

Digital Infrastructure Platforms for AI, HPC and Digital Assets

NASDAQ: MIGI

**Company Presentation** 

September 2024



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# About Mawson Infrastructure Group, Inc. (NASDAQ: MIGI)

Innovative Digital Infrastructure Platforms Company serving the AI, HPC and Digital Assets Markets



Technology company focused on next-generation infrastructure platforms for Artificial Intelligence (AI), High-Performance Computing (HPC), and Digital Assets markets



HQ near emerging tech hub in Pittsburgh, PA., with multiple digital infrastructure sites in the PJM market, North America's largest competitive and deregulated wholesale power market



Deep innovation, tech, and operational expertise to manage and optimize digital infrastructure and computing with a team from Apple, Nokia, Yahoo, T-Mobile, General Electric Company, and other tech companies



Carbon-Free and focused on using sustainable energy, including nuclear, across our multiple digital infrastructure and computing sites

# Diversified Mix of Businesses, Focused on Global Digital Economy

## Creating Natural Synergies for the Company

#### Al and HPC Colocation Business

- High-growth and high-value foundational revenue stream
- Long-term contract structures for stable, predictable cash flow with attractive margins
- Builds upon core capabilities, expands operational capabilities and service offerings

#### Bitcoin Self-Mining

- Provides upside potential during favorable market conditions
- Enhances operator expertise, benefiting all colocation clients
- Allows strategic resource allocation based on market dynamics



#### Digital Assets Colocation Business

- Diversified, asset-light, SaaS-like revenue stream
- Adaptable contracts with capacity flexibility and rapid deployments
- Add-ons and potential upsells such as Managed Site Services and Software Services

#### **Energy Management Business**

- Participation in innovative energy management programs
- Provides stability to electric grid and generates revenue
- Optimizes energy costs while contributing to overall grid reliability

# Significant Momentum in Transforming the Company and Driving Growth

Growing the Business under New Management and Technology Team

H2 2023

Q1 2024

02 2024

Q3 2024 QTD\*

May 2023: Announced new CEO and President Rahul Mewawalla, a technology and business leader

Jun 2023: Operationalized 9 MW facility in Bellefonte, PA

Oct 2023: Executed colocation agreement with new enterprise grade customer

Dec 2023: Executed colocation agreement with second enterprise grade customer Feb 2024: Executed colocation services agreement with third enterprise grade customer

Mar 2024: Strengthened management and technology team with new hires

Mar 2024: Expanded colocation services agreement with enterprise customer for an additional 20 MW Apr 2024: Announced expansion plans for Midland, PA near Pittsburgh

May 2024: Announced 90% Y/Y and 83% Q/Q increase in colocation services business revenue in Q1 2024

Jun 2024: Signed 20 MW colocation services agreement with enterprise grade customer

Jun 2024: Expanded digital colocation services business to new digital assets class

Jun 2024: Successfully completed expansion in Midland, PA bringing total PJM sites capacity to 129 MW Jul 2024: Continued upgrades and refreshes in management and technology team, almost entirely new management team

Aug 2024: Expanded to AI and HPC colocation markets

Aug 2024: Executed 20 MW AI/HPC colocation customer agreement; signed LOI for additional 124 MW or total of 144 MW

Aug 2024: Announced new 24 MW site in Perry County, OH., increasing total capacity to 153 MW upon completion

\* As of September 4, 2024



# Recent Al Colocation Agreement Strategy

20 MW of Digital Infrastructure for AI/HPC with Expansion Potential to 144 MW in total



# AI/HPC Colocation Agreement Transaction Summary

20 MW of Digital Infrastructure for AI/HPC with Expansion Potential to 144 MW in total



#### Note:

- 1. Operating capacity is expected to ramp to fully allocated amount over time
- 2. Revenue can be subject to change depending on operating capacity ramp up timeframe as well as potential colocation rate adjustments every 2 years within the initial term of contract



# Multiple Operating and Pipeline Facilities in the PJM Market

Largest Wholesale North American Electric Market with Robust Fiber Connectivity



Bellefonte, PA.



Midland, PA.



Perry County, OH.



Additional PJM Market Sites

**129 MW** 

Current Operating Capacity, with expansion potential at current and pipeline sites



An average MacBook Air uses about 30 watts; a megawatt is a million watts.



