Gorilla Technology Group, Inc. (NASDAQ: GRRR)

Investor Presentation

May 2024

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Investment Thesis

01 - Sizeable Market

02 - Strong Technology

03 - Exceptional Team

04 - Robust Sales Strategy

05 - Shareholder Focused

Our Focus

Sustainability

Embedded in all of Gorilla's Activities

Build

Evaluate, Invest and Grow

People

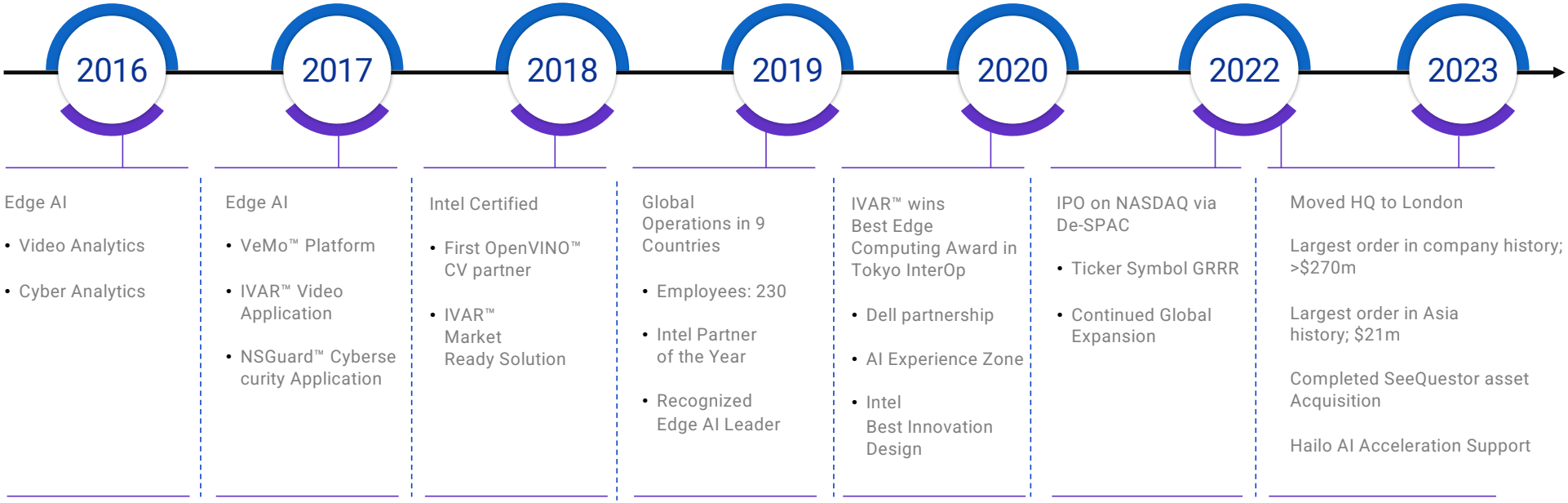
Support, Training and Motivation

Innovation

Turning Ideas into Strategy

Strong fundamental credentials, 20 years in AI & Security Convergence

Journey



Patents Applied in Taiwan, China, North America, Europe, Australia
Total Granted Patents – 23
Total Under Review Patents – 10

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The Opportunity

Important & Sizable Growth Market

What is a Smart City

Smart cities are urban areas that utilize digital infrastructure and interconnected systems with AI.

- This enables cities to be data-driven to enhance decision-making for greater efficiency, sustainability, quality of life and overall well-being of its residents.
- Smart cities drive growth for enterprises with innovative opportunities, newer markets, improved logistics and supply chain management and enhanced connectivity.
- Smart city solutions revolve around optimizing various aspects of urban living, such as:

Governance | Safety & Security | Transportation & Logistics | Healthcare | Education | Waste Management

Enabling Smart Cities with AI and Security Convergence

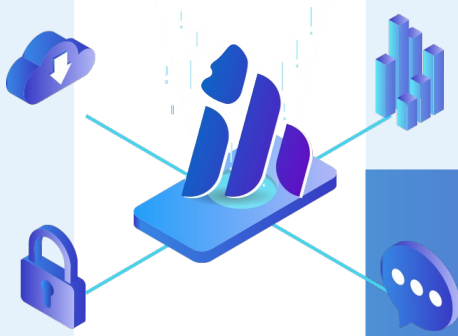
Powerful Artificial Intelligence

AI enhances quality of life by increasing standards of living and reducing costs for users. Beyond this, AI also holds a crucial position in urban planning, development and management, offering convenience and betterment of living conditions in the process.

AI stands poised to offer sustainable solutions to these challenges, benefiting the residents and enterprise cities.

The process of developing smart cities presents numerous challenges such as:

- Efficient administration
- Sanitation
- Mitigating traffic congestion
- Enhancing security surveillance
- Managing parking
- Addressing various other challenges



Superior Cybersecurity

Gorilla provides its customers with both comprehensive and tailored cybersecurity solutions that encompass not only our home-grown technologies but also provide a strong solutions delivery team that helps clients through their digital journey.

