TSS
TOTAL SITE SOLUTIONS

At the intersection of Advanced Computing and Artificial Intelligence

Investor Presentation

November 2025

Nasdaq: TSSI

Disclaimer

Forward-Looking Statements

This presentation may contain forward-looking statements, within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Act of 1934 or the Private Securities Litigation Reform Act of 1995, that involve risks and uncertainties. All statements other than statements of historical fact included in this presentation regarding our business strategy, plans, goal, and objectives are forward-looking statements. When used in this presentation, the words “believe,” “project,” “expect,” “anticipate,” “estimate,” “intend,” “budget,” “target,” “aim,” “strategy,” “plan,” “guidance,” “outlook,” “intent,” “may,” “should,” “could,” “will,” “would,” “will be,” “will continue,” “will likely result,” and similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain such identifying words. Particular factors that could cause actual results to differ materially include, but are not limited to, our reliance on a significant portion of our revenues from a limited number of customers, risks related to operating in a highly competitive industry, risks involved in managing complex projects, risks relating to the possible cancellation of customer contracts on short notices, risks relating to rapid technological, structural and competitive changes affecting the industries we serve, risks relating to our ability to continue to implement our strategy, including having sufficient financial resources to carry out that strategy, uncertainty related to current economic conditions including inefficient global supply chains and labor market costs, and the related impact on demand for our services, and other risks and uncertainties set forth in the Company’s most recent SEC filings. These uncertainties may cause our actual future results to be materially different from those expressed in our forward-looking statements. No representation or warranty (express or implied) is made as to, and no reliance should be placed on, any information, including projections, estimates, targets, and opinions contained herein, and no liability whatsoever is accepted as to any errors, omissions, or misstatements contained herein.

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Market and Industry Data

This presentation includes market data and other statistical information from third-party sources, including independent industry publications, government publications or other published independent sources. Although we believe these third-party sources are reliable as of their respective dates for the purposes used herein, neither we nor any of our affiliates, directors, officers, employees, members, partners, stockholders or agents make any representation or warranty with respect to the accuracy or completeness of such information. Although we believe the sources are reliable, we have not independently verified the accuracy or completeness of data from such sources. Additionally, descriptions herein of market conditions and opportunities are presented for informational purposes only and there can be no assurance that such conditions will actually occur or result in positive returns.

TSS
TOTAL SITE SOLUTIONS

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 2027[1]

- **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 2025[2]

- 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 2024**[2]

$380B

Estimated Modular/Edge Computing Market in 2028[3]

- 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**

1 market.us, March 2025 ; 2 Gartner, November 2024; 3 IDC, March 2025

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

- ~500 MDCs configured and deployed; thousands of client devices and servers deployed monthly
- $169M of product procured in 2024
- >300% growth in gross value processed 1H 2025 vs. 1H 2024 with margin expansion

Systems Integration

Integrated services and software designed to accelerate assembly & delivery of complex IT solutions

- On-site rack integration growth opportunity
- Focused on growth as it better utilizes our assets and provides higher margins

Facilities Management

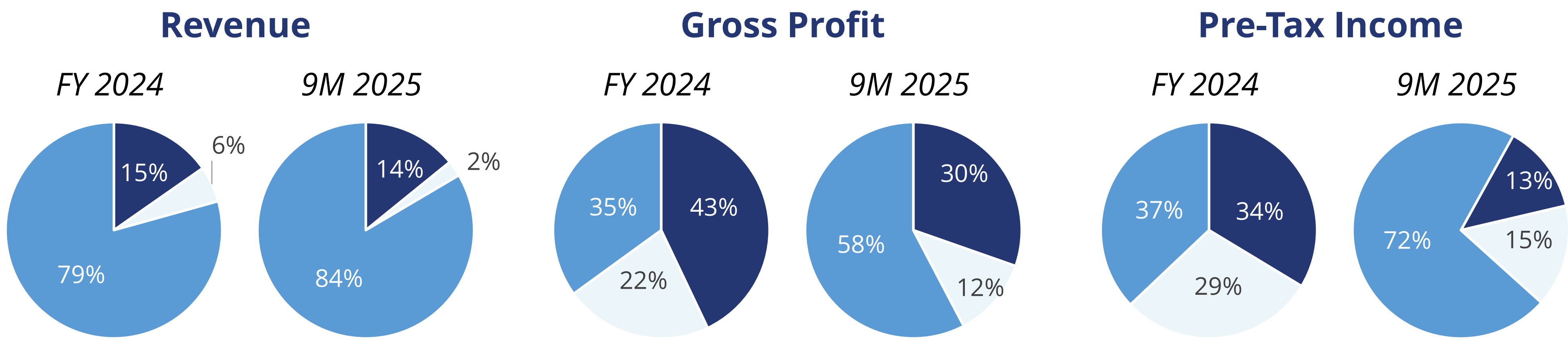
Maintenance, equipment sales, deployment, and other services

