



Boundless IoT

See what's possible when every thing is connected to the digital world

Investor Presentation
Third Quarter 2022



Forward-Looking Statements & Non-GAAP Financial Measures

This presentation and the accompanying oral commentary contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements other than statements of historical fact could be deemed forward-looking, including, but not limited to, any statements about expectations, projections, trends, plans, ambitions, strategies, and objectives of management for the future; potential markets or market size, technology or business developments, including the anticipated launch of new products and technologies; enforceability of our intellectual property rights or our position within the industry; the expected or potential impact of Covid-19; the impact of silicon wafer and reader component availability and supply; and any statements of assumptions underlying any of the foregoing.

Forward-looking statements are based on estimates and information available to us at the time of this presentation and are not guarantees of future performance. These forward-looking statements speak only as of the date hereof. Except as required by law, we assume no obligation and do not intend to update forward-looking statements or to conform these statements to actual results or to changes in our expectations. This presentation also contains statistical data, estimates and forecasts that are based on independent industry publications or reports or other publicly available information, as well as other information based on our internal sources.

Actual results could differ materially from those expressed in forward-looking statements or in data or estimates made by independent parties or by us. Forward-looking statements, and any statistical data, estimates and forecasts contained in this presentation, are subject to significant risks, uncertainties and assumptions including those identified in the “Risk Factors” section and elsewhere in our most recent filings on Forms 10-K and 10-Q filed with the Securities and Exchange Commission (SEC).

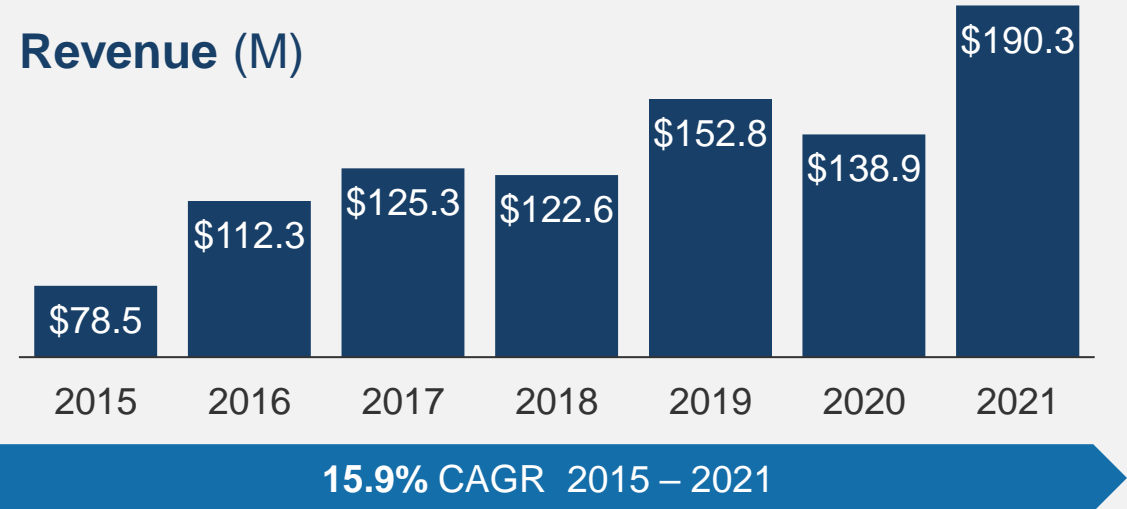
In addition to our results determined in accordance with generally accepted accounting principles (“GAAP”), this presentation includes certain non-GAAP financial measures. Among other non-GAAP financial measures, this presentation uses Adjusted EBITDA, which we calculate as GAAP net income (loss), excluding if applicable for the periods presented, the effects of stock-based compensation; depreciation; investigation costs; restructuring costs; settlement and related costs; other income, net; interest expense; loss on debt extinguishment; induced conversion expense associated with repurchases of our convertible notes; and income tax benefit (expense). These non-GAAP financial measures are in addition to, and not as a substitute for or superior to measures of financial performance prepared in accordance with GAAP. There are a number of limitations related to the use of these non-GAAP financial measures versus their nearest GAAP equivalents, and our non-GAAP measures may be different from similarly termed non-GAAP measures used by other companies. See the appendix for a reconciliation of those measures to the most directly comparable GAAP measures.