- Smart city managers need to prepare for the convergence of operational technology (OT) and information technology (IT) and protect against evolving cyber threats and stringent regulations
- We provide an Operations-as-a-Service model wherein once we have completed a deployment, our team of experts takes over the task of monitoring, managing and maintaining a client's environment

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How AI and Security Convergence have Impacted Smart Cities

Safety

- Crime Prevention
- Traffic Safety
- Incident Management
- Data-Driven Analytics

Time & Efficiency

- Reduced Congestion
- Intelligent Traffic
- Smart Mobility
- Optimized Public Services

Healthcare

- Reduced costs
- Digital applications for better patient management
- Interoperable systems
- Data drives innovation

More Jobs

- Rapid rise in on-demand work
- Helped nurture local talent
- Created catapults of innovation

Environment

- Better use of energy
- Sustainable, efficient, and livable
- Sustainable decision-making
- Reduced gaps in capacity and efficiency

Connected

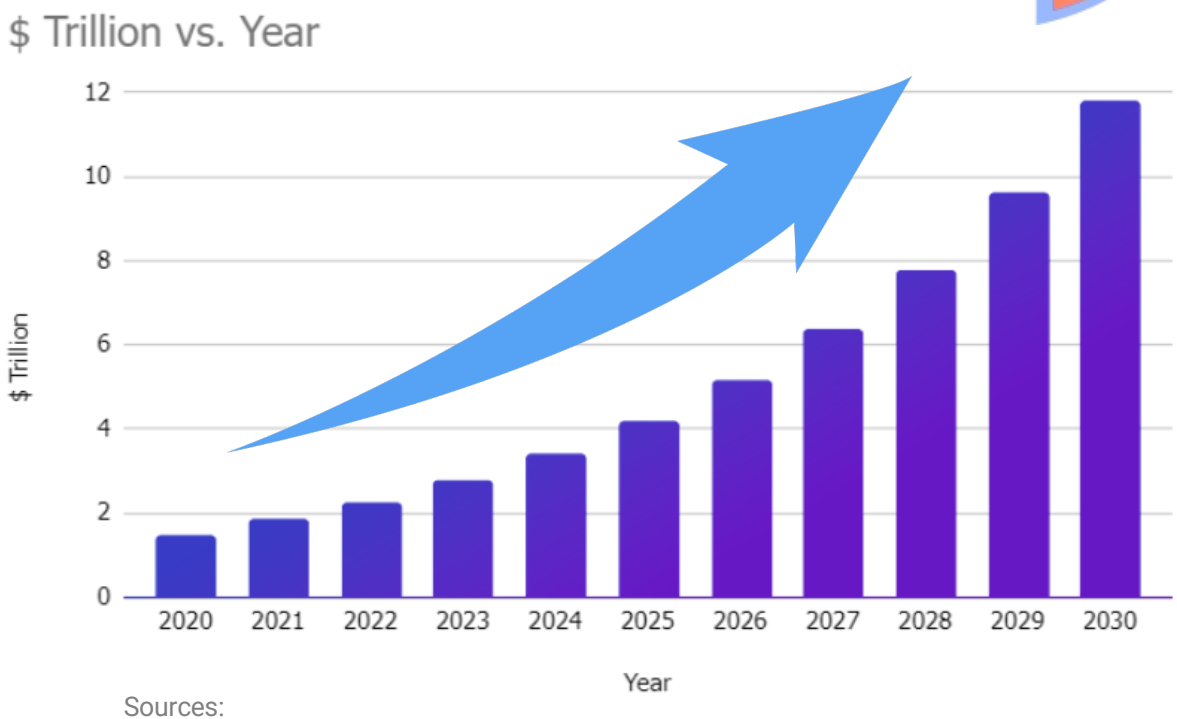
- Better Trust
- Better buy-in and participation from the public
- Created transparent digital environment

Sustainable

- Social
- Economic
- Environment

Smart City Market Size
2023 Onwards

- By 2050, it is estimated that 75% of the world's population will live in urban areas
- Smart cities were forecasted to be worth over $1.5 Trillion in 2020 and will continue to grow at a CAGR of over 23% up to 2030, to roughly $11 Trillion
- Equivalent to the 12th largest economy in the world in that year
- Top 750 Smart Cities are estimated to generate two-thirds of the world's GDP by 2030



Sources:
Smart Cities Pitchbook, UK Trade & Investment
Creating the smart cities of the future, PWC

How Gorilla Wins
Robust Technology & Exceptional Team
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Opportunity Meets Capability

