

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

Investor Presentation

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September 2023

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# Disclaimers

## Non-GAAP Financial Measures (continued)

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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



# 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



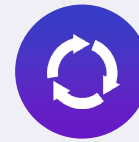
Transportation  
& Logistics



Healthcare



Education



Waste  
Management





# Enabling Smart Cities with AI and Security Convergence

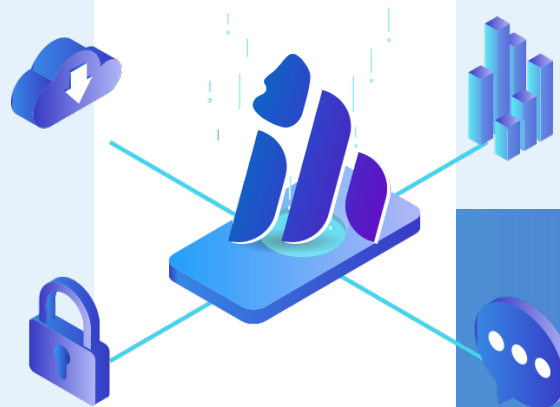
## Powerful Artificial Intelligence

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 enterprises 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

# 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

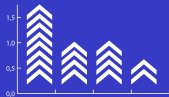
- Reduced costs
- Digital applications for better patient management
- Interoperable systems
- Data drives innovation

## 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

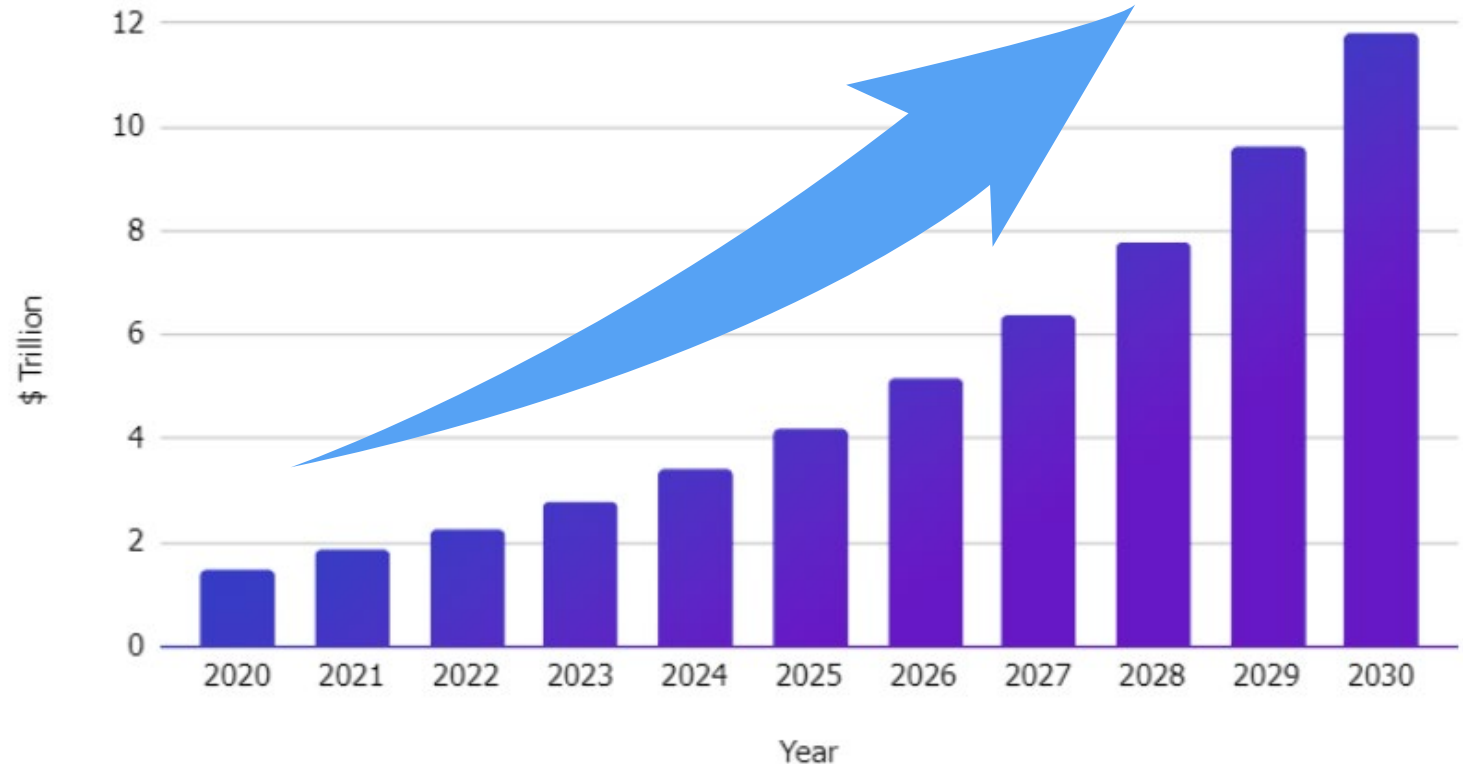
Environment



# Smart City Market Size 2023 Onwards

- By 2050, 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

\$ Trillion vs. Year



Sources:

