ZERONE

零壹科技

2026 H1 Investor Conference

Chief Executive Officer / Brian Shen

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Agenda for Today

01 **Company Background & Updates**
Scale & Growth of the Group Over the Past Decade

02 **Financial Analysis**
Financial Performance for 2026H1 & Future Outlook

03 **Operational Value Proposition & Solutions**
Zero One's Advantages & Platform Service Strategy

04 **Business Opportunities Outlook & Zero One Competitive Advantage**
Product Distribution Network & Brand Growth Momentum

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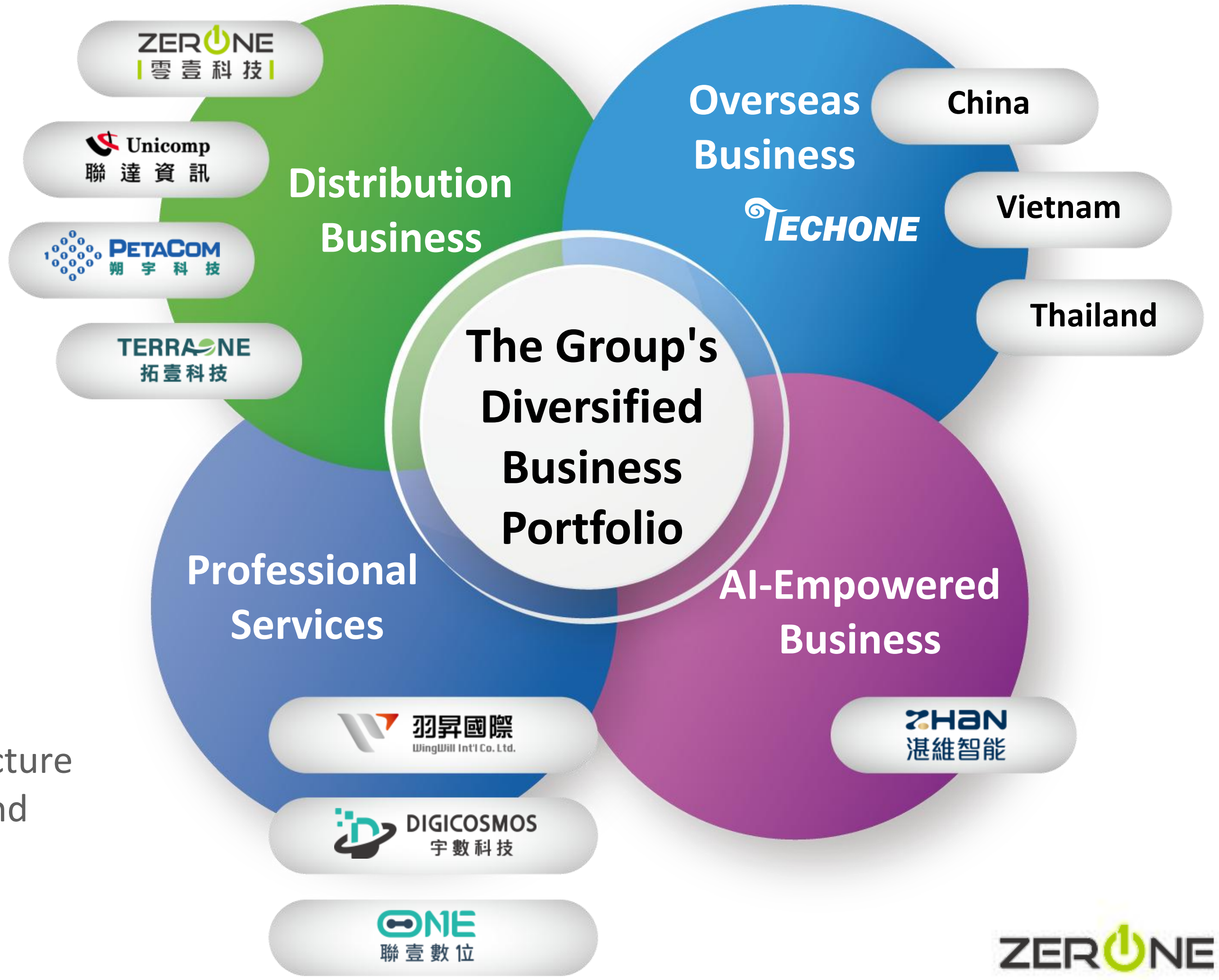
PART 01

Company Background & Updates

Zero One Group: Taiwan's Leading ICT Hardware & Software Distribution Company

In conjunction with the cross-industry development of digital economy, Zero One is expanding its core distribution business and focusing on platform services (including domestic and international investments, mergers and acquisitions).

