TSS

TOTAL SITE SOLUTIONS

*At the intersection of Advanced Computing and Artificial Intelligence*

# Investor Presentation

August 2026

Nasdaq: TSSI

TOTAL SITE SOLUTIONS

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# A Compelling Investment Thesis

TSS
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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

- FY 2025 revenue growth of 66%
- FY 2025 adj. EBITDA growth of 83%
- 2026 Adjusted EBITDA outlook of $20M to $22M[1]…

[1] 2026 Outlook as of August 13, 2026

# Our Offerings

*A broad range of technology services*

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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
- $279M of product procured in 2025
- ~65% growth in gross value processed 2025 vs. 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

# 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

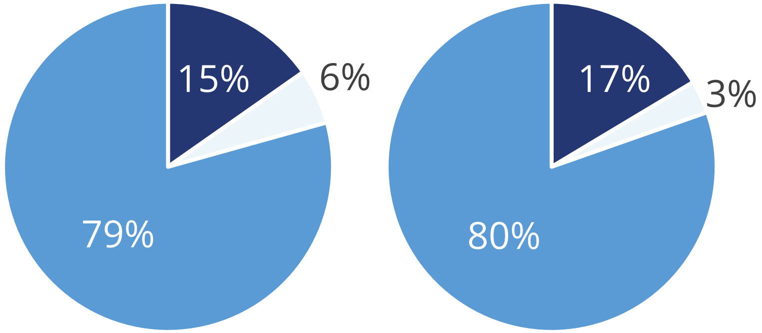
# Contribution Mix by Segment

*Annual*

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

## Revenue

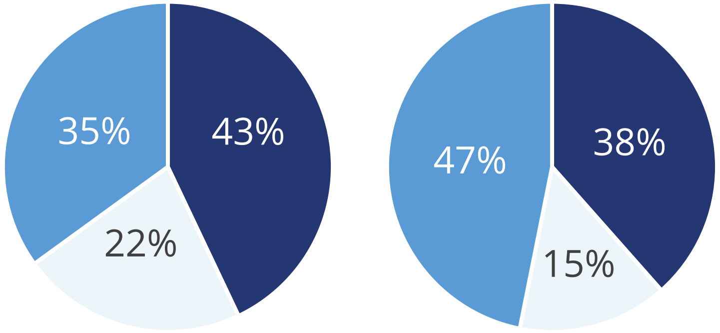
*FY 2024* *FY 2025*




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

## Gross Profit

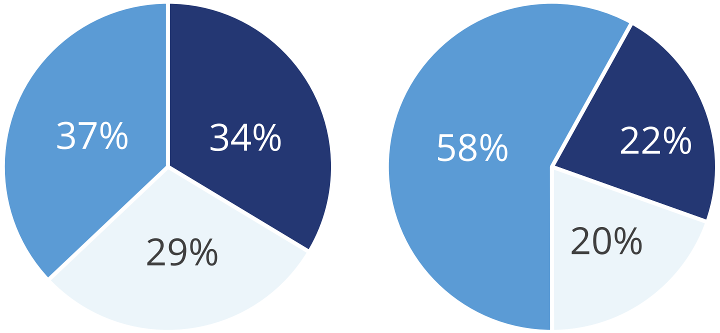
*FY 2024* *FY 2025*




Higher margin SI and FM represent 53% of GP mix in FY 2025 vs. only 20% of revenue. Lower margin Procurement represents 80% of revenue and 47% of GP in FY 2025.

