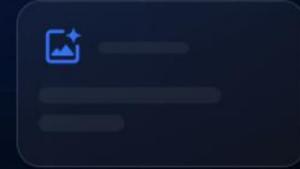


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A Heartfelt Expression of Gratitude.

Date:
2026.3.13

Risk Mitigation & Market Uncertainties

Macroeconomic Risk

94% customer retention and geographic diversification effectively mitigate enterprise spending uncertainty in developed markets.

Supply Chain Vulnerability

Dual-sourcing strategy and 90-day inventory buffers address semiconductor sourcing risks and ensure operational continuity.

Competitive Pressure

Agile development and customer-driven feature launches enhance product innovation velocity and market competitiveness.



Downside Protection

Revenue diversification, robust cash generation, and profitability improvements significantly reduce business exposure and risks.

Market Headwinds

Benelux market share gains and emerging market opportunities partially offset European economic challenges and uncertainties.

Strategic Flexibility

Organizational agility enables rapid response to market changes, emerging threats, and new growth opportunities.

Q4 2024 Guidance & Projections

Revenue Forecast

Expect 8–10% quarter-over-quarter growth, constrained by seasonal market dynamics and demand patterns.

Full-Year Guidance

Project \$185–190M annual revenue, delivering approximately 11% year-over-year growth trajectory.

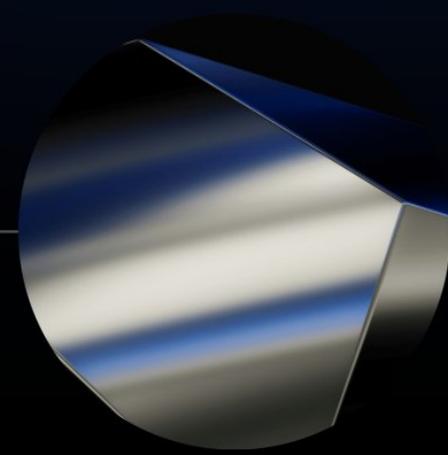
Operating Margin Target

Achieve 18–19% stabilization as scale economies offset inflationary pressures and cost increases.

01

02

03



04

05

06

Enterprise Sales Pipeline

Maintain \$16.2M pipeline strength, directly supporting Q4 revenue momentum and quarterly targets.

Capital Expenditure Strategy

Sustain 8% revenue allocation for infrastructure development and capacity enhancement initiatives.

Strategic Priorities

Drive profitable expansion, enhance customer satisfaction, and create sustainable long-term shareholder value.

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Future Outlook & Risk Management

Capital Deployment & Investment Strategy

Capital Allocation

Capital expenditure represents 8% of revenue, ensuring sustainable growth and operational excellence investments.

Digital Transformation

Technology infrastructure modernization drives digital transformation initiatives across all operational departments.

Capacity Expansion

Manufacturing capacity expansion in high-growth regions strengthens market presence and production capabilities.

Automation Benefits

Automation investments deliver measurable COGS reduction and improved operational efficiency metrics.

Geographic Strategy

Strategic focus on Southeast Asia and Eastern Europe markets expands global market reach significantly.

Investment Balance

Balanced investment approach between efficiency improvements and growth initiatives ensures long-term sustainability.

Strategic Acquisitions & Integration

Q3 2024 Acquisition Milestones

Completed three strategic acquisitions expanding intellectual property portfolio and market position significantly.

Integration Progress & Timeline

Integration timeline ahead of schedule with full synergies expected by Q2 2025 completion.

Business Synergies Realized

Complementary service offerings integrated into core business operations successfully.

Competitive Advantages Gained

Intellectual property expansion supporting competitive differentiation and market leadership positioning.

Enhanced Service Capabilities

Service capability enhancements meeting evolving customer needs and market requirements effectively.

Capital Deployment Efficiency

Capital allocation efficiently deployed across acquisition integration maximizing return on investment.

Operational Excellence Programs

Sustainability Commitment

Facility carbon emissions decreased 18% through renewable energy and improved operational efficiency initiatives.

Diversity & Inclusion

Women in engineering increased from 29% to 37%; management positions reached 42% representation.

Product Development

Net Promoter Score improved from 42 to 51 through customer-driven feature launches and enhancements.

Process Optimization

Agile methodology implementation reducing time-to-market by 25% for faster delivery cycles.

Supply Chain Resilience

Dual-sourcing strategy and 90-day inventory buffers effectively mitigating semiconductor supply risks.

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Strategic Initiatives & Achievements



Asia-Pacific Expansion Success

Growth Metrics

Highest growth rate at 28% year-over-year with 22% revenue share performance achieved.

