



# INVESTOR PRESENTATION

**Gorilla Technology Group, Inc.**  
**(NASDAQ : GRRR)**

November 2025

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# Content

- 01** WHO WE ARE
- 02** WHAT WE DO
- 03** TEAM
- 04** STRATEGY
- 05** FINANCIALS

# WHO WE ARE

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# Gorilla At A Glance

## 01

### Company Snapshot

- Founded: 24 Years Ago
- Team: 160 Employees
- Presence: 8 Countries
- Innovation: 29 Patents, 5 Pending
  
- Revenue: \$74.7 M (2024)
- Adjusted EBITDA: \$20.6 M (2024)
- Adjusted Net Income: \$21.3M (2024)

## 02

### Key Strengths

- Video Analytics
- Cybersecurity
- IoT
- Infrastructure

## 03

### Our Vision

To aggrandize and empower our client's smart cities, enhancing the quality of life through innovative and sustainable solutions.

# Our Global Canopy



# Global Expansion



## Partnerships

- O.N.E. Amazon
- NC Digny
- Global Edge
- AECOM

## Vendor Relationships

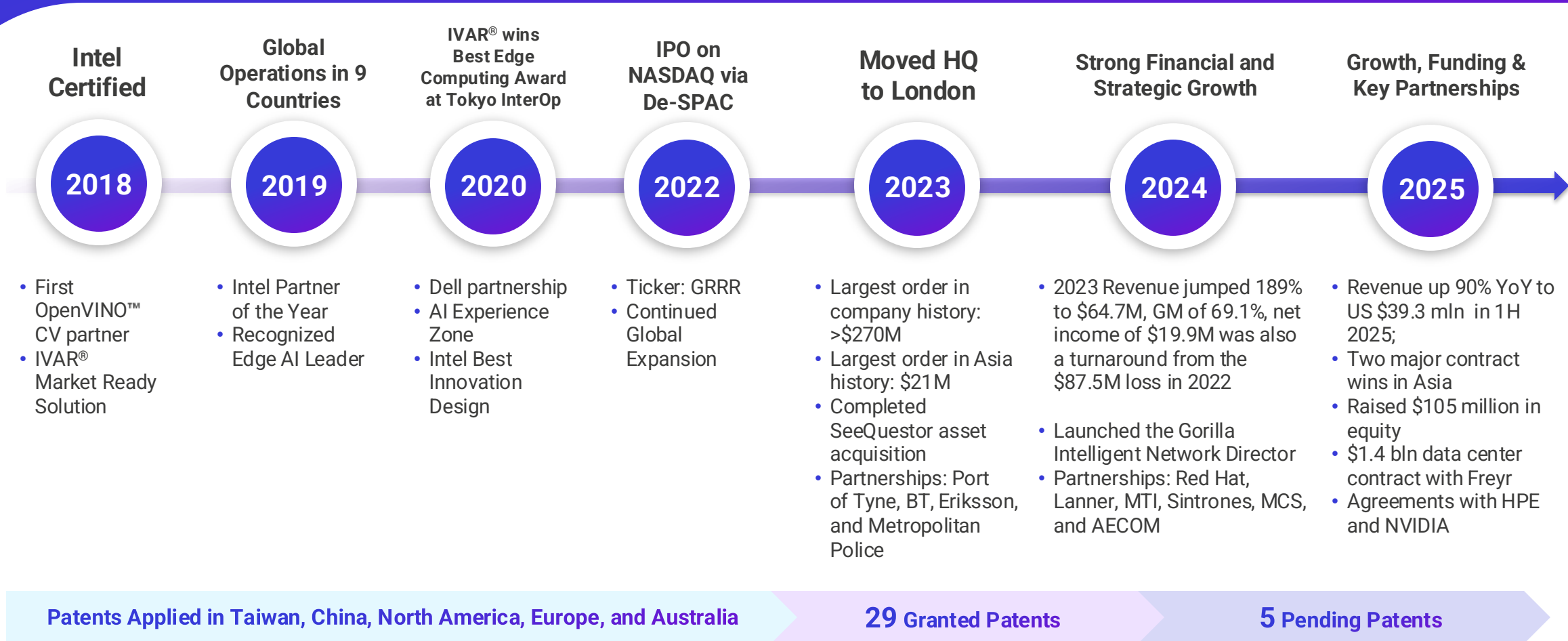
- Intel
- Nvidia
- HP
- Lanner
- Cisco
- RedHat