Impinj at a Glance



- Massive opportunity
- Extending the IoT to everyday items

Revenue (M)



- Integrated platform for item connectivity
- Market leadership at every platform layer
- Blue chip end users across multiple verticals

60+ Billion
Items
Connected⁽¹⁾

Pioneer and leader in



295+
Patents Issued
and allowed⁽¹⁾

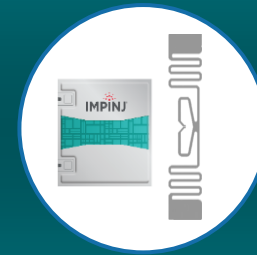
(1) As of December 31, 2021

Digital Life for **TRILLIONS** of everyday items

- Our vision: Boundless IoT
- Connecting every thing to the cloud
- Expanding the Internet's reach by a factor of 1,000
- Imagine the applications that can leverage that connectivity



- 10m range
- No battery
- For pennies



Connecting Retail

Today

- Improving inventory visibility
- Increasing sales
- Enhancing efficiencies
- Visibility through entire fulfillment process

Opportunity

- 80 billion apparel items annually⁽¹⁾
- RAIN-enabled exit gates
- RAIN self-checkout terminals
- RAIN-enabled handhelds

(1) Based on Impinj internal estimates

Inventory Visibility



Omnichannel Fulfillment



Self-Checkout & Loss Prevention



Connecting Supply Chain & Logistics

Today

- Enabling real-time visibility
- Virtualizing operations
- 25% efficiency gain loading trailers⁽¹⁾

Opportunity

- >9 billion pallets globally⁽²⁾
- >220 billion parcels globally⁽³⁾
- Millions of RAIN read points⁽⁴⁾
- Automating contract fulfillment

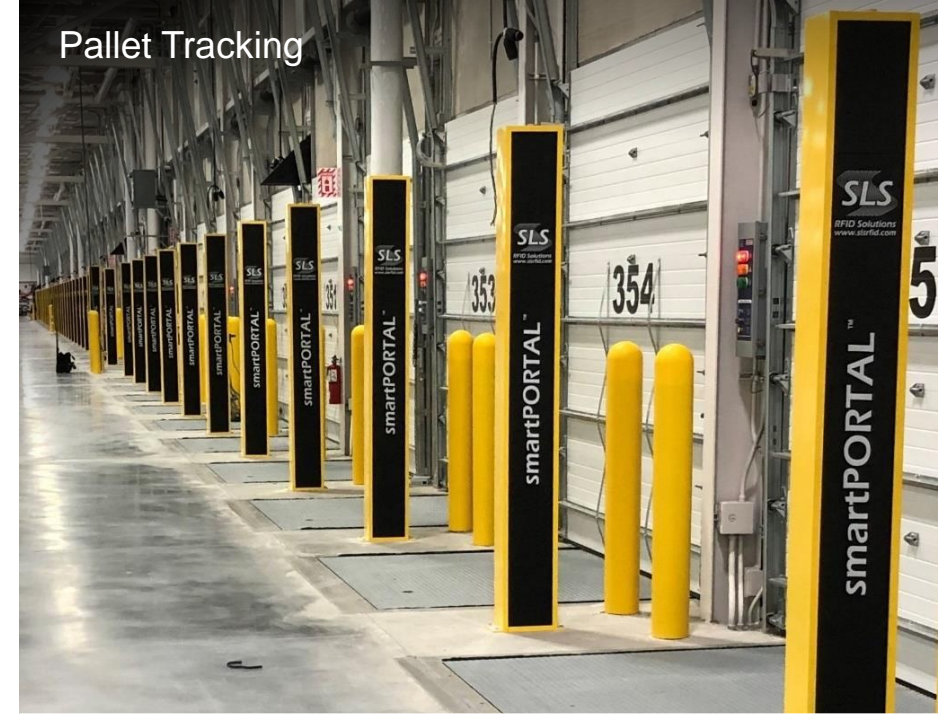
(1) Supply chain executive at global retailer

(2) IMARC Group, "Pallet Market: Global Industry Trends, Share, Size, Growth, Opportunity and Forecast 2019-2024"

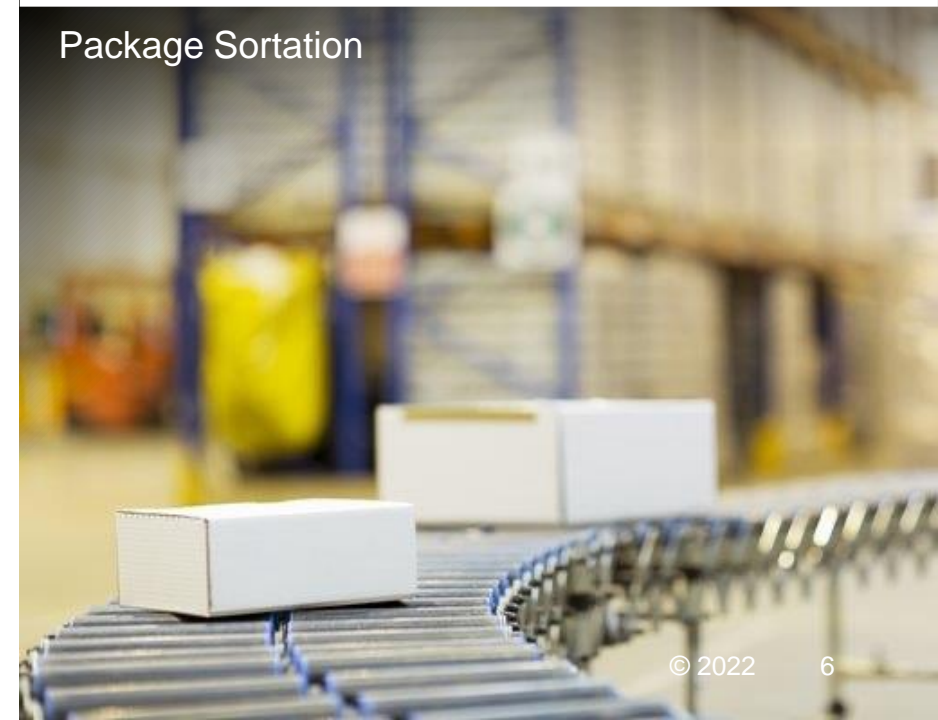
(3) Pitney Bowes Parcel Shipping Index, October 2020