- **ICT Distribution Business**
  Represent over 60 global brands across four main product categories
- **Professional Services**
  Provide professional services related to infrastructure equipment, network and cybersecurity, cloud and on-premises solutions, and AI solutions to SIs/ISVs
- **AI-Empowered Business**
  AI-led autonomous platform which enhances IT modernization
- **Overseas Business**
  Provide products and technical support for IT infrastructure to Taiwanese businesses in China, Vietnam, and Thailand



Zero One's Key Growth & Development over the Past Decade

Product, Region, and Channel Integration

2017

- Establishing Zerone Win Investment to transform into a conglomerate
- Establishing WingWill Int'l to strengthen foothold in the cloud consulting service
- Establishing Peta Com to strengthen diversified distribution layout

2021

Expanding operations by opening Hsinchu office to strengthen regional channels and projects

2022

- Supporting the government's localization policy for cybersecurity and cultivating cybersecurity technical capabilities
- Establishing Digicosmos Tech to enhance cybersecurity and IT automation technologies
- Investing in the info security startups, TrustONE

2024

- Strengthening diversified distribution layout and expanding investment alliance partners
- Establishing TerraONE Tech; gaining deep understanding of the needs of industry knowledge transformation
- Establishing LinkONE Digital, data/AI consulting services subsidiary
- Establishing TechOne Technology to expand overseas to provide local ICT services to Taiwanese businesses in China, Vietnam, and Thailand
- Investing in Unicomp Information to deepen industry applications and expand distribution business

2025

- Zero One celebrates its **45th anniversary**, officially entering **a new era for the Group**
- Zero One Technology passed the ISO/IEC 27001:2022 Information Security Management System certification

Company Overview

Headquartered in the Neihu Technology Park in Taipei, with branch offices in Hsinchu, Taichung, and Kaohsiung, as well as subsidiaries in China, Vietnam, and Thailand

NT$ 1.67 billion

Paid-in capital

NT$ 24.892 billion

2025 Consolidated Revenue

NT$ 17.36 billion

Jan.–Jul. 2026 Consolidated Revenue
YoY 16.2%

Employee: 700+

Group Employee Headcount
6 Core Capabilities : Management / Sales / Engineering / R&D / Marketing / Warehousing