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



# How Gorilla Wins

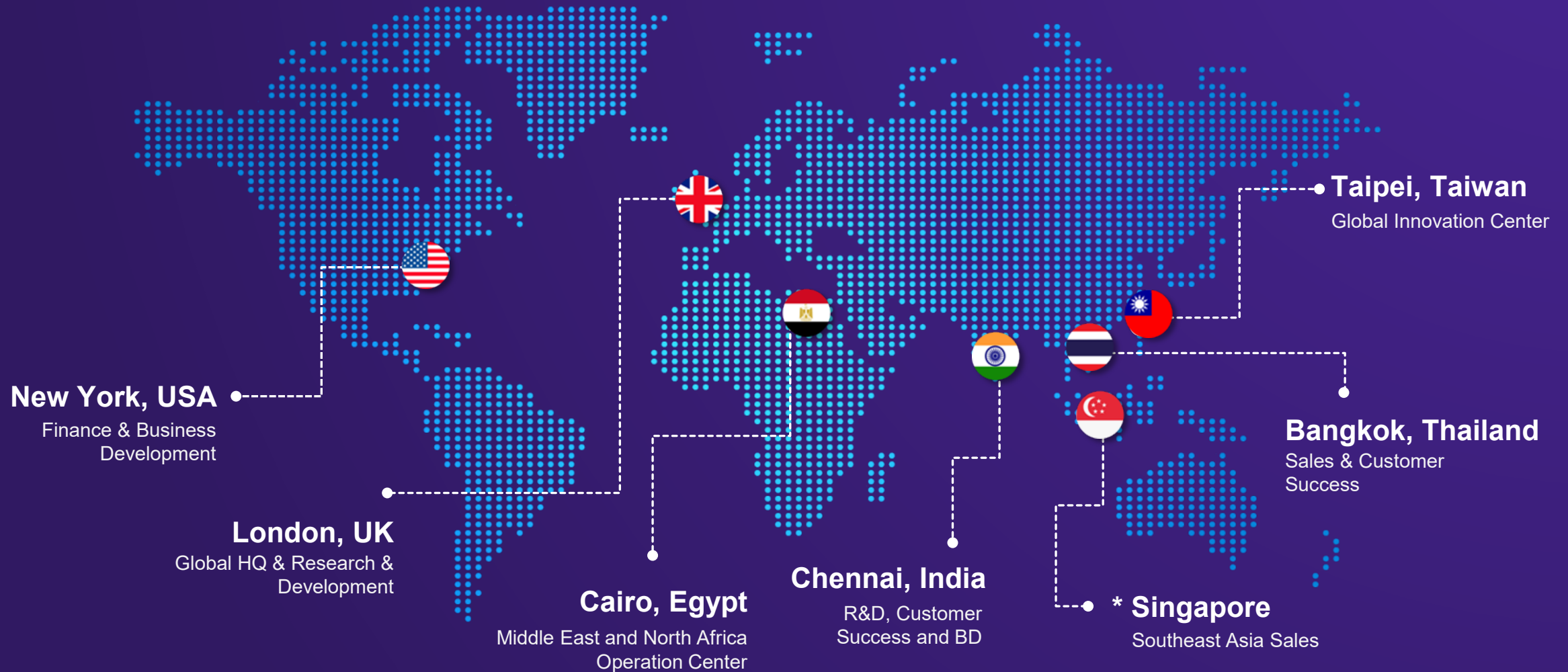
Robust Technology & Exceptional Team



# Opportunity Meets Capability



# Global Presence





**Big Data & Data  
Intelligence**



**Infrastructure**



**Video  
Intelligence**



**Security  
Convergence**



**IoT**

HORIZONTALS ►

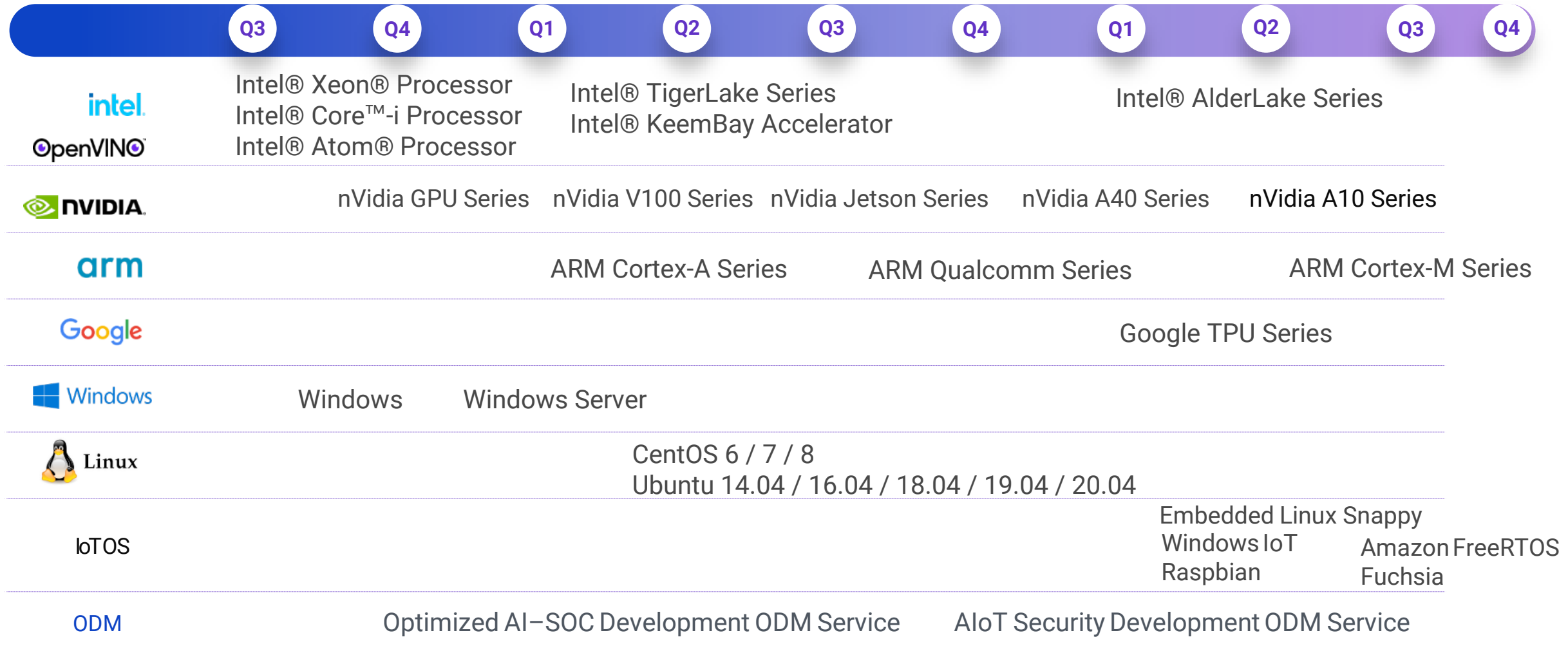
▼ VERTICALS

 <b>Government &amp; Public Services</b>	Smart City Smart Buildings	Air Gap Networks Lawful Interception Edge AI VOIP	Smart Patrol Prisons Road Safety	Cybersecurity & SOC's Smart Patrol Prisons Road Safety	Train Stations Prisons
 <b>Manufacturing</b>	Industry 4.0		Connected Workspaces Smart Buildings	Safe Offices	
 <b>Telecom</b>		Air Gap Networks		Cybersecurity & SOC's	
 <b>Retail</b>	Predictive Modelling Demand Prediction Agile		Smart Stores Smarter Shopping Price Optimization Business Intelligence		Smart Retail
 <b>Transportation &amp; Logistics</b>			Predictive Modelling Demand Prediction Agile	Ports and Airports Train Stations	
 <b>Education</b>	Smart Museums		Smart Education		Smart Education
 <b>Healthcare</b>	Population Health Management		Connected Workspaces Smart Buildings	Safe Offices	

