



TSS

TOTAL SITE SOLUTIONS

*At the intersection of Advanced
Computing and Artificial Intelligence*

Investor Presentation

November 2025

Nasdaq: TSSI



Disclaimer

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What We Do

*Deliver Integration
Services Powering data
centers, AI, and digital
transformation*



Our Technology Service Offerings

- Rack & Systems Integration
- Procurement
- Deployment & Configuration Management
- Modular Data Center

Our Strengths

- Flexibility & Speed
- Partnering and Execution
- Simplifying the Complex
- Quality, Innovative Solutions

Our Customers' Benefits

- Reduced Complexity
- Faster Time-to-Value
- Certainty
- Superior Customer Service

A Compelling Investment Thesis



TSS is a provider of end-to-end integration services powering data center integration with advanced computing and AI solutions for the digital future

1

Robust Market Demand

- Advancements in technology (AI)
- Increasing adoption of cloud computing
- Greater storage needs
- Pursuit of increased efficiency

2

AI Boom

- A highly disruptive force in the earliest stages of adoption

3

Marquee End Customers

- Global enterprises
- Industry leaders
- Investing in AI

4

High Demand Offerings

- Systems integration
- Data center services

5

Multiple Growth Levers

- New offerings
- Investments in direct selling
- Expanded capacity
- Partnerships

6

Attractive Economics

- 172% FY 2024 revenue growth
- 283% FY 2024 adj. EBITDA growth
- \$37M in Net operating losses as of YE 2024

Market Opportunity

AI, Cloud and Edge Computing Driving Demand



Exponential growth in the data center market is largely powered by demand for AI

\$410B

**Estimated Global AI
Server Market in 2027¹**

- **Demand is expected to continue** for AI servers
- **Increasing adoption of AI technologies** for analytics and complex computational tasks requires specialized, **high-performance server infrastructures**
- Growing at a **CAGR of 37.8%**
- **Total server market value \$3.9T by 2034**

\$723B

**Estimated End-User
Cloud Spending in 2025²**

- Growth driven by demand from **enterprise, and hyper-scaler platforms serving as marketplaces for a growing number of generative AI-powered applications**
- Worldwide end-user spending on public cloud services is forecast to total **\$723.4 billion in 2025, up 21.5% from \$595.7 billion in 2024²**

\$380B

**Estimated Modular/Edge
Computing Market in 2028³**

- Edge computing continues to play **a role in the deployment of AI applications and privacy**
- **Enterprise investments** continue to shift toward **infrastructure expansion**
- **Expected 13.8% CAGR**

Our Offerings

A broad range of technology services



Enabling the efficient planning, development, deployment, and maintenance of IT hardware and software solutions

Procurement

Procure 3rd party hardware and software on behalf of customers & provide integration services.

- \$169M of product procured in 2024
- >300% growth in gross value processed 1'H 2025 vs. 1'H 2024 with margin expansion

Systems Integration

Rack Integration in controlled facility in Georgetown, Texas. Built for scale.

Complex AI systems including latest Direct Liquid Cooling and power demands.

Integrated services and software designed to accelerate assembly & delivery of complex IT solutions. Thousands of edge and infrastructure devices and servers deployed monthly

On-customer site rack integration growth opportunity

Facilities Management

Integrate, deploy and maintain Modular Data Centers. Procure equipment and provide other services

- >50% gross margins
- ~500 MDCs configured and deployed; Post-deployment MDC maintenance contracts are typically one-year in duration
- Expect resurgence in MDC deployments as enterprises grow AI

Our Offerings

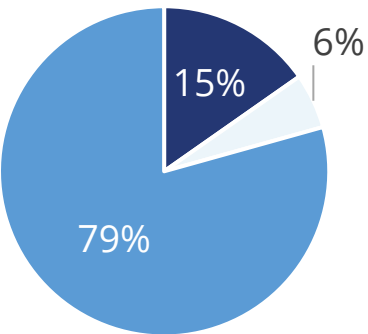
Contribution Mix



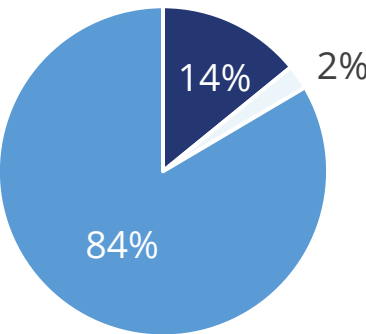
Shifts in the mix of our offerings impact contribution and reflect differences in margin profiles across our portfolio