2,500 resellers

partner ecosystem
with more than 800 regular business partners

Represent 60+

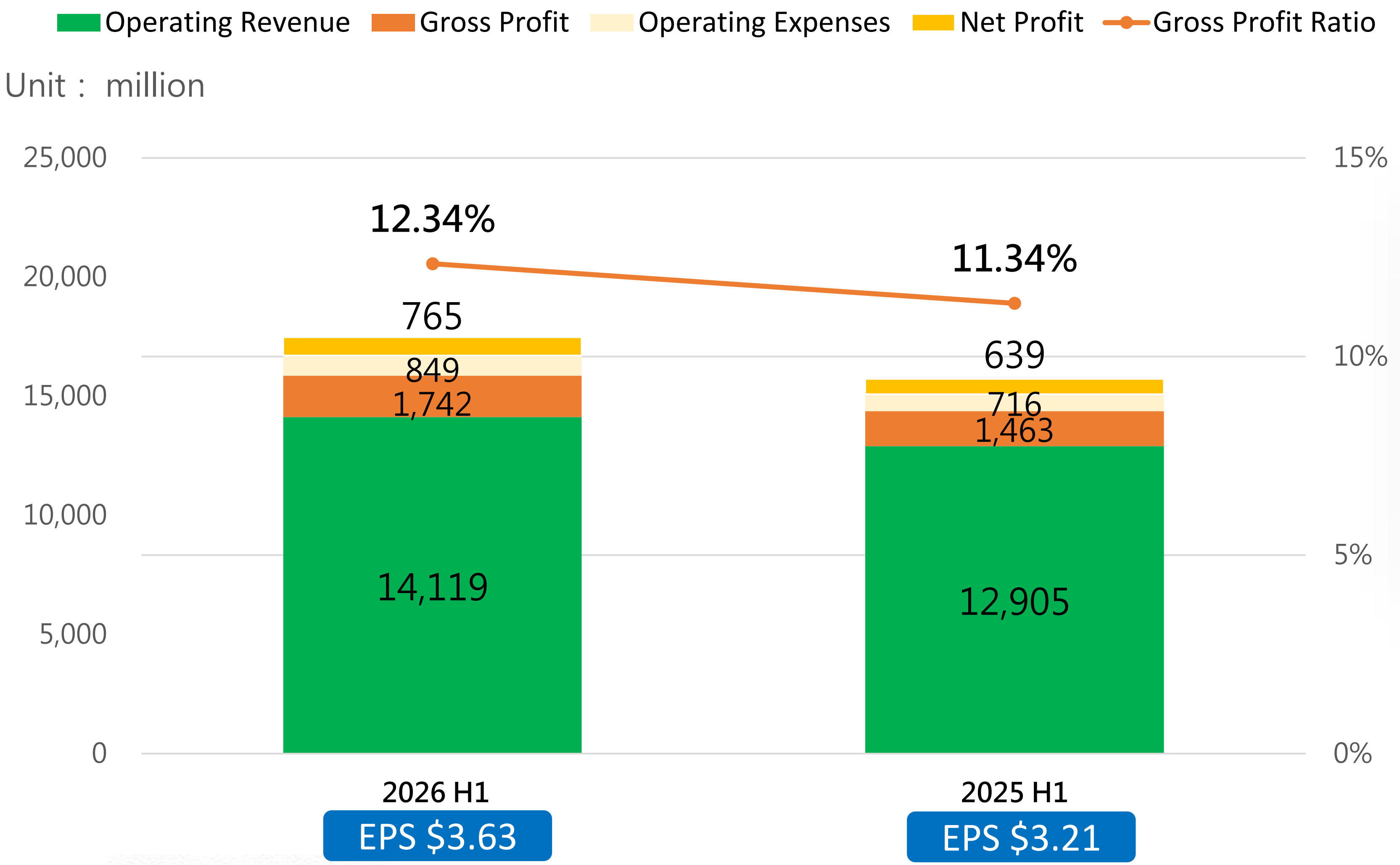
well-known domestic and global ICT brands, including a number of S&P 500 companies

Note: Financial data are sourced from the Market Observation Post System (MOPS).

