



NASDAQ: SONM

COMPANY OVERVIEW

Established in 1999 and headquartered in San Diego, California, Sonim Technologies Inc. is a global market leader in the design and manufacture of rugged mobile solutions tailored for environments demanding increased durability. The company's product offerings include ultra-rugged and rugged mobile phones, wireless internet devices, software and services, and a variety of accessories, addressing the unique needs of industrial sectors, prosumers, government agencies, and first responders. Sonim's devices are distinguished by their exceptional durability and reliability, supported by comprehensive warranty and customer support services. Sonim Technologies is expanding into new market segments including connected solutions like mobile hotspots and fixed wireless devices, which capitalize on the growing demand for durable and secure internet access solutions. With a significant presence in carrier and reseller channels across North America, and a recent expansion into Europe, the Middle East, Africa and Australia, Sonim continues to innovate and drive growth by leveraging advanced technologies such as 5G connectivity and Internet of Things (IoT) capabilities.

KEY CONSIDERATIONS

- **Diverse Product Range:** Sonim delivers ultra-rugged and rugged mobile communication devices and accessories across key industrial sectors, ensuring broad market applicability.
- **Global Expansion:** Actively expanding into European and other global markets, Sonim capitalizes on new growth opportunities.
- **Advanced Technology:** Leading integration of 5G and IoT capabilities enhances Sonim's offerings and market competitiveness.
- **Carrier Partnerships:** Established relationships with major carriers bolster market access and product distribution.
- **Exceptional Support:** Industry-leading warranties and robust customer support underline Sonim's commitment to reliability.
- **Strong Financial Health:** Proven financial performance and strategic investments position Sonim for continued growth and profitability.



SONIM: ACCELERATING INNOVATION & EXPANDING INTO NEW MARKETS

Sonim's targeted approach to market expansion, technological innovation, and strategic partnerships positions the company for growth

ROBUST PARTNERSHIPS

Sonim's collaborations with top carriers ensure extensive network support and robust market presence.

TECHNOLOGICAL EDGE

Incorporation of advanced 5G technology and IoT capabilities positions Sonim at the forefront of industry innovation.

MARKET EXPANSION

Expanding operations into Europe and other regions, Sonim is capturing new opportunities in untapped markets.

PRODUCT DURABILITY

Sonim's products are designed to meet military-grade standards for toughness, ensuring reliability in extreme conditions.

FINANCIAL RESILIENCE

Sonim has demonstrated robust financial growth and effective capital management.

CUSTOMER-CENTRIC DESIGNS

Sonim's devices feature enhanced audio clarity and long-lasting battery life, ideal for first responders and industrial use.

SONIM: ENGINEERED FOR ENDURANCE AND DESIGNED FOR THE MOST DEMANDING CUSTOMERS

Sonim Technologies Inc. has carved a niche in the rugged mobile solutions market, offering high-durability devices that cater to the needs of industries where reliability under extreme conditions is paramount. Established in 1999 and based in San Diego, California, Sonim is recognized for producing devices that withstand the harshest environments, ideal for sectors such as construction, public safety, and manufacturing. The company's commitment to durability and reliability is reflected in its extensive lineup of ultra-rugged mobile phones, connected devices, and accessories, all designed to enhance its users' safety, efficiency, and connectivity.

The robust construction of Sonim's products allows them to meet and often exceed military specifications for toughness, including resistance to water, dust, and impacts. The company designs their devices to meet industry ruggedized specifications such as MIL-STD and IPXX ratings in addition to their proprietary 12-point Rugged Performance Standards. This durability has positioned Sonim as a preferred supplier for demanding environments, including government and industrial settings where equipment must operate reliably in adverse conditions. Sonim's devices promise exceptional resilience and have advanced communication features like enhanced audio clarity and long-lasting battery life, which are critical for operational success in field applications.

Technological innovation is at the core of Sonim's strategy. The company is at the forefront of integrating 5G technology and Internet of Things (IoT) capabilities into its products, ensuring that they offer ruggedness and the latest in wireless technology. This strategic focus on technology integration has enabled Sonim to stay ahead of the curve, adapting to new market trends and expanding its product offerings to include connected devices such as mobile hotspots and fixed wireless access points, which provide reliable internet access even in remote locations.

Strategic partnerships and a deep understanding of local market needs support the company's international expansion efforts. These efforts are bolstered by Sonim's strong relationships with major carriers, which enhance market penetration and ensure that its devices are widely accessible and supported across extensive networks.

34%

YOY 2023 REVENUE GROWTH

13

CARRIER AWARDS FOR NEW
PORTFOLIO WITH LAUNCHES
COMMENCING 2H2024

1999

YEAR ESTABLISHED

27 YEARS

AVERAGE INDUSTRY
EXPERIENCE AMONG SENIOR
TEAM LEADERSHIP

NASDAQ: SONM

sonim[®]

LEADERSHIP



PETER LIU
CHIEF EXECUTIVE OFFICER

- CEO SINCE APRIL 2022; PREVIOUSLY EVP OF GLOBAL OPERATIONS AND ENGINEERING SINCE 2010
- FORMER GLOBAL QUALITY DIRECTOR AT LOM/PERLOS AND HEAD OF QUALITY AT MOTOROLA SOLUTIONS
- CERTIFIED SIX SIGMA BLACK BELT WITH AN MBA FROM LAWRENCE TECHNOLOGICAL UNIVERSITY
- EXTENSIVE EXPERIENCE IN QUALITY, OPERATIONS, AND ENGINEERING



CLAY CROLIUS
CHIEF FINANCIAL OFFICER

- APPOINTED CFO IN SEPTEMBER 2021
- PREVIOUS ROLES INCLUDE CONTROLLER AT ETHOLOGY CORP AND VP OF FINANCIAL OPERATIONS AT WARNER BROS. STUDIOS
- CERTIFIED PUBLIC ACCOUNTANT IN CALIFORNIA
- BA IN ECONOMICS AND BUSINESS FROM UCLA



CHUCK BECHER
CHIEF COMMERCIAL OFFICER

- CCO AT SONIM SINCE 2022; DEEP EXPERTISE IN OPERATIONS AND MARKET STRATEGIES
- HELD SENIOR POSITIONS AT INSEEGO AND ONWARD MOBILITY; PREVIOUSLY CHIEF SALES AND MARKETING OFFICER AT SONIM
- OVER 16 YEARS OF TECH INDUSTRY EXPERIENCE
- BA IN FINANCE FROM THE UNIVERSITY OF MICHIGAN



CHRIS YEATTS
SENIOR VICE PRESIDENT OF CONNECTED SOLUTIONS

- MORE THAN A DECADE OF EXPERIENCE AT INSEEGO CORP, CULMINATING IN THE ROLE OF VP OF PRODUCT MANAGEMENT
- SERVED AS SENIOR DIRECTOR OF PRODUCT MANAGEMENT AND SENIOR DIRECTOR OF OPERATIONS AT WSA DISTRIBUTING
- HELD EARLIER POSITIONS AS REGIONAL SALES MANAGER AT KYOCERA WIRELESS AND SENIOR MANAGER OF BUSINESS MANAGEMENT AT QUALCOMM