Partnership Strategy

Regional distributor partnerships successfully delivering localized market penetration across territories.

Product Customization

Customized product offerings meeting regional demand requirements and customer preferences effectively.

Market Opportunity

Significant market opportunity potential for expanded investment and talent allocation initiatives.

Infrastructure Development

Infrastructure investment supporting projected continued acceleration and long-term growth trajectory.

Strategic Priority

Designated strategic priority for Q4 2024 and beyond ensuring sustained momentum.

North America Market Leadership

Market Position & Growth

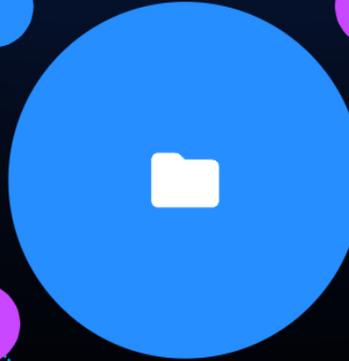
Largest revenue contributor at \$28.4M, representing 60% of total revenue with 10% year-over-year expansion.

1

Strategic Priorities

Focus on enterprise client retention and selective new customer targeting for sustainable growth and profitability.

5



2

Customer Retention Excellence

94% enterprise client retention rate demonstrating high satisfaction, market loyalty, and customer success.

3

New Customer Acquisition

23% growth in new customer acquisition reflecting successful go-to-market strategies and market expansion.

4

Competitive Advantages

Sustained demand from core product lines, established market position, and strong enterprise client base foundation.

Geographic Revenue Distribution

North America Performance

Revenue of \$28.4M represents 60% of total with 10% year-over-year growth momentum.

Asia-Pacific Growth

Revenue of \$10.4M represents 22% of total with strong 28% year-over-year growth acceleration.

Europe Contribution

Revenue of \$8.5M represents 18% of total with steady 8% year-over-year growth trajectory.

North America Retention

Enterprise customer retention rate in North America reaches 94% demonstrating strong market loyalty.

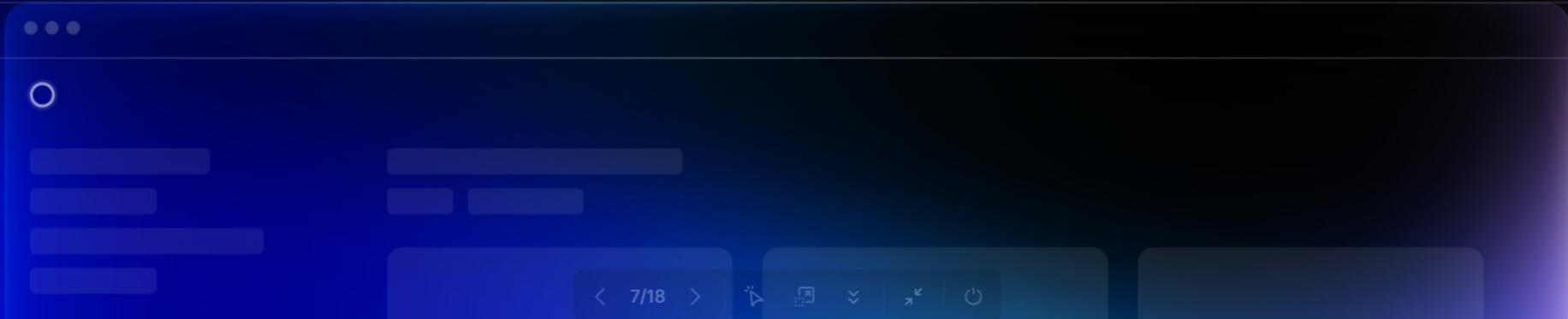
Benelux Expansion

Market share in Benelux region increased by 15% showing successful regional market penetration.

Regional Partnerships

Distributor partnerships across APAC region driving significant revenue growth and market expansion.

Segment Performance Analysis



Operational Efficiency Gains

01

Product Development

Product development cycles reduced by 25% through implementation of agile methodology practices.

02

Customer Acquisition

Cost per acquisition optimized through improved targeting and refined marketing strategies.

03

Campaign Performance

Conversion optimization driving higher campaign ROI and improved marketing effectiveness metrics.

04

Manufacturing Excellence

Manufacturing automation delivering measurable COGS reduction and operational cost savings.

05

Supply Chain

Supply chain optimization supporting margin expansion and improved financial performance.

06

Workforce Productivity

Workforce productivity initiatives enabling expense control and enhanced operational efficiency outcomes.

Key Performance Indicators

Revenue & Client Value

Monthly Recurring Revenue reaches 340,000 per enterprise client, demonstrating strong long-term value creation and client profitability potential.