PART 02

Financial Analysis

Bar Chart of Condensed Income Statement（2026H1）



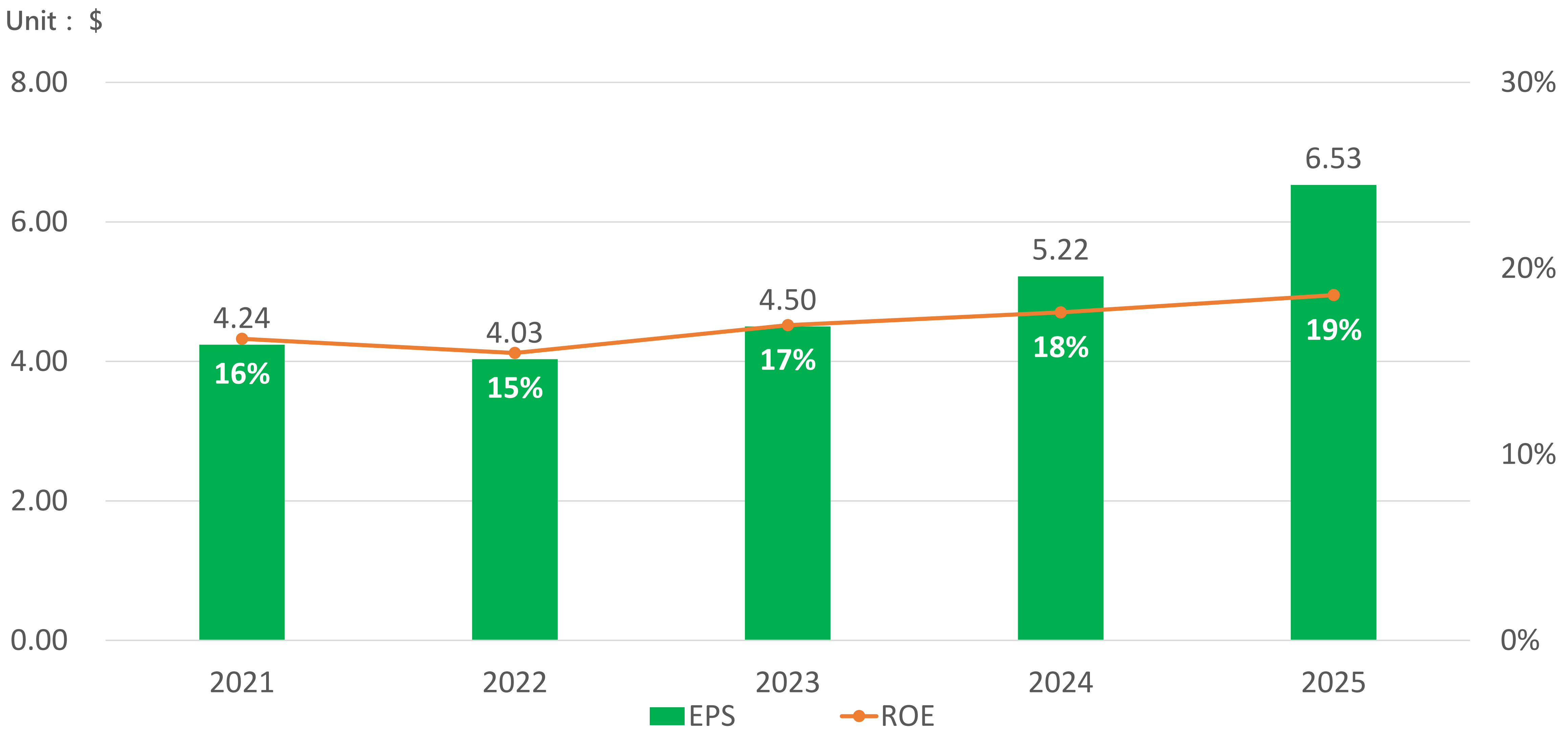
Growth & Profitability Overview

Revenue Growth	+9% YoY	
Gross Profit Growth	+19% YoY	Gross Margin 12.34%
Net Profit Growth	+20% YoY	Net Profit Margin 5.42%

Financial Index Analysis

Item	2023	2024	2025	2025H1	2026H1
Debts ratio (%)	46.3	48.2	53.8	54.4	63.8
Current ratio (%)	182.3	183.7	172.4	172.1	142.3
Quick ratio (%)	147.2	139.1	142.8	137.3	112.3
Average Collection Days	81	80	82	76	85
Average Inventory Turnover Days	48	44	37	39	44
Average Payables Days	95	95	94	91	107

Return on Equity (ROE) & Earnings per Share (EPS)



Changes in Service Revenue Contribution and Ratio

The proportion of service revenue is a key indicator for transitioning from a distributor to a service platform.