Large Market
$1B+ Hardware
$1B+ Software

Differentiated Technology

Robust Growth
CAGR 20%+

Experienced Team

Bountiful New Market Opportunities

Robust Sales Strategy

Global Presence

New York, USA
Finance & Business Development

London, UK
Global HQ & Research & Development

Cairo, Egypt
Middle East and North Africa Operation Center

Chennai, India
R&D, Customer Success and BD

Singapore
Southeast Asia Sales

Bangkok, Thailand
Sales & Customer Success

Taipei, Taiwan
Global Innovation Center

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GORIA

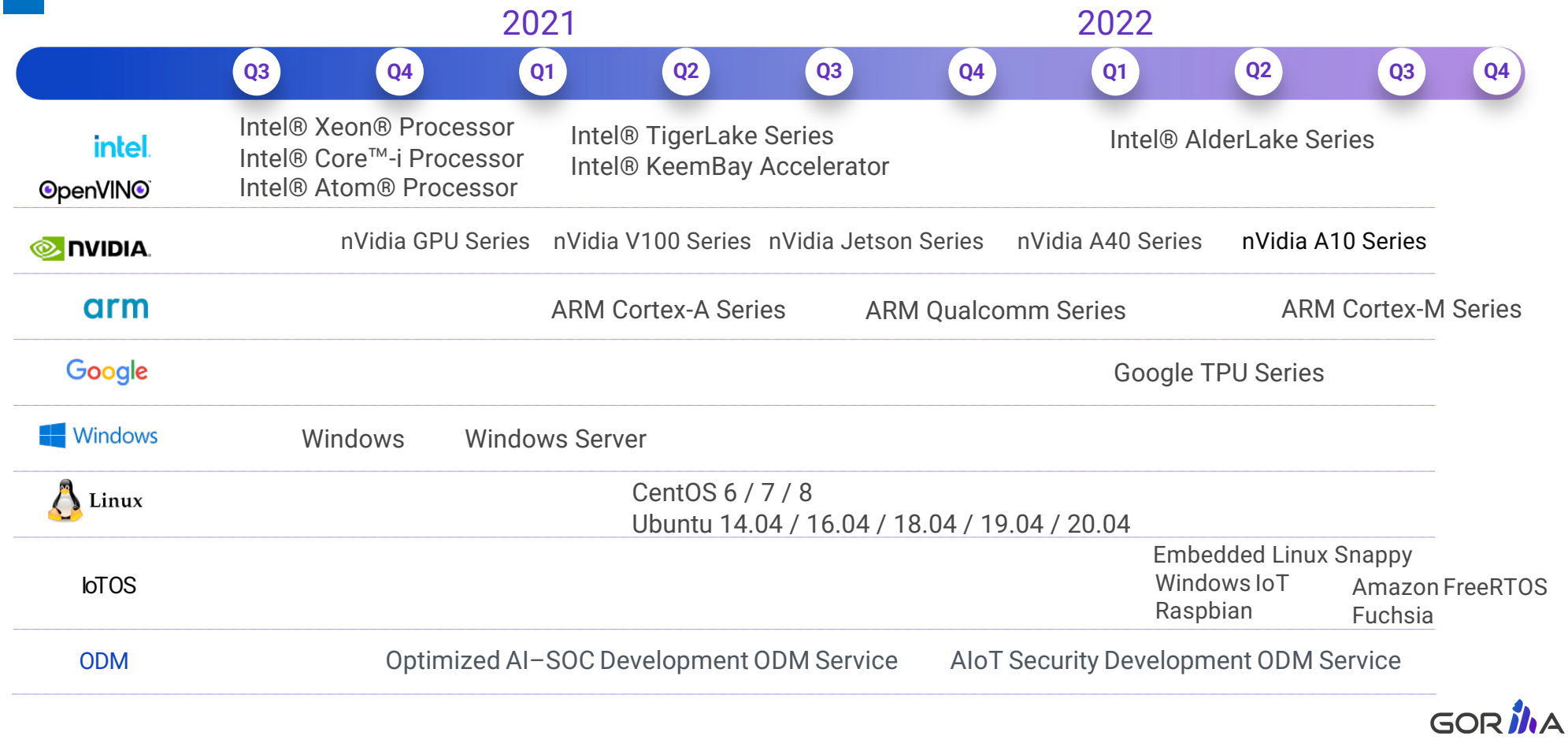
Playground

HORIZONTALS ▶

VERTICALS ▼

	Big Data & Data Intelligence	Infrastructure	Video Intelligence	Security Convergence	IoT
Government & Public Services	Smart City Smart Buildings	Air Gap Networks Lawful Interception Edge AI VOIP	Smart Patrol Prisons Road Safety	Cybersecurity & SOCs Smart Patrol Prisons Road Safety	Train Stations Prisons
Manufacturing	Industry 4.0		Connected Workspaces Smart Buildings	Safe Offices	
Telecom		Air Gap Networks		Cybersecurity & SOCs	
Retail	Predictive Modelling Demand Prediction Agile		Smart Stores Smarter Shopping Price Optimization Business Intelligence		Smart Retail
Transportation & Logistics			Predictive Modelling Demand Prediction Agile	Ports and Airports Train Stations	
Education	Smart Museums		Smart Education		Smart Education
Healthcare	Population Health Management		Connected Workspaces Smart Buildings	Safe Offices	

Platform Independent AI Software



GORIA

Gorilla: The Competitive Edge

	Gorilla	Sense Time	Crowd Strike	IBM	Cisco	C3.ai	Palantir	Cloudfare	ULTNOUS	Axis	Viseum	Keyence	Huawei	Atlassian
Edge AI Appliances	●	○	○	◔	○	○	○	○	◑	●	●	○	●	◔
Edge AI Inference Models	●	○	○	○	○	○	○	○	◔	◔	◔	○	●	○
5G-Edge AI Smart Solutions	●	○	◔	◕	◔	○	◑	◑	◑	◑	◔	◑	●	○
AI Life Cycle Ecosystem	◕	●	○	◑	○	○	○	○	○	○	○	○	◑	○
5G Network Edge AI Cloud	◕	●	○	◑	◕	◑	◑	◑	◔	○	○	○	◑	○
Platform Independence	●	●	●	◑	◕	◕	●	●	◑	◕	◕	◕	◔	◑
Edge AI Data Analytics SaaS	◕	○	◕	◔	◕	●	●	●	○	◔	◔	◑	◔	○
Edge AI Cyber Security Analytics	◕	○	●	◔	◕	●	●	◕	○	◔	◔	◕	◑	◔
End-to-End, integrated platform service	◕	●	○	◑	◔	◔	◔	○	◔	◔	◑	◔	◕	◑

