



Investor Presentation

Second Quarter 2024

Forward Looking Statement & 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 or relating to 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, capabilities and technologies, and the adoption or expansion of RAIN technologies by end users; enforceability of our intellectual property rights or our position within the industry; 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 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 (1) adjusted EBITDA, which we calculate as GAAP net income (loss), excluding if applicable for the periods presented, the effects of stock-based compensation; depreciation and amortization; restructuring costs; induced conversion expense; acquisition-related expense; purchase accounting adjustments; other income, net; income from settlement of litigation; interest expense; and income tax expense (benefit); (2) non-GAAP gross

margin, which we calculate as GAAP gross margin, excluding if applicable for the periods presented, the effects of depreciation, purchase accounting adjustments, and the effects of stock-based compensation; (3) Non-GAAP net income, which we calculate as GAAP net income (loss), adjusted for, if applicable for the periods presented, the effects of stock-based compensation; depreciation and amortization; restructuring costs; induced conversion expense; acquisition-related expense; purchase accounting adjustments; income from settlement of litigation; and income tax effects of adjustments; and (4) Free cash flow, which we calculate as net cash provided by (used in) operating activities, determined in accordance with GAAP, less purchases of property and equipment. Adjusted free cash flow, which we calculate as free cash flow less cash received from gain on litigation settlement. 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.

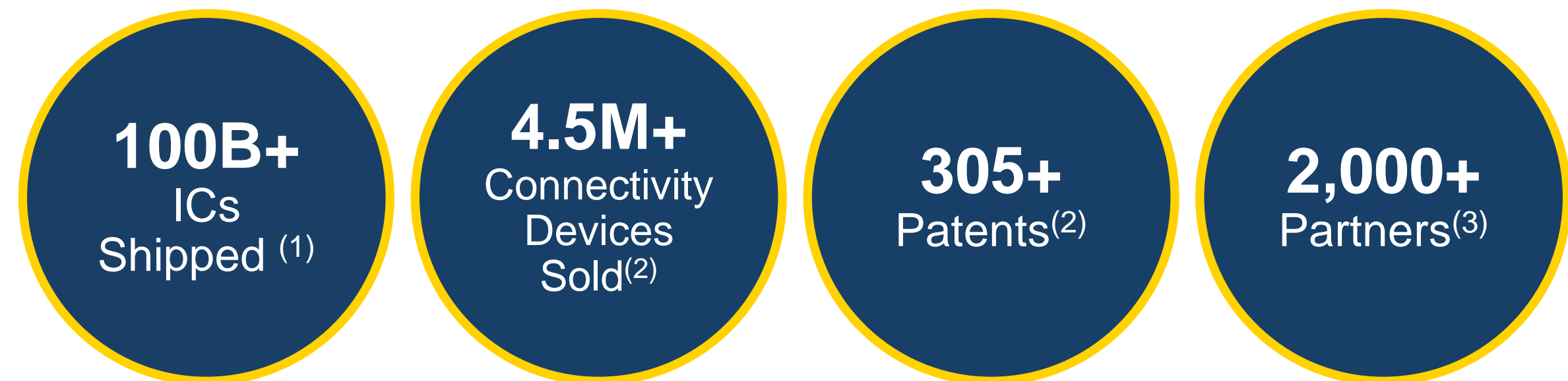
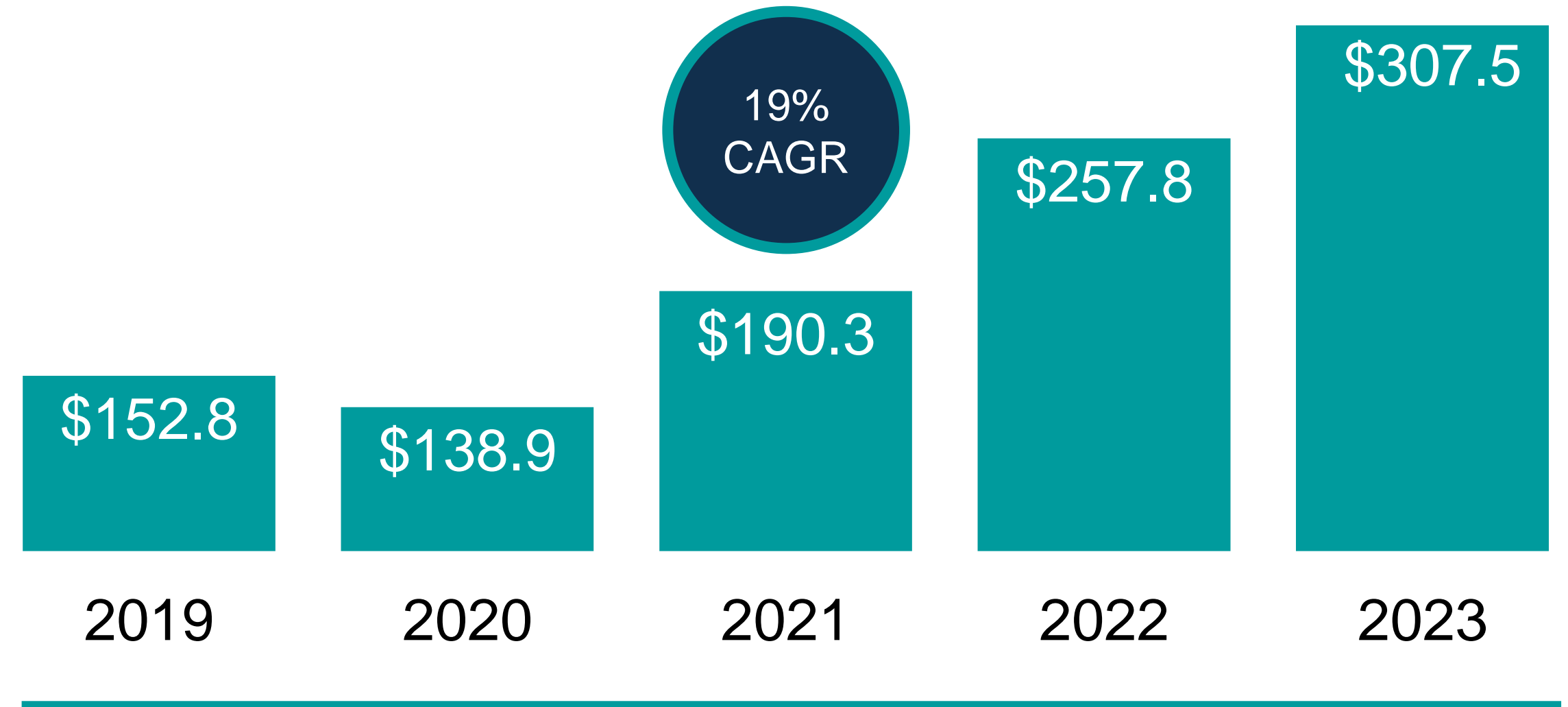
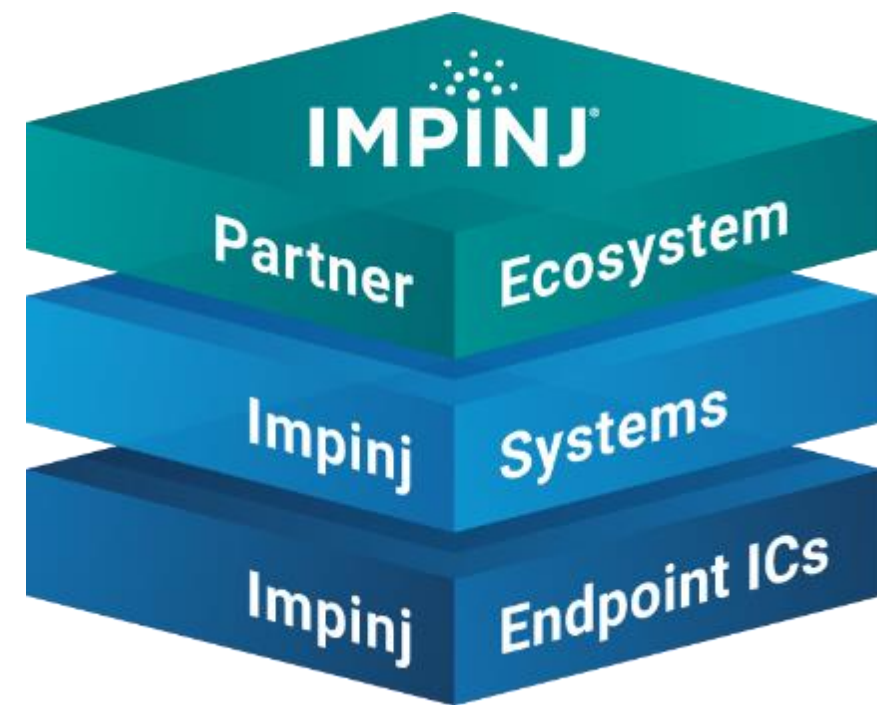
Impinj at a Glance