Service Revenue as a Percentage of Gross Profit

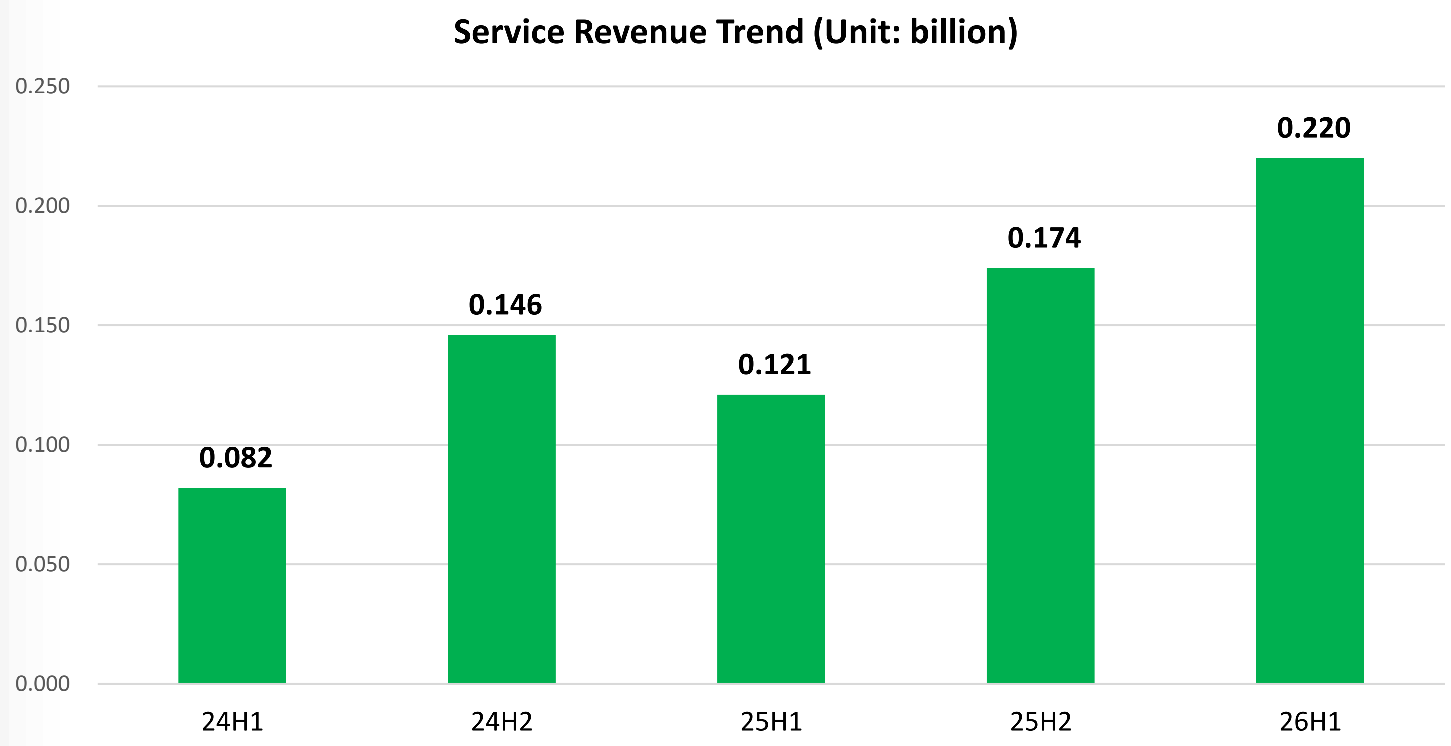
12.6%

8.3% in the same period last year

▲ Increase by 4%

Continuous service revenue growth is the strongest support for sales partners:

- Gross margin for services/solutions higher than that for hardware distribution, thus improving the overall profitability
- Service revenue generates recurring income and strengthens customer relationships and loyalty



PART 03

Operational Value Proposition & Solutions

ZERONE

Zero One's Value Proposition: Ecosystem Solutions and Platform Services

From a simple distribution channel to a "solutions integrator," creating hard-to-replicate platform-based competitive advantages.

UPSTREAM VENDORS
Upstream International Original Brands
>60 entities

Technology Empowerment & Product Portfolio Consultation
Zero One Technology
Platform Services, Ecosystem Hub

DOWNSTREAM PARTNERS
Downstream Sales Partners & SIs
>2,500 entities (typically 800+ entities)

Value to Vendors

- Product training/channel management
- Technical support/industry supply and demand matchmaking

Value to Partners

- Solution planning/pre-sales support
- Biz Opportunities Generation
- Professional technical service team (installation + warranty)

Zero One Provides B2B ICT Solutions

Zero One Enterprise IT Solution comprises four major product areas, covering vertical application scenarios found in central and local governments, smart manufacturing/transportation/retail/services, smart healthcare, education technology, and fintech.

Infrastructure & Environment

- Server/Storage devices
- Virtualization & hyper-convergence
- IT performance monitoring

Network & Security Resilience

- Zero trust architecture (ZTA)
- Supply chain risks
- Cybersecurity governance & defense collaboration

Cloud & Onpremise & Services

- Public cloud subscription service
- Identity management & sign-off
- On-demand cloud elastic resources

AI & Data (OT)

- AI imaging & automation
- Enterprise data analytics & insights
- Consulting service for AI implementation

PART 04

Business Opportunities Outlook & Zero One Competitive Advantage

Outlook for 2026 H2 & 2027: Analysis of Business Opportunities in Taiwan's Digitalization Market

Convergence of three major driving forces—AI scaling, cybersecurity upgrades, and cloud migration—is propelling Taiwan's ICT market into a new round of structural growth.

Demand Momentum 01

25.9%

CAGR of Taiwan AI platform software market for 2022–2027

Large-scale Adoption of AI Implementation of Agentic AI

IDC predicts that 2026 will be the first year for scaling agentic AI deployment, with enterprises adopting AI agent workflows and obtaining the ability to execute autonomously across systems; 54% of companies plan to increase their AI investment in response to the overall uncertainty.