Revenue

FY 2024



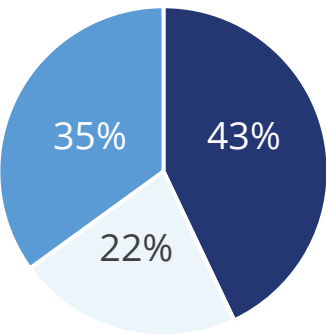
9M 2025



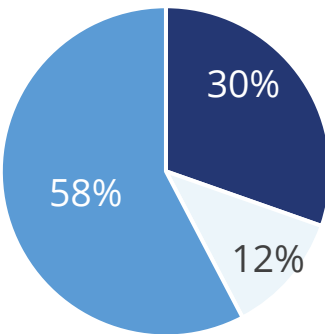
Procurement currently represents the majority of revenue, while higher-margin Facilities Management is the smallest component of the mix

Gross Profit

FY 2024



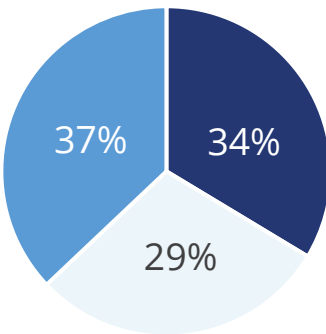
9M 2025



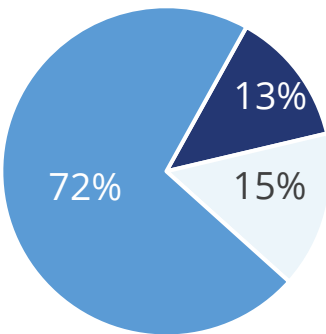
Higher margin SI and FM representing 42% of GP mix in 9M 2025 vs. only 16% of revenue. Lower margin Procurement represents 84% of revenue and 58% of GP in 9M 2025.

Pre-Tax Income

FY 2024



9M 2025



Consistent with revenue and gross profit, Procurement PTI continues to grow. Beginning allocation of depreciation to SI segment affects reported segment PTI and YOY comparison.

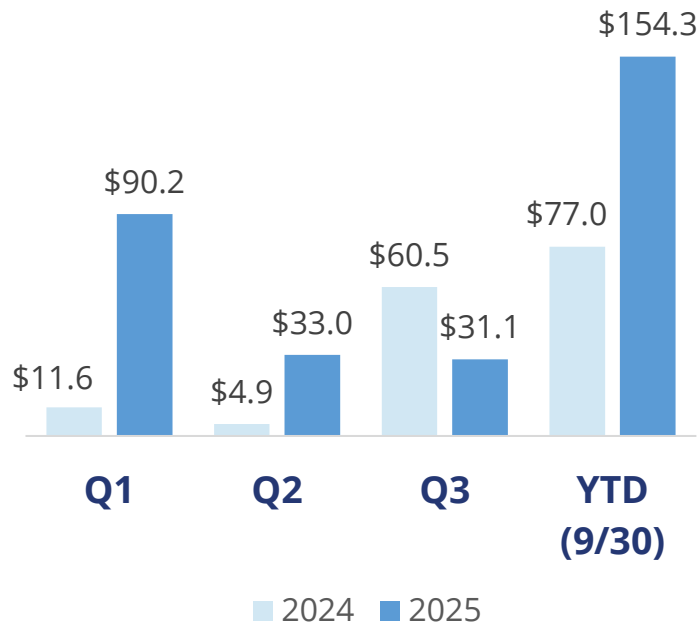


Revenue Trends Across Segments



Procurement

(\$ in millions)