(4) Based on Impinj internal estimates

Pallet Tracking



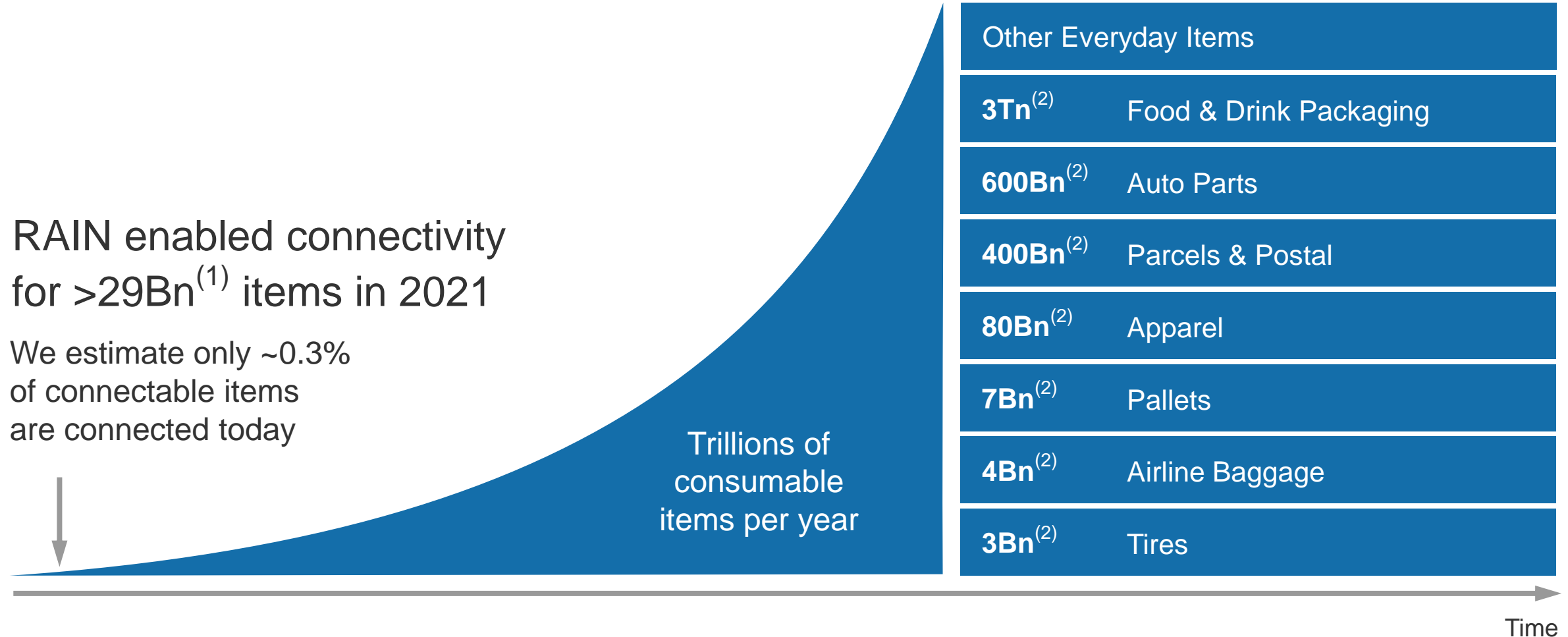
Package Sortation



Connecting Every Thing

RAIN enabled connectivity for >29Bn⁽¹⁾ items in 2021

We estimate only ~0.3% of connectable items are connected today



(1) RAIN Alliance, "RAIN RFID Tag IC 2021 Sales Volume Rockets Up 36%," April 12, 2022

(2) Food Packaging and Caps & Lids based on Euromonitor International, "Global Trends in Food and Drink Packaging, 2017". Impinj estimate of Auto Parts based on Statista, "Global Car Sales 1990–2019" and "Automotive Industry & Reach," Timo Unger. Postal based on Universal Postal Union, "Postal economic outlook 2020" and Pitney Bowes Parcel Shipping Index, October 2020. Impinj estimate of taggable apparel items based on Statista Market Forecast Apparel – worldwide, March 2019. Pallets based on iMarc, "Pallet Market Size, Share, Growth, Analysis and Forecast 2025." Airline Baggage based on IATA and SITA, "RFID for Baggage Tracking, Business Case 2017." Tires based on Freedonia, "Global tire demand."