Demand Momentum 02

NT$74.9 billion

The projected market size of Taiwan's cybersecurity industry in 2027 (NT$60.4 billion in 2025, CAGR of 11.7%)

Comprehensive Upgrade for Meeting Cybersecurity Requirements AI Attack & Defense; Identity Security

Generative AI lowers the barrier to entry for attacks, heralding an era of "AI offense and defense race." The focus of defense is shifting from endpoint protection to identity security, leading to rapid growth in demand for AI SOC/XDR/MSSP.

Demand Momentum 03

22.6%

CAGR of Taiwan's IaaS market for 2023–2027 (reaching US$1.73 billion in 2027)

Cloud Migration & Infrastructure Cloud & AI Factory

As enterprises moving towards multi-cloud environments, AI factories have an urgent need for ultra-high bandwidth and low latency network architectures. The SaaS/PaaS market is growing at a CAGR of 16.8%.

Zero One's positioning: As a solutions integrator," the Company's role spans across three major demand drivers—growing service revenue, deepening customer loyalty, and improving the overall profitability.

Source:
IDC's "Taiwan ICT Industry Trend Forecast 2026" (December 2025) and MIC's "Top Ten Trends in the ICT Industry 2026" (December 2025); the figures are third-party market forecasts and are for reference only.

Zero One Ecosystem Advantages

60 Distributed Brands × 800 SI Sales Partners

Infrastructure & Environment

VMware NetApp Nutanix
Microsoft Synology

+ 4 other companies

9

Network & Security Resilience

CISCO Palo Alto Trend Micro
Txone Veeam CyCraft Technology
F5

+ 20 other companies

27

Cloud Computing & Services

Google Microsoft Cloud
Akamai AvePoint Omnissa

+ 5 other companies

10

AI Applications

NVIDIA VIVOTEK Splunk
Tableau Automation Anywhere

+ 9 other companies

14

Zero One Technology, Service Platform Hub

Quick and Premium Service: Technology Empowerment & Product Portfolio Consultation

Virtual Technology Team

Extending the technical capabilities of SI partners and filling the manpower gap in project delivery

Solution Planning

Cross-brand design integration combines products from four major areas into a comprehensive solution

Pre-Sales Support & Education

One-stop shop for original brand certification, training, and pre-sales technical support

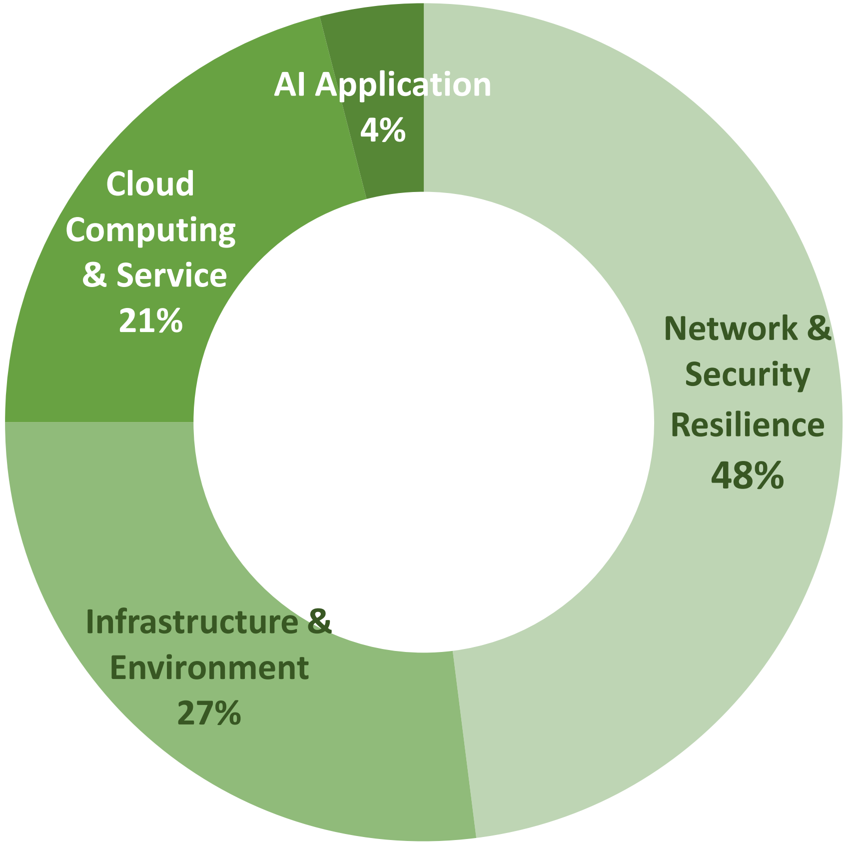
800 entities

System Integrator (SI) Sales Partners

Covering vertical industries such as manufacturing, finance, healthcare, and government

Authorized distributors for over 60 original brands × 800 downstream SI partners → A two-way service focus creating a platform ecosystem moat that is difficult to replicate

Overview of Revenue Structure in Four Major Areas



Network & Security Resilience 48%

With increasingly stringent regulations and escalating threats, cybersecurity defense collaboration and managed services have become essential expenditures, consistently ranking first in revenue contribution.