Our vision is boundless IoT, extending the Internet of Things to trillions of everyday items

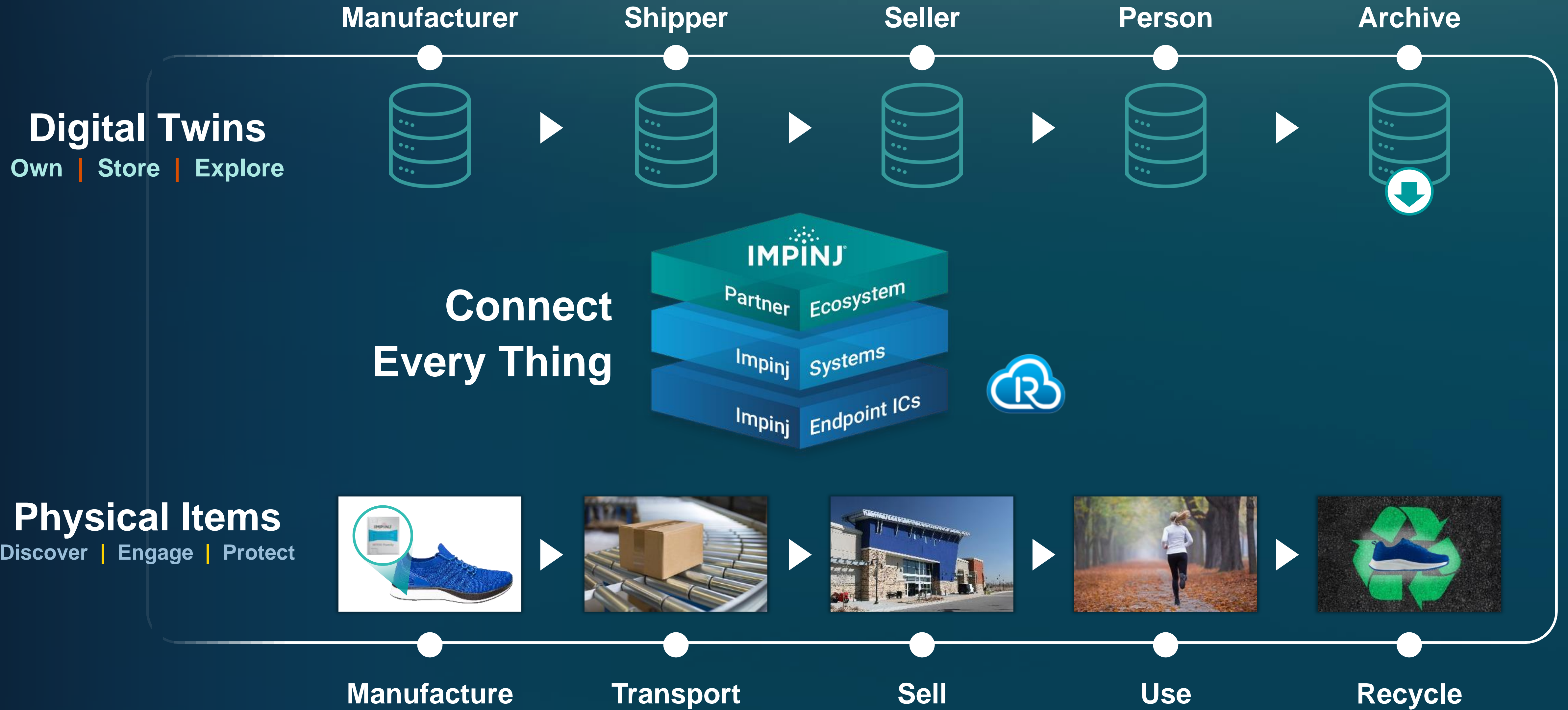
Success Strategy

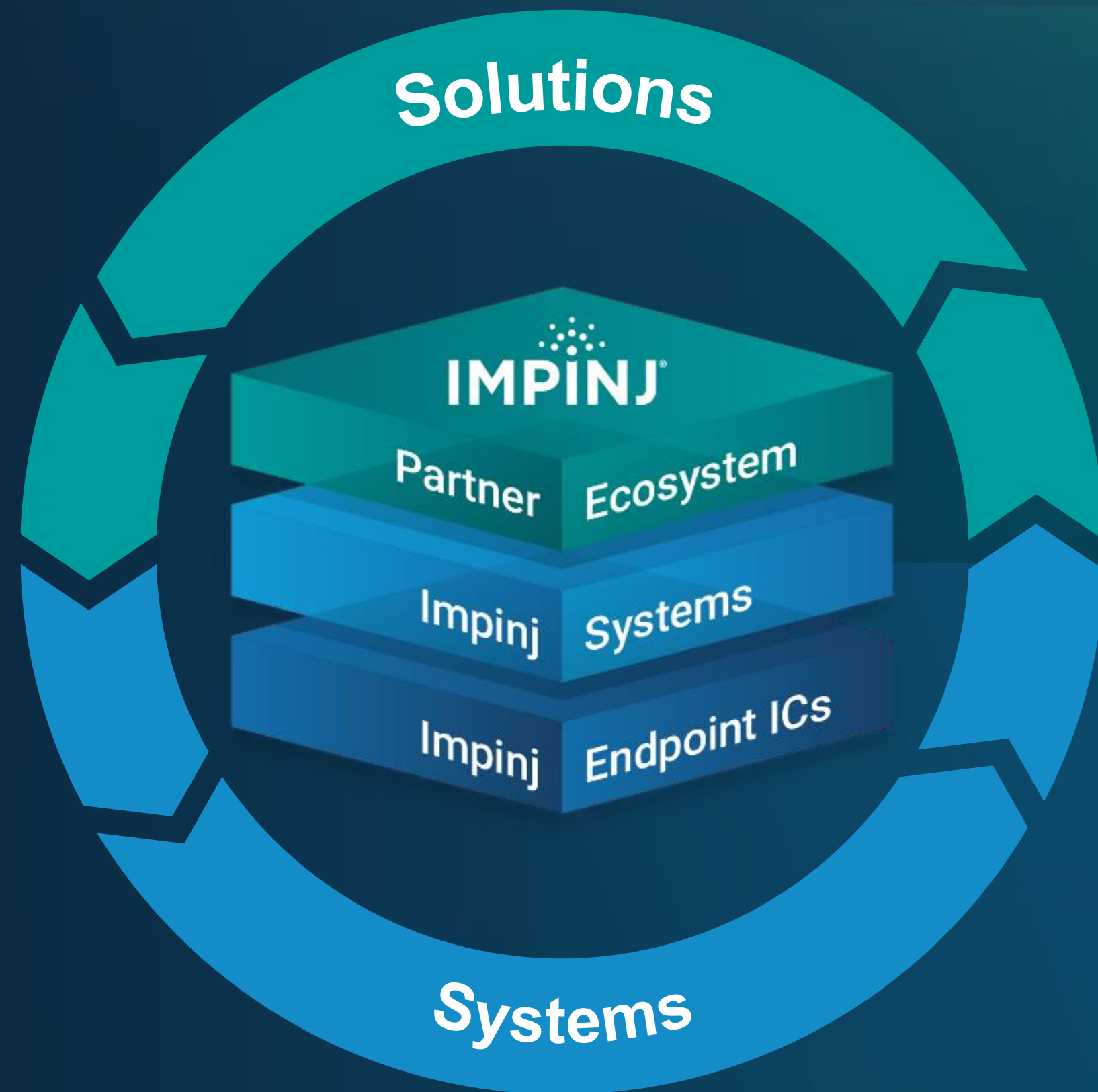
- 1** Develop whole-platform solutions for lighthouse enterprises
- 2** Win the endpoint IC opportunity at those enterprises
- 3** Engage partners to repeat our successes at other accounts
- 4** Compete aggressively for the rest of the endpoint IC market