Sample End User Deployments



(1) Significant RAIN end users; may not all be Impinj customers

Mission: Connect Every Thing

Our products bring all things online



Endpoint ICs



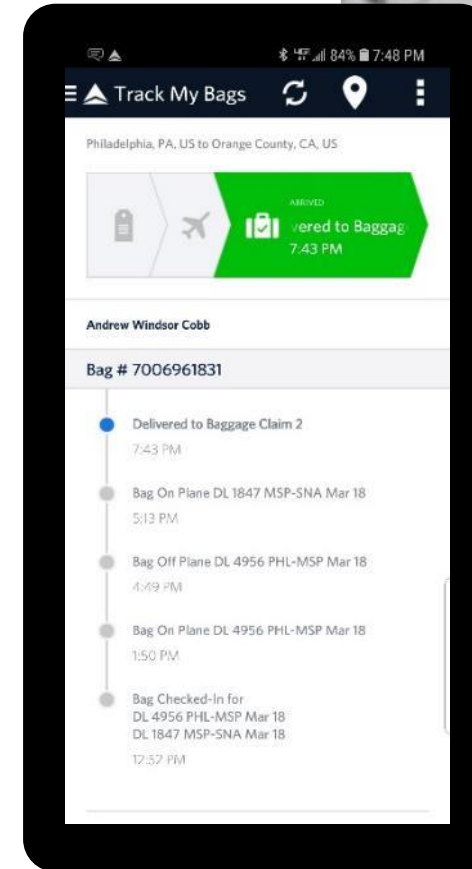
Reader Chips



Readers & Gateways



Software & Services



Link items to cloud

Technology

RAIN = RAdio IdentificationN

Unique ID: for pennies per endpoint IC

Fast: up to 1,000 items/sec @ 10m

Autonomous: without line-of-sight

Battery-free: essentially unlimited life

Worldwide: spectrum, standards & ecosystem

Complementary IoT Technologies



Items



Beacons



Internet



Payment



People



Go-to-Market

We sell to, with and through partners

Software: enabler for system sales

Gateways: thousands for \$1,000s apiece

Readers: tens of thousands for \$100s apiece

Reader ICs: millions for \$10s apiece

Endpoint ICs: billions for pennies apiece

Partners drive our solutions to market

A few of our hundreds of partners



Why Impinj

Industry leader with global brand

- Integrated platform
- Product quality & reliability
- Technology innovator & thought leader
- Market leader across all product lines

	Impinj	NXP	Zebra
Whole platform	✓	✗	✗
Endpoint ICs	✓	✓	✗
Readers	✓	✗	✓
Reader Software	✓	✗	✓

60+ Billion
endpoint ICs sold⁽¹⁾

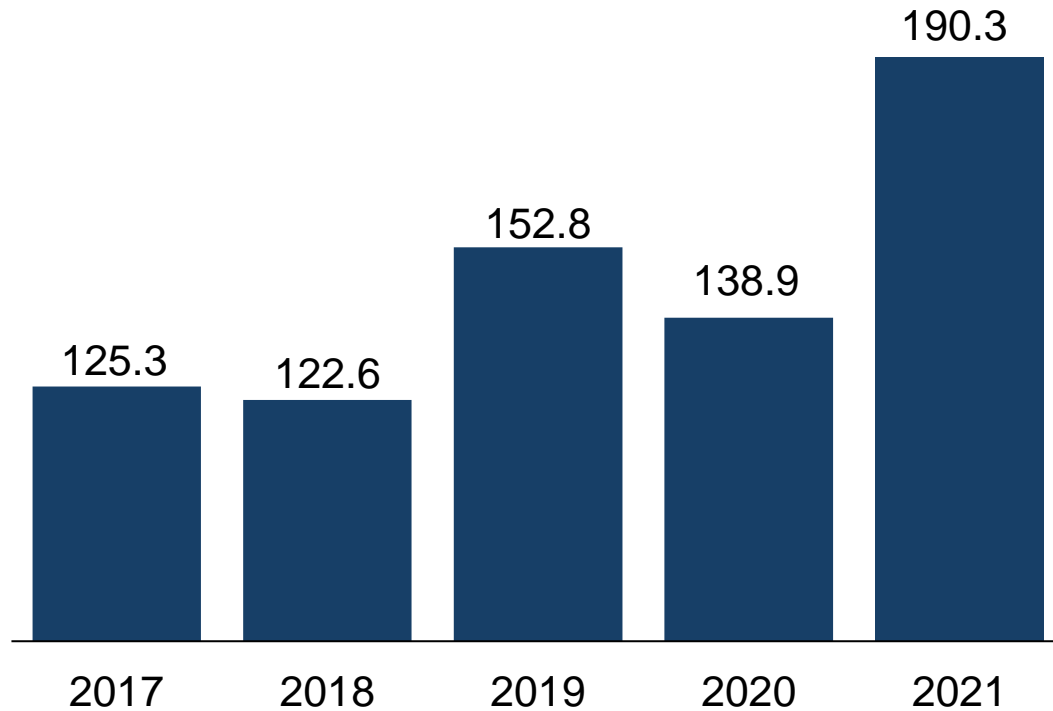
3.5+ Million
connectivity devices sold⁽¹⁾