# Platform Independent AI Software

































































2021

2022





# Gorilla: The Competitive Edge

		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

Bringing Decades of Experience

# The A-Team – Board of Directors

**Jay Chandan**

Chairman & CEO



**Rt. Hon. Ruth Kelly**

Independent Director



**Evan Mediros**

Independent Director



**Yoichiro Hirano**

Independent Director



**Gregg Walker**

Independent Director



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



**Hsin-Fang Wu**  
Sr. Director, Finance



**Gloria Chen**  
Associate General Counsel



**Sharon Lin**  
Sr. Director, HR

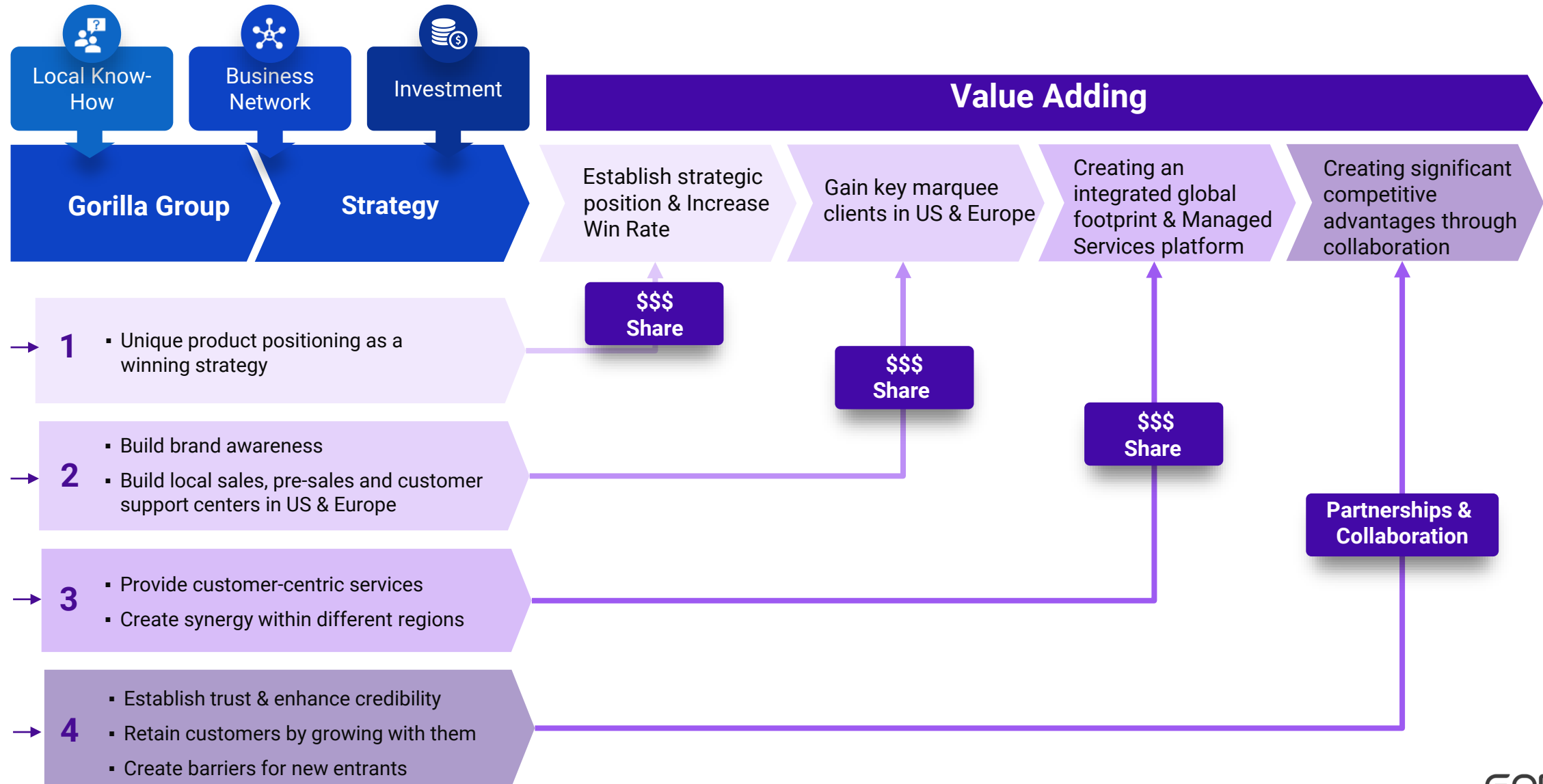


# Sales Strategy

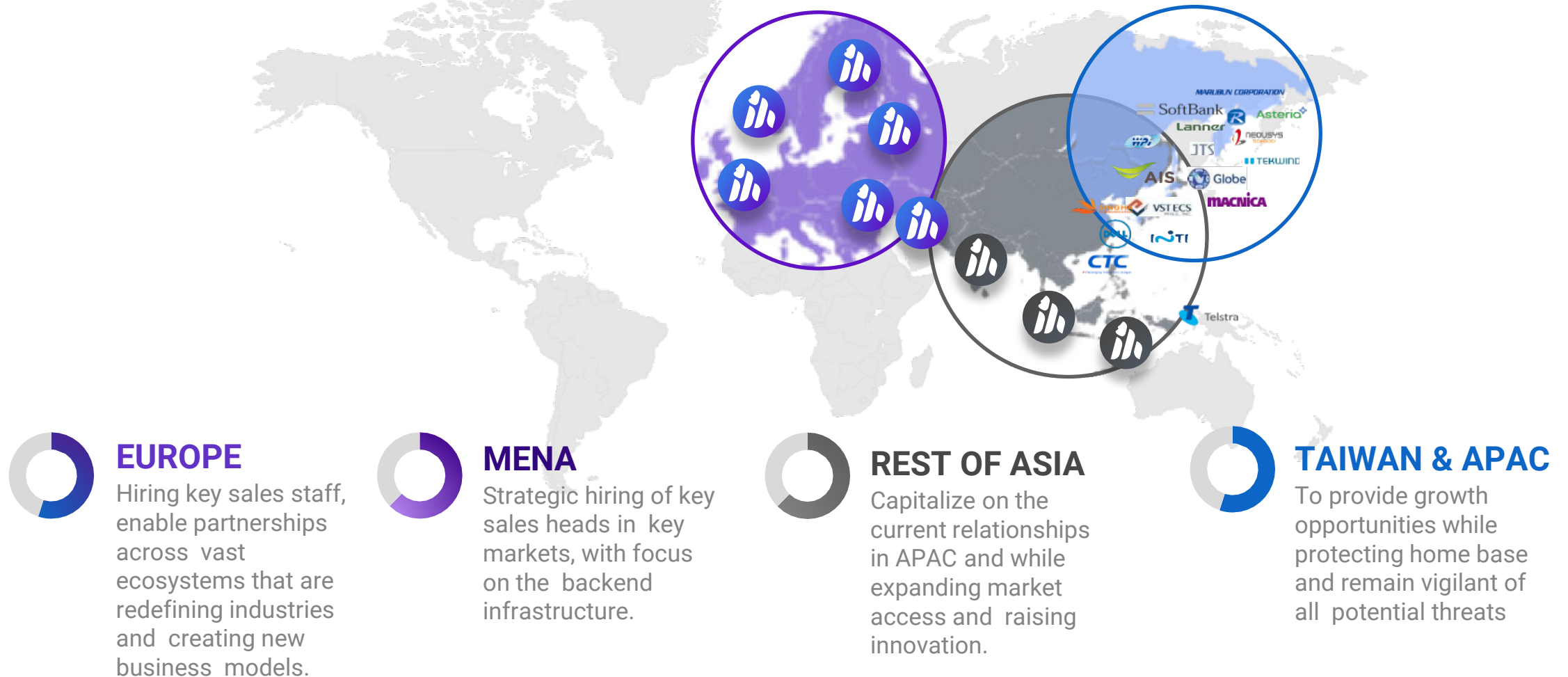
Three Growth Drivers



