



有信云
YOUXIN.CLOUD

Youxin Technology Ltd

Nasdaq Ticker: YAAS

Investor Presentation



Forward-Looking Statements



This presentation contains forward-looking statements. All statements contained in this presentation other than statements of historical fact, including statements regarding our future results of operations and financial position, our business strategy and plans, and our objectives for future operations, are forward-looking statements. The words “believe,” “may,” “will,” “estimate,” “continue,” “anticipate,” “intend,” “expect,” and similar expressions are intended to identify forward-looking statements. We have based these forward-looking statements largely on our current expectations and projections about future events and trends that we believe may affect our financial condition, results of operations, business strategy, short-term and long-term business operations and objectives, and financial needs. These forward-looking statements are subject to a number of risks, uncertainties and assumptions, including those described in the “Risk Factors” section. Moreover, we operate in a very competitive and rapidly changing environment. New risks emerge from time to time. It is not possible for our management to predict all risks, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements we may make. In light of these risks, uncertainties and assumptions, the future events and trends discussed in this presentation may not occur and actual results could differ materially and adversely from those anticipated or implied in the forward-looking statements.

You should not rely upon forward-looking statements as predictions of future events. The events and circumstances reflected in the forward-looking statements may not be achieved or occur. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, levels of activity, performance, or achievements. We do not undertake to update any of these forward-looking statements after the date of this presentation or to conform these statements to actual results or revised expectations, other than required by the federal securities laws or other applicable laws.

Equity Snapshot



Ticker Symbol	YAAS
Share Price* (2/6/2025)	\$3.68
52 Week Range* (2/6/2025)	\$3.20-\$4.25
Market Capitalization* (2/6/2025)	123.46 million
Shares Outstanding* (2/6/2025)	24.60 million
Revenues (FY2024)	\$0.52 million
Fiscal Year End	September 30

*Source: Yahoo Finance

Company Overview



Our low-code platform services help retail enterprises transform their digital architecture without complex IT infrastructure.

We are one of the few Guangzhou-based PaaS and SaaS solution providers in Mainland China with a strong focus on mid-tier brands.

Our Products



PaaS (Platform as a Service) **Youxin Cloud**

Enables mid-tier brands to operate their businesses in a flexible and distributed manner

SaaS (Software as a Service) **Yunzhuidan**

A business management tool designed for consumer brands



50

Software copyrights in China and overseas*



Best

Low-Code PaaS Platform Service Provider
– Excellent Digitalization in China's Consumer Goods Industry for the **Year 2022**



Investment Highlights



End to End Unified Enterprise Solutions



Abundant Retail Industry Experience



Strong Synergies with Our Partners



Best-in-Class Features and Functionality



Reduced Costs

End to End Unified Enterprise Solutions



We provide a comprehensive enterprise SaaS product and PaaS platform, with solutions across sales, marketing, and service for a variety of industries and business.



One of the few providers of domestic applications that can support external digitization in Mainland China.



80+ PaaS cloud solutions covering a wide spectrum of the retail industry.

Common Characteristics of Our PaaS Ecological Platform and SaaS Standard Product



End to End Unified Enterprise Solutions



PaaS Cloud Service—Youxin Cloud

Highly Secured Multi-Tenant System

Industry Standard Components and Solutions

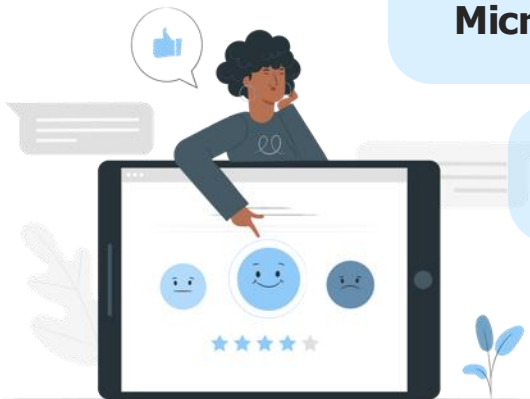
Micro Cloud Service Architecture

PaaS Sections

In-depth PaaS service User Experience

Benefits to Clients

- Cutting-edge cloud experience
- Drive revenue with efficiency and flexibility
- Seamless end-to-end service



End to End Unified Enterprise Solutions



SaaS Standard Product - Yunzhuidan



Yunzhuidan –
A business management tool designed
for consumer brands.



Features

- Acceleration of real-time online communication
- Satisfaction of the customized demands
- Adaption to organizational changes
- User friendly
- Affordable price
- Easily capture orders and data

Application Scenarios

Help customer easily track orders by "one-click"

Precise Insight

Using real time sales data and business intelligence.

Tracing to the origin

Information tracked by users is synched in real-time to level-by-level managers.

Every track leads to results

Adjust work plan in real time and reply quickly to the tracker.

Order tracking effectiveness

Each tracking action is managed in a closed loop by month.

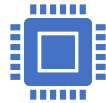
Best-in-Class Features and Functionality



Staying at the Forefront of Cloud Technology



Having the capability to maintain our technology leadership and upgrade our cloud solutions continuously



One of the few domestic SaaS products and PaaS platforms can support external digital applications in Mainland China



With a high degree of support for customization and using the client's own domain-specific language ("DSL")



Small amount of code in special scenario to reduce the difficulty of operational implementation of clients



Intellectual Properties*

- **2** registered patents and **8** pending patents
- **12** registered trademarks
- **50** copyrights
- **14** domain names in China and overseas

Abundant Retail Industry Experience



Our business founders and management team have the business experience and insight to provide comprehensive and efficient solutions to meet the needs of our clients.