295+ Patents
issued and allowed⁽¹⁾

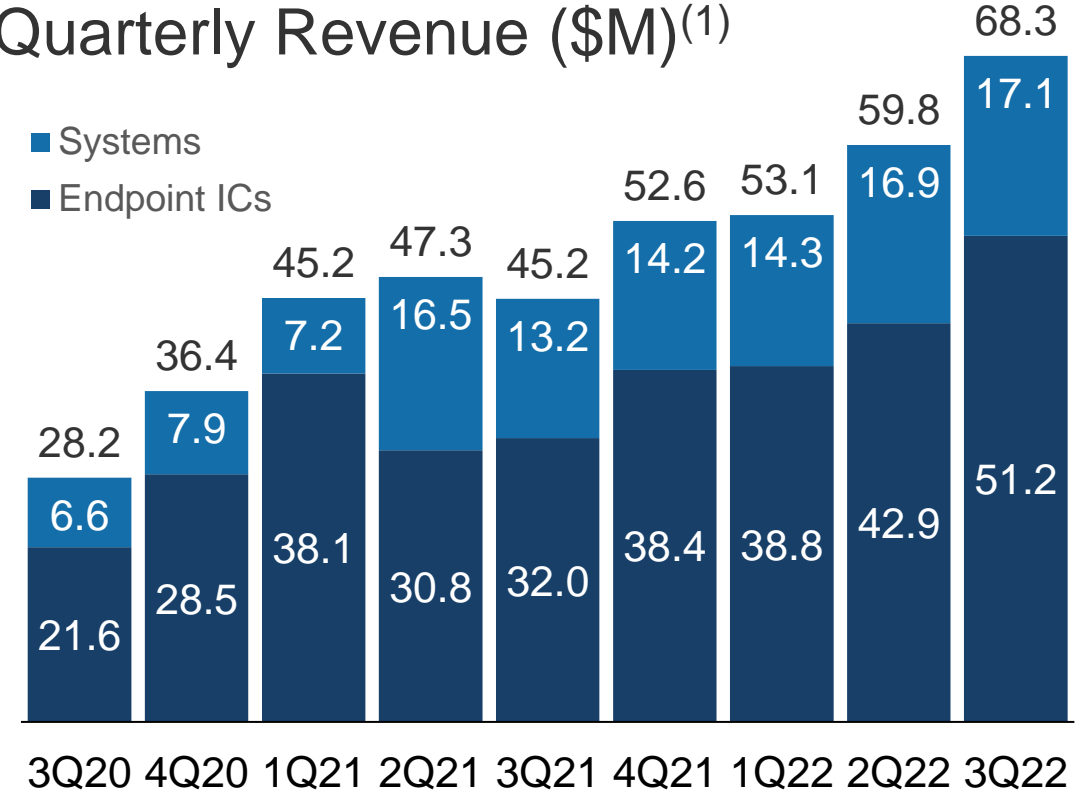
(1) As of December 31, 2021

Financial Highlights

Annual Revenue (\$M)