Source: Company websites & information in public domain

○ No Competence ◔ Low Competence ◑ Some Competence ◕ High Competence ● Expert

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Bringing Decades of Experience

The A-Team – Board of Directors

Jay Chandan
Chairman & CEO

Global SPAC Partners
MPL SHACKLETON ventures EXL
CORTIS CAPITAL Beyond Finance

Rt. Hon. Ruth Kelly
Independent Director

Policy Exchange
Heathrow
FCA

Evan Mediros
Independent Director

THE WHITE HOUSE WASHINGTON
eurasia group politics first
RAND CORPORATION
GEORGETOWN UNIVERSITY

Gregg Walker
Independent Director

Blue Whale
SONY
MGM viacom Goldman Sachs remarkable ENTERTAINMENT
BIG APPLE CIRCUS
EMI MUSIC PUBLISHING
G.A. WALKER

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Bringing Decades of Experience

The A-Team – Management

Dr. Raj Natarajan
Chief Innovation Officer

Daphne Huang
Chief Financial Officer

Mohan Raj Kumar
Global Head of Customer Success

Alan Luo
VP – Technology

Felix Song
VP – Solutions

Will Addison
VP - EMEA

Gloria Chen
Associate General Counsel

Sales Strategy
Three Growth Drivers
90
72
42
5
15pH
107
82
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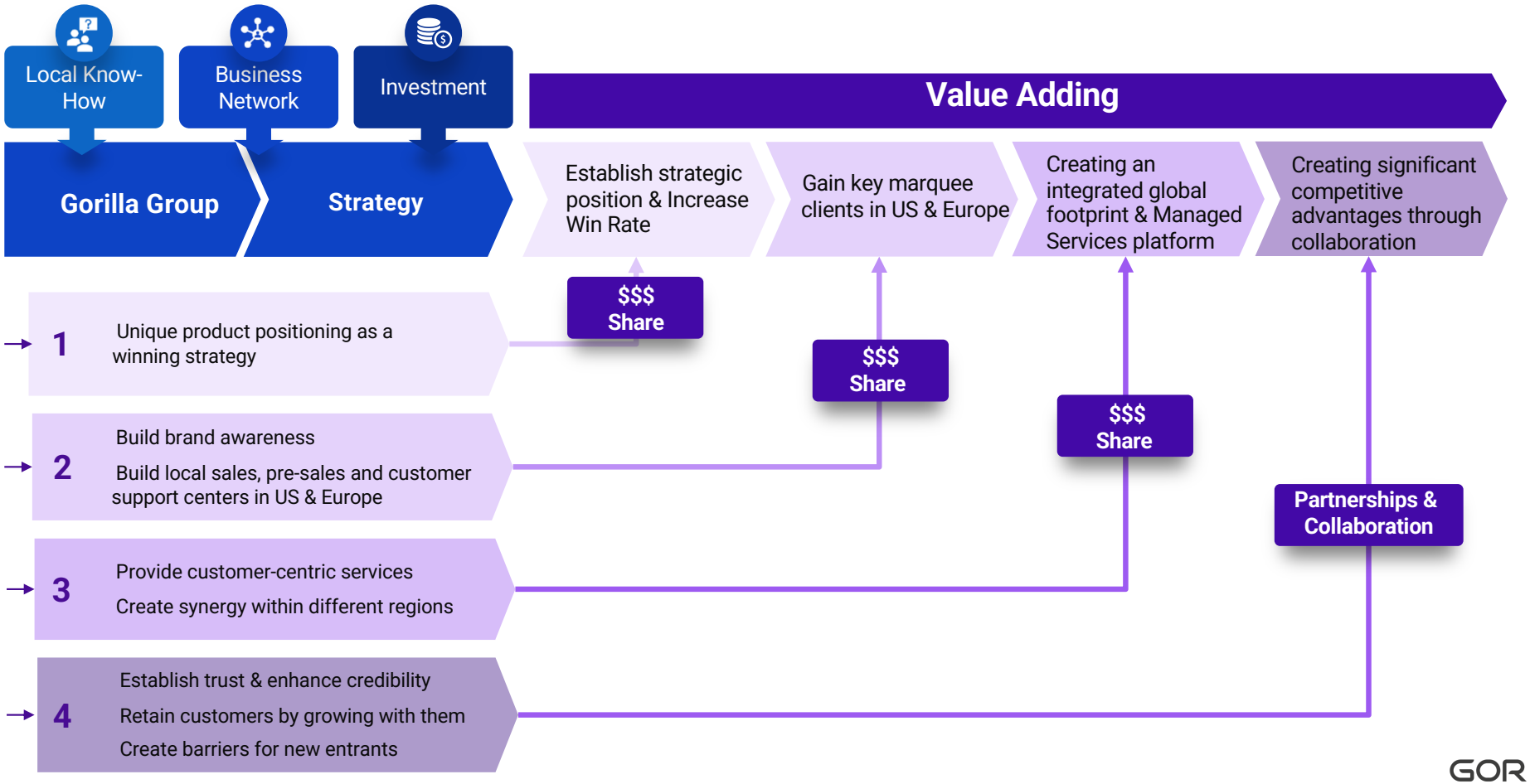
Growth Driver #1: 4 Step Sales Strategy



Global Expansion Strategy

Growth Driver #2: Global Expansion

EUROPE

Hiring key sales staff, enable partnerships across vast ecosystems that are redefining industries and creating new business models.