## Pre-Tax Income

*FY 2024* *FY 2025*



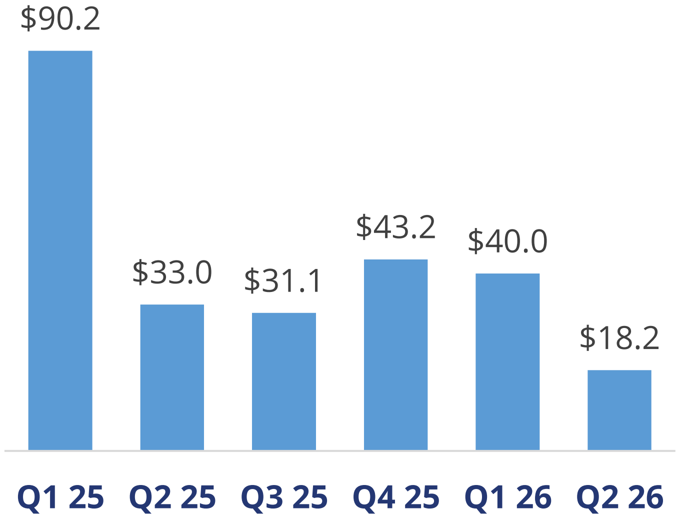

Consistent with revenue and gross profit, Procurement PTI continues to grow. Beginning allocation of depreciation to SI segment affects reported segment PTI and YOY comparison.

Procurement Systems Integration Facilities Management

# Revenue Trends Across Segments

## Procurement
($ in millions)

Inherently variable and can fluctuate significantly Q to Q

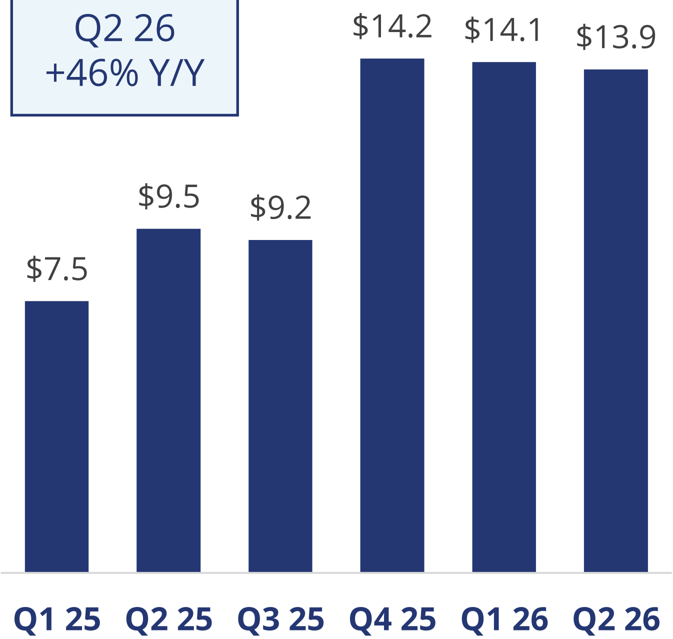



Y/Y Δ

| Q1 25 | Q2 25 | Q3 25 | Q4 25 | Q1 26 | Q2 26 |
|---|---|---|---|---|---|
| +676% | +572% | (49%) | +7% | (56%) | (45%) |