Infrastructure & Environment 27%

The AI wave is driving the demand for server upgrade, storage, and virtualization platforms, which are essential foundations for the support of AI applications.

Cloud Computing & Service 21%

With the growing demand for public cloud subscription and identity management services, customers are gradually shifting from self-built systems to cloud-based consumption models.

AI Application 4%

With high-margin consulting services at its core, the number of implementation cases in the vertical manufacturing and medical sectors has increased significantly, which is key to optimizing the profit structure.

AI Unlocking Future Business Opportunities

- AI is no longer just about purchasing single software components, it is a full-stack business opportunity encompassing computing power, data, cloud-to-on premises integration, cybersecurity, and services.
- AI is moving from technology validation into enterprise operations, initiating a new round of infrastructure and equipment construction.

01

Enterprise AI Entering Operations

PoC → Process integration
Single-point tool → Large-scale deployment

02

Demand Expanding across the Board

Benefitting All Zero One Products

Data center computing power, infrastructure devices, data, network/cybersecurity, cloud-to-on premises integration, storage backup, AI & OT, professional installation and warranty

03

Growth Flywheel

Products +
Projects +
Ongoing services

Upgrade of Zero One's Role

From a product distributor, the Company has upgraded to an "architecture integration platform and ecosystem service provider" for enterprise AI implementation

Cross-brand Sales ↑ Project Scale ↑ Recurring Income ↑ Customer Loyalty ↑

AI Driving 7 Key Demands, Enabling Growth in 4 Key Business Areas for Zero One

For businesses, implementing AI not only expands their product portfolio for each project, but also increases revenue opportunities from subsequent maintenance and subscription services.

Implementation of Enterprise AI Operation

Process × Data × Governance

AI Computing Power
GPU/Server/Storage/Resource Allocation

Gen AI Solutions
Governance Solutions/Data Lake/RAG/Model

High-speed Network
Connection Speed/Transmission/Load Balancing

Hybrid Cloud
Public Cloud/Private Cloud/On-Premises Terminal

AI Security
Permissions/Software/Data/Device/Network

Reserve Resilience
Backup/DR/Ransomware Protection

Professional Services
Planning/Construction/Maintenance

IT Infrastructure
Computing Power, Storage, Backup

Network & Security
High-speed Network, Zero Trust, AI Security

Cloud & Services
Hybrid Cloud, Cloud Management, Subscription

AI & OT
AI Applications, Agents, Industry Scenarios

Revenue Structure Growth: Hardware and Software Sales + Professional Services Revenue + Subscription Services

Zero One's Moat: An Ecosystem Platform that Continues to Grow in Scale

Using multi-brand integration as the foundation, leveraging distribution network scale, and focusing on technical services and industry knowledge form a network effect that is difficult to replicate in the short term.

1. **Product Portfolio**
   Cross-brand Full Line Integration
2. **Channel Scale**
   SI and Sales Coverage
3. **Technical Services**
   Solution-oriented and Replicable
4. **Industry Knowledge**
   Scenarios and Best Practices
5. **Ecosystem Network Effect**
   Participants Reinforce Each Other

Zero One Group AI x Cybersecurity x Cloud-to-on Premises Integration x ICT Infrastructure Platform

60+ Original Brands × Four Major Product Categories × Technology and Service × Nationwide Distribution Network

Original Brands
Faster market entry |
Expanded brand reach

SI/Sales Partners
Obtain support in terms of solutions, technology, and business opportunities

More original brands → More comprehensive solutions → More partners → Larger market → More customers → Enhanced experience → Attracting even more original brands and partners

Enterprise Clientele

1. Lowering the entry barrier
2. Obtaining continuous service

Q & A

Thank you for attending this investor conference

CONTACT US.

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Chief Finance Officer / Katy

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