MENA

Strategic hiring of key sales heads in key markets, with focus on the backend infrastructure.

REST OF ASIA

Capitalize on the current relationships in APAC and while expanding market access and raising innovation.

TAIWAN & APAC

To provide growth opportunities while protecting home base and remain vigilant of all potential threats

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Growth Driver #3: Inorganic Growth

Robust M&A Pipeline

Growth (Geography)

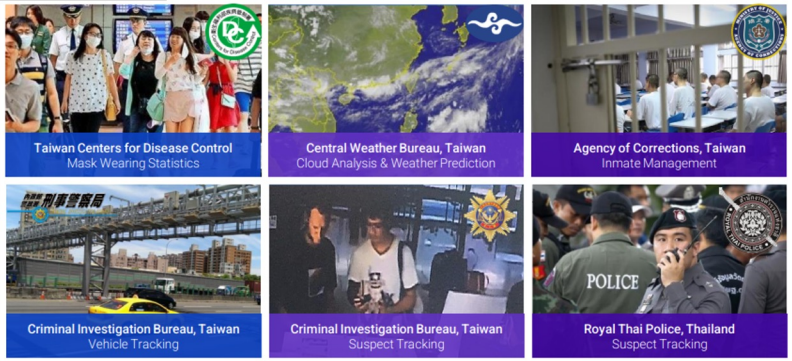
Scale (Cyber Security)

Capital Efficiency

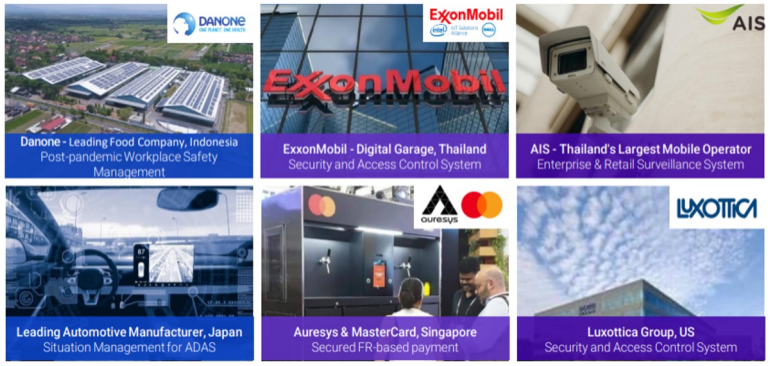
Case Studies

Customer Base

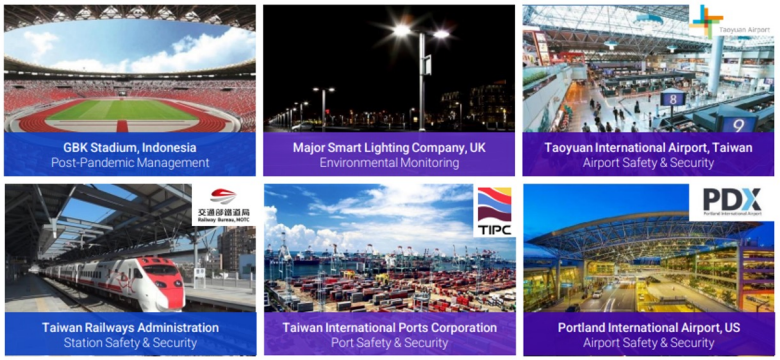
Customer Base – State & Government



Customer Base – Industrial & Commercial

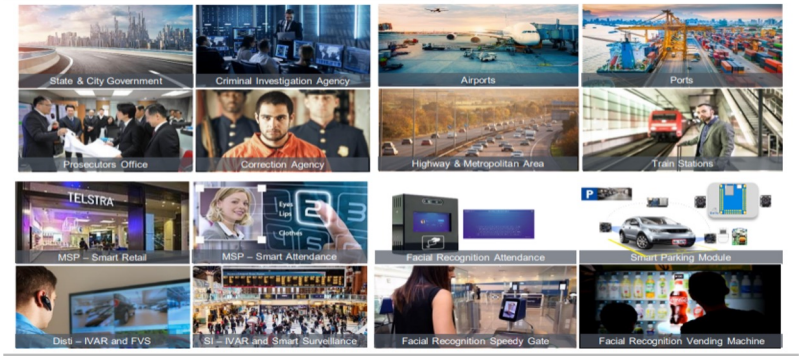


Customer Base – Smart City & Transportation



Breadth of AI Inference

Areas of Expertise



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Case Study – I
(Traffic Enforcement to Maximize Sales)

高雄市政府交通局
Transportation Bureau of Kaohsiung City Government

Challenge

Failure of urban design to integrate traffic flow, lack of law enforcement & poor dissemination of road rules are some of the root causes of traffic violations in dense urban areas. These issues were top of mind for lawmakers at the Kaohsiung City Government in Taiwan when trying to address persistent road violations at most of their city's intersections. Gorilla partnered with the Kaohsiung Transportation Bureau to:

- Use advanced video to identify traffic violations
- Catch traffic infractions almost in real time
- Reduce police deployment
- Increase enforcement
- Long-term, change traffic management patterns