Quarterly Revenue (\$M)⁽¹⁾

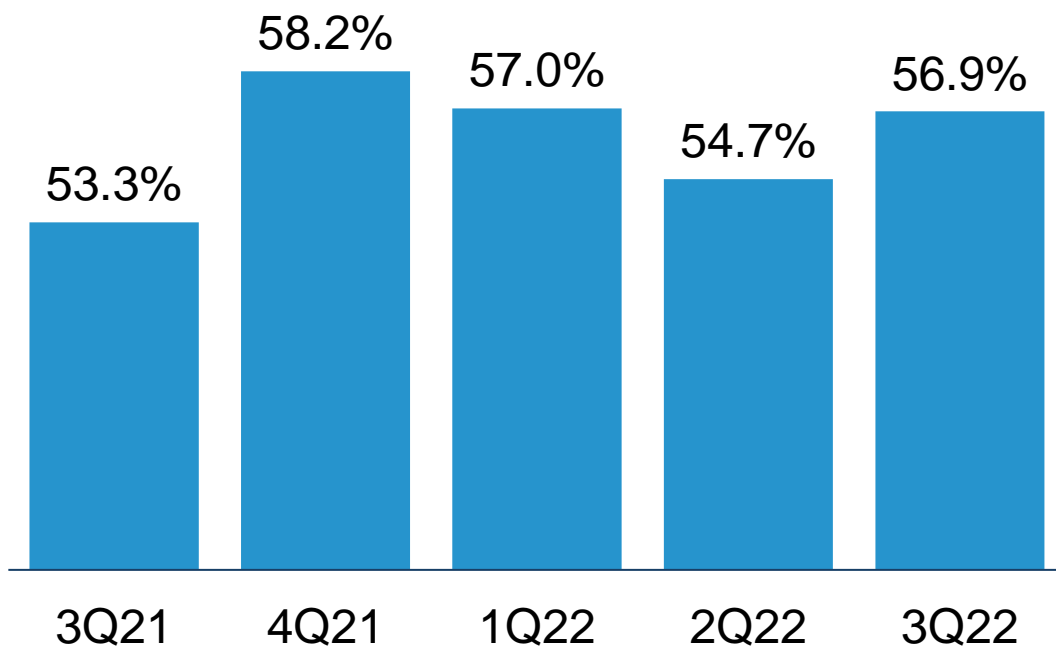


Systems is the platform's reader ICs, readers, and gateways

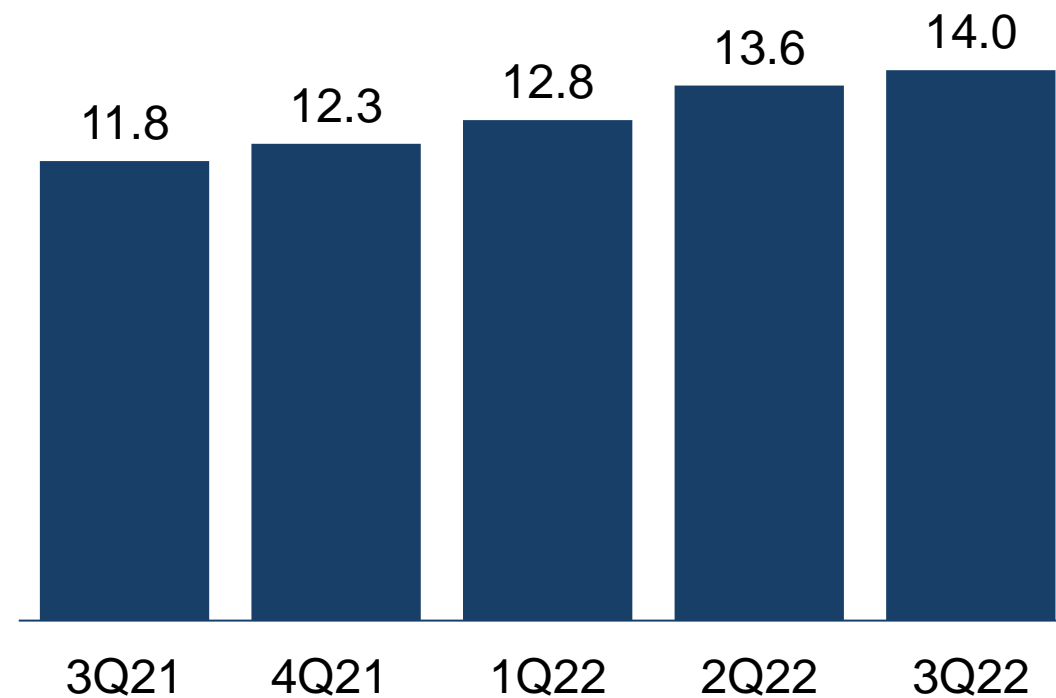
(1) Variations due to rounding

Financial Highlights

Non-GAAP Gross Margins⁽¹⁾