- >50% gross margins
- 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



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

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.

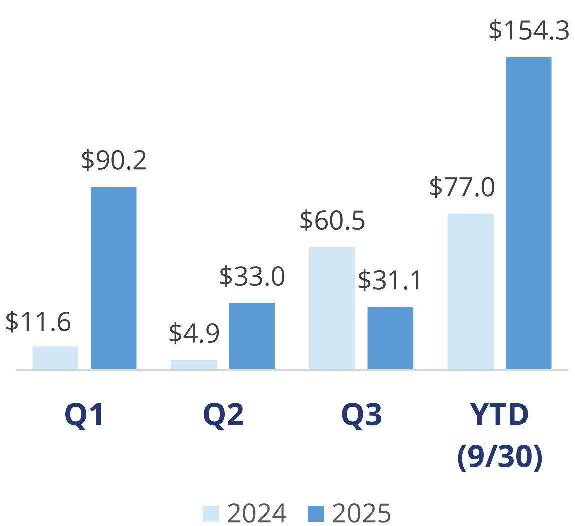
Consistent with revenue and gross profit, Procurement PTI continues to grow. Beginning allocation of depreciation to SI segment affects reported segment PTI and YOY comparison.

Procurement | Systems Integration | Facilities Management

Revenue Trends Across Segments

Procurement

($ in millions)

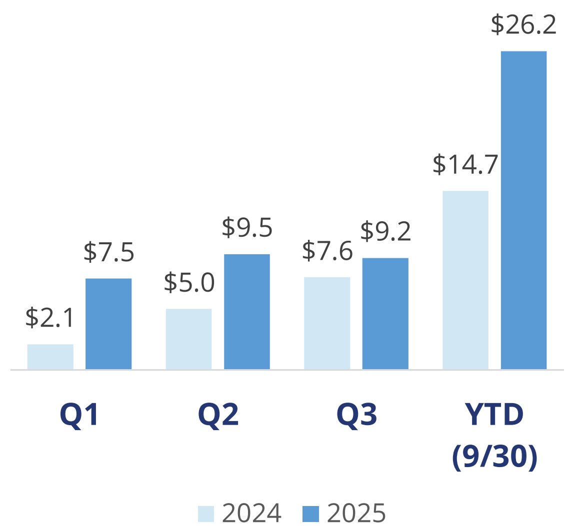


FY 2024 vs FY 2025 Y/Y Δ

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

Systems Integration

($ in millions)