## Systems Integration
($ in millions)

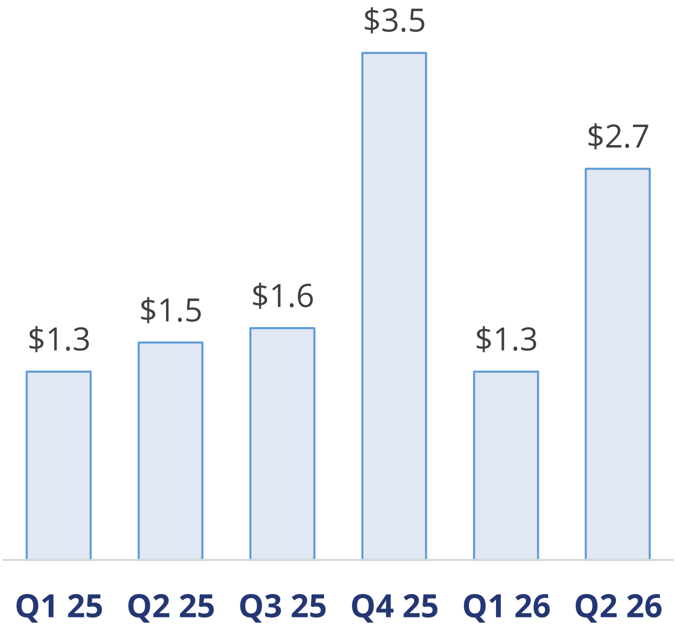
Q2 26
+46% Y/Y




Y/Y Δ

| Q1 25 | Q2 25 | Q3 25 | Q4 25 | Q1 26 | Q2 26 |
|---|---|---|---|---|---|
| +252% | +92% | +20% | +79% | +88% | +46% |

## Facilities Management
($ in millions)




Y/Y Δ

| Q1 25 | Q2 25 | Q3 25 | Q4 25 | Q1 26 | Q2 26 |
|---|---|---|---|---|---|
| (40%) | (35%) | (19%) | 118% | (1%) | 84% |

# Market Opportunity

*AI, Cloud and Edge Computing Driving Demand*

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

## $931B

### Projected Global Server Market in 2027[1]

- AI infrastructure continues to drive **unprecedented server demand**
- Server market expected to grow from $454B (2025) to $647B (2026) and **$931B (2027)**
- Expected **25.1% CAGR through 2030**

## $788B

### Global Data Center Systems Spending (2026)[2]

- Gartner forecasts **55.8% YoY growth** in data center systems spending
- Growth driven by **hyperscaler AI infrastructure investment** and **high-performance compute deployments**

## $450B

### Global Edge Computing Market in 2029[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 15.0% CAGR**

1 IDC - Servers Market Insights; 2 Gartner, April 2026; 3 IDC, February 2026:

# 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

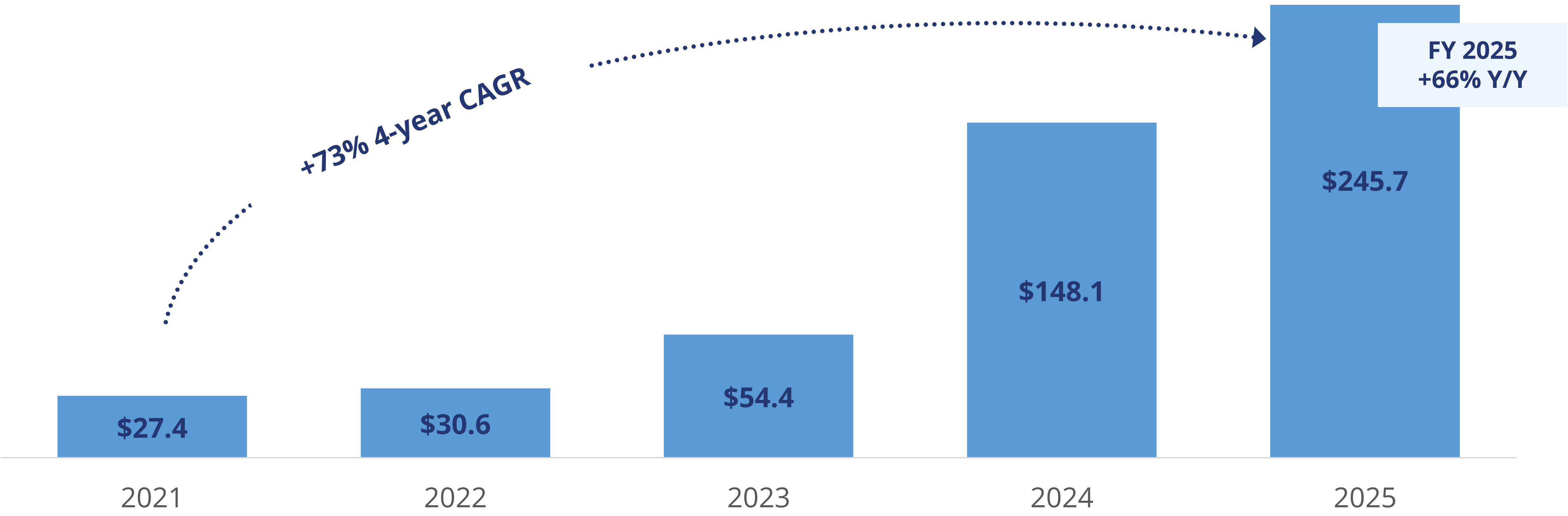
- ✓ Selective pursuit
- ✓ Diversify and accelerate growth