(1) As of February 29, 2024
(2) As of December 31, 2023
(3) As of June 6, 2023

Vision





Solutions drive Impinj endpoint ICs

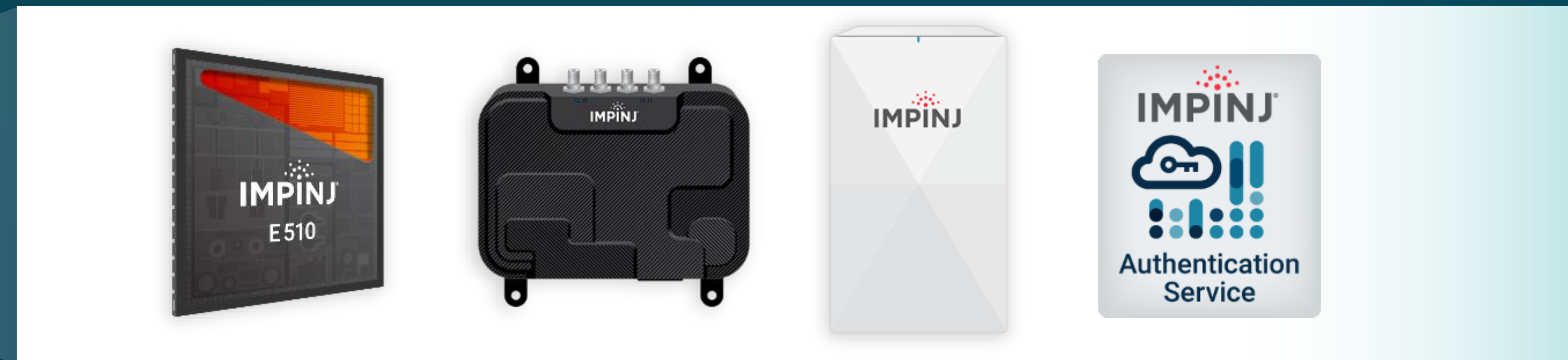
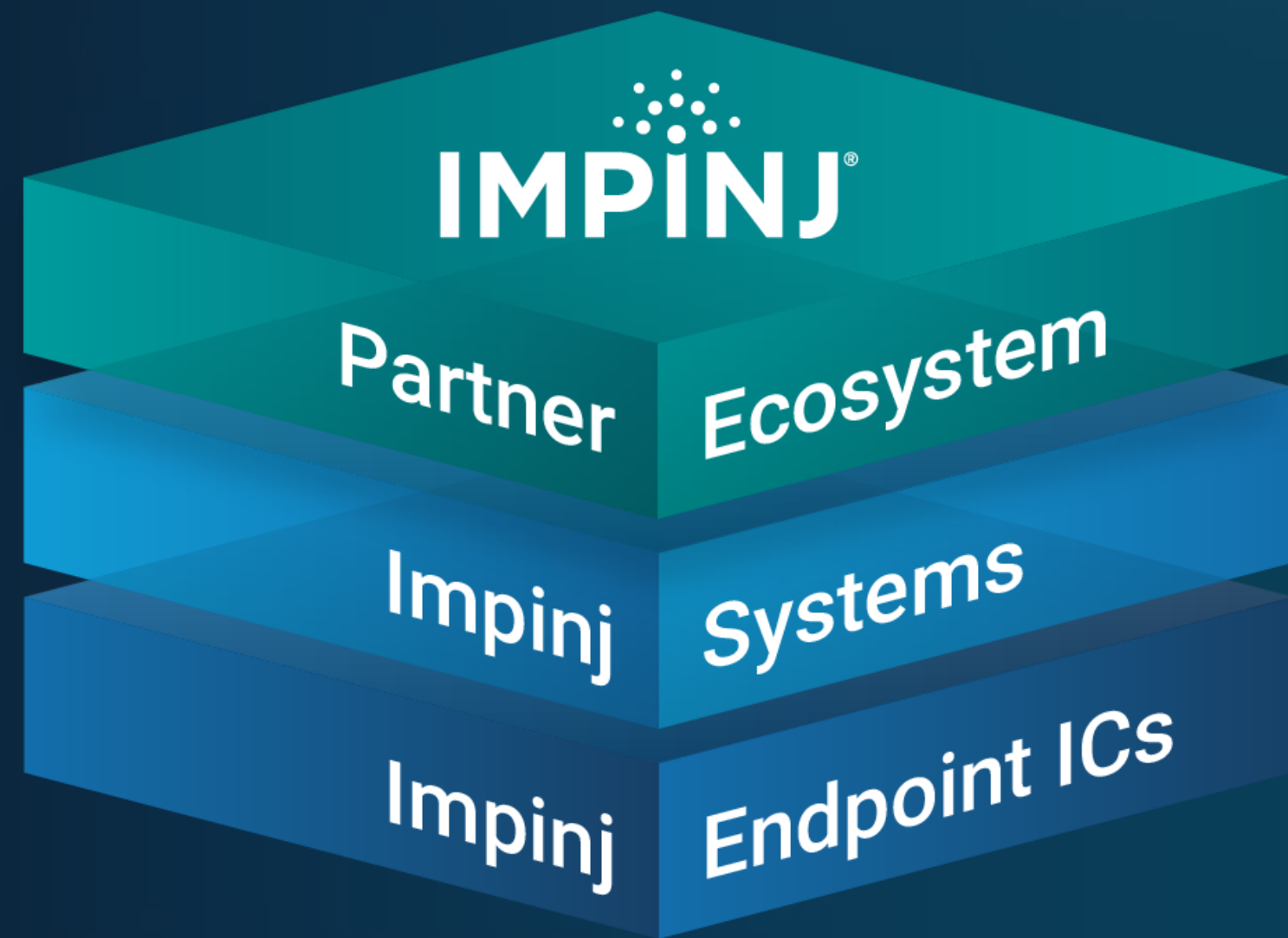
- Create enterprise solutions; step-and-repeat with solutions partners
- **Win endpoint IC opportunity**



Systems drive Impinj endpoint ICs

- Enable channel partners to win remaining opportunities with Impinj systems
- **Win majority endpoint IC share**

Platform Products

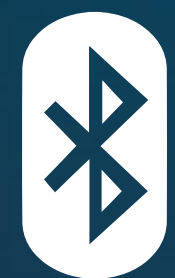


Wireless Technology

RAIN = RAdio Identification

- Unique ID: for pennies per tag
- 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



Market Opportunity

RAIN enabled connectivity for >44Bn⁽¹⁾ items in 2023

We estimate this represents only ~0.4% of connectable items

Trillions of consumable items per year⁽²⁾

Other Everyday Items	
3Tn	Food & Drink Packaging
600Bn	Auto Parts
400Bn	Parcels & Postal
325Bn	General Merchandise
80Bn	Beauty and Personal Care
80Bn	Apparel
9Bn	Pallets
4Bn	Airline Baggage
3Bn	Tires

(1) RAIN Alliance, "RAIN Alliance Reports 32% Increase in Global RAIN RFID Chip Shipments as Adoption and Usage Diversifies Across Multiple Industries" March 4, 2024.

(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, "State of the Postal Sector 2023" and Pitney Bowes Parcel Shipping Index, August 2023. Impinj estimate of taggable apparel items based on Statista Market Forecast Apparel – worldwide, March 2019. Pallets based on IMARC Group, "Pallet Market: Global Industry Trends, Share, Size, Growth, Opportunity and Forecast 2019-2024. Airline Baggage based on IATA and SITA, "RFID for Baggage Tracking, Business Case 2017." Tires based on Freedonia, "Global tire demand." General merchandise and beauty and personal care based on internal Impinj estimate.

Endpoint IC Growth

Market Growth⁽¹⁾

Yearly endpoint ICs in billions



Impinj shipped
100B+⁽²⁾
endpoint ICs

(1) 2010 & 2011: Based on VDC Research "Strategic Insights 2013: RFID, Contactless & RTLS Technology"; 2012: Based on IDTechEx "RFID Forecasts, Players and Opportunities 2014-2024,"; 2013 & 2014: Based on IDTechEx "RFID Forecasts, Players and Opportunities 2016-2026," ; 2015-2023: Data compiled by the RAIN Alliance.