**129 million watts** can power approximately **4.3 million** MacBooks at the same time.

- We currently operate 129 MW, >90% of which are within 30 minutes from Pittsburgh International Airport
- Greater Pittsburgh area continues to evolve into a key research and commercial hub for AI, HPC, and accelerated computing (Fun Fact: Carnegie Mellon faculty Herbert Simon and Allen Newell invented the field of AI in Pittsburgh)

# Delivering Next-Gen Digital Infrastructure for AI, HPC, and Digital Assets

Secure, Adaptable, and Scalable Infrastructure for Computing and Digital Platforms



### Operating Facilities in the PJM Market

- · Operate in large, organized, and deregulated market
- Partnerships with Carbon-Free energy providers, including nuclear
- · Among the most competitive wholesale power rates in the US
- Advanced energy management programs



### Rapid, Adaptable, and Efficient Digital Infrastructure Operations

- Scalable and adaptable solutions across AI, HPC, and digital assets markets
- Capabilities and resources across use-cases and markets
- Agile expertise across modular data centers and in-building computing centers



#### Suite of Hardware, Software and Services

- Deep expertise across hardware, software, and digital infrastructure services expertise
- Scalable digital infrastructure platforms for revenue optimization and performance tracking across multiple enterprise grade customers

# **Experienced Management with Advanced Tech Expertise**



Rahul Mewawalla CEO and President

Rahul is a technology and business leader with extensive strategic and operational expertise across Fortune 500 and growth companies, having held senior executive and operating roles including as CEO and President for several technology companies. He has held leadership roles with leading global technology companies including Yahoo!, General Electric (NYSE: GE) and Nokia Corporation (NYSE: NOK) and has served as board director for several NASDAQ-listed public companies including as Chairman of the Board. He served as Advisor to Stanford University's Persuasive Technology Lab, Senior Advisor to San Francisco Mayor's Office on Innovation, Chair of the Venture Capital Task Force Committee on Services and Systems, and with the MIT-Stanford Venture Lab. He has previously received numerous awards and honors such as Top 40 under 40 in San Francisco and received an MBA from the Kellogg School of Management at Northwestern University.



Sandy Harrison Chief Financial Officer

Deep experience in finance and capital markets roles as an award-winning sell-side research analyst and IR/PR executive for tech-driven growth companies



Geneva Skeen Head of Information Systems

Technology leader with proven track record in software, IT systems, software services, product development and data analysis



Vikram Murali Head of Corporate Development

Expertise across corporate development, most recently at Evercore's investment banking practice, working on M&A, capital raises and strategic advisory assignments



Allen Bolden Head of Operations

Extensive background in facilities, operations, and engineering across large-scale enterprise infrastructure



Anurag Gandhi Head of Corporate Strategy

Corporate strategy and operations leader with prior experience in advisory and operating roles at various Big Tech and PE-backed companies



Craig Hibbard Chief Development Officer

Extensive background across property development, real estate projects, project deployment, business development, and project management



Max Franklin

Head of Sales and Strategic Partnerships Extensive sales, partnerships and customer success expertise across AI, HPC, and digital assets



Jonathan Sites

Head of Human Resources

HR, culture, and people operations. Leads Mawson's HR initiatives and talent development strategies



Kaliste Saloom

General Counsel and Head of Legal

Seasoned legal experience including General Coursel roles with various publicly and privately held companies in high-tech industries including satellite, telecom and autonomous vessels



# Investor Highlights: Emerging and Innovative Player in Growing Digital and Accelerated Computing Markets



## **Experienced Leadership**

Seasoned management team with expertise across advanced technology markets and in driving innovation and strategic growth

## **Established Operations**

Established, expandable sites in the PJM market, amongst the most attractive operating markets for Al, HPC, and digital assets

## Diversified and Synergistic Businesses

Innovative technology businesses focused on digital economy growth opportunities optimizing shareholder value creation

#### Al and HPC Markets

Expanded business into AI/HPC digital infrastructure and recently executed 6-year, 20 MW<sup>1</sup> AI colocation services agreement expected to generate \$285MM<sup>2</sup> in revenue

#### **Sustainable Power**

Carbon-free power, including nuclear, at competitive rates along with robust fiber optic connectivity, addressing the enterprise needs of our customers

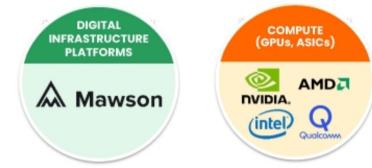
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# Digital Infrastructure Platforms: The Foundation of AI and HPC

Growing Demand for Digital Infrastructure Sites to Drive AI/HPC Ecosystem Expansion







## Digital Infrastructure is the tracks on which the AI trains run

Enables ChatGPT and Claude to answer 15 million questions daily

One AI training run uses as much energy as **5,000 EV charges**  LLMs like GPT-4 need retraining every 3-6 months to stay current Al Infrastructure market to grow from \$200B to \$800B in just 6 years Strong demand for 100% Carbon-Free energy to power the Al revolution

Note: Logos shown above belong to their respective owners and are for representational purposes only to show the ecosystem, and do not indicate the source or particular sponsorship of Mawson's products or services