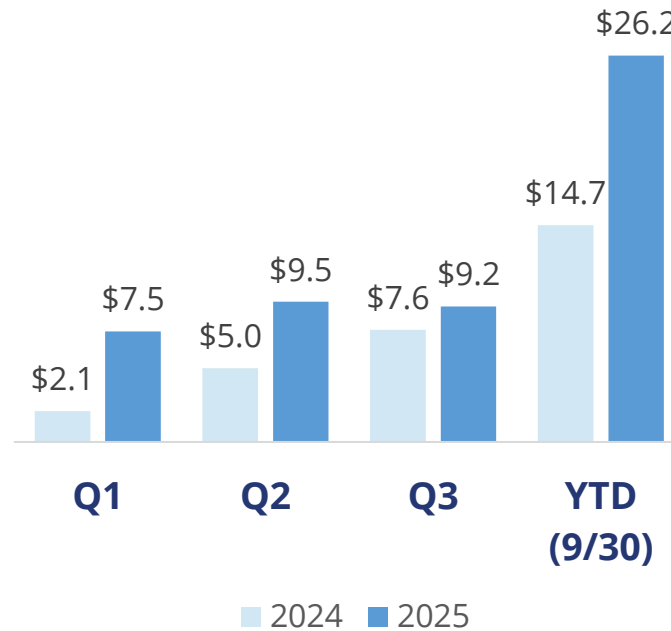


FY 2024 vs FY 2025 Y/Y Δ

Q1	Q2	Q3	YTD (9/30)
+676%	+572%	(49%)	+100%

Systems Integration

(\$ in millions)

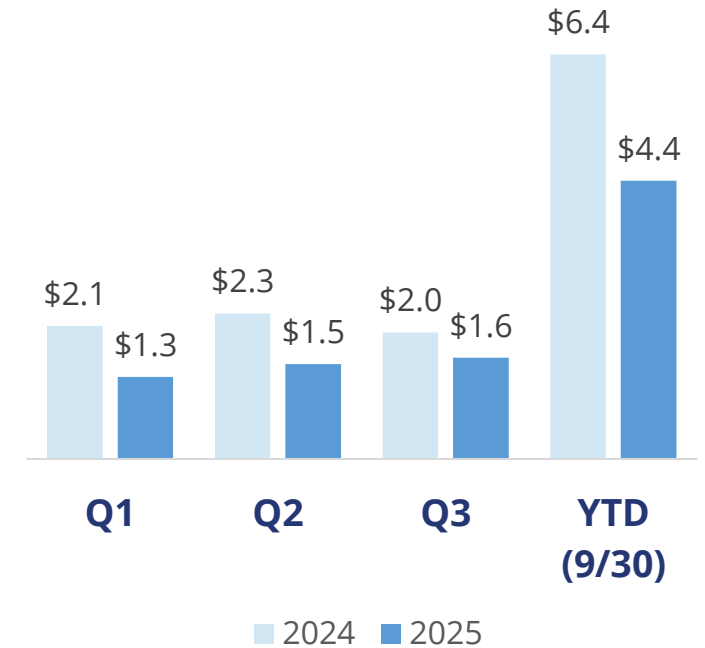


FY 2024 vs FY 2025 Y/Y Δ

Q1	Q2	Q3	YTD (9/30)
+252%	+92%	+20%	+78%

Facilities Management

(\$ in millions)



FY 2024 vs FY 2025 Y/Y Δ

Q1	Q2	Q3	YTD (9/30)
(40%)	(35%)	(19%)	(32%)

Our Strategy

Provide services to grow existing customer business and establish new routes to market

Profitably grow existing business and identify complimentary expanded service offerings to further enhance value for our customers

1 Expand Ability to Drive Demand

- ✓ Co-selling - partner
- ✓ Channel leverage
- ✓ Expand services portfolio

2 Maintain Intense Customer Focus

- ✓ Profitable growth
- ✓ Close OEM collaboration

3 Deliver Operational Excellence

- ✓ Focus on cost competitiveness
- ✓ Enhance operational capabilities

4 Pursue Strategic Partnerships

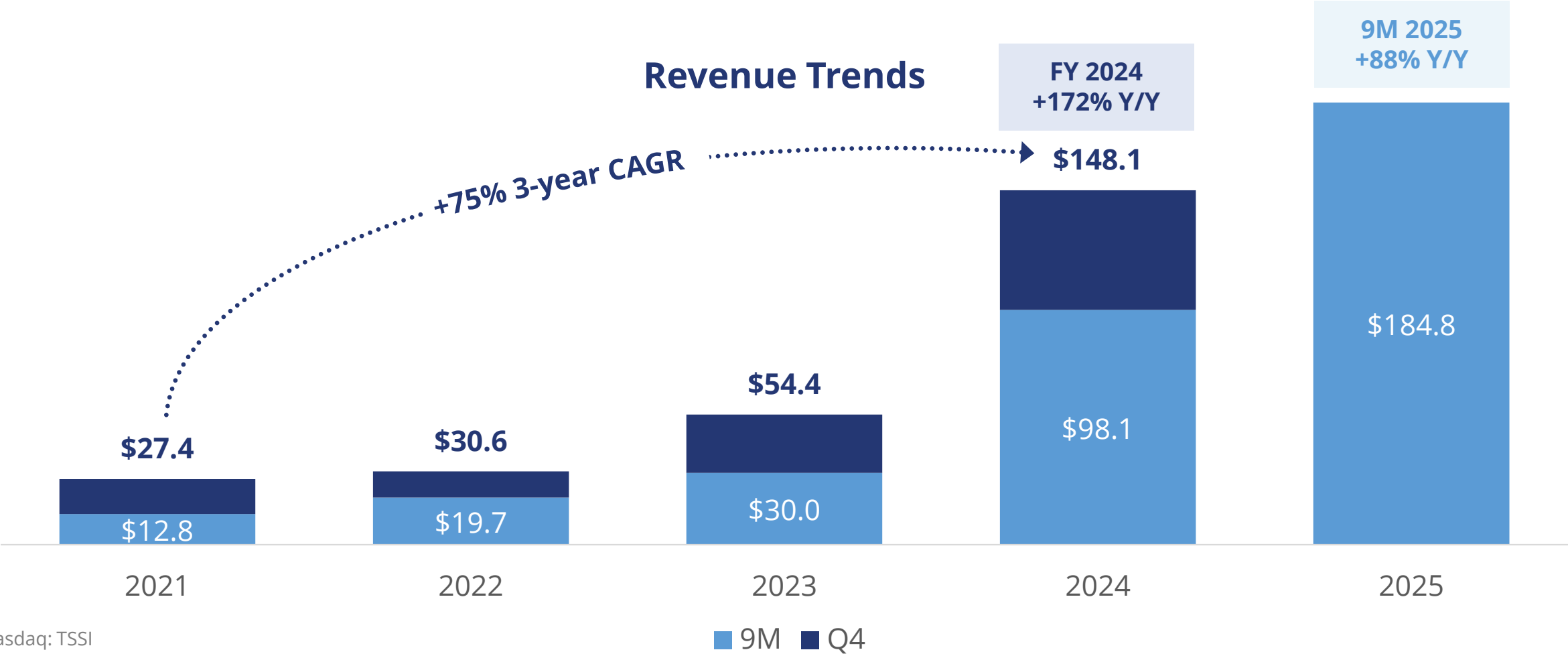
- ✓ Selective pursuit
- ✓ Diversify and accelerate growth

Financial Performance

Growth



Delivering exponential growth with massive opportunities to continue trajectory



Financial Performance

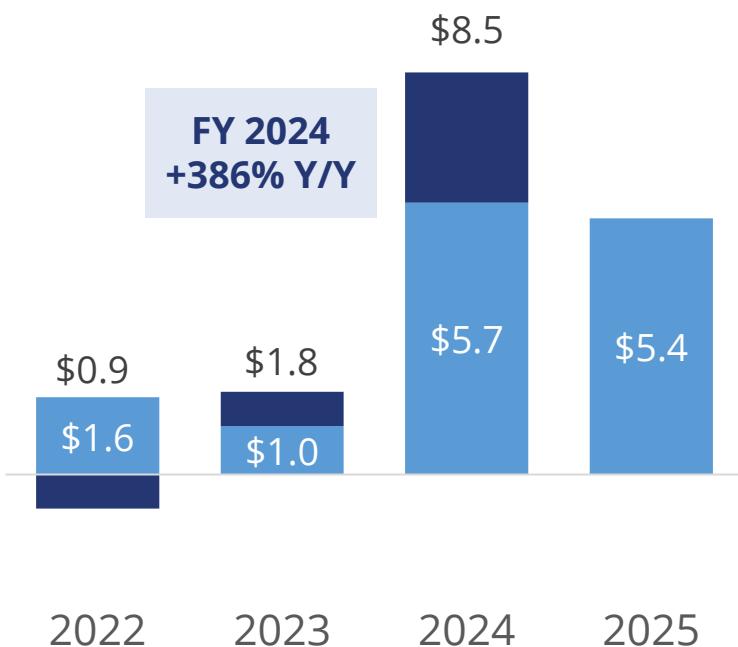
Improving Profitability



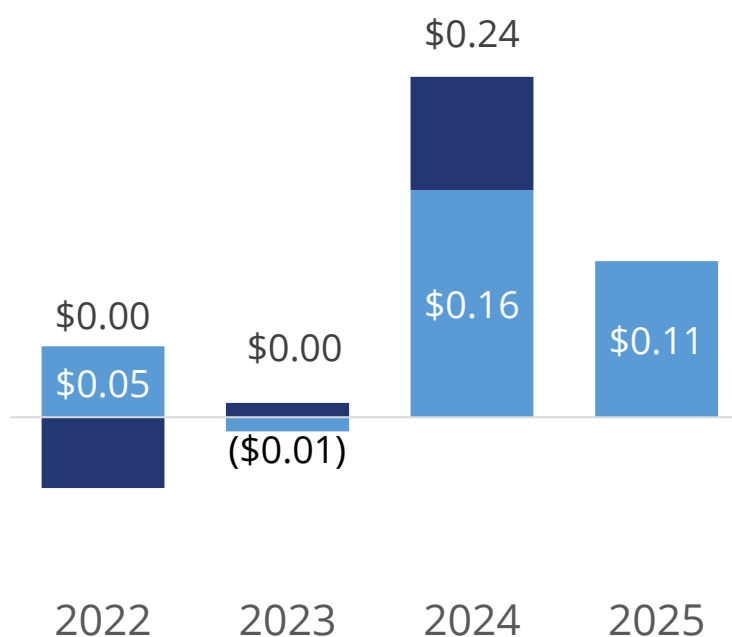
Increasing profitability as we scale our business

Operating income

(\$ in millions)

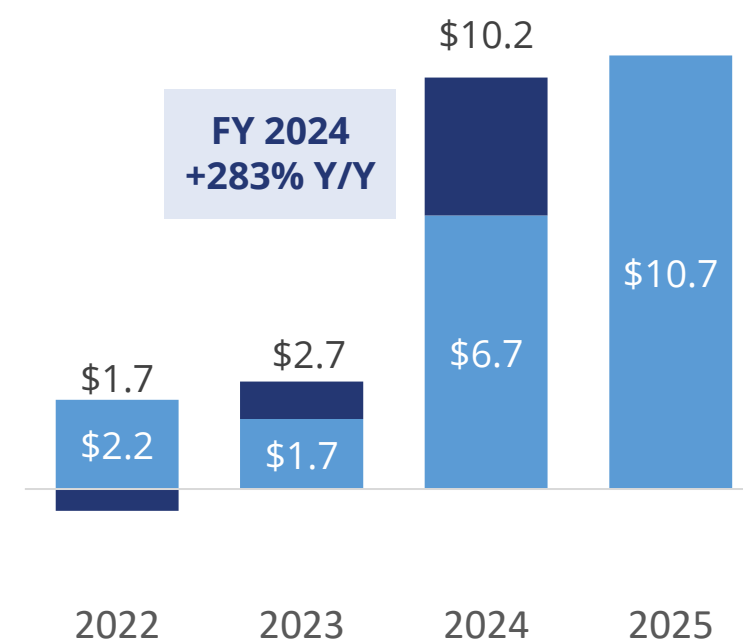


Diluted EPS



Adjusted EBITDA

(\$ in millions)



Recent Business Developments



Secured long-term customer agreement and expanding operational footprint to meet rising demand

1

Signed multi-year agreement with primary customer

- Solidifies our position as a key partner for executing the customer's technology roadmap
- Stipulates a base case for volume
- Mitigates operational risk
- Enhances our revenue visibility

2

Relocated and Expanded Our Factory

- Positioned for continued rapid growth
- More space and access to increased power supply to meet accelerating demand for AI-enabled technologies → **Increased from 2.7MW to 15MW; city commitment for continued increases as needed**
- Expanded capacity by more than 2X to ~213,000 sq ft of operating space
- Began production in May 2025; fully operational in June

3

Uplisted to Nasdaq Capital Market

- Began trading on Nasdaq on November 14, 2024
- Improved liquidity for shareholders
- Increased visibility
- Helps attract new investors
- Added to Russell 2,000 and Russell 3,000 in 2025

Revenues from multi-year customer agreement expected to cover variable and fixed costs related to AI rack integration activities, including the incremental lease obligation and financing costs

Dell Technologies Customer Award

Best Deployment Partner



Flexibility - Execution - Partnership



TSS, Inc (Total Site Solutions)

1,869 followers
23h • 🌐



Proud Moment for TSS!

We are delighted to share that TSS has received the 2024 Dell Technologies Professional Services Best Deployment Partner Award!

Our CEO, Darryll Dewan, expressed our gratitude: "This recognition from Dell Technologies comes at an exciting time in our industry and reflects our team's dedication to meeting evolving customer needs. Our commitment to Dell has helped us streamline our operations, obtain ISO certification, and expand our capacity while always seeking creative ways to collaboratively solve our clients' challenges."

Thank you to our amazing team and Dell Technologies for recognizing our efforts. We remain committed to delivering the service and support Dell and other clients require as we integrate the technologies that drive AI and the future of high-performance computing.

#CustomerSatisfaction #HighPerformanceComputing #Innovation
#DellTechnologies #AI #ISO

[LinkedIn Post Link](#)

Executive Leadership

Leaders with rapid growth and operational excellence expertise



Darryll Dewan has served as a Director, Chief Executive Officer and President since November 2022. Prior to joining TSS, he served as Vice President Global Sales and Field Marketing at DELL Technologies, from 2012 to 2022 where he was responsible for all direct and indirect sales, field operations and marketing of the Dell Endpoint Data Security business. He gained extensive executive level sales and service experiences as EVP Global Sales at Credant Technologies, Inc., as the Group President of VA Software Solutions and as President of i2 Technologies. His early career was spent at IBM. Darryll received a Bachelor of Arts in Economics from the University of Notre Dame.



Danny Chism has served as CFO since June 2024. He is an accomplished executive with deep experience guiding companies through periods of rapid growth and has a history of successes marked by strong operational results and value creation. Prior to joining TSS, Mr. Chism served in CFO positions at Goodwill Industries of Central Texas, EZCORP, Inc., Cash Solutions Centers and Gatsby Investments. He also served as an auditor at Ernst and Young. He graduated from the University of Texas at Austin in 1991 with a master's degree in professional accounting, where he also earned a BBA in Accounting. He is an advisor to the University of Houston Bauer College of Business, a member of the CFO Leadership Council and Financial Executives International. Mr. Chism is a licensed CPA in the state of Texas and a Chartered Global Management Accountant.



Todd Marrott has served as COO since June 2024 after serving as Senior Vice President – Operations since November 2022. Prior to TSSI, from 2019 until 2022 he served as Vice President – Operations for Applied Technical Services, a privately held full turnkey electronics manufacturer. Prior to that, he helped transform a number of business operations within many companies including Flex, Solectron and Moduslink. He has run multiple operational sites in the US, Mexico and other locations globally. He has driven new product and service introductions with hands on experience across design, engineering, manufacturing, supply chain and logistical services including numerous quality systems. Todd has managed with KPIs and other performance metrics that have improved overall operations, customer satisfaction and employee development to scale business operations profitably.

Financials: Summary Balance Sheets



Solid balance sheet with ample liquidity

<i>USD in thousands</i>	As of 9/30/2025	As of 12/31/2024
Cash and cash equivalents	\$70,696	\$23,222
Contract and other receivables	\$14,785	\$16,203
Inventories, net	\$11,321	\$17,673
Total Current Assets	\$100,331	\$58,197
Total Assets	\$165,412	\$96,568
Total Current Liabilities	\$66,010	\$56,919
Long-term Debt	\$18,989	\$8,200
Total Liabilities	\$102,002	\$89,430
Stockholders' Equity	\$63,410	\$7,138
Total Liabilities & Equity	\$165,412	\$96,568

GAAP to Non-GAAP Reconciliation



USD in thousands

	FY 2022	FY 2023	FY 2024	9M 9/30/22	9M 9/30/23	9M 9/30/24	9M 9/30/25
Net income (loss)	(73)	74	5,976	1,068	(262)	4,063	2,965
Interest expense, net	931	1,616	2,175	537	1,242	1,628	2,289
Depreciation and amortization	383	320	608	248	249	397	2,409
Income tax provision	56	60	158	32	45	56	168
EBITDA	1,297	2,070	8,917	1,885	1,274	6,144	7,831
Stock based compensation	365	581	1,235	317	452	604	2,881
Adjusted EBITDA	1,662	2,651	10,152	2,202	1,726	6,748	10,712



Contacts

Company

Danny Chism
CFO

dchism@tssiusa.com

(512) 310-1000

1800 Aviation Dr.

Building 1, Suite 100

Georgetown, TX 78628

Investor Relations

Hayden IR

Brett Maas

Managing Director

brett@haydenir.com

(646) 536-7331