(2) As of February 29, 2024

**Retail General
Merchandise**

**Supply Chain
& Logistics**

Platform Leverage

Enterprise Solutions

Engage lighthouse enterprises to drive solutions opportunities and whole-platform learnings

Platform Preference

Build platform capabilities and earn corporate trust to win and hold endpoint IC share

Leading Products

Best performance, reliability and supply are the foundation of our platform success

RAIN Services

Cloud services support platform linkages and drive additional recurring revenue

Representative Deployments



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

Retail Growth

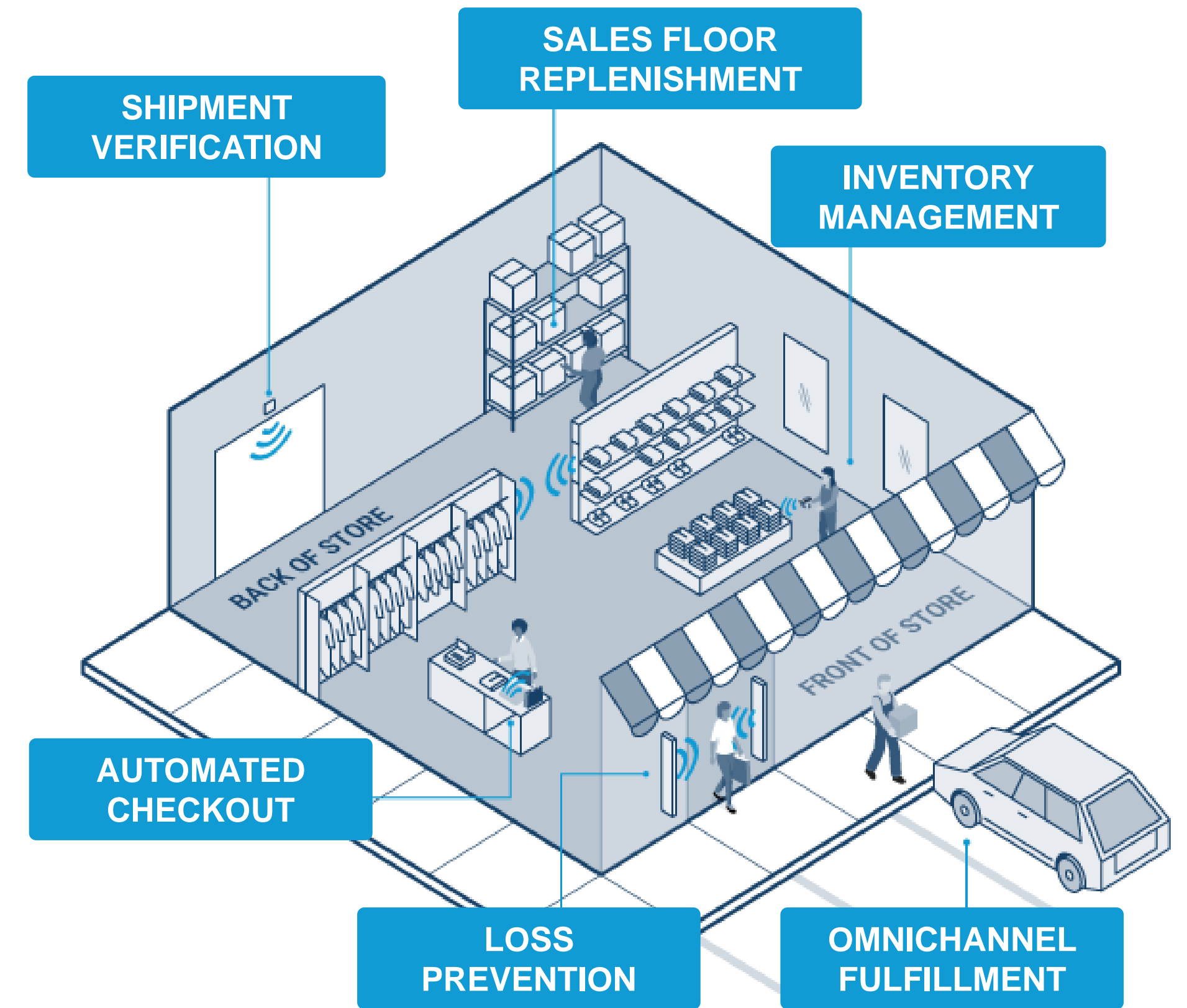
Manual Reading



Autonomous reading

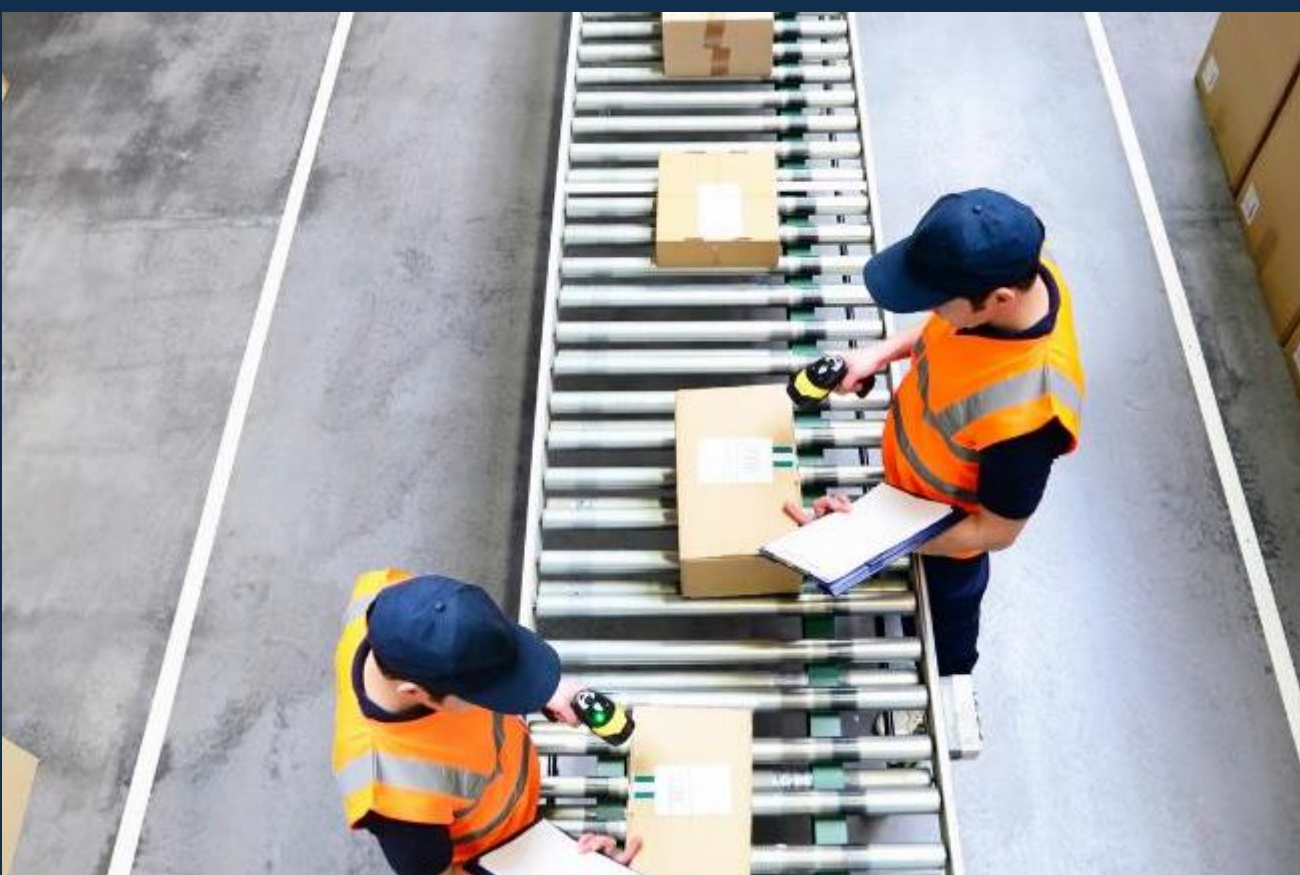
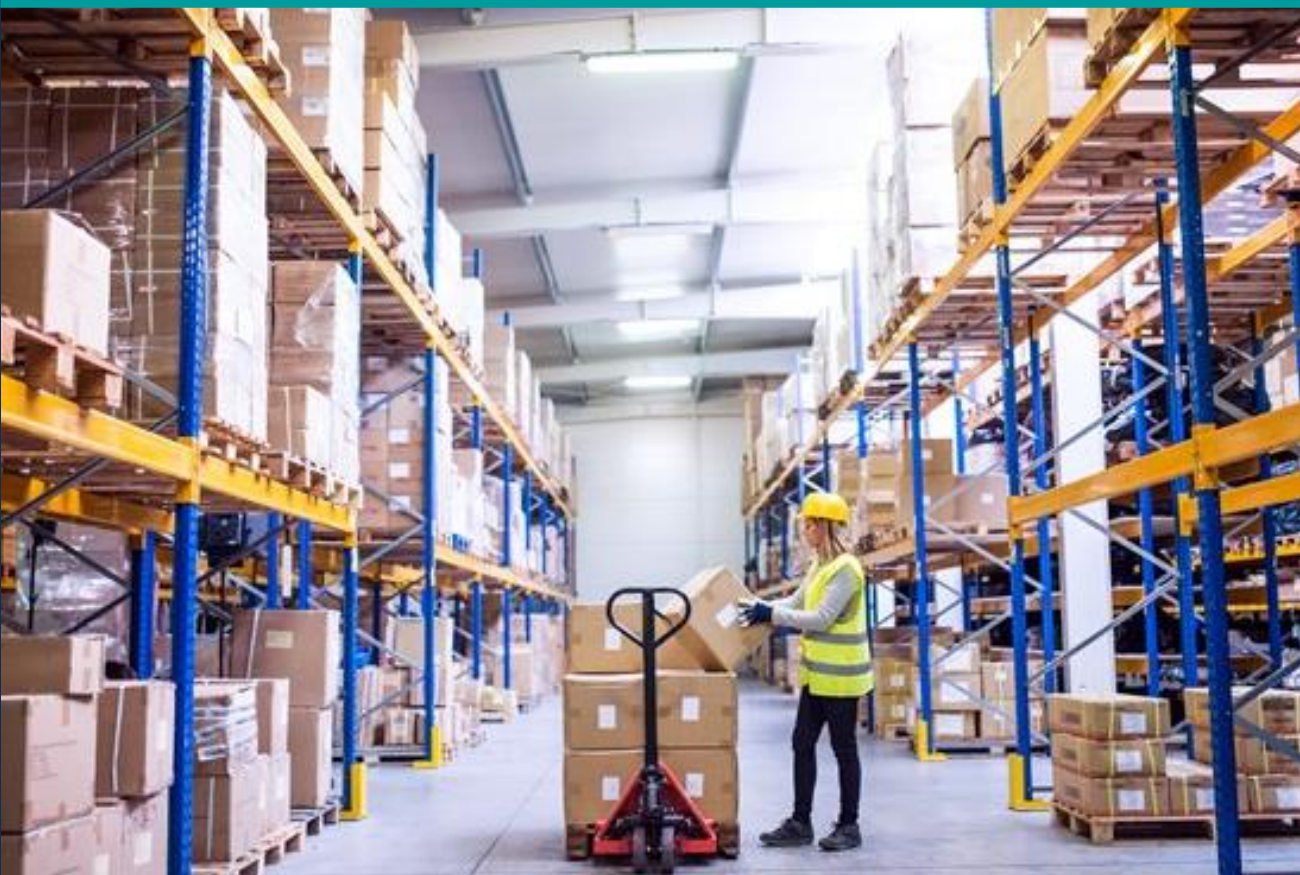