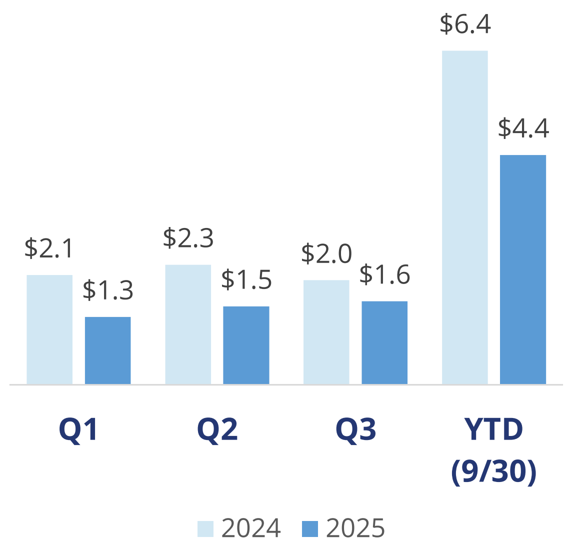


FY 2024 vs FY 2025 Y/Y Δ

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

The Right Place at the Right Time

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

1 Expand Ability to Drive Demand

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

2 Maintain Intense Customer Focus

- ✓ Profitable growth
- ✓ Close OEM collaboration

3 Deliver Operational Excellence

- ✓ Focus on cost competitiveness
- ✓ Enhance manufacturing capabilities

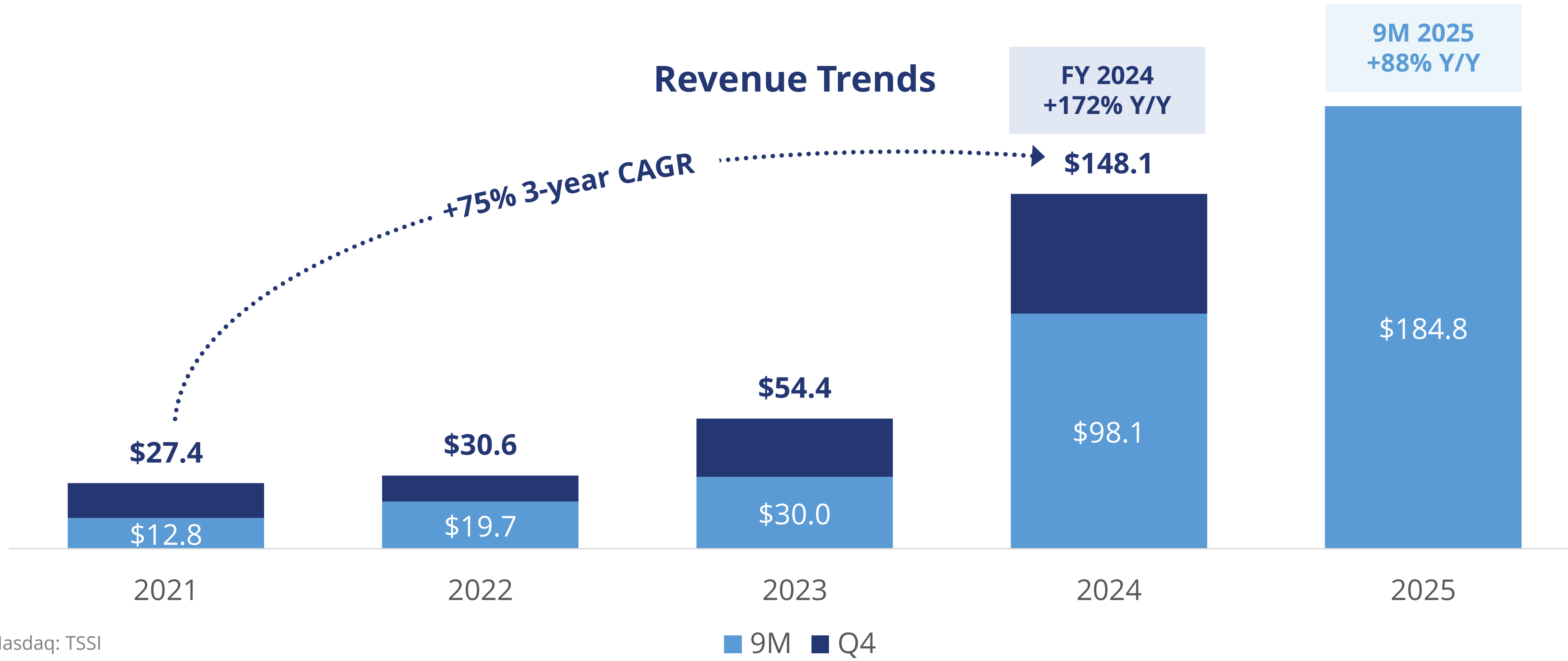
4 Pursue Strategic Partnerships

- ✓ Selective pursuit
- ✓ Diversify and accelerate growth