Experience in big tech companies like **Tencent Holdings Ltd** and **DiDi Global Inc.**



Experience in fast-moving consumer goods companies like **P&G Guangzhou** and **Unilever China Co Ltd.**



Expertise in technology development and deep understanding of the retail business

Innovative solutions for greater customer value.



- Years of technical expertise and business experience gained in internet-related industries
- Solid technology background and in-depth understanding of industry verticals

Reduced Cost

Clients can enjoy the same features of high-quality standard SaaS product for a fraction of the price.



Retailers using our SaaS product and PaaS platform can save on the heavy investment of setting up and maintaining complex IT infrastructure and multiple SaaS products.

Our clients have the latest technologies with purpose-built capabilities for security, compliance and interoperability.

Strong Synergies with Our Partners



We are one of 38 member companies in the world selected for Tencent's Cloud Native Accelerator.



- Tencent is China's leading cloud-native enabler.
- Used 10 billion times daily by over 1 million developers and 500,000 customers.
- Tencent Cloud Native Accelerator will export Tencent's capabilities and technologies and collaborate with ecological partners to build a cloud native ecology.



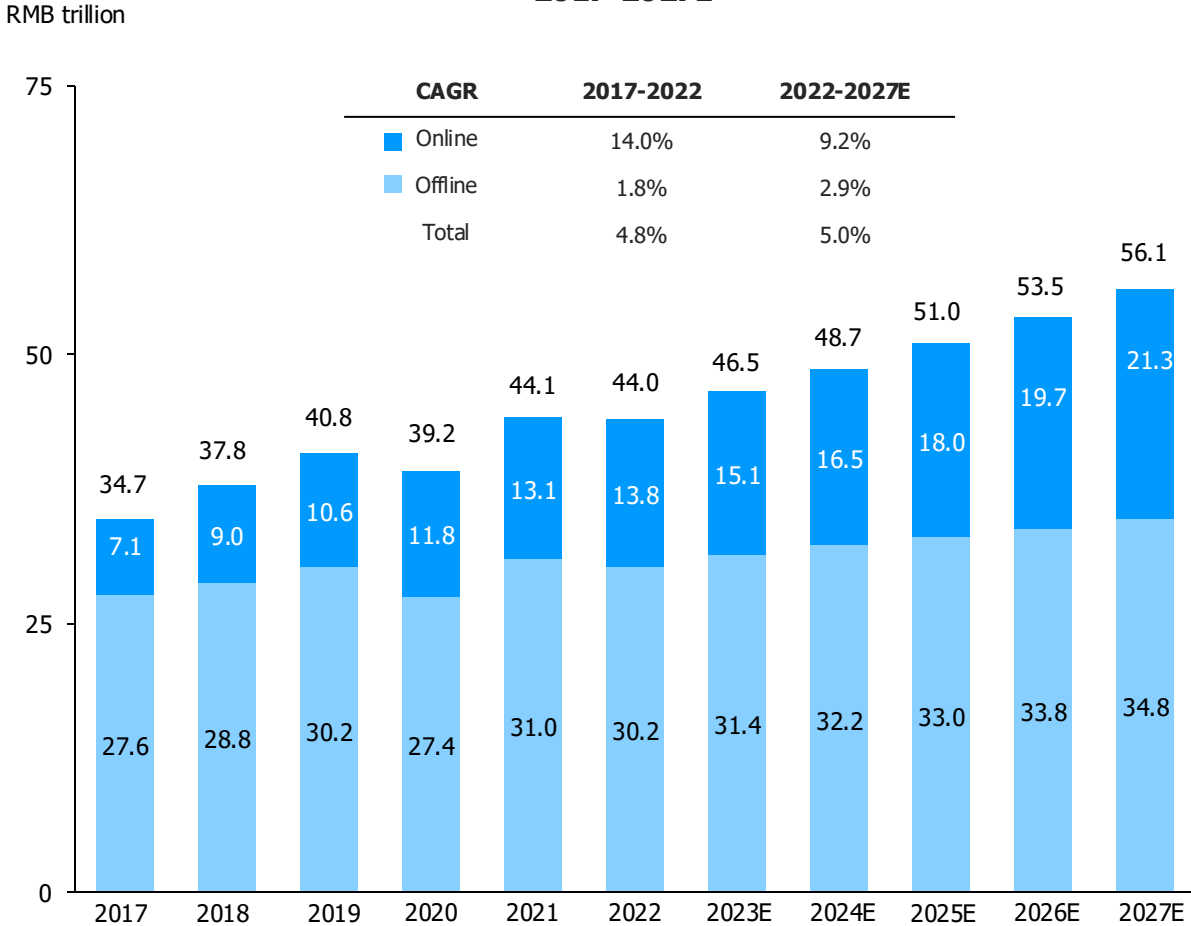
- To collaborate with Tencent on technology, business, community, and investment.
- In May 2022, we leveraged our relationship with Tencent to develop an online application to facilitate the resumption of work and production in Minhang District, Shanghai after COVID-19.



Industry Overview