Reading across the enterprise



Supply Chain & Logistics Growth

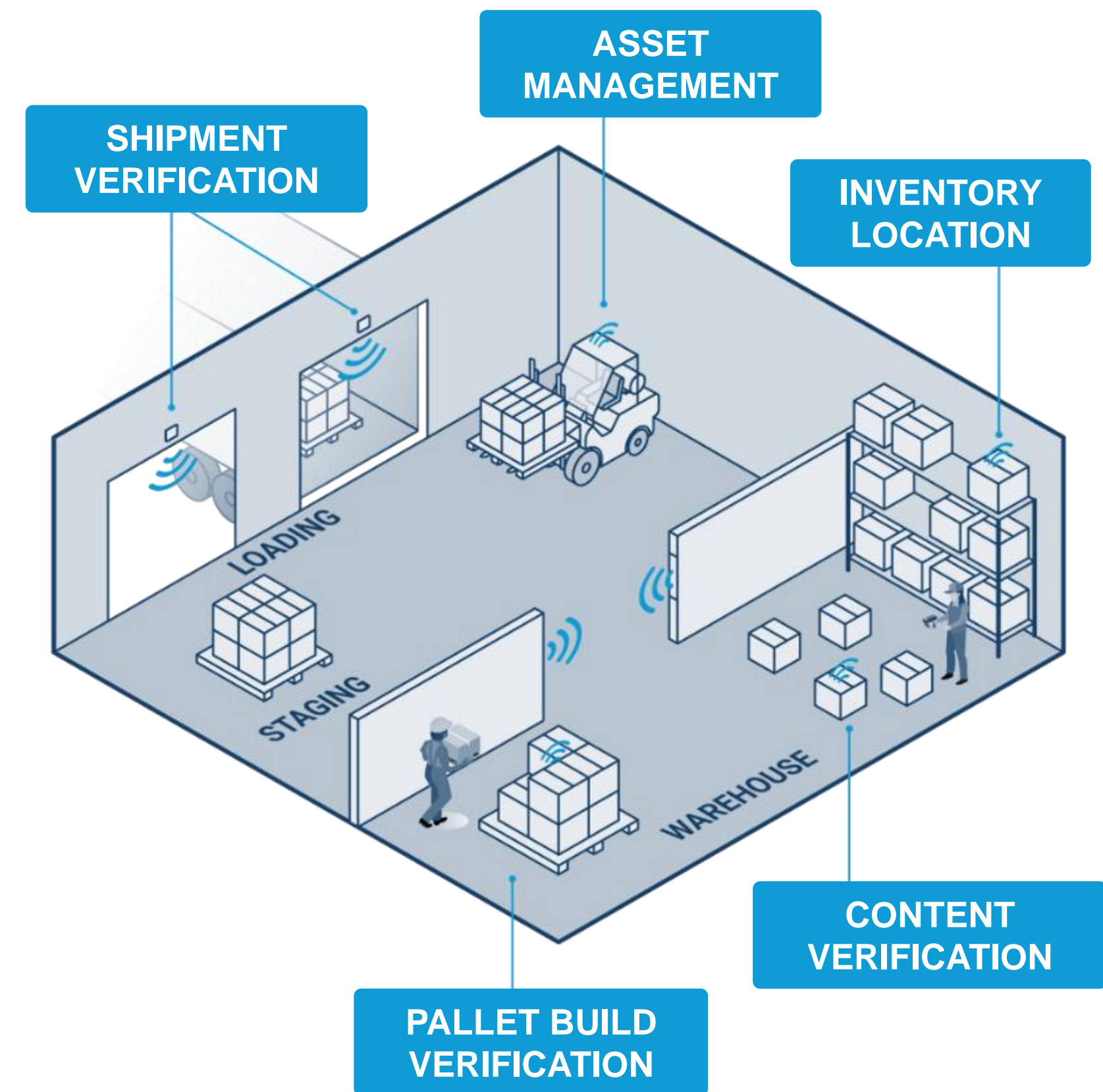
Manual Reading



Autonomous reading



Reading across the enterprise



Winning with Enterprise Solutions

Engage lighthouse enterprises
Create whole-platform solutions
Solve unmet need
Scale with partners

Win endpoint IC opportunity



Winning with Partners



Leverage enterprise learnings

Advance Impinj platform

Deliver solution engines

Enable partner solutions

Drive recurring revenue

Win majority endpoint IC share

2,000+
Partners⁽¹⁾

100+
Countries⁽¹⁾

(1) As of June 6, 2023.

Winning with Recurring Revenue

Ensure products are genuine
Easily deploy across supply chain
Utilizes whole Impinj platform