# Growth Driver #1: 4 Step Sales Strategy



## Growth Driver #2: Global Expansion



# Growth Driver #3: Inorganic Growth

**Robust M&A  
Pipeline**

**Growth  
(Geography)**

**Scale  
(Cyber Security)**

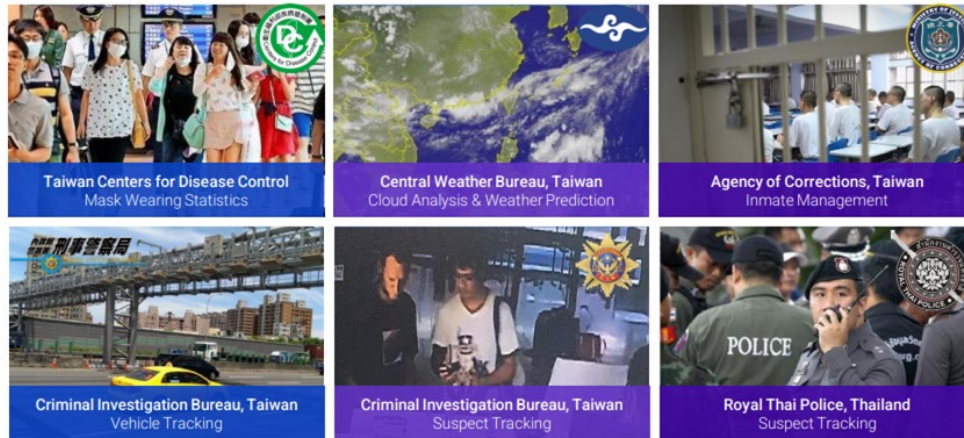
**Capital  
Efficiency**

# Case Studies

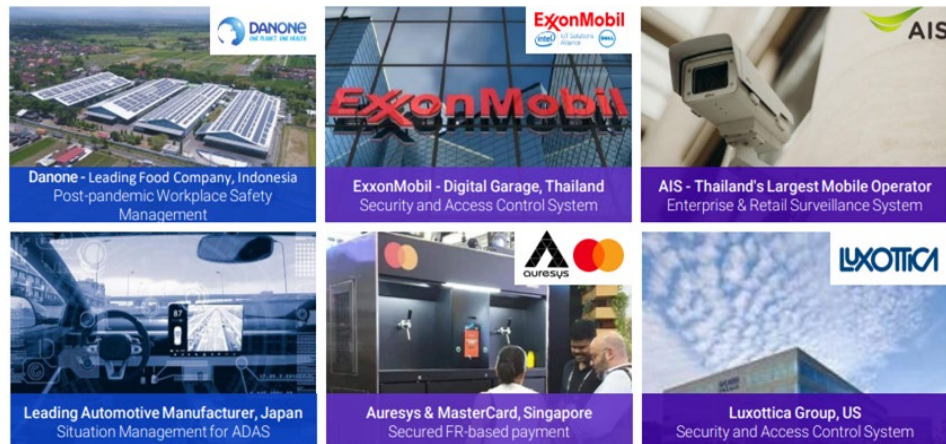


# Customer Base

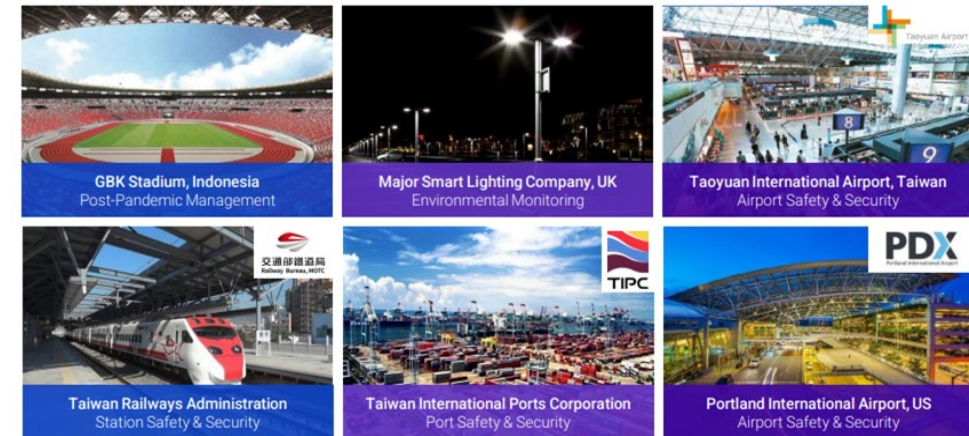
## Customer Base – State & Government



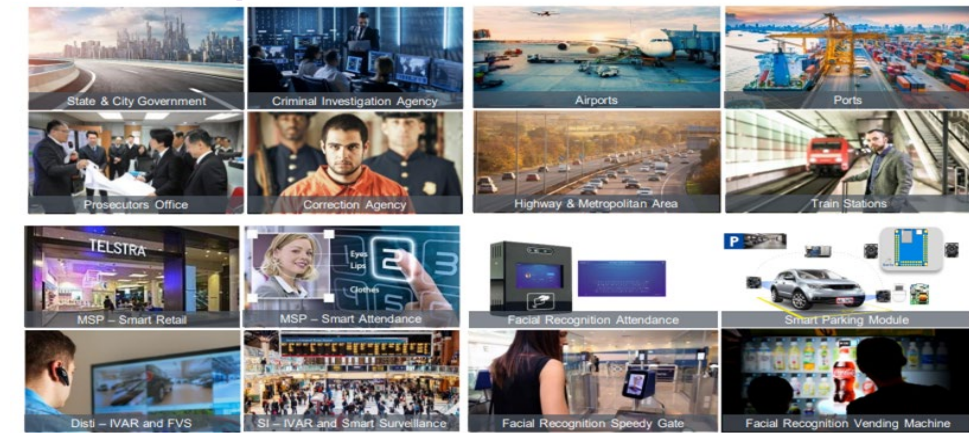
## Customer Base – Industrial & Commercial



## Customer Base – Smart City & Transportation



## Breadth of AI Inference Areas of Expertise



# Case Study – I

## (Traffic Enforcement to Maximize Sales)



### 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:

- 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 infraction 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



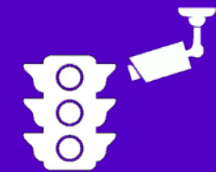
Figure 11 – Data Collection & Video Search Software



### 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



# Case Study – II (Airport Security)



## 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.





# Case Study – III

## (Hospital Optimization to Reduce Costs)



### 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 stunning results:

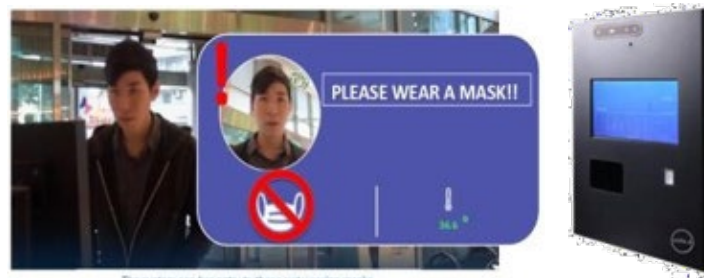
- A decrease in operational costs by over 50%
- Controlled access to potentially sick visitors
- Comprehensive monitoring system which immediately alerted the on-duty staff



### Result

# 50%

## Reduction in costs



The system can bar entry to those not wearing masks.