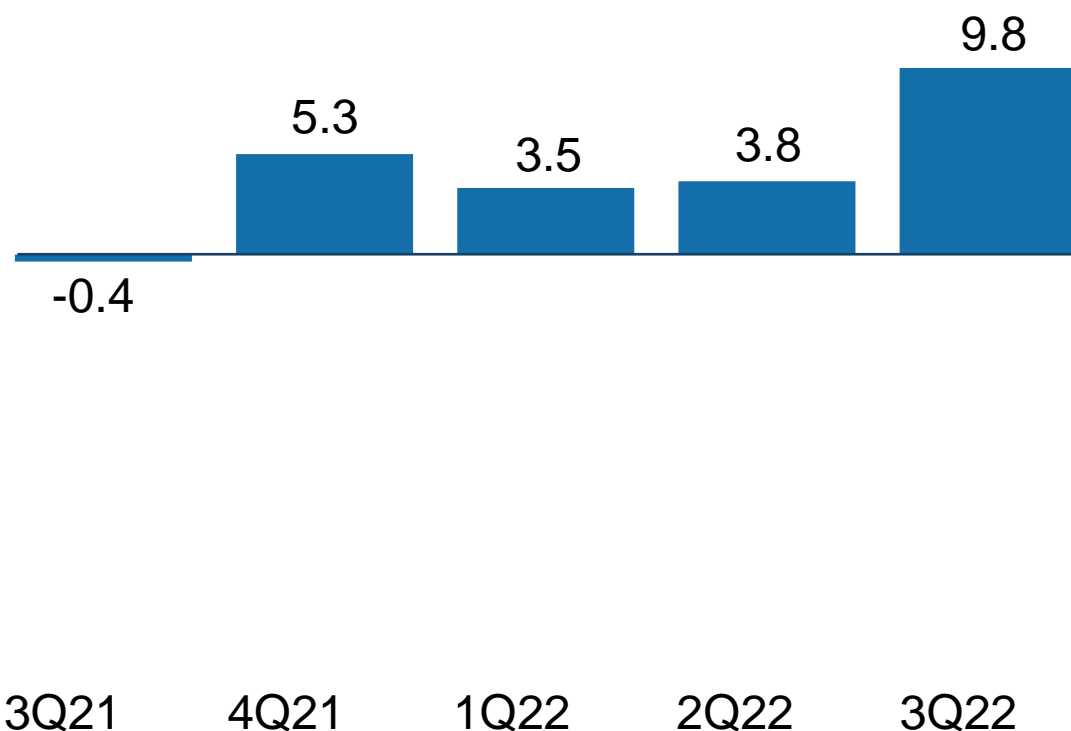
Non-GAAP R&D (\$M)⁽¹⁾



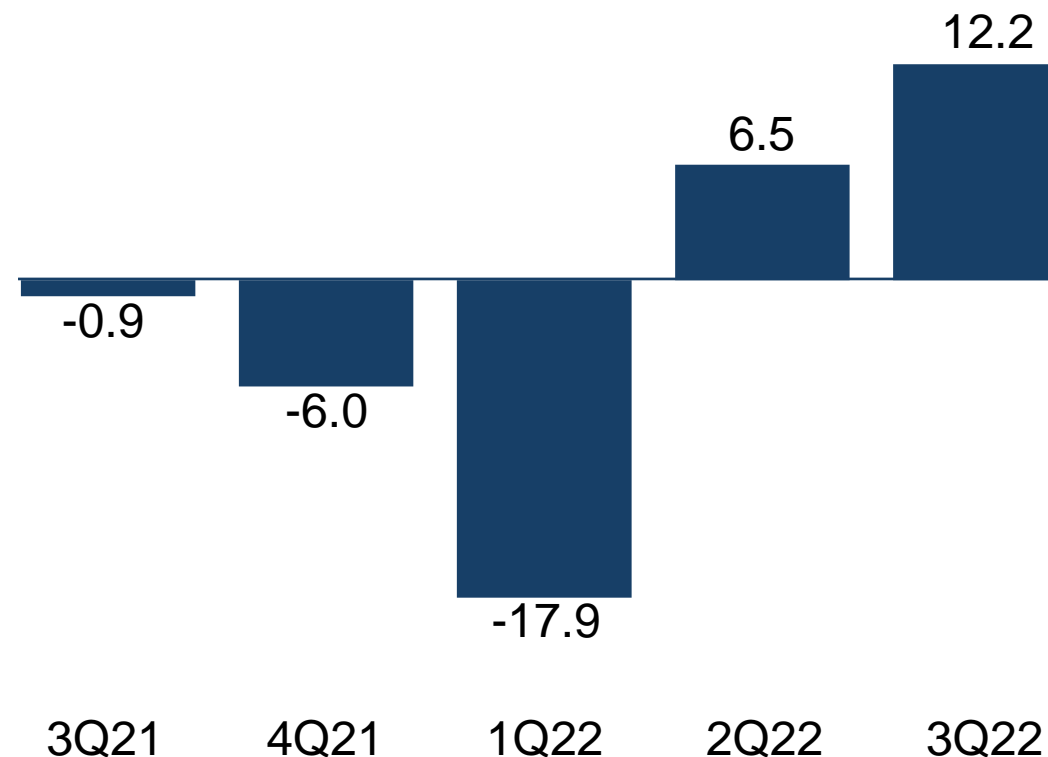
(1) Excludes depreciation and stock-based compensation. See appendix for reconciliation to the most directly comparable GAAP measures