Monetize endpoint IC and authentication service

Impinj Authenticity Solution Engine



Customs & Excise Tax



Pharmaceuticals



Retail Merchandise

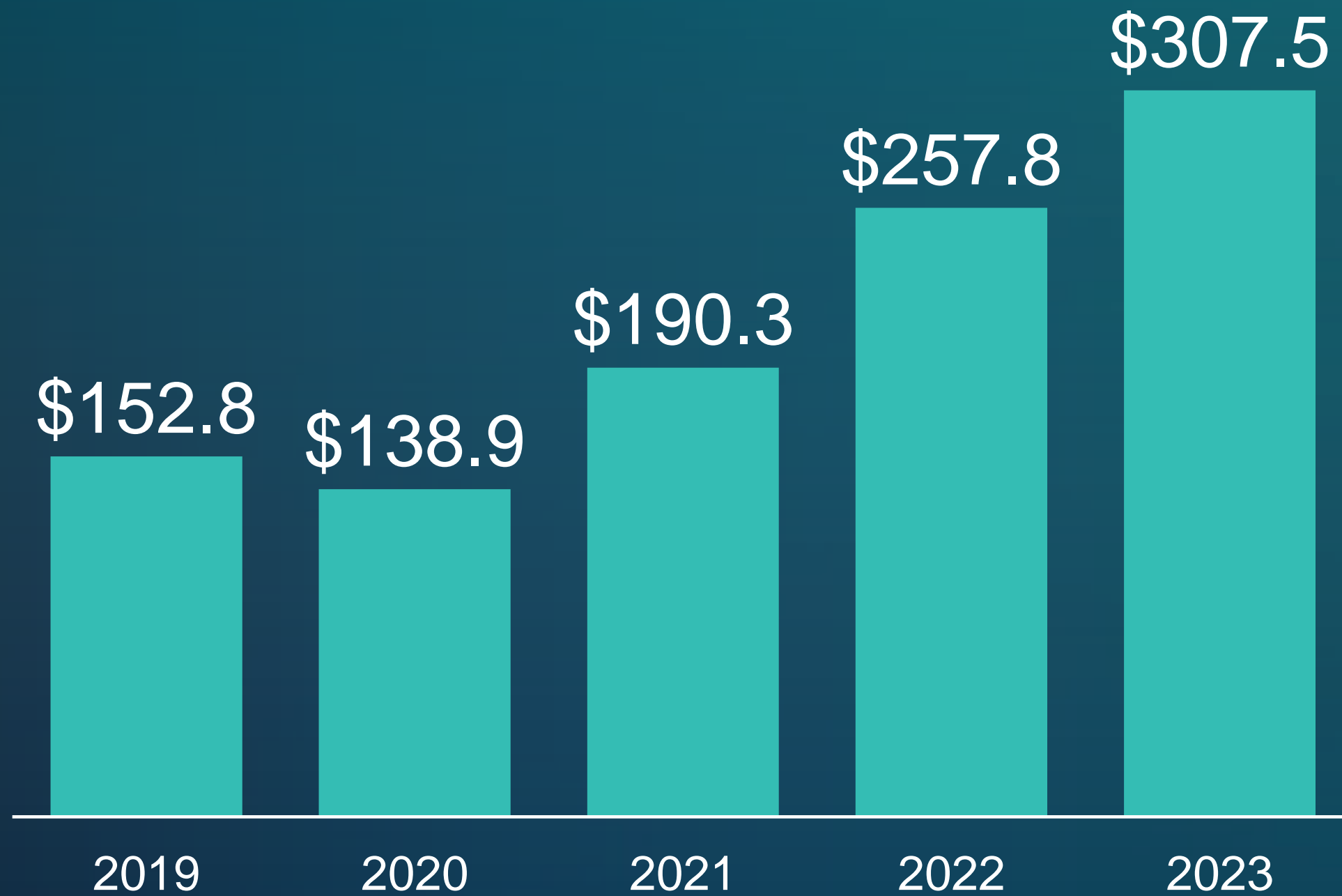


Building Materials



Financial Highlights

Annual Revenue(\$M)



Quarterly Revenue (\$M)⁽¹⁾



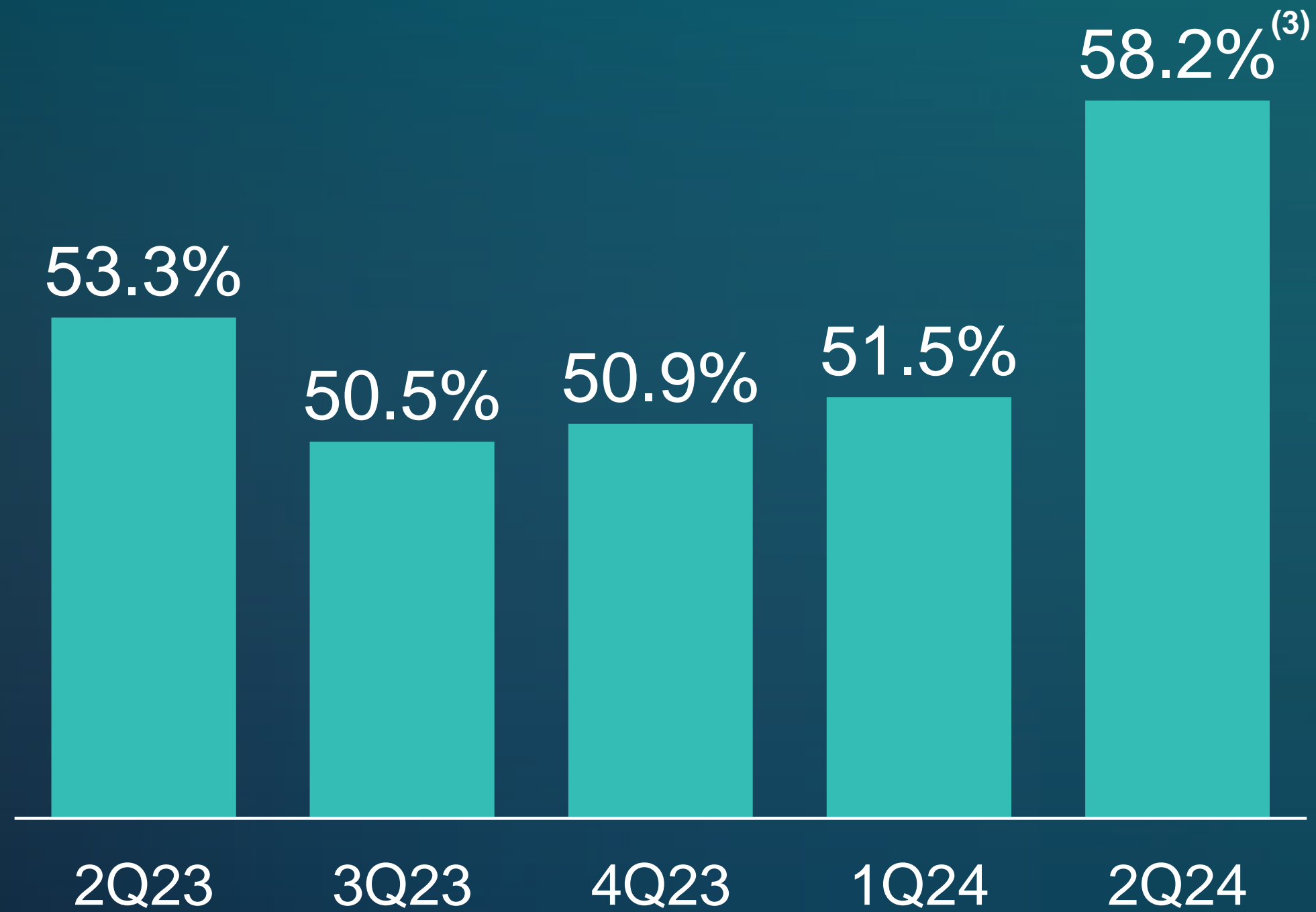
Systems revenue includes reader ICs, readers, gateways, test and measurement solutions, and software