Solution

Gorilla deployed a sophisticated EDGE AI solution to monitor major intersections:

- Ability to monitor and identify traffic violations using real-time video
- In one intersection, took violations identified from 3/day to 305/day
- Long-term goals to decrease the number of infractions by 50% through monitoring and through better traffic management at intersections
- Ability to launch other traffic/city management related services on top
- Deployment cost a fraction of non-EDGE solution

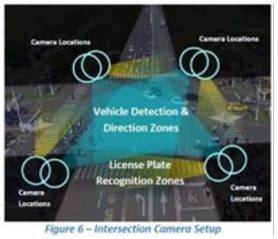

Figure 6 – Intersection Camera Setup

Figure 11 – Data Collection & Video Search Software

Result

10,000%

Increase in Traffic Enforcement

Gorilla implemented a project deploying AI solutions in order to collect data, raise safety awareness and help law enforcement protect their citizens

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Case Study – II (Airport Security)

Taoyuan Airport Taiwan

Challenge

The airport approached Gorilla to prepare for Taiwan hosting several large events, with several key objectives:

- Identify and monitor suspicious people and activities
- Search for specific travelers
- Monitor vehicle access in restricted areas
- Disease monitoring and health/safety compliance
- Maintain passenger satisfaction

Solution

Gorilla deployed an EDGE AI solution knitting together numerous cameras and sensors to:

- Find and track suspicious or lost passengers
- through face recognition
- Vehicle tracking via license plate matching and video monitoring technology
- Video and GPS tracking of all ground supply vehicles for coordination of logistics and support
- Mask detection for the entire airport
- Search 200,000 records / 1 min

Result

50%

Reduction in response time

The projects undertaken by Gorilla for Taoyuan Airport show that edge AI and video analytics have the power to manage high-volume, high-density environments with accuracy. These kinds of solutions can benefit security personnel and increase overall safety for travelers.

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Case Study – III
(Hospital Optimization to Reduce Costs)

臺北醫學大學附設醫院
Taipei Medical University Hospital

Challenge

The hospital is located in central Taipei and houses 800 hospital beds and over 2000 employees. With the recent restrictions for Covid-19 placed on medical facilities, administrators were looking for an expedient way to usher in patients and staff to the building—all the while following the pandemic guidelines and keep everyone safe. Goals included:

- Ensure mask wearing and temperature checks
- Control access privileges
- Limit surface contact
- Maintain perfect records to enable contact tracing
- Long-term, change traffic management patterns

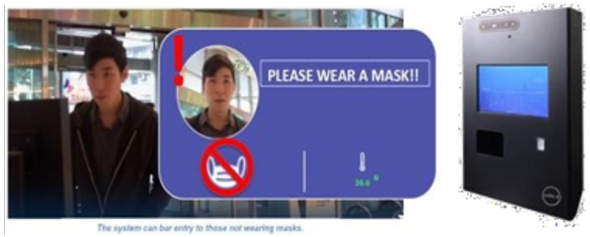
Solution

Gorilla deployed AI-driven screen stations containing:

- Intel CPU and hardware
- Real Sense Camera and thermal sensor
- Gorilla's software

The screen stations were able to control access in and out of the hospital's main entrances during the pandemic, leading to outsized results:

- A decrease in operational costs by over 50%
- Controlled access to potentially sick visitors
- Comprehensive monitoring system which immediately alerted the on-duty staff



Result

50%

Reduction in costs

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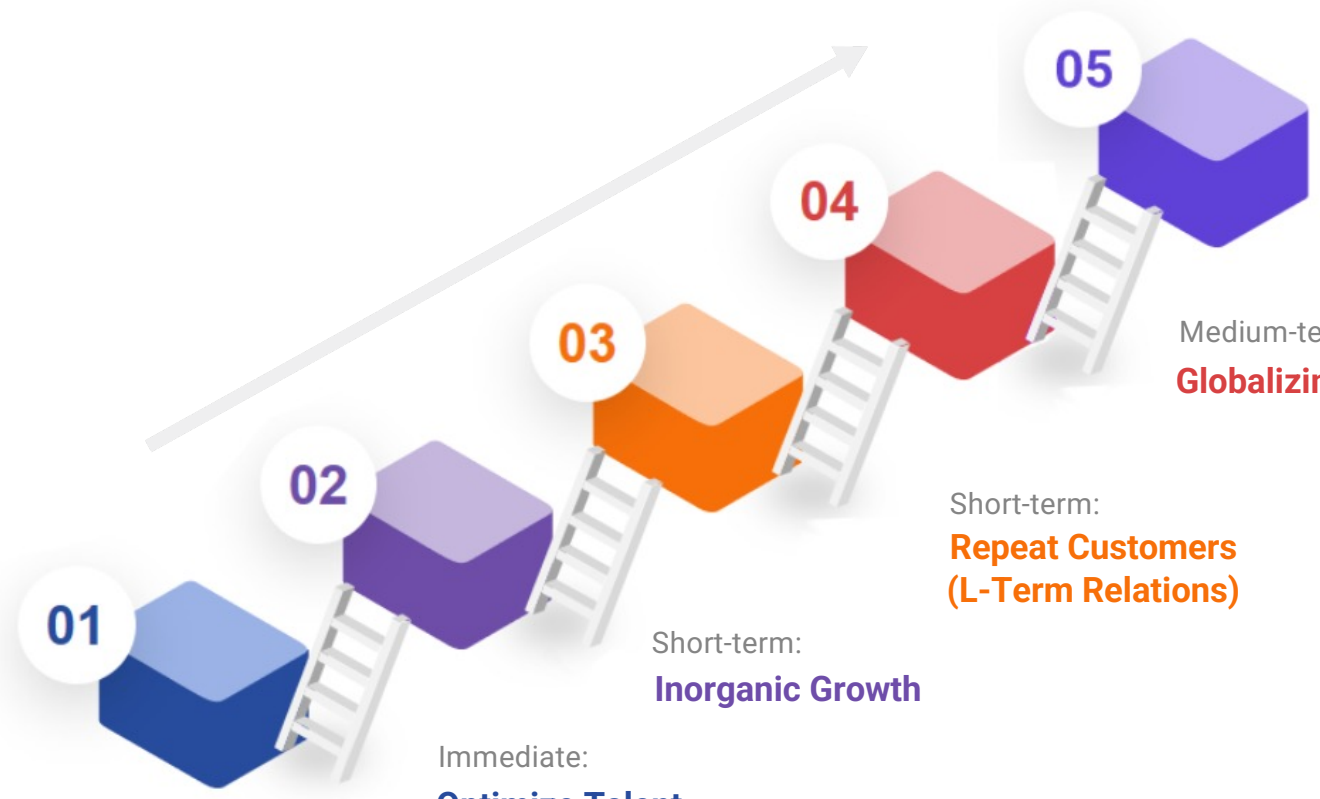
How Investors Win

