Energous Corporation

Battery-Free IoT Infrastructure

The Only Wireless Power Network Enabling Battery-Free, Real-Time IoT at Enterprise Scale

410+
Active Locations

25,000+
PowerBridges Deployed

300+
Patents

Zero
Product Returns

March 2026

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Forward Looking Statements

This presentation contains "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, that are intended to be covered by the "safe harbor" created by those sections, including statements regarding our future performance, ability to enter into future partnerships, future portfolio and ability to obtain future regulatory approval.

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In this document, we present management estimates of the total addressable markets for our products that are based on studies, publications, surveys, and other data prepared by third-party sources that we believe to be reliable and that are customarily relied upon by companies in our industry. Such estimates reflect the belief of our management as of the date of this presentation. However, we have not independently verified and make no representation as to the adequacy, fairness, accuracy, or completeness of such third-party studies, publications, surveys, and other data.

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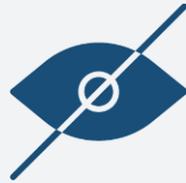# Enabling Ambient IoT at Enterprise Scale

What is Ambient IoT?

Ambient IoT connects everyday assets and environments to the cloud through low-power/battery-free sensors.

These sensors generate real-time data, enabling automation, AI-driven insights, and full operational visibility across physical environments.

The Challenge Today

Current solutions fall short:

Limited Visibility

High Maintenance

Not Scalable

None provide scalable, continuous real-time visibility.

The Energous Solution

- Battery-Free Sensors
- Wireless Power
- Real-Time Data
- Enterprise Scale
- Full automation & visibility

Reliable AI requires reliable data at the physical level. Energous infrastructure enables continuous data streams for next-generation AI analytics.

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Positioned Across Multiple Large IoT Markets with Active Deployments

Multiple entry points across Bluetooth, IoT sensors, RFID, and Ambient IoT markets

Bluetooth/BLE Ecosystem
8B devices by 2029
5.3B → 8B

IoT Sensors Market
$101.6B by 2032

RFID Tags Market
$15.6B (2025)
52.8B chips shipped (2024)

Ambient IoT
1.1B shipments by 2030

Our Beachhead Markets:

Retail: Inventory visibility (410+ locations today)
Cold Chain: Food & pharma distribution (2 national grocers)
Logistics & Manufacturing: Asset tracking (expanding internationally)

BLE replacing RFID at 5-10x lower TCO • Ambient IoT at inflection point • Regulatory mandates accelerating adoption

Sources: Bluetooth SIG, Fortune Business Insights, IDTechEx, ABI Research

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Energous End-to-End Solution: Recurring Revenue Model

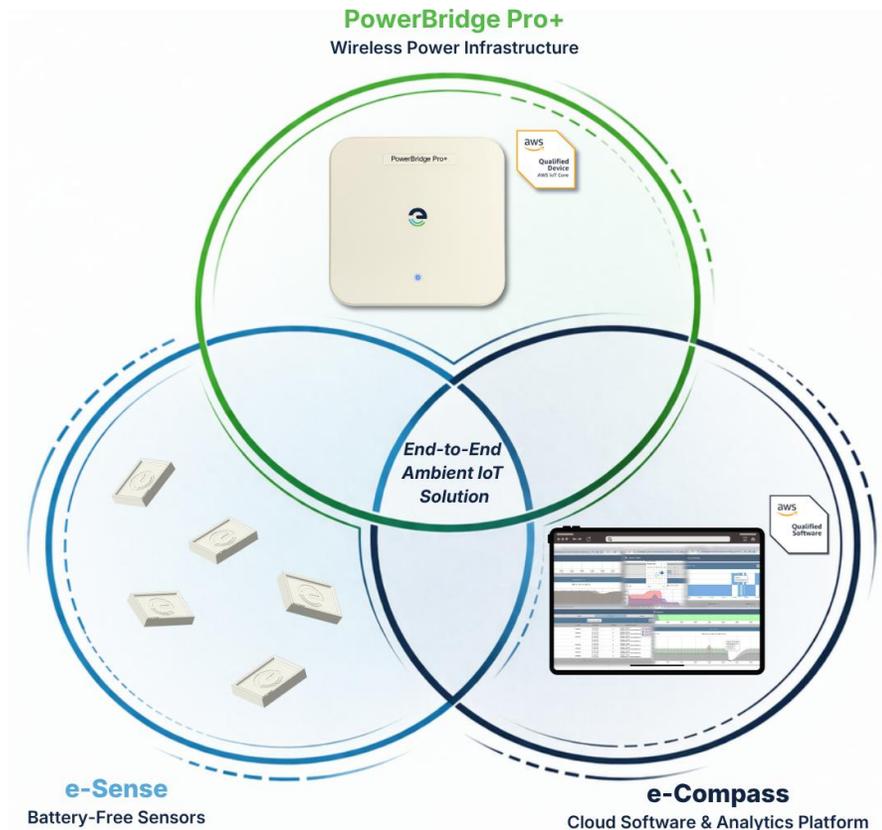## End-to-End Solution Drives Recurring Revenue Stream