(1) Variations due to rounding
 (2) Includes \$15 million of licensing revenue

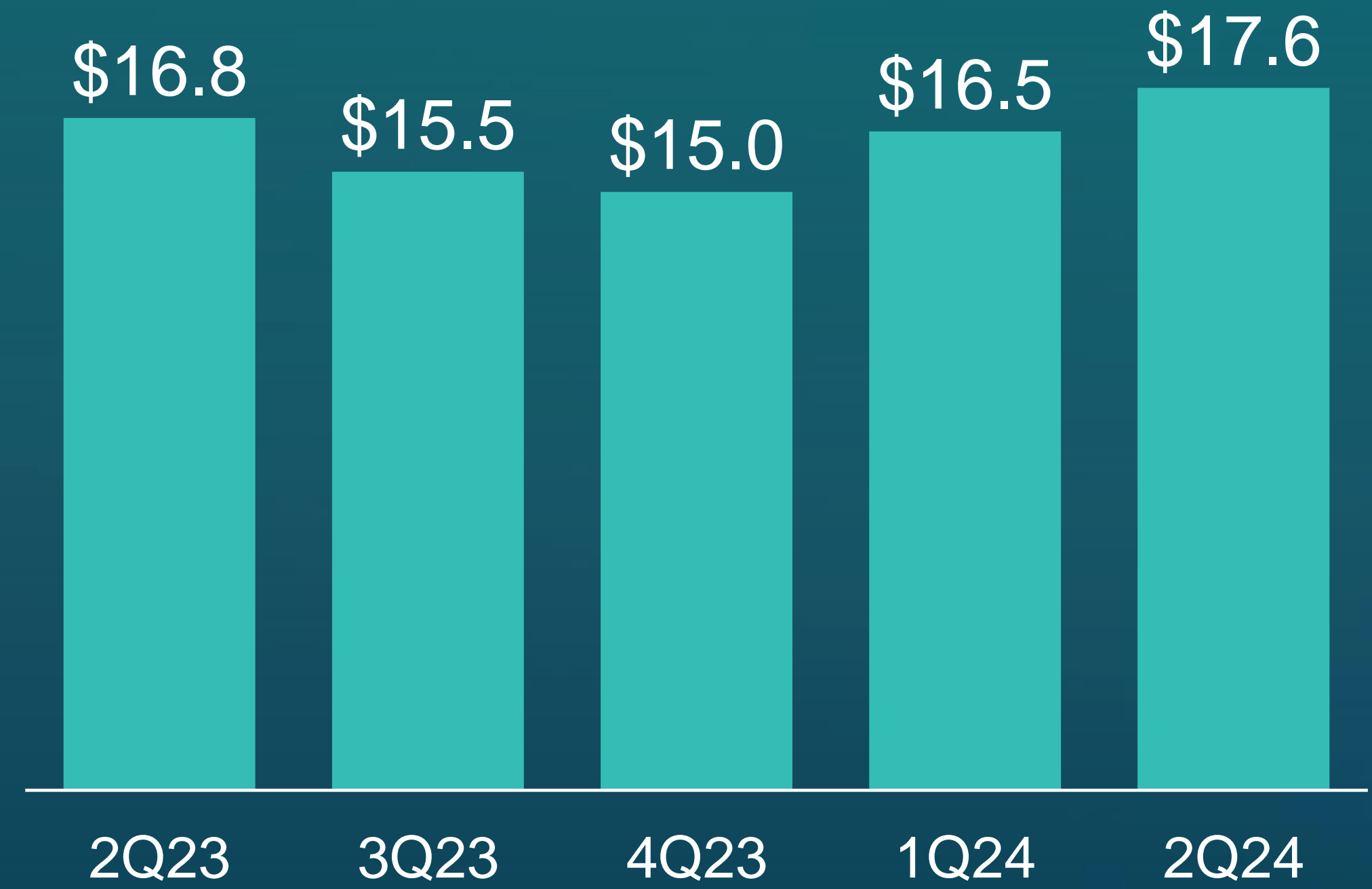
Financial Highlights



Non-GAAP Gross Margin⁽¹⁾



Non-GAAP R&D (\$M)⁽²⁾



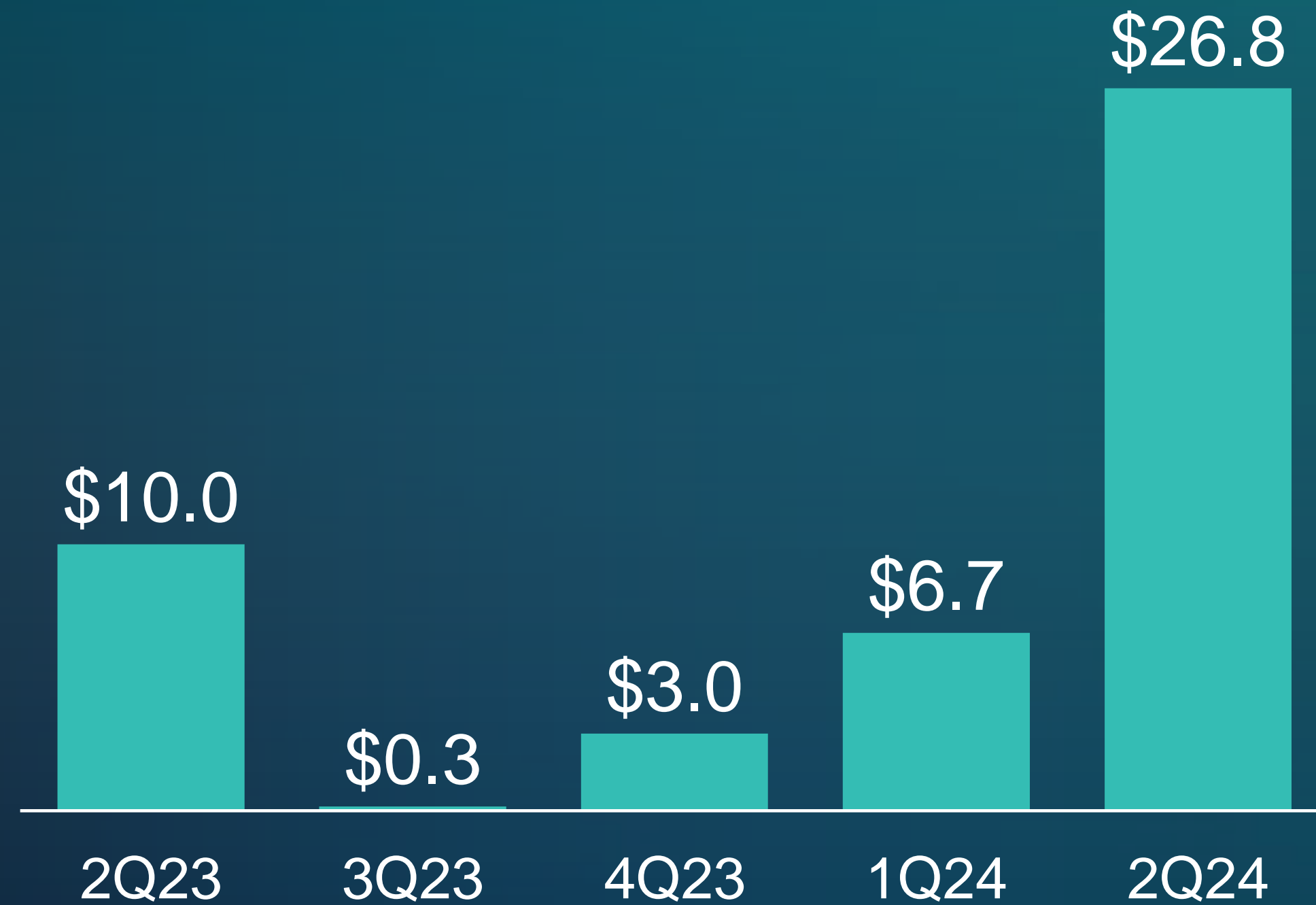
(1) Excludes if applicable for the periods presented, depreciation, purchase accounting adjustments, and stock-based compensation.

(2) Excludes if applicable for the periods presented, depreciation and stock-based compensation. See appendix for reconciliation to the most directly comparable GAAP measures.

(3) \$15 million of licensing revenue contributed 7.2% to non-GAAP gross margin.

Financial Highlights

Quarterly Adjusted EBITDA (\$M) ⁽¹⁾



Non-GAAP EPS (diluted)⁽²⁾



(1) Excludes if applicable for the periods presented, the effects of stock-based compensation; depreciation and amortization; restructuring costs; settlement and related costs; induced conversion expense; other income, net; income from settlement of litigation; interest expense; acquisition-related expense and related purchase accounting adjustments; and income tax expense (benefit).

(2) Adjusted for, if applicable for the periods presented, the effects of stock-based compensation; depreciation and amortization; restructuring costs; settlement and related costs; induced conversion expense; income from settlement of litigation; acquisition-related expense and related purchase accounting adjustments; and the corresponding income tax impacts of adjustments to net income (loss).

Financial Highlights

- \$230.5M⁽¹⁾ federal NOLs
- \$220.2M⁽²⁾ cash and investments
- \$287.5M⁽³⁾ convertible debt
- \$44.1M⁽⁴⁾ free cash flow
- Scalable, asset-light manufacturing model



(1) As of December 31, 2023
(2) As of June 30, 2024
(3) As of June, 30 2024, convertible debt is classified as current
(4) For the three month period ended June 30, 2024