Financial Highlights

Quarterly Adjusted EBITDA (\$M)⁽¹⁾



Free Cash Flow (\$M)⁽²⁾



(1) Excludes stock-based compensation, induced conversion expense, and settlement and related costs. See appendix for reconciliation to the most directly comparable GAAP measures

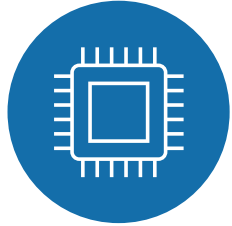
(2) Free cash flow is a non-GAAP measure and is calculated as net cash provided by (used in) operating activities adjusted for net cash paid for settlement and related costs less purchases of property and equipment. See appendix for reconciliation to the most directly comparable GAAP measures

Financial Highlights

- \$274.7M⁽¹⁾ federal NOLs
- \$201.1M⁽²⁾ cash and investments
- \$279.8M⁽²⁾ in long-term debt
- Scalable, asset-light manufacturing model

(1) As of December 31, 2021
(2) As of September 30, 2022

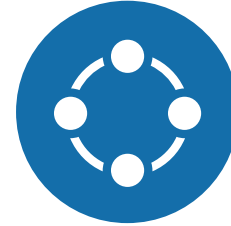
Our Strategy



Drive RAIN
adoption



Invest in
our platform



Enable ubiquitous
reading



Deliver cloud
services

We succeed when our platform is the engine of our partners' success

Team



Chris Diorio, Ph.D.

CEO, Vice-Chair, Co-Founder
30 Years' Experience



Cary Baker

CFO
20 Years' Experience



Jeff Dossett

CRO
25 Years' Experience



Hussein Mecklai

COO
20 Years' Experience



Yukio Morikubo

General Counsel
30 Years' Experience



Christina Balam

VP Human Resources
15 Years' Experience



Corporate Citizenship

PEOPLE AND CULTURE



ENVIRONMENT



GOVERNANCE



Learn about **Corporate Citizenship** at Impinj by visiting investor.impinj.com/governance/corporate-citizenship

Impinj Highlights



Massive market with only an estimated ~0.3% items connected



Technology pioneer with multiple industry firsts



Blue chip end customers across multiple verticals



Market leadership across the platform



Industry-leading patent portfolio



Strong, global team and broad partner ecosystem

Join Us On
Our Journey

Expanding the
Internet's reach to
Trillions
of everyday items



Appendix

GAAP to Non-GAAP Reconciliations

GAAP to Non-GAAP Reconciliation⁽¹⁾

	2021			2022	
	Q3	Q4	Q1	Q2	Q3
GAAP Gross Margin	50.9%	55.5%	54.2%	52.7%	54.8%
Adjustments:					
Depreciation	1.3%	1.6%	1.7%	1.5%	1.4%
Stock-based compensation	1.1%	1.1%	1.1%	0.5%	0.7%
Non-GAAP Gross Margin	53.3%	58.2%	57.0%	54.7%	56.9%
GAAP Research and development (\$M)	16.8	17.6	18.0	18.4	18.8
Adjustments:					
Depreciation	(0.3)	(0.4)	(0.4)	(0.4)	(0.4)
Stock-based compensation	(4.6)	(4.9)	(4.8)	(4.3)	(4.4)
Non-GAAP Research and development	11.8	12.3	12.8	13.6	14.0

(1) Variations due to rounding

GAAP to Non-GAAP Reconciliation⁽¹⁾

	2021			2022	
	Q3	Q4	Q1	Q2	Q3
GAAP Net Loss	(12.9)	(20.0)	(10.5)	(11.5)	(2.2)
Adjustments:					
Depreciation	1.1	1.4	1.5	1.5	1.5
Induced conversion expense	--	11.3	--	2.2	--
Stock-based compensation	10.9	11.5	11.3	10.9	10.1
Restructuring costs	--	0.5	--	--	--
Settlement and related costs	--	(0.5)	--	--	--
Other Income, net	(0.0)	(0.0)	(0.2)	(0.4)	(0.8)
Interest expense	0.5	1.0	1.3	1.3	1.2
Income tax benefit (expense)	0.0	0.0	0.0	0.0	0.0
Adjusted EBITDA	(0.4)	5.3	3.5	3.8	9.8
Net cash provided by (used in) operating activities	5.4	(3.9)	(14.8)	7.2	14.5
Cash paid for settlement and related costs	--	--	--	--	--
Adjusted net cash provided by (used in) operating activities	5.4	(3.9)	(14.8)	7.2	14.5
Purchases of property and equipment	(6.3)	(2.0)	(3.1)	(0.7)	(2.3)
Free cash flow	(0.9)	(6.0)	(17.9)	6.5	12.2
Net cash provided by (used in) investing activities	6.1	(38.0)	(50.1)	(22.5)	(13.7)
Net cash provided by (used in) financing activities	2.5	100.7	4.6	(15.7)	6.0

(1) Variations due to rounding