- Revenue generated through bundled sales of PowerBridge Pro+ transmitters, e-Sense tags, and e-Compass software

Subscription-Based Model

- Software and platform services delivered via subscription
- Contracts auto-renew annually, creating predictable revenue stream
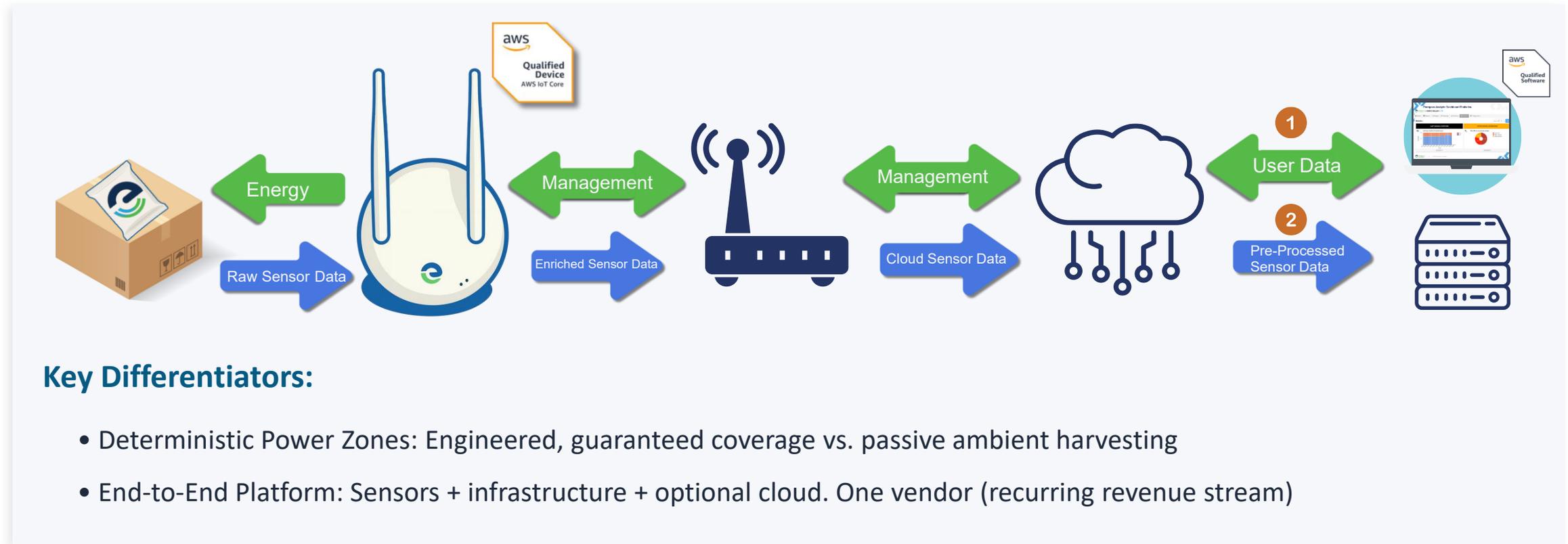
Scalable Growth

- Revenue becomes increasingly predictable with higher margins after initial deployment (typically by Year 2)
- Revenue compounds as deployments scale across enterprise environments

PowerBridge Pro+
Wireless Power Infrastructure

End-to-End Ambient IoT Solution

e-Sense
Battery-Free Sensors

e-Compass
Cloud Software & Analytics Platform

Energous Solution: Transforming the Physical Layer into a Digital Twin

Powering the infrastructure layer that makes battery-free IoT viable at enterprise scale.

Key Differentiators:

- Deterministic Power Zones: Engineered, guaranteed coverage vs. passive ambient harvesting

- End-to-End Platform: Sensors + infrastructure + optional cloud. One vendor (recurring revenue stream)

Enterprises Need Real-Time Visibility — Without the Battery Burden

Enterprises already invest in item-level tracking, but battery-powered IoT creates cost, maintenance, and reliability challenges. Energous eliminates battery dependency to enable scalable, continuous visibility.