# Al and HPC Digital Infrastructure Markets

Growing Long-Term Demand for Accelerated Computing Infrastructure

\$827B+

29%

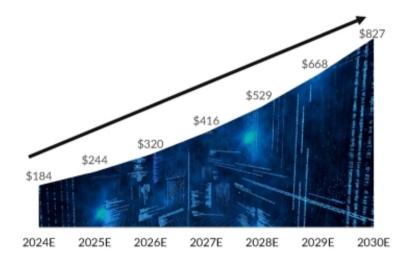
650+ TWh

Global Artificial Intelligence Market Size<sup>1</sup>
(\$ in Billions)

2030 Estimated Global Al market size<sup>1</sup> Estimated CAGR<sup>1</sup> 2024 to 2030 2030 Estimated Global Al Power Demand<sup>2</sup>

**Growing demand** for digital infrastructure to support AI and HPC requirements

All applications are becoming the largest uses of data and processing power within data centers



#### Sources

- Statista, "The Artificial Intelligence (AI) market includes software, hardware, and services that enable organizations to develop and deploy AI applications."
- Wells Fargo report

# AI, HPC, and Digital Assets Colocation Business

Digital Infrastructure for GPUs, ASICs, Other Compute Platforms

## Digital Colocation Services for Enterprise-Grade Customers

- ✓ Customers provide their own compute including GPUs, ASICs, etc.
- ✓ We provide digital infrastructure and offer add-ons like software services, managed site services, maintenance, and optimization services
- ✓ We receive SaaS-like digital infrastructure revenue

## **Key Features and Highlights**

- ✓ High-speed, redundant fiber connections designed for optimized uptime
- ✓ Secure, configurable digital infrastructure facilities across AI, HPC and digital assets applications
- ✓ Reliable, competitively priced power and advanced power management capabilities

# **Increasing Global Adoption and Growth of Digital Assets**

Accelerating Investment and Institutional Participation in Digital Asset Markets Provides Increased Opportunities for Digital Infrastructure Providers



\$2.1 Trillion<sup>1</sup> market cap for digital currencies 10x growth in the last five years



\$1.1 Trillion<sup>1</sup> market cap for Bitcoin The largest single digital asset



\$75 billion<sup>1</sup> market cap for Bitcoin ETFs Less than six months since approval, and currently offered by leading institutions like Grayscale, BlackRock, Fidelity, and others



560 Million Users and Growing

Ownership base, investments by leading public companies like Tesla, MicroStrategy, and Block, and rising allocations from institutional investors



Global adoption of Digital Assets
With approval of Bitcoin ETFs in the United
States and potential for expansion to other
markets such as South Korea, Japan, and
Singapore



Increasing Institutional and Market Interest Creates potential for new products and services in the digital assets space

Source: Blockworks

1. As of September 4, 2024



# Additional Business Growth and Market Opportunities

Core Capabilities Can Provide Additional Opportunities

## Software and Services

Modular suite of Software and Services developed from years of experience optimizing the technology behind digital infrastructure operations, large-scale networks, and colocation customers

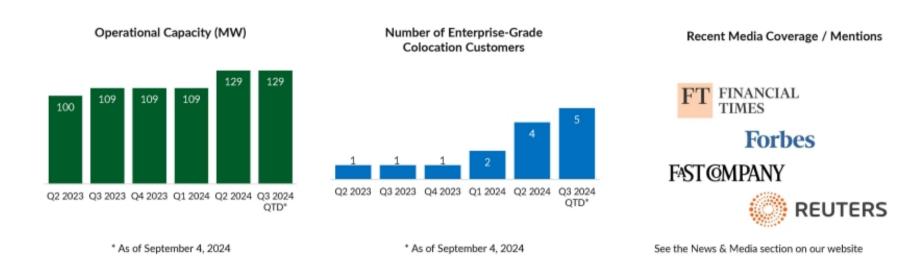
- Network: Customized network architecture, implementation, and management
- Security: Enterprise-grade security configurations
- Real-time Dashboards: Compute management and performance tracking
- Demand Response: Scalable platforms to maximize revenue
- Inventory: Real-time inventory tracking tools
- · Reporting: Custom reporting for end-points

## Managed Site Services

Comprehensive Managed Site Services to deliver efficient, reliable, and scalable operations for digital infrastructure

- Site Management: Maximize site performance, ensuring reliable operations
- Energy Management: Focus on efficiency and risk mitigation, supporting sustainable site operations
- Construction Management: Oversee design and build, ensuring world-class facilities with robust systems and hardware
- Security and Compliance: 24/7 monitoring, robust cybersecurity measures, and regulatory compliance
- Comprehensive Support: Proactive maintenance and technical customer success team ensure smooth operations

# **Accelerating Operational and Customer Growth**



- Capacity up 29% Y/Y, colocation customers increased from 1 to 5
- · Expanded infrastructure, technology and operating expertise positions us for sustainable future growth in AI and HPC markets
- · New management team from Apple, Nokia, Yahoo, T-Mobile, General Electric Company, and other tech companies
- · Thought leadership in major media outlets including FT, Reuters, Forbes and others



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