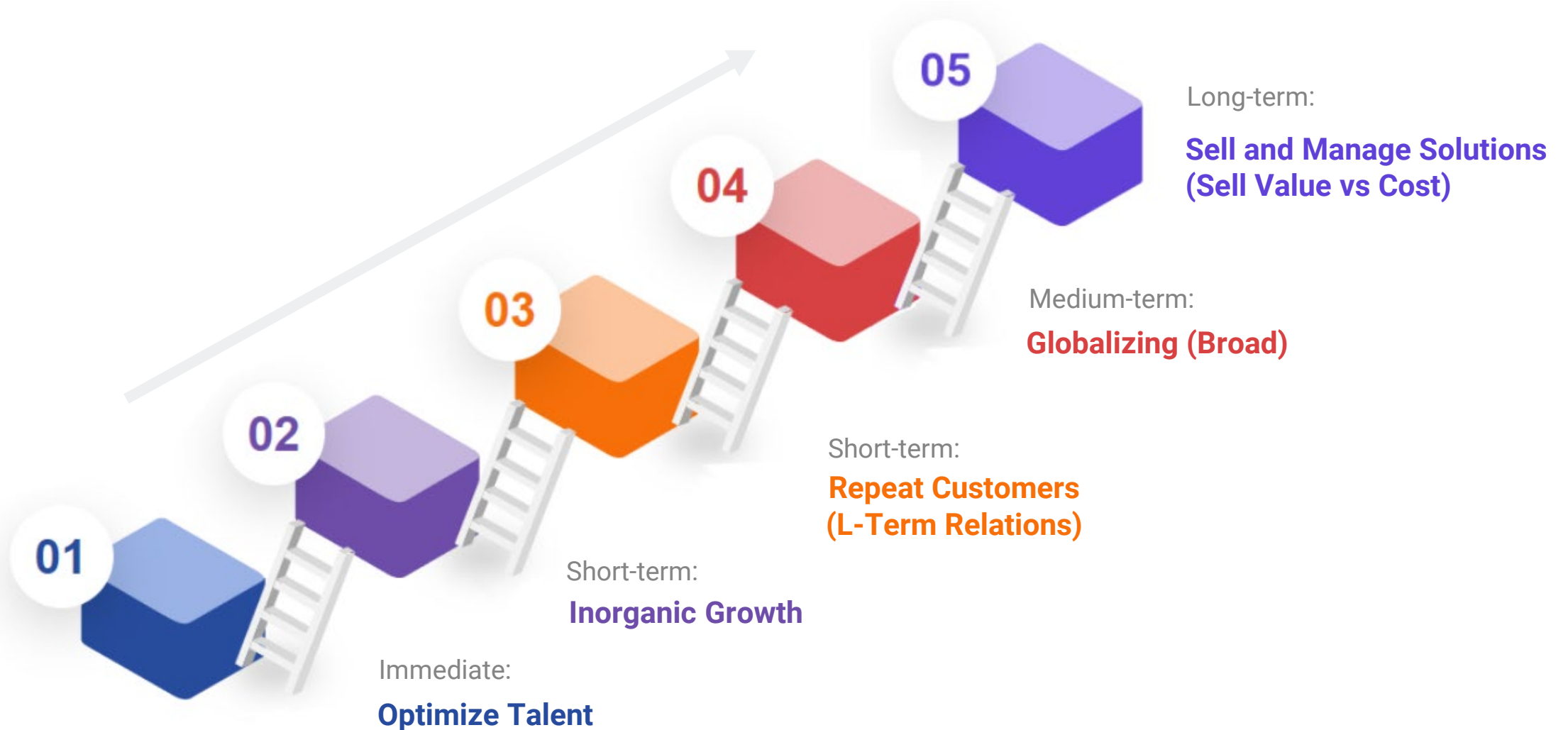


# How Investors Win

Shareholder Focus



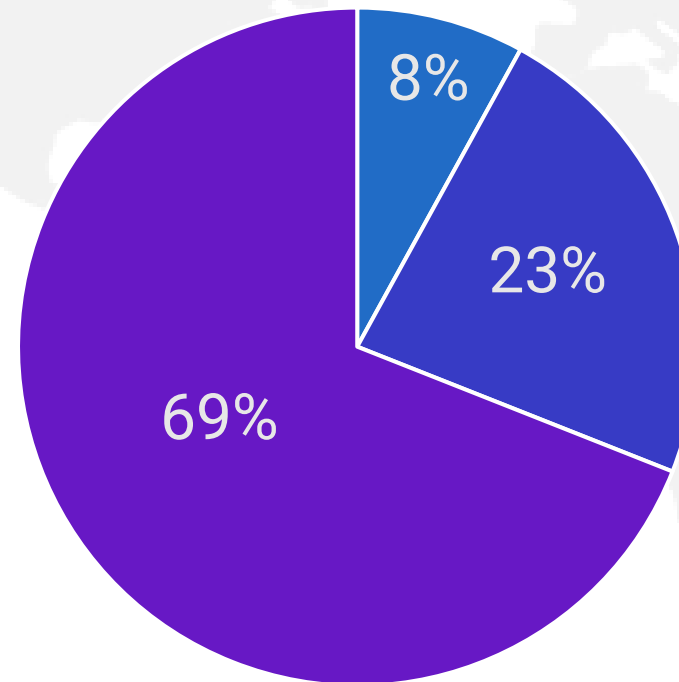
# Multi-Pronged Growth Strategy



# Sales and Margin Growth Strategy – Geography

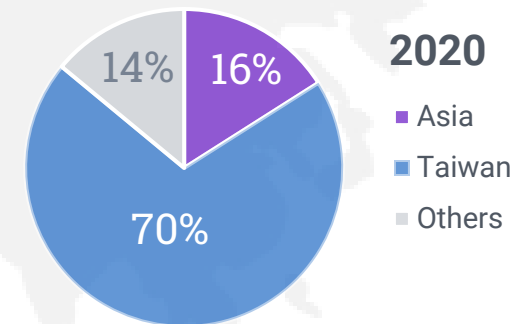
## Expansion and Globalization

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.