Cold Chain Waste

1.05 billion metric tons food waste annually.

Challenge: Battery sensors fail during handoffs, creating data gaps & compliance risk.

Solution: National grocery distributors use Energous battery-free sensors for continuous monitoring.

Impact: Continuous, uninterrupted data across the supply chain enables automated compliance, reduces spoilage, and eliminates manual checks.

Inventory Blind Spots

$1.73 trillion lost annually from inventory distortion globally.

Challenge: Battery RFID requires scanning. Stockouts and overstocks.

Solution: Fortune 10 retailers deployed our infrastructure across 410+ locations globally, providing continuous visibility.

Impact: 99%+ inventory accuracy. Eliminated manual cycle counts.

Battery Maintenance

Battery replacement for 10K devices can exceed $6M in labor over 5 years.

Challenge: Unpredictable battery life drives ongoing labor, downtime, and compliance risk.

Solution: Energous wireless power eliminates battery replacement — enabling fully maintenance-free operation.

Impact: Reduces total cost of ownership by millions while enabling continuous, reliable operation at scale.

Sources: UNEP Food Waste Index Report 2024, IHL Group, QOI Tech

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The Future of Supply Chain

Ambient IoT transforms supply chains from tracking to always-on intelligence

From Event-Based Tracking to Continuous Intelligence

Ambient IoT with enterprise AI models enable real-time insights into location, predictability, movement, condition, ownership, and compliance.

Labor Efficiency & Automation

By automating data collection and discrepancy resolution, ambient IoT frees supply chain workers (associates, managers, store teams) to focus on higher-value tasks.

Enterprise Performance Advantage

Continuous visibility enables faster inventory turns, reduced shrink, regulatory data tracking, and improved demand forecasting accuracy.

The Emerging Enterprise Standard

Battery-free ambient IoT aligns with global emerging regulatory, ESG, and compliance mandates — establishing infrastructure-level standards for enterprise deployment.

Energous Wireless Power Solutions makes this vision possible by powering ambient IoT sensors continuously & reliably at enterprise scale.

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Ambient IoT is Scaling — And Energous Powers It

Converging market demand, regulatory momentum, and enterprise adoption positions Energous as the leader of the growing ambient IoT market.

Market Acceleration

- Real-Time Data Powers AI
- More data = more intelligence

Enables:
- Predictive logistics
- Cold chain monitoring & compliance
- Inventory automation

Regulatory Leadership

- FCC 1W & 2W Over-the-Air Certifications
- Technology Certifications in 110+ Countries
- EU 2023/1542 Battery Regulation Alignment
- ESG & Compliance-Ready Infrastructure

Commercial Proof

410+
Active Locations

25,000+
PowerBridges Shipped (2025)

Zero
Product Returns

National Grocery Partners | Item-Level Logistics Visibility | 14 International Deployments

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PowerBridge: Enterprise Wireless Power Infrastructure

Technical Specifications

✓ FCC 2W over-the-air certification (Industry First)

✓ RF component expertise on both system and semiconductor

✓ 8W EIRP transmission capability

✓ 50+ foot range per transmitter

✓ One-to-many device charging within line of sight

✓ Sensor agnostic architecture

✓ AWS native cloud integration

✓ Deterministic power zones (engineered coverage)

✓ Up to 99.9% uptime reliability

✓ -30ºC Cold Chain operability

PowerBridge Lite
Directional Transmitter

- 1.8W EIRP / 1W conductive output
- Designed for dynamic applications such as warehouses & retail
- Ideal for establishing zones in the wireless power network

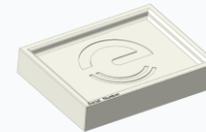### PowerBridge Pro
High-power Transmitter

- 8W EIRP / 2W conductive output
- Up to 50 ft range
- Built for multi-zone asset and inventory tracking

e-Sense Tag
Battery-free Sensor

- Battery-free, maintenance-free operation
- Real-time temperature and location data
- Built for supply chain, cold chain, and inventory tracking

e-Compass
Cloud Analytics Platform

- Secure, cloud-based deployment management
- Onboard gateways and configure zones
- Real-time monitoring, analytics, and historical reporting

Unlike passive ambient harvesting, Energous creates engineered, deterministic power zones — ensuring predictable device uptime and continuous data flow.