## Joint Ventures

- Hwacom

# Our Journey

24 Years Old, with Strong Credentials in AI & Security Convergence



Patents Applied in Taiwan, China, North America, Europe, and Australia

29 Granted Patents

5 Pending Patents



## Video Analytics

Gorilla empowers enterprises and governments with AI-powered video analytics to effortlessly analyze and manage data on a single dashboard.



## IoT & Big Data Analytics

Gorilla's IoT & Big Data Analytics uses AI to process and analyze data from connected devices, enabling smarter decision-making.



## Cyber Security

Gorilla protects networks and digital assets from evolving threats with advanced IT and OT security.



## INFRASTRUCTURE



## SMART SOLUTIONS



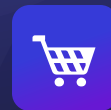
Government & Public Services



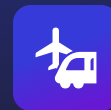
Manufacturing



Telecom



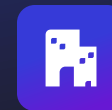
Retail



Transportation & Logistics



Ports

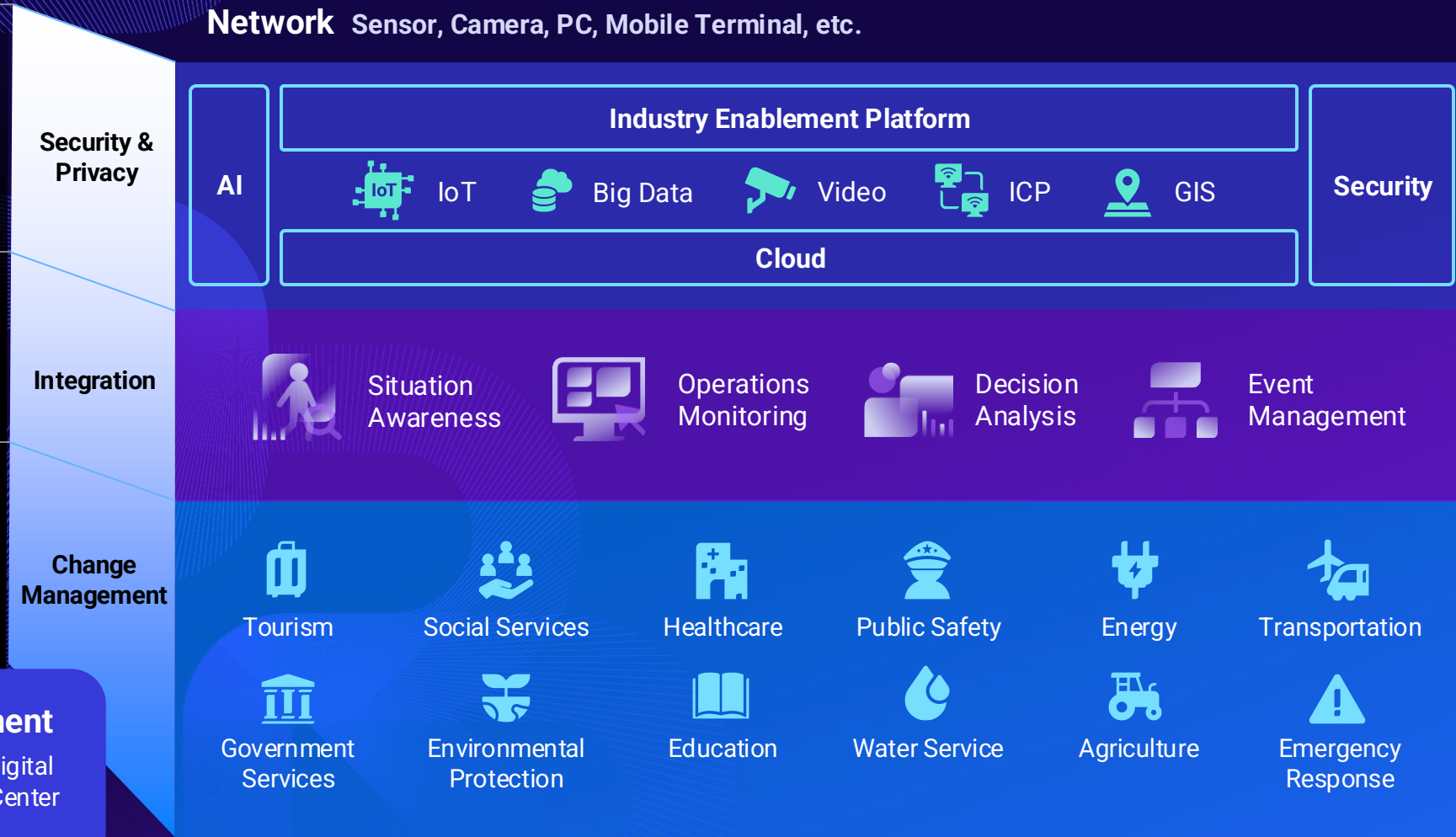


Buildings

# Solutions Shaping Smart Cities

- 1 Smart City Platform**  
 The integration layer joins devices and sources to services, and provides an efficient, governable framework to share, manage and exploit resources.
- 2 Indicators of Compromise**  
 Provides a visual interface to complex environments, and actionable insights to city residents and operators.
- 3 Smart Applications**  
 Applications deployed independent from information & communication technologies and data, enabling scalability and flexibility.

Network Sensor, Camera, PC, Mobile Terminal, etc.



**Collaborative Development**  
 Unified deployment of the City Digital Platform, Integrated Operation Center and Smart Applications.