Operational Excellence

Customer Acquisition Cost decreased 12% despite increased marketing investment, indicating improved efficiency. Enterprise client retention rate stands at 94% with 23% new customer acquisition growth, showing balanced growth strategy.

Metric	Value	Change/
Monthly Revenue	\$15.8M	33% of
Customer Lifetime Value	\$340,000	Per enterprise
Customer Acquisition Cost	-12%	Despite higher
Net Promoter Score	51	Up from 42
Enterprise Client Retention	94%	Strong
New Customer Acquisition	23%	YoY growth

Customer Satisfaction

Net Promoter Score improved significantly from 42 to 51, reflecting enhanced customer satisfaction and loyalty. This improvement validates service quality enhancements and customer-centric initiatives implemented throughout Q3.

Revenue Growth & Margins

Revenue Performance

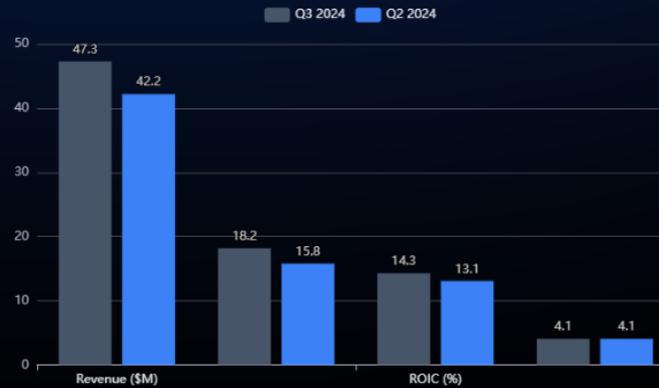
Total revenue reached \$47.3M, representing 12% year-over-year growth, demonstrating strong market demand and successful business expansion throughout the quarter.

Profitability Metrics

Operating margin improved to 18.2% from 15.8% in Q2. ROIC achieved 14.3%, the highest level in 18 months, reflecting enhanced operational efficiency and capital deployment.

Cost Management

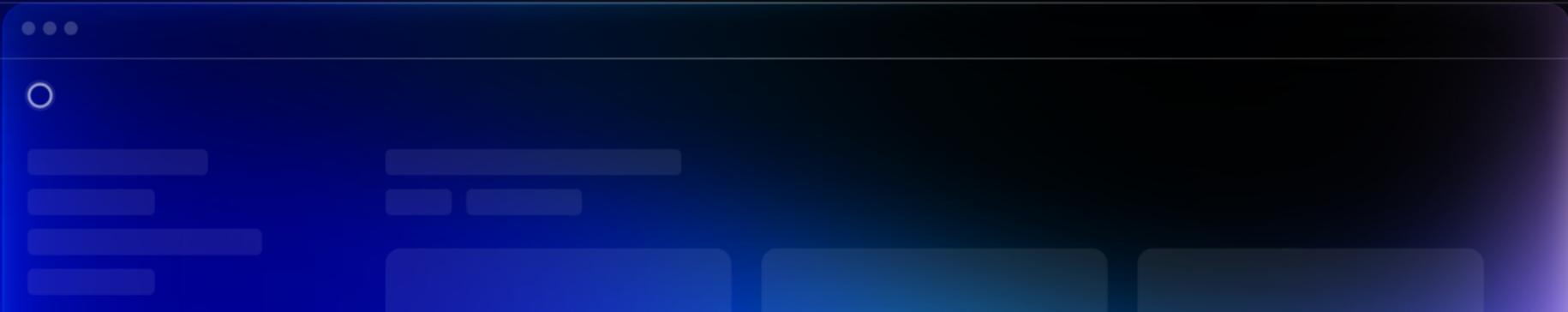
COGS decreased 3.2% despite 7% production volume increase, showcasing economies of scale. G&A expenses remained flat at \$4.1M through productivity initiatives and operational optimization.



Metric	Q3 2024	Q2 2024	Change	YoY Growth
Total Revenue	\$47.3M	-	-	+12%
Operating Margin	18.2%	15.8%	+2.4pp	-
ROIC	14.3%	-	-	Highest in 18 months
COGS	-3.2%	-	-3.2%	vs +7% volume
G&A Expenses	\$4.1M	\$4.1M	Flat	-
Sales & Marketing	\$8.9M	-	+5% QoQ	-

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Q3 2024 Financial Overview





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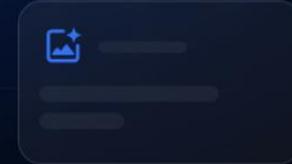
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Quarterly Financial Performance Report

How can I help you?



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Key Insights and Strategic Outlook

Date: 2026.3.13