Why Energous Wins: We've Pioneered the Infrastructure

Energous delivers the wireless power infrastructure that makes enterprise-scale deployment reliable and manageable.

	Legacy RFID	Battery IoT	Ambient Harvesting	Energous
Power Source	Passive (reader only)	Batteries	Ambient RF	**Active Wireless Power Network**
Data Frequency	On-demand scan	Periodic	Variable and not reliable	**Real-time continuous**
Coverage	Line-of-sight	Anywhere (until battery dies)	High RF areas only	**Engineered zones**
Maintenance	Reader infrastructure	Frequent swaps	None (but unreliable)	**None (and reliable)**
Reliability	Scan-dependent (periodic data)	90-95% (not real-time)	70-85%	**99.9%**
Infrastructure Control	Reader suppliers	N/A	N/A (ambient dependent, tags don't harvest enough energy to push data)	**Energous owns network & hardware/semiconductors**

At our power output, competitors are in labs—we're in Fortune 10 warehouses.

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Strategic Partner Ecosystem

Strategic partnerships accelerating enterprise adoption and commercial scale

Cloud & Platform **Amazon Web Services (AWS)**	• Native integration • AWS Marketplace listing • Joint go-to-market • Pre-qualified vendor status • Accelerated enterprise sales cycles
Enterprise Customers **Retail, Manufacturing & Logistics**	• 410+ retail & fulfillment locations • 3 national grocery distributors • 14 international markets • Multi-phase deployment expansions • Reference customer pipeline
Target Partnerships **System Integrators & VARs**	• Global system integrators • Value-added resellers • Sensor OEM ecosystem • Chip & component partners • Target: up to 50% pipeline partner-sourced

AWS partnership enables 30%+ faster enterprise sales cycles via procurement through existing AWS contracts
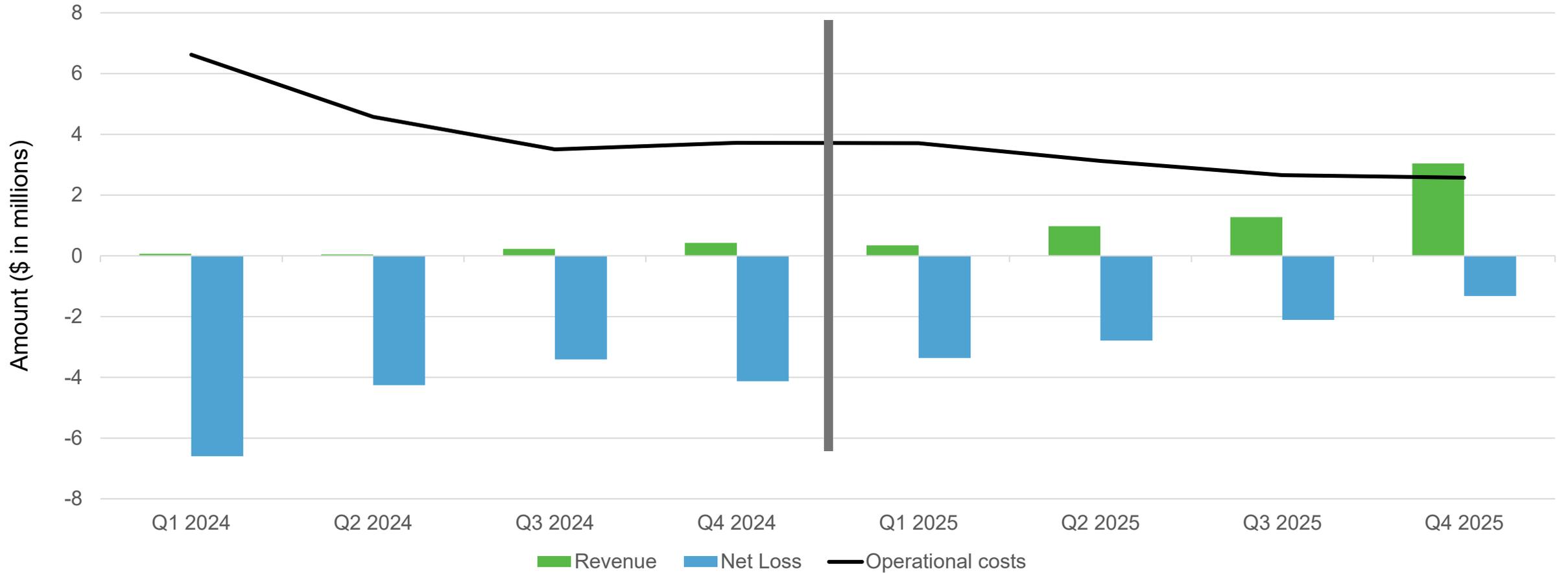
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Enterprise deployments at scale are driving accelerated revenue growth and improved operational efficiency.