Shareholder Focus

Multi-Pronged Growth Strategy



Immediate:
Optimize Talent

Short-term:
Inorganic Growth

Short-term:
Repeat Customers (L-Term Relations)

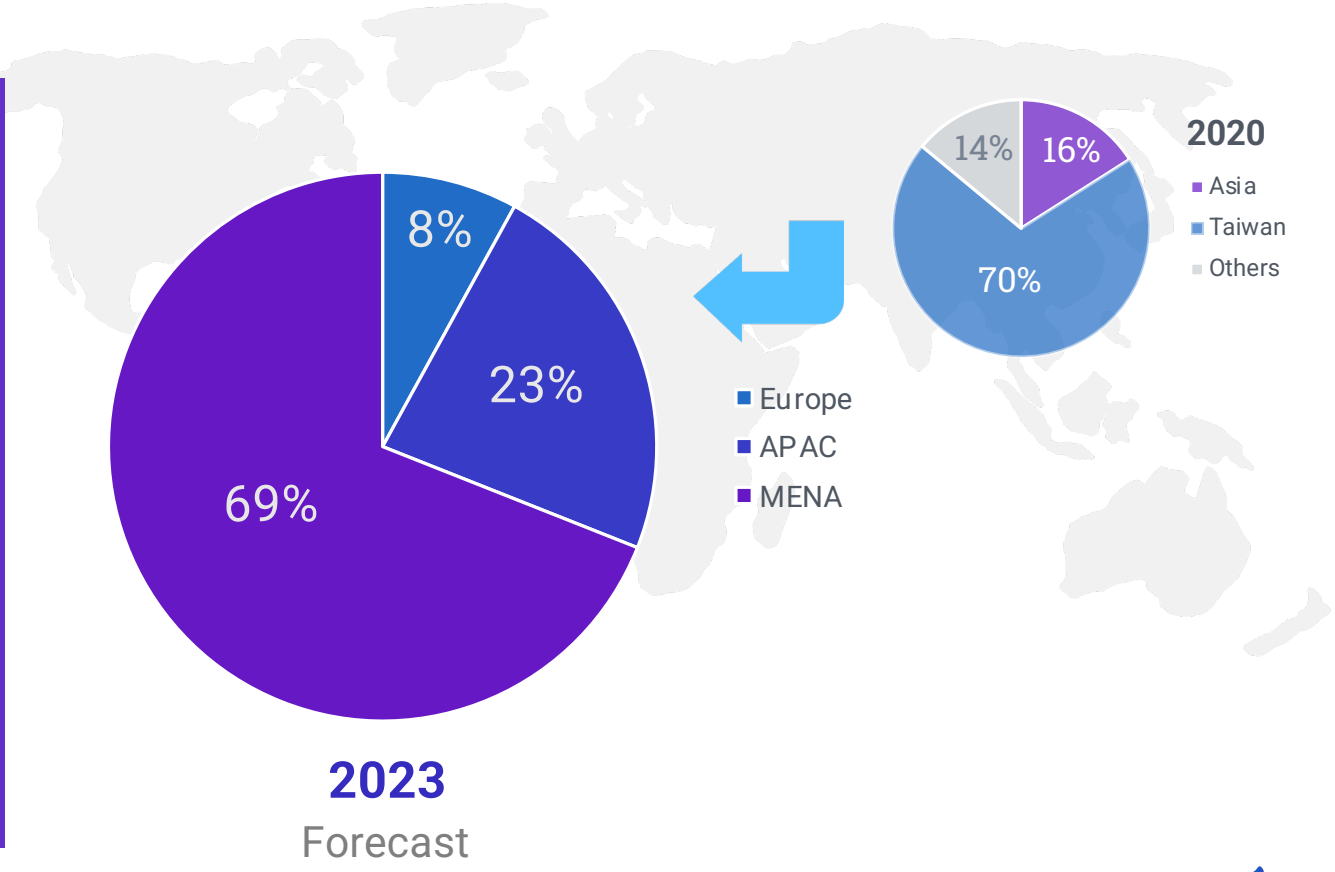
Medium-term:
Globalizing (Broad)

Long-term:
Sell and Manage Solutions (Sell Value vs Cost)

Sales and Margin Growth Strategy – Geography

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.