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



Cathal Phelan

CIO
30 Years' Experience



Yukio Morikubo

General Counsel | CCO
30 Years' Experience



Alberto Pesavento

CTO
20 Years' Experience



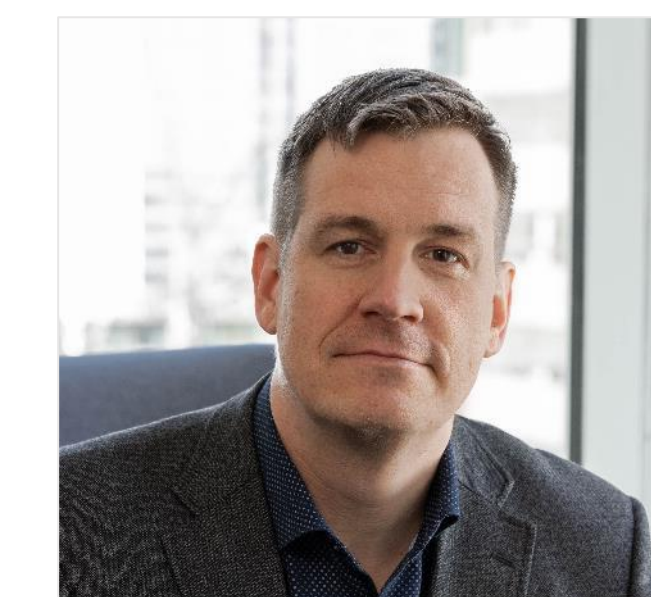
Gahan Richardson

EVP | GM Impinj
20 Years' Experience



Christina Balam

SVP Human Resources
15 Years' Experience



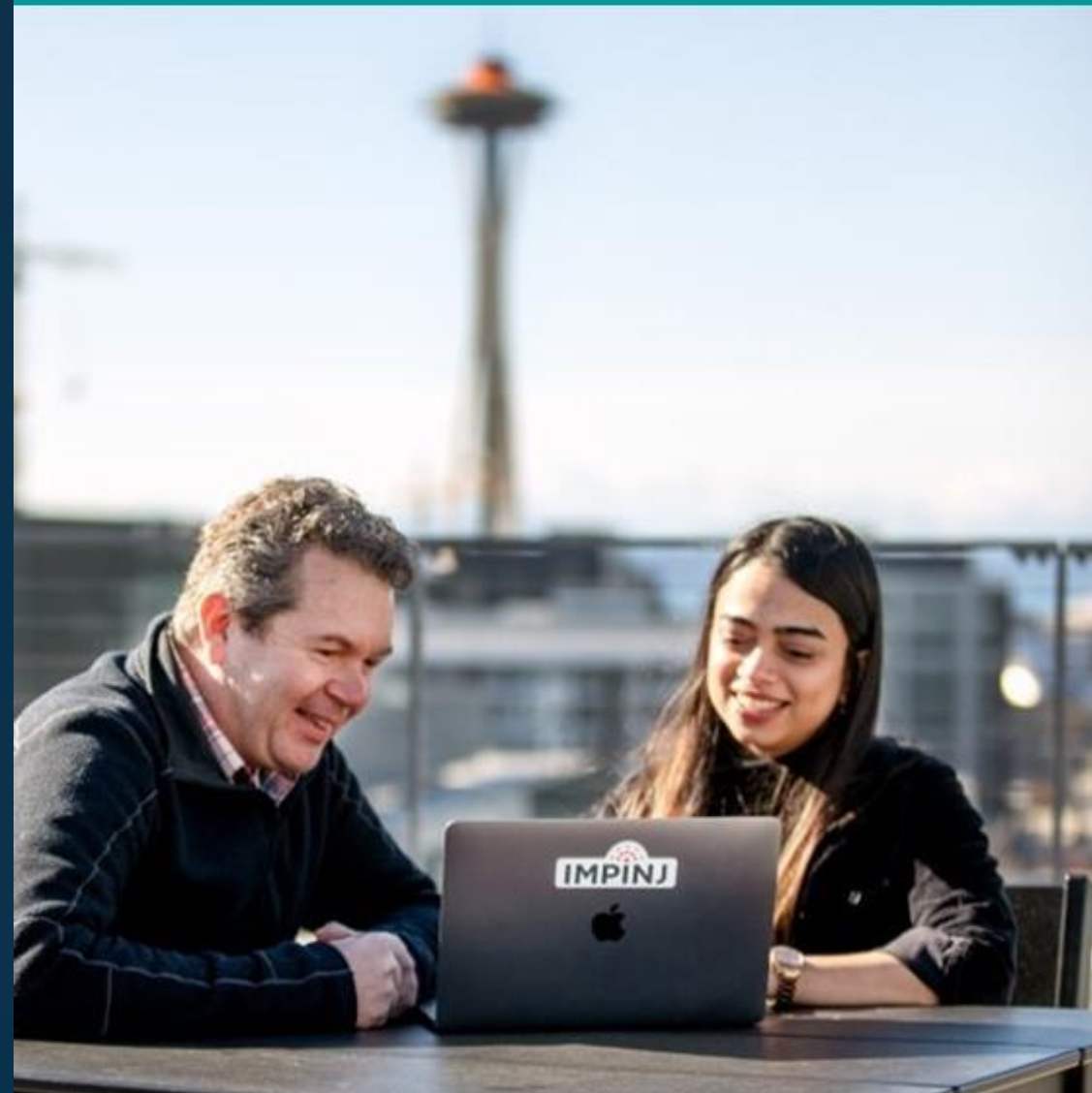
Jukka Voutilainen

SVP | GM Voyantic
20 Years' Experience



Corporate Citizenship

People & Culture



Environment



Governance



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

Appendix

GAAP to Non-GAAP Reconciliation⁽¹⁾



	2023			2024	
	Q2	Q3	Q4	Q1	Q2
GAAP Gross Margin	51.0%	47.3%	47.9%	48.9%	56.1%
Adjustments:					
Depreciation	1.5%	2.2%	2.3%	2.0%	1.6%
Purchase accounting adjustments	0.3%	0.2%	--	--	--
Stock-based compensation	0.5%	0.8%	0.7%	0.6%	0.5%
Non-GAAP Gross Margin	53.3%	50.5%	50.9%	51.5%	58.2%
GAAP Research and development (\$M)	\$23.4	\$21.6	\$21.1	\$22.5	\$24.9
Adjustments:					
Depreciation	(0.7)	(0.6)	(0.7)	(0.8)	(0.8)
Stock-based compensation	(5.9)	(5.4)	(5.4)	(5.3)	(6.5)
Non-GAAP Research and development	\$16.8	\$15.5	\$15.0	\$16.5	\$17.6

(1) Variations due to rounding

GAAP to Non-GAAP Reconciliation⁽¹⁾



	2023			2024	
	Q2	Q3	Q4	Q1	Q2
GAAP Net Income (Loss) (\$M)	\$(8.1)	\$(15.8)	\$(15.2)	\$33.3	\$10.0
Adjustments:					
Depreciation and amortization	4.3	3.7	3.9	3.9	3.0
Stock-based compensation	13.1	12.3	12.3	11.8	14.7
Restructuring costs	--	--	--	1.8	--
Acquisition related expenses	0.6	--	1.6	0.9	0.1
Purchase accounting adjustments	0.3	0.1	--	--	--
Other income, net	(1.2)	(1.1)	(1.0)	(1.3)	(2.1)
Income from settlement of litigation	--	--	--	(45.0)	--
Interest expense	1.2	1.2	1.2	1.2	1.2
Income tax expense (benefit)	(0.3)	(0.2)	0.2	--	--
Adjusted EBITDA	\$10.0	\$0.3	\$3.0	\$6.7	\$26.8

(1) Variations due to rounding

GAAP to Non-GAAP Reconciliation⁽¹⁾



	2023			2024	
	Q2	Q3	Q4	Q1	Q2
GAAP Net Income (Loss) (\$M except per share data)	\$(8.1)	\$(15.8)	\$(15.2)	\$33.3	\$10.0
Adjustments:					
Depreciation and amortization	4.3	3.7	3.9	3.9	3.0
Stock-based compensation	13.1	12.3	12.3	11.8	14.7
Restructuring costs	--	--	--	1.8	--
Acquisition transaction expenses	0.6	--	1.6	0.9	0.1
Purchase accounting adjustments	0.3	0.1	--	--	--
Income from settlement of litigation	--	--	--	(45.0)	--
Income tax effects of adjustments ⁽²⁾	(1.0)	(0.2)	(0.1)	(0.6)	(2.4)
Non-GAAP Net income	\$9.3	\$0.1	\$2.5	\$6.2	\$25.3
Non-GAAP Net income per share - Diluted:	\$0.33	\$0.00	\$0.09	\$0.21	\$0.83

(1) Variations due to rounding

(2) The tax effects of the adjustments are calculated using the statutory rate, taking into consideration the nature of the item and relevant taxing jurisdiction.

GAAP to Non-GAAP Reconciliation⁽¹⁾



	2023			2024	
	Q2	Q3	Q4	Q1	Q2
GAAP Net cash provided by (used in) operating activities(\$M)	\$(22.5)	\$(1.7)	\$1.4	\$60.1	\$45.5
Adjustments:					
Purchases of property and equipment	(5.6)	(2.8)	(2.6)	(6.2)	(1.4)
Free cash flow	\$(28.2)	\$(4.5)	\$(1.2)	\$53.9	\$44.1
Adjustments:					
Income from settlement of litigation	--	--	--	(45.0)	--
Adjusted Free cash flow	\$(28.2)	\$(4.5)	\$(1.2)	\$8.9	\$44.1

(1) Variations due to rounding