITDA and Adjusted EBITDA

(in millions USD)	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
Net loss	(64.30)	(19.50)	(81.89)	(37.99)
Income tax benefit	(1.44)	(0.50)	(1.86)	(0.86)
Interest Expense, net	12.65	10.41	25.29	20.60
Depreciation & Amortization	14.42	14.51	28.03	28.64
EBITDA	(38.66)	4.93	(30.43)	10.39
Goodwill impairment	45.38	0.00	45.38	0.00
Change in fair value of warrant liability	(4.37)	0.00	(6.69)	0.00
Transformation expenses	0.00	1.69	0.00	3.56
Acquisition costs	0.00	0.80	0.00	1.78
Integration-related restructuring costs	4.12	3.10	8.69	5.32
Stock-based compensation	3.96	3.01	6.67	5.58
Foreign currency loss	0.86	0.12	2.20	0.24
Other ⁽¹⁾	0.13	0.60	0.35	0.71
Adjusted EBITDA	11.42	14.24	26.18	27.57

⁽¹⁾ "Other" adjustments are comprised of adjustments for certain indirect or non-income based taxes.

Columns may not sum due to rounding

Reconciliation of Net Cash Provided/(Used) in Operating Activities - Continuing Operations to Free Cash Flow

(in millions USD)	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
Net cash provided by/(used) operating activities	\$ 4.0	\$ (0.6)	\$ 5.9	\$ 1.3
Subtract:				
Purchases of property and equipment	(0.8)	(1.6)	(1.7)	(2.6)
Additions in intangible assets	(3.3)	(3.8)	(7.0)	(7.6)
Free Cash Flow	\$ (0.1)	\$ (6.0)	\$ (2.8)	\$ (8.9)

Columns may not sum due to rounding