# Financial Performance

*Growth*

Delivering exponential growth with massive opportunities to continue trajectory

## Annual Revenue Trends



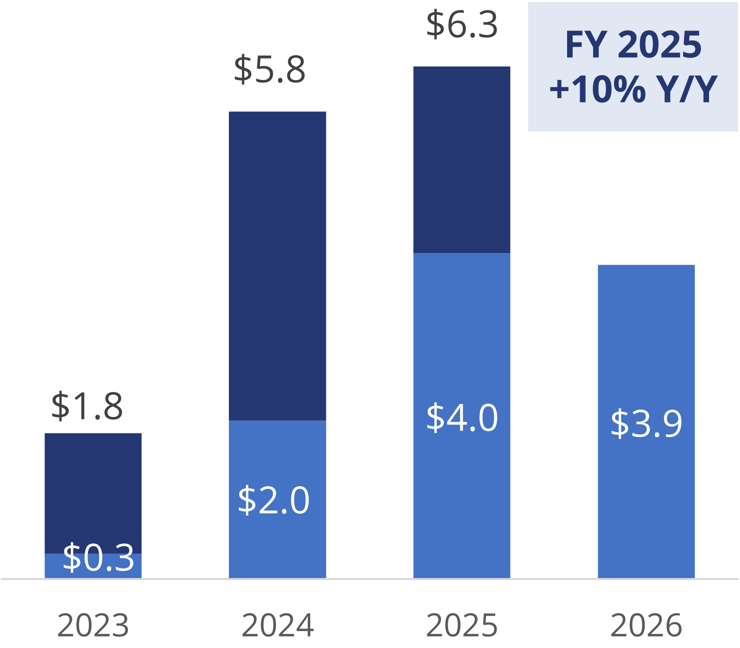
# Financial Performance

*Delivering Profitability While Investing for Growth*

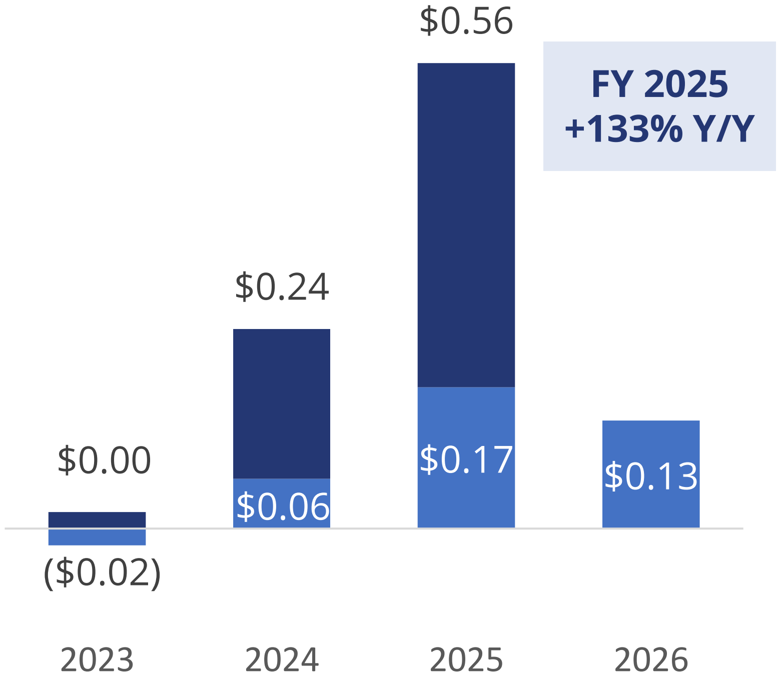
**Driving sustainable profitability while strategically investing to scale operations and unlock future growth**