**2023**

Forecast

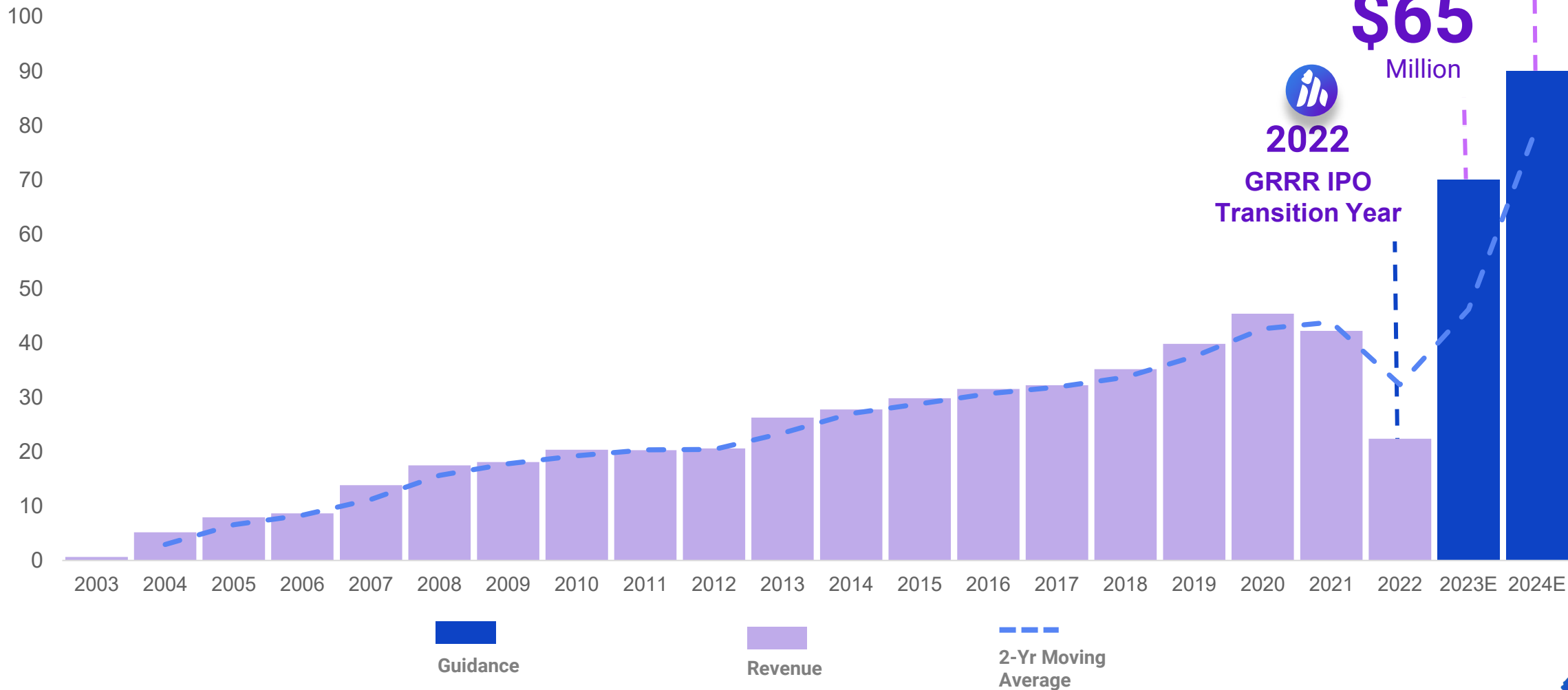


**2020**

■ Asia  
■ Taiwan  
■ Others

# Long Term Track Record of Robust Growth

(mln USD)





# Thank You

**Gorilla Technology Group**

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