Egypt Air Gap Network Project

Expansion and Globalization

- Government of Egypt's Most Extensive Telecommunications Security Initiative with Air Gap Network Technology.
- Total project size $270mm+ to be completed in 3 years. Establishes Gorilla's entry point into the larger MENA region market.
- **Why Gorilla?**
- Expertise and Experience: Demonstrated a strong track record in implementing similar projects and our extensive experience in telecommunications security and air gap network technology.
- Technical Competence: Showcased a high level of technical expertise, including a deep understanding of the specific security needs and challenges faced by the Government of Egypt.
- Cost-Effective Solution: Our pricing has been competitive, providing the government with a cost-effective solution without compromising on security.
- Compliance and Security Standards: Demonstrated a clear commitment to compliance with international security standards, ensuring the project's security and data protection requirements are met.
- Alignment with Government Goals: Aligned well with the strategic objectives and goals of the Government of Egypt, addressing their specific security concerns and priorities.

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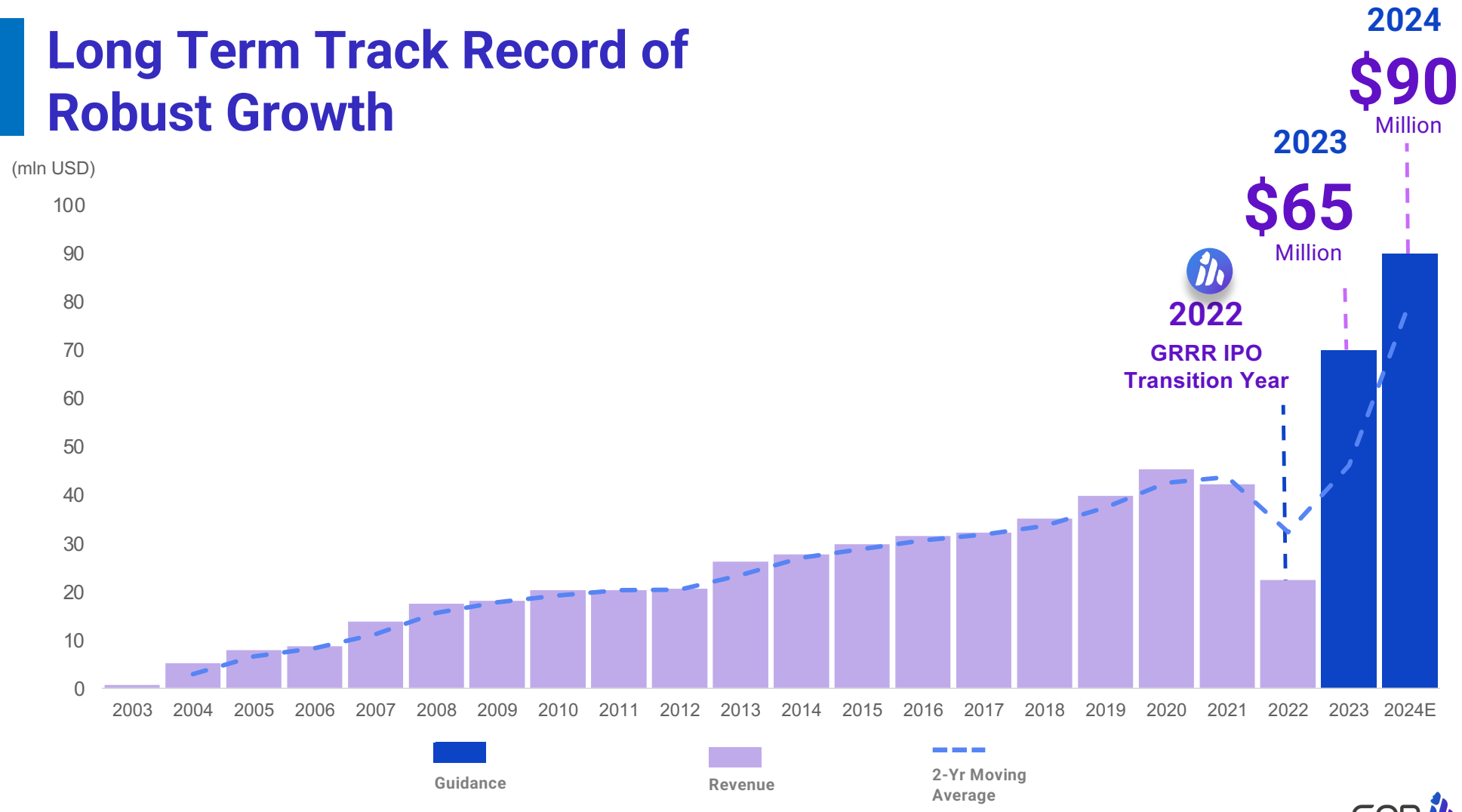
Long Term Track Record of Robust Growth



Thank You

Gorilla Technology Group

www.gorilla-technology.com

+1-617-454-1088

Investor-relations@gorilla-technology.com