## Operating income

($ in millions)



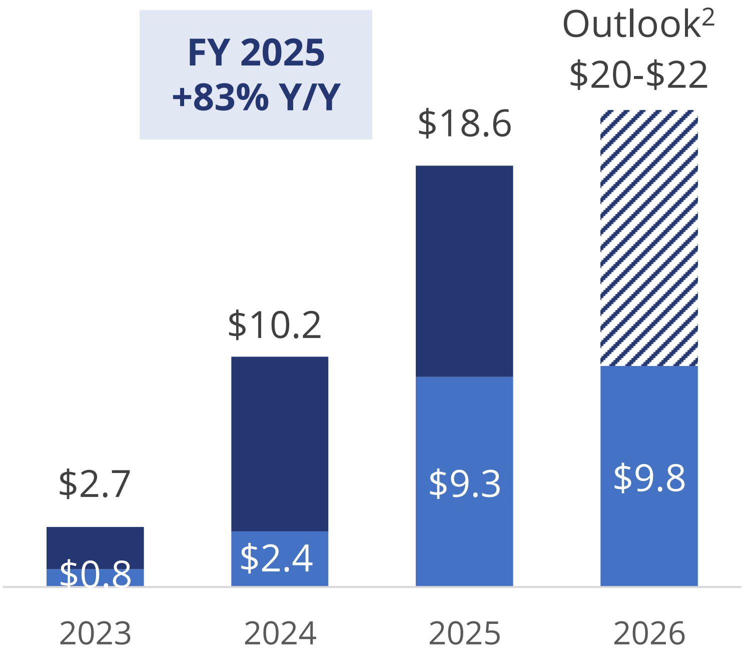

## Diluted EPS[1]




[1] EPS comparability is affected by the December 2025 deferred tax allowance reversal. 2026 reflects a full tax provision.

## Adjusted EBITDA

($ in millions)




[2] As of August 13, 2026

1H 2H Implied 2H 2026 to Achieve FY26 Outlook

# Recent Business Developments

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

## Oct. 2024

### Signed Multi-year Agreement with Primary Customer

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

## May 2025

### Relocated and Expanded Our Factory

- ✓ Positioned for continued rapid growth
- ✓ Expanded capacity by >2X to ~213,000 sq. ft
- ✓ Access to increased power supply to meet accelerating demand for AI-enabled technologies
- ✓ Power now at 15MW with city commitment for more as needed

## Dec. 2025

### Extended and Amended LT Agreement with Primary Customer

- ✓ Adds two additional years to original agreement
- ✓ Financial commitments with minimum guarantees
- ✓ Addresses circumstances not anticipated in original agreement
- ✓ Highlights long-term customer trust and partnership

## May 2026

### Operational Expansion Drives Additional Customer Value

- ✓ Repurposed previously idle facility into a dedicated AI rack warehousing operation.
- ✓ Supports services for TSS's largest OEM customer
- ✓ Expands service offering beyond systems integration into AI infrastructure logistics.