Break-even is estimated at ~$5–7.5M in quarterly revenue, with current growth trends closing the gap.

Annual Revenue ($M)

FY 2025 (Audited): $5.6M revenue (+633% YoY) • 36% gross margin • Net loss improved 48% YoY

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Energous Financial Performance Trends (2024-2025)

Operational Efficiency: Margins Expanding, Losses Decreasing

Financial Trajectory

Gross Margin Expansion

FY 2024: 20%
FY 2025: 36%
Target: 40%+ (at scale)

Revenue

FY 2024: $768,000
FY 2025: $5.6 million
Target: Product sales + recurring revenue from end-to-end solution

Net Loss Reduction

- 2025: $(9.6)M
- Down 48% YoY
- Lowest annual net loss since 2013

Balance Sheet Strength

- Cash: $39.4M (March 23, 2026)
- Commercial Loans: $0 (fully retired)
- Runway: 12+ months

Deployment Scale Metrics

410+
Active Locations

25,000+
PowerBridge Units Deployed

21
Countries Deployed (2024-2025)

Zero
Product Returns

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Real Deployments, Real Impact

How customers use Energous today—proven results across retail, cold chain, and logistics

Fortune 10 Retailer

Use Case:
Inventory Visibility

Challenge: 85% inventory accuracy. Missed items in transit.

Energous Solution: 410+ locations deployed. Continuous tracking.

Results:
• 99%+ inventory accuracy
• Operational efficiencies improvements
• Expanding to 4,700 locations during 2026

National Grocery

Use Case:
Cold Chain Compliance

Challenge: Battery sensors not capable of providing real time visibility

Energous Solution: 3 distribution centers. Continuous monitoring for environmental conditions & perishable food tracking.

Results:
• Prevented spoilage losses
• Data for FDA/USDA/FSMA compliance
• Expanding to multiple sites

Fortune 10 E-commerce Company

Use Case:
Inventory Visibility

Challenge: Lost assets, asset diversion

Energous Solution: End-to-end warehouse-to-customer real-time tracking.

Results:
• 98% asset visibility
• Zero battery maintenance
• International expansion

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Why Now? Five Converging Tailwinds

Market infrastructure, regulatory momentum, and AI demand converge at this inflection point

1. Strategic Pivot Complete

Evolved from OEM-dependent consumer product model to enterprise solutions with a fully integrated end-to-end Ambient IoT platform (power + sensors + cloud).

2. Regulatory Push Accelerating

FCC 2W/8W EIRP approval (only company). EU 2023/1542 Battery Regulation mandates sustainable alternatives. Multi-year regulatory lead over competitors.

3. AI = Ambient IoT Synergy

AI-driven enterprises require continuous data; ambient IoT enables it. Real-time sensors enable predictive logistics, inventory automation, cold chain optimization.

4. Qualified AWS Partner

AWS Marketplace enables enterprise procurement at scale and accelerates sales cycles. Energous is an AWS ISV Accelerate partner with an official AWS Partner Network listing, reinforcing enterprise credibility and go-to-market alignment.

5. Balance Sheet Strength

Financially well positioned to scale with strengthened capital structure.

Energous is the only company with over-the-air power + data link deployed at enterprise scale.

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Clear Path to Scale

Deployments expanding, ecosystem accelerating, profitability approaching

1 **Current Deployments Expand**

- Fortune 10: 410 → 4,700 locations
- National grocery: 3 → 47 distribution centers
- Active PoCs converting to full deployment

2 **AWS Partnership Scales**

- AWS Marketplace reduces sales cycle
- Joint GTM with AWS sales team
- Enterprise pipeline acceleration

3 **Partner Ecosystem Expands**

- Increased number of system integrators for large deployments
- Increased partner-sourced pipeline and deal flow

4 **Demonstrating Operational Efficiency**

- 2025 - 4 consecutive quarters of revenue growth
- Gross margins improving
- Net loss reduction continues
- Path to profitability & free cash flow

Our flexible platform makes it easy to scale deployments across different customer environments, while growing partnerships and improving financial performance support broader expansion.

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Thank You

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NASDAQ: WATT