



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. 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.





Our Technology Service Offerings

- Systems Integration
- Procurement
- Deployment
- Modular & Facilities Maintenance

What We Do

Deliver Integration Services Powering data centers, Al and digital transformation



Our Strengths

- Flexibility
- Partnering and Execution
- Speed of delivery
- Simplifying the complex
- Quality, innovative solutions



Our Customers' Benefits

- Reduced complexity
- Faster time-to-value

Investor Highlights



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

Robust Market Demand



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

Al Boom



A highly disruptive force in the earliest stages of adoption

Marquee Customers







Industry leaders





Investing in Al

High Demand Offerings





Systems Integration

Facilities Services

Multiple Growth Levers



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

Attractive Economics

+78% Y/Y

+60% Y/Y

FY 2023 Revenue

FY 2023 Adj. EBITDA

Recurring and repeatable revenue \$40M in NOLs¹

¹ as of December 31, 2023

Market Opportunity Al, Cloud and Edge Computing Driving Demand



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

\$88B

Estimated Global AI
Server Market in 2027¹

- Demand is expected to surge for Al servers
- Increasing adoption of AI
 technologies for analytics and
 complex computational tasks
 require specialized, high performance server infrastructures

20.4%

2024E Growth in Cloud Spending²

 Growth driven in large part by the ramp up to delivering
 Generative Al-enabled applications at scale \$317B

Estimated Modular/Edge Computing Market in 2026³

- Edge computing is expected to play a pivotal role in the deployment of Al applications
- Enterprise investments have continued to shift toward infrastructure expansion
- **Up >50%** compared to \$208B in 2023

^{1.} market.us, July 8, 2024

² Gartner, May 20, 2024

^{3 &}lt;u>IDC, March 14, 2024</u>

Our Offerings

2023 Revenue

\$47.3

87% of 2023

Total Revenue

TSS

A broad range of technology services

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

Systems Integration

Integration & Procurement services

- More than ONE MILLION servers stacked, tagged and cabled
- ❖ 500 MDCs configured and deployed
- 10,000+ client devices and servers deployed monthly
- ❖ \$123M of product procured in 2023
 - Expect >\$50M procurement revenues in Q3 2024 alone
- On-site rack integration growth opportunity
- Data center moves

Focused on increasing Systems Integration revenues as it better utilizes our assets and provides for higher margins

Facilities Services



13% of 2023 Total Revenue

- Maintenance
- Equipment sales
- Deployment and other services
 - ❖ >50% gross margins
 - >200 MDCs still on annual maintenance contracts
 - Expect resurgence in MDC deployments as Enterprises grow Al investment

Maintenance contracts are typically one-year in duration... offsets the unpredictable, non-recurring nature of equipment sales

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
- ✓ Direct selling
- ✓ Co-selling
- Expand services portfolio

- 2 Maintain Intense Customer Focus
- ✓ Profitable Growth
- ✓ Close OEM collaboration

- Deliver Operational Excellence
 - ✓ Focus on cost competitiveness
 - ✓ Enhance manufacturing capabilities

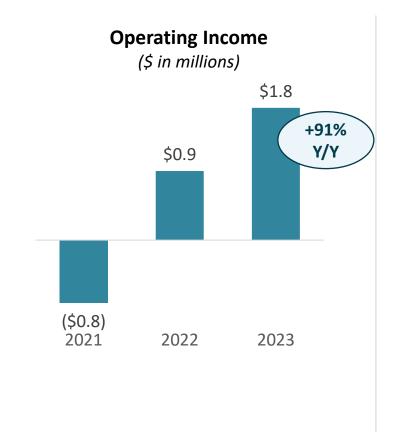
- Pursue Strategic Partnerships
- ✓ Selective pursuit
- ✓ Diversify and Accelerate growth

Financial Performance



Increasing profitability as we scale our business





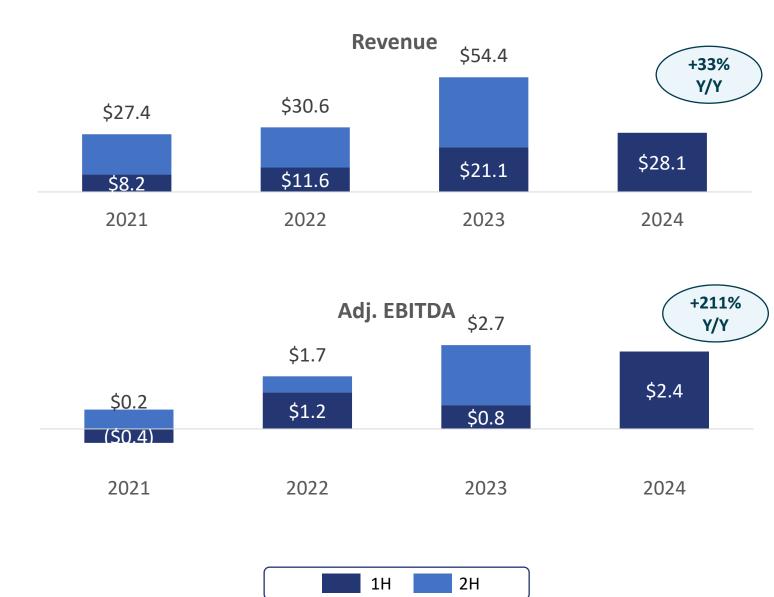




Accelerating Growth

AI-based customer programs launched in mid 2024 expected to drive a strong 2'H 2024

(\$ in millions)







Solid balance sheet with ZERO debt

| USD in thousands | As of June 30, 2024 | As of December 31, 2023 |
|---------------------------------------|------------------------|----------------------------|
| Cash and cash equivalents | \$11,831 | \$20,397 |
| Contract and other receivables | \$3,527 | \$2,745 |
| Inventories | \$2,343 | \$862 |
| Total Current Assets | \$19,313 | \$24,410 |
| Total Assets | \$25,600 | \$31,406 |
| Total Current Liabilities | \$18,420 | \$24,163 |
| Debt | \$0 | \$0 |
| Total Liabilities | \$22,051 | \$28,472 |
| Stockholders' Equity | \$3,549 | \$2,934 |
| Total Liabilities & Equity | \$25,600 | \$31,406 |

Customer Award: Best Deployment Partner



Flexibility - Execution - Partnership







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

https://www.linkedin.com/posts/total-site-solutions customersatisfaction-highperformancecomputing-activity-7254884626089795584-IIhV/?utm source=share&utm medium=member desktop

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.

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Walmart :

- Global enterprises
- Industry leaders
- Investing in AI

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OTCQB: TSSI

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Appendix

GAAP to Non-GAAP Reconciliation



| Adjusted EBITDA Reconciliation | | | | | | | |
|--------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | <u>2021</u> | <u>2022</u> | <u>2023</u> | YTD 6/30/21 | YTD 6/30/22 | YTD 6/30/23 | YTD 6/30/24 |
| Net income (loss) | (1,297) | (73) | 74 | (1,155) | 463 | (471) | 1,417 |
| Interest expense (income), net | 401 | 931 | 1,616 | 188 | 282 | 760 | 501 |
| Depreciation and amortization | 536 | 383 | 320 | 273 | 180 | 177 | 188 |
| Income tax expense | 65 | 56 | 60 | 9 | 21 | 21 | 36 |
| EBITDA profit (loss) | (295) | 1,297 | 2,070 | (685) | 946 | 487 | 2,142 |
| Stock based compensation | 469 | 365 | 581 | 246 | 213 | 299 | 305 |
| Adjusted EBITDA | 174 | 1,662 | 2,651 | (439) | 1,159 | 786 | 2,447 |