# 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]

# Financials: Summary Balance Sheets

Solid balance sheet with ample liquidity

| *USD in thousands* | As of 6/30/2026 | As of 12/31/2025 |
|---|---|---|
| **Cash and cash equivalents** | **$67,679** | **$85,510** |
| Contract and other receivables | $14,320 | $12,501 |
| Inventories, net | $16,962 | $15,966 |
| Total Current Assets | $102,921 | $118,630 |
| **Total Assets** | **$175,321** | **$184,935** |
| Long-term debt, current | $4,161 | $4,010 |
| Total Current Liabilities | $62,180 | $72,567 |
| Long-term Debt, non-current | $11,919 | $14,004 |
| **Total Liabilities** | **$95,025** | **$108,300** |
| Stockholders’ Equity | $80,296 | $76,635 |
| **Total Liabilities & Equity** | **$175,321** | **$184,935** |

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[1] 2026 Outlook as of August 13, 2026

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# Contacts



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# Appendix

# Executive Leadership

*Leaders with Rapid Growth and Operational Excellence Expertise*

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**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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# Recent Executive Appointments

*Investing in Talent to Drive Growth in AI-Driven Infrastructure*

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Expect appointments will enhance opportunities to expand service offerings to existing and new customers

**Matt Wallace** has served as Chief Strategy Officer of TSS, Inc. since April 2026. Prior to joining TSS, Matt spent 13 years at Dell Technologies, most recently as Vice President of Corporate Strategy & Market Intelligence, where he led strategic planning for Dell's $48 billion PC and Peripherals business and guided enterprise-wide market intelligence initiatives.

Earlier roles at Dell included senior leadership positions in corporate strategy, where he drove enterprise strategic planning, operational strategy development, and business growth initiatives across multiple business units. Matt also played a key leadership role in the integration office for the $67 billion Dell–EMC merger, contributing to one of the largest technology mergers in history.

Prior to Dell, Matt served as an Associate at Booz & Company, where he advised clients on large-scale transformation initiatives across the technology, travel, and financial services sectors.

**David Hull** has served as Chief Technology Officer of TSS, Inc. since April 2026. Prior to joining TSS, David spent nearly 29 years at Dell Technologies, most recently as Senior Director, CTO Technology Strategy, where he shaped commercial and consumer technology strategy across hardware, software, and services, with a focus on AI-enabled modernization and cloud-to-edge solutions.

Earlier roles at Dell included Systems Engineering Director for Cloud, AI, and Emerging Technologies, where he directed the architecture and delivery of next-generation server platforms including industry-first Rack-scale AI Servers for leading hyperscale and AI customers, and Director of CTO Innovation Strategy and Solutions, where his team delivered three CES Innovation Products of the Year. David was recognized with the Dell Platinum Inspiring Leader Award for exceptional technology leadership and fostering high-performing global teams.

David received a Bachelor of Science in Electrical Engineering from Texas Tech University and certification in product development from the Kellogg School of Management at Northwestern University.

# GAAP to Non-GAAP Reconciliation

| *USD in thousands* | 2023 | 2024 | 2025 | 6M 6/30/2023 | 6M 6/30/2024 | 6M 6/30/2025 | 6M 6/30/2026 |
|---|---|---|---|---|---|---|---|
| **Net income (loss)** | **74** | **5,976** | **15,125** | **(471)** | **1,417** | **4,462** | **3,708** |
| Interest expense (income), net | (355) | (562) | (1,006) | 88 | (40) | (558) | (635) |
| Bank factoring fees | 1,971 | 2,737 | 3,659 | 672 | 541 | 2,327 | 1,214 |
| Depreciation and amortization | 320 | 608 | 3,765 | 177 | 188 | 1,054 | 2,551 |
| Income tax expense (benefit) | 60 | 158 | (7,592) | 21 | 36 | 118 | 804 |
| **EBITDA** | **2,070** | **8,917** | **13,951** | **487** | **2,142** | **7,403** | **7,642** |
| Stock based compensation | 581 | 1,235 | 3,956 | 299 | 305 | 1,851 | 2,099 |
| Loss on sale of disposal of assets | 0 | 0 | 658 | 0 | 0 | 0 | 17 |
| **Adjusted EBITDA** | **2,651** | **10,152** | **18,565** | **786** | **2,447** | **9,254** | **9,758** |