## The Data Centre Opportunity

# Gorilla's AI-Ready Infrastructure Advantage

Gorilla is redefining enterprise data center infrastructure by building and operating AI-ready facilities that deliver superior performance, sovereignty, and cost efficiency. Unlike legacy cloud providers constrained by standardized architectures and foreign dependencies, Gorilla provides end-to-end solutions purpose-built for modern AI workloads and regulatory compliance requirements.

**1**

### AI-Ready Racks

High-Density Servers Optimized for AI

**2**

### Network Fabric

Low-Latency, Redundant Connectivity

**3**

### Data Sovereignty

Secure, Compliant Edge Locations

**4**

### Intelligent Ops

Automated Monitoring and Scaling

# Comprehensive Full-Stack Solutions

Gorilla provides a unified, end-to-end approach to data center infrastructure, integrating critical components for optimal AI workload performance and compliance. Our full-stack model streamlines operations, reduces complexity, and ensures superior performance from design to deployment.



## GPU & AI Server Configuration

Optimized hardware selection and configuration for maximum AI/ML performance.



## SD-WAN Integration

Secure, efficient, and flexible network solutions tailored for enterprise needs.



## Cybersecurity Framework

Robust security protocols and compliance measures to protect sensitive data.



## Ongoing Management

Proactive monitoring, maintenance, and support for continuous operational excellence.

# Integrated Infrastructure Lifecycle

Our integrated approach covers every stage of your infrastructure lifecycle, ensuring seamless transitions and optimized performance at each step.



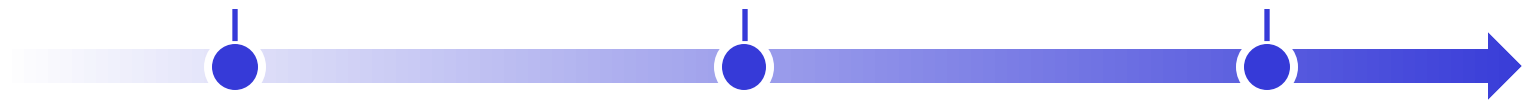
**Design & Planning**  
Architect Infrastructure for AI Workloads



**Deployment & Integration**  
Implement Systems and Connect Components



**Operations & Optimization**  
Run, Monitor, and Continuously Refine



**20%**

**Faster Deployment**

Achieve 20-30% faster deployment times with our streamlined processes.

**30%**

**Efficient Networking**

Experience 30-40% more efficient networking through SD-WAN integration.

**6%**

**Cost Reduction**

Realize an average of 6% in operational cost reductions.

# Competitive Advantage & Strategic Impact

Gorilla's unique approach to AI-ready data center infrastructure provides a distinct competitive advantage over traditional cloud providers. We deliver unparalleled performance, compliance, and cost benefits that translate directly into strategic outcomes for our clients.



## Key Differentiators:

# Gorilla vs. Traditional Cloud

	Gorilla Data Center	Traditional Cloud
<b>Data Sovereignty</b>	Full control & compliance with local regulations, secure edge locations.	Shared responsibility model, potential cross-border data transfer issues.
<b>AI Optimization</b>	Purpose-built infrastructure, high-density GPU servers, AI-specific networking.	General-purpose infrastructure, often requiring custom optimization & higher costs for AI.
<b>Cost Efficiency</b>	Predictable OpEx, optimized resource utilization, lower total cost of ownership (TCO).	Variable pricing models, potential for over-provisioning, less transparent costs.
<b>Deployment Speed</b>	Streamlined processes, faster integration, rapid time-to-market for AI solutions.	Standardized deployment cycles, complex integration for specialized AI needs.

## Strategic Outcomes for Our Clients



### Regulatory Confidence

Ensure adherence to strict data privacy and sovereignty laws, mitigating compliance risks.



### Competitive Velocity

Accelerate AI model training and deployment to enable faster innovation and market response.



### Operational Excellence

Achieve superior performance, reliability, and cost-efficiency for all AI-driven operations.

# CASE STUDIES

# Enhancing Ground Vehicle Management

## Taoyuan International Airport

Taoyuan Airport—the 10th busiest airport in the world—needed a solution to ensure the safety and operational efficiency of the ground crew to avoid flight delays, and to manage and keep service vehicles used for various purposes continuously moving on their pre-defined routes.



### Solutions

- **Video Analytics**  
Combined license plate recognition with RFID technologies to verify vehicles, identify intrusions, and monitor vehicle movements.
- **Real-time Alerts**  
Empowered staff with a management platform to view and search violations and event clips in real-time.
- **License Plate Recognition**  
Deployed license plate recognition to trigger real-time alerts for violations such as intrusions.

### Results



- Increased violation identification and response times.
- Decreased violations and intrusions.
- Improved vehicle verification time.

# Secure Governmental Airgap Network

## Data Center & Airgap Network

A nation-state in Africa needed a solution to prevent cyberattacks and espionage, which could lead to data breaches, espionage, and potentially compromise national security. Safeguarding sensitive information and critical infrastructure was paramount.

While traditional wired networks are convenient for connectivity, they are susceptible to myriad threats. Deploying secure air gapped networks as an extra layer of protection for sensitive data and operations was the answer.



## Solutions

- Leveraging its expertise in networking and security convergence, Gorilla emerged as the vendor– the “one throat to choke”
- Designed and built a Secure Communications Network from the ground up.
- Connected 30,000 plus governmental branches for secure communication.
- Delivered top-of-the-line collaboration tools through services.
- Industry Leading SOC Design and Operations
- Design → Build → Operate → Transfer
- International Team Engagement (Taiwan, India, UK, USA, Egypt)

## Results



- First of its kind in Africa to be deployed using the latest best of breed Security Convergence technology that seamlessly integrated with industry standard infrastructure.
- Created the largest Secure SD-WAN solution in Africa.
- Included Secure Email, Secure Document Management, VOIP Telephony and Video Conferencing

# Innovation in Conservation

## O.N.E. Amazon

O.N.E. Amazon is an initiative to measure and improve the Amazon rainforest, using data to aid in conservation and development efforts.

The project will deploy an array of sensors in the rainforest to gather data about the health of the biome. This will power a token traded by Goldman Sachs. The data will also inform a range of infrastructure investments in the region.

Gorilla is the exclusive technology partner.



### Solutions

- Biodegradable sensors to be deployed in the Amazon rainforest
- Coordinating drone, satellite, and topographical info to monitor the health of the rainforest
- Construction and implementation of data centers across the eight countries of the Amazon basin
- AI-powered analytics that provide a holistic overview of the rainforest's health and offer predictions.

### Results



- Deployed Proof-of-Concept in Panama
- Blockchain-powered token due to launch before the end of 2025
- Gorilla is predicted to receive >25% of the initial One Amazon funding for R&D spend

# LEADERSHIP

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Bringing Decades of Experience

# Board of Directors



**Jay Chandan**

Chairman of the Board

- Global SPAC, Shackleton-Victoria, Cortis Capital, Mathern
- EXL, Invensis, NPL



**Rt. Hon. Ruth Kelly**

Independent Director

- UK Cabinet Office
- Board of Heathrow Airport
- Chair of Thames Freeport



**Evan Mediros**

Independent Director

- US National Security Council
- Georgetown University



**Gregg Walker**

Independent Director

- Sony
- Viacom
- Goldman Sachs



**Keith Levy**

Independent Director

- Credit Suisse Corporate Derivatives
- Visionario VC Fund



**Thomas Sennhauser**

Non-Executive Director

- Intel Asia-Pacific CTO
- HP APAC CTO

Bringing Decades of Experience

# Leaders

	<p><b>Jay Chandan</b> CEO</p>		<p><b>Dr. Raj Natarajan</b> Chief Technology Officer</p>		<p><b>Bruce Bower</b> Chief Financial Officer</p>		<p><b>Gloria Chen</b> Associate General Counsel</p>		<p><b>Thomas Sennhauser</b> CTO - Infrastructure</p>
	<p><b>Will Addison</b> VP of Growth &amp; Innovation</p>		<p><b>Jackie Wang</b> General Manager - Asia</p>		<p><b>Alan Luo</b> SVP of Technology</p>		<p><b>Tofiq Qureshi</b> EVP - Operations</p>		<p><b>Satish Venkatesan</b> Chief Solutions Strategist - Americas</p>
	<p><b>Ram Prasad</b> SVP of Finance</p>		<p><b>Ravi Pal Singh</b> Global Financial Controller</p>		<p><b>Venkatesh Kannappan</b> SVP of Strategic Programmes</p>		<p><b>Bala Vummidi</b> SVP of Human Resources</p>		<p><b>Namratha Joseph</b> Senior Director of Human Resources</p>

# STRATEGY

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# Sales Strategy

## 1 Leverage Core Strengths

- Expand Wallet
- Customized Solution
- Become Sole/Lead Supplier, "The One Neck to Choke"

## 2 Consultative Sales Approach

- Off-the-shelf Gorilla Software
- Customized Gorilla Hardware/Solution
- Third-Party Hardware/Software

## 3 Solution

- Solution Delivery
- Long-Term Revenue
- Consortium/Concession
- Managed Ops
- Software Licenses Maintenance/Warranty

## 4 Long-Term

### Client Progression

Initial Contact

Pipeline

Qualified Lead

First Agreement

Memorandum of Understanding (MOU)

Solution Design

Proof of Concept (PoC)

Deployment

Signed Contract + Delivery

# Why We Win Contracts

**1**

**Technical talent** that can **quickly design a comprehensive solution** for potential clients.

**2**

**Demonstrable track record of success** in areas of core strength.

**3**

**“One Throat to Choke” approach.** Gorilla becomes the single vendor facing the client creates accountability and aligns incentives

**4**

Focus on governments and large corporates/infrastructure assets in emerging markets, **clients that are overlooked by traditional market leaders.**

**5**

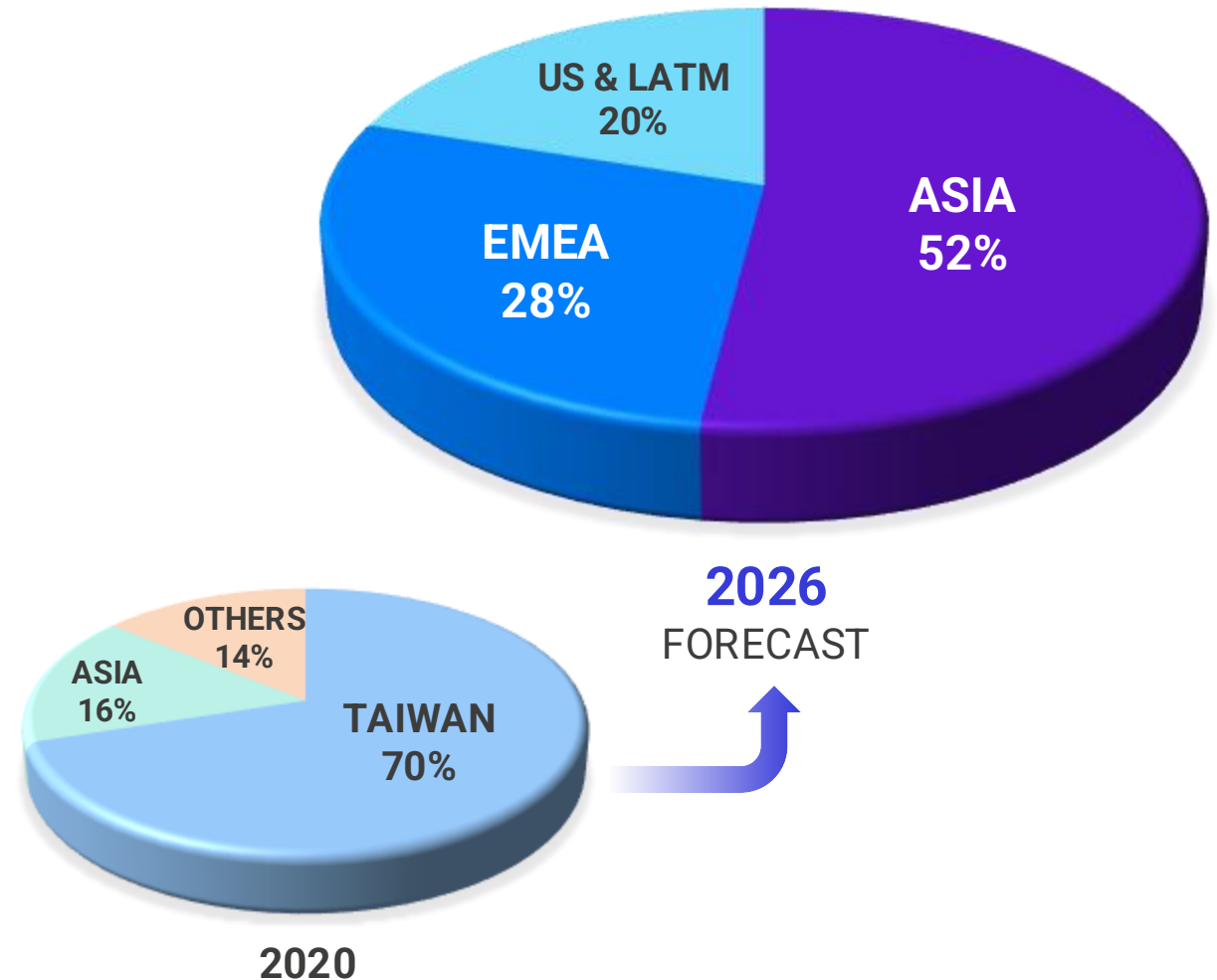
Key commercial partnerships and proprietary software enable **Gorilla to deliver cost-effective solutions**

# Sales and Margin Growth Strategy

Productization, Expansion and Globalization

Gorilla has evolved from a company focused exclusively on the Taiwanese market into a technology leader in APAC & MENA with expertise in IoT, video intelligence, edge AI computing and cybersecurity.

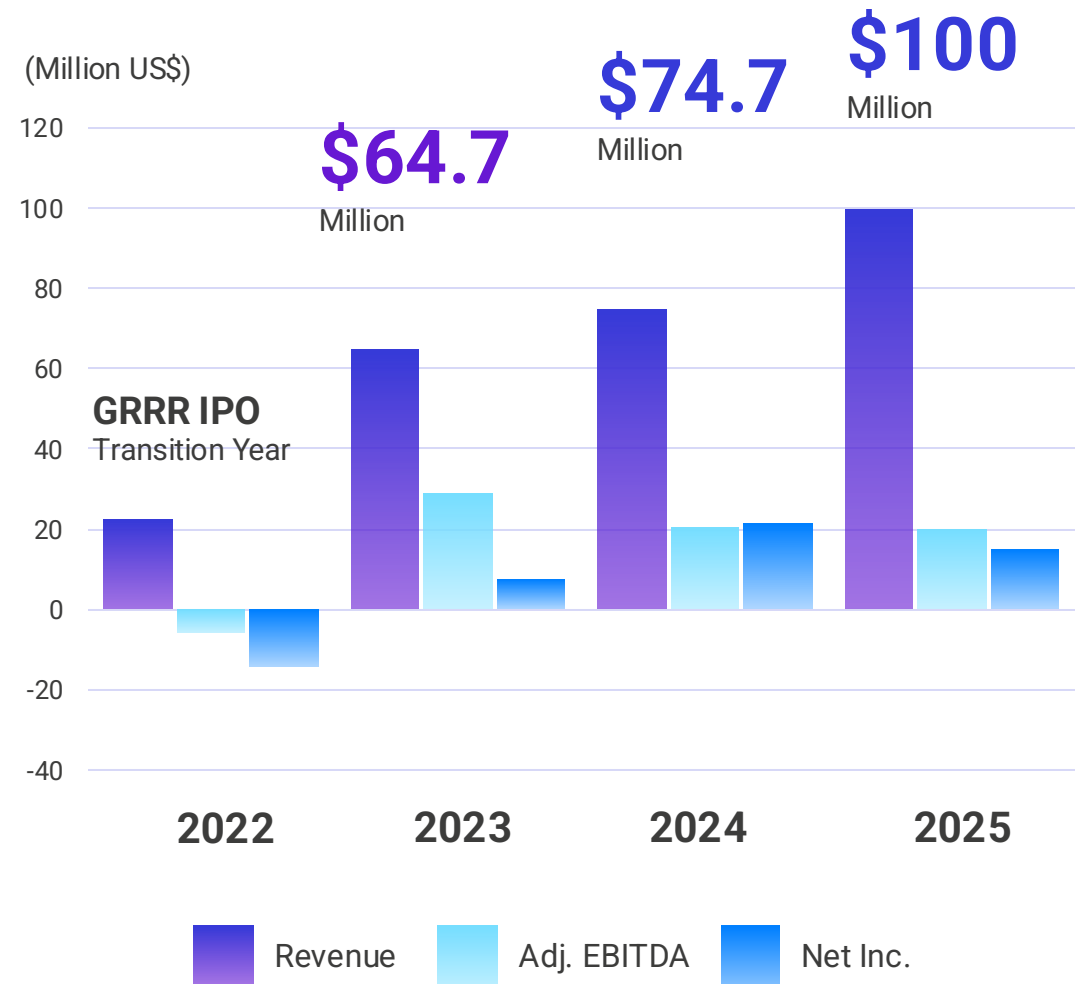
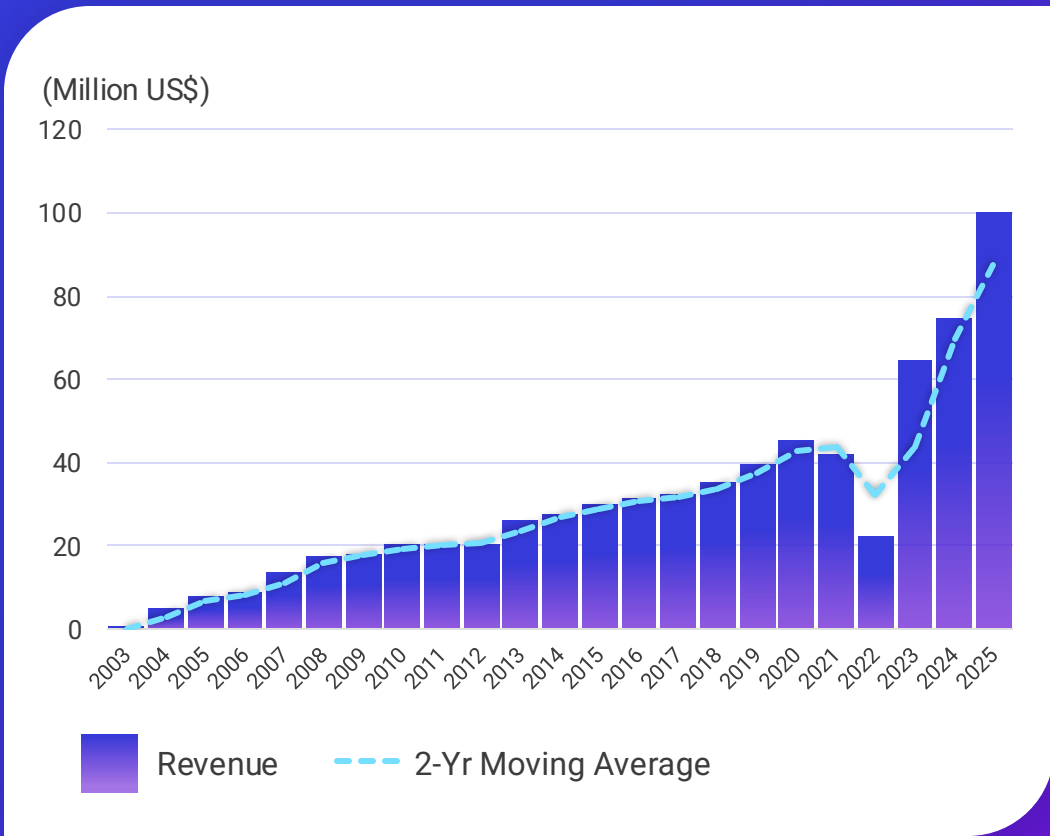
Gorilla is poised for incremental wins as countries/governments quickly realize the harnessing power of AI & Security Convergence, in Smart Cities.



# INVESTOR HIGHLIGHTS

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# Long Term Track Record of Robust Growth



# Guidance

## FY 2025

- **Revenue:** \$100-110M
- **EBITDA:** \$20-25M
- **Net Profit:** \$15-\$20M  
(excludes extraordinary items)
- **Operating Cash Flow:**  
Positive

## FY 2026

- **Backlog:** \$85M booked so far including recent contract wins
- **MOUs/PoCs expected to add to revenue:**
  - O.N.E. Amazon
  - PEA of Thailand
  - Thai Tourist Police

## Pipe-line

- **\$5.5B+** in Qualified Leads
- Several **\$100M+** Individual Opportunities

# Recent Wins

Gorilla has been signing new contracts at a rapid pace

Sep  
2025

\$1.4 billion contract with Freyr for data centers and GPUaaS across Southeast Asia

Sep  
2025

Major multi-year contract win valued in the tens of millions of dollars with a law enforcement agency client in APAC

Sep  
2025

Major contract win valued in the tens of millions of dollars with a criminal investigation bureau in APAC

Gorilla's commercial momentum is strong and getting stronger



# Intelligence, Not Just for Humans

GORILLA TECHNOLOGY GROUP

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