Financial Performance

Growth

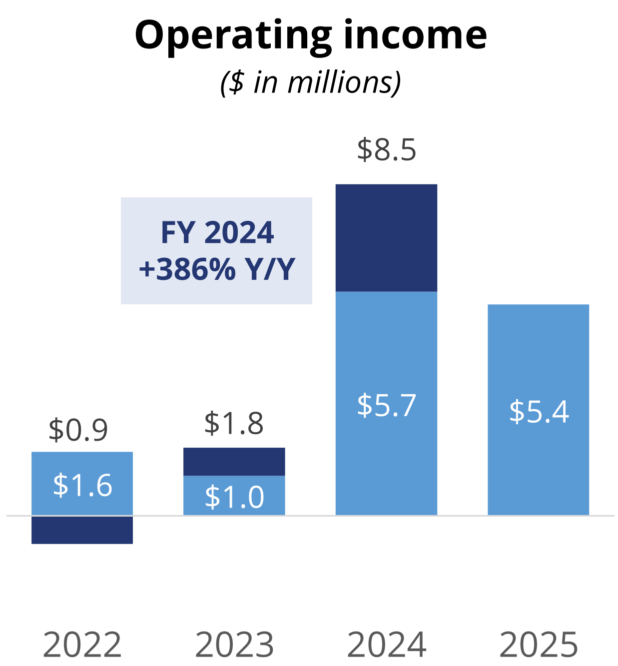
Delivering exponential growth with massive opportunities to continue trajectory

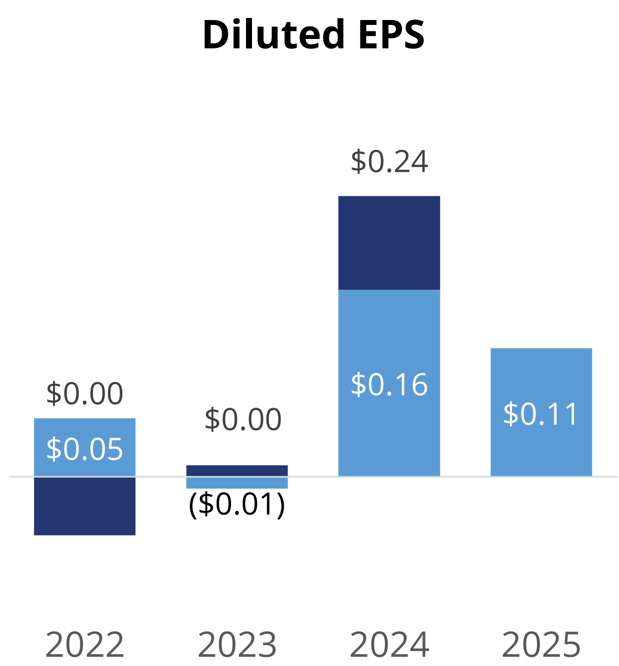


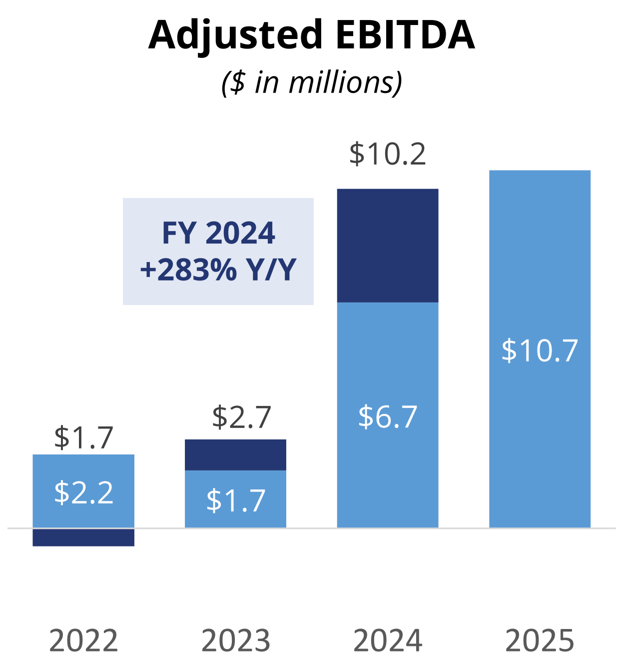
Financial Performance

Improving Profitability

Increasing profitability as we scale our business







9M Q4

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.

Nasdaq: TSSI

Financials: Summary Balance Sheets

Solid balance sheet with ample liquidity

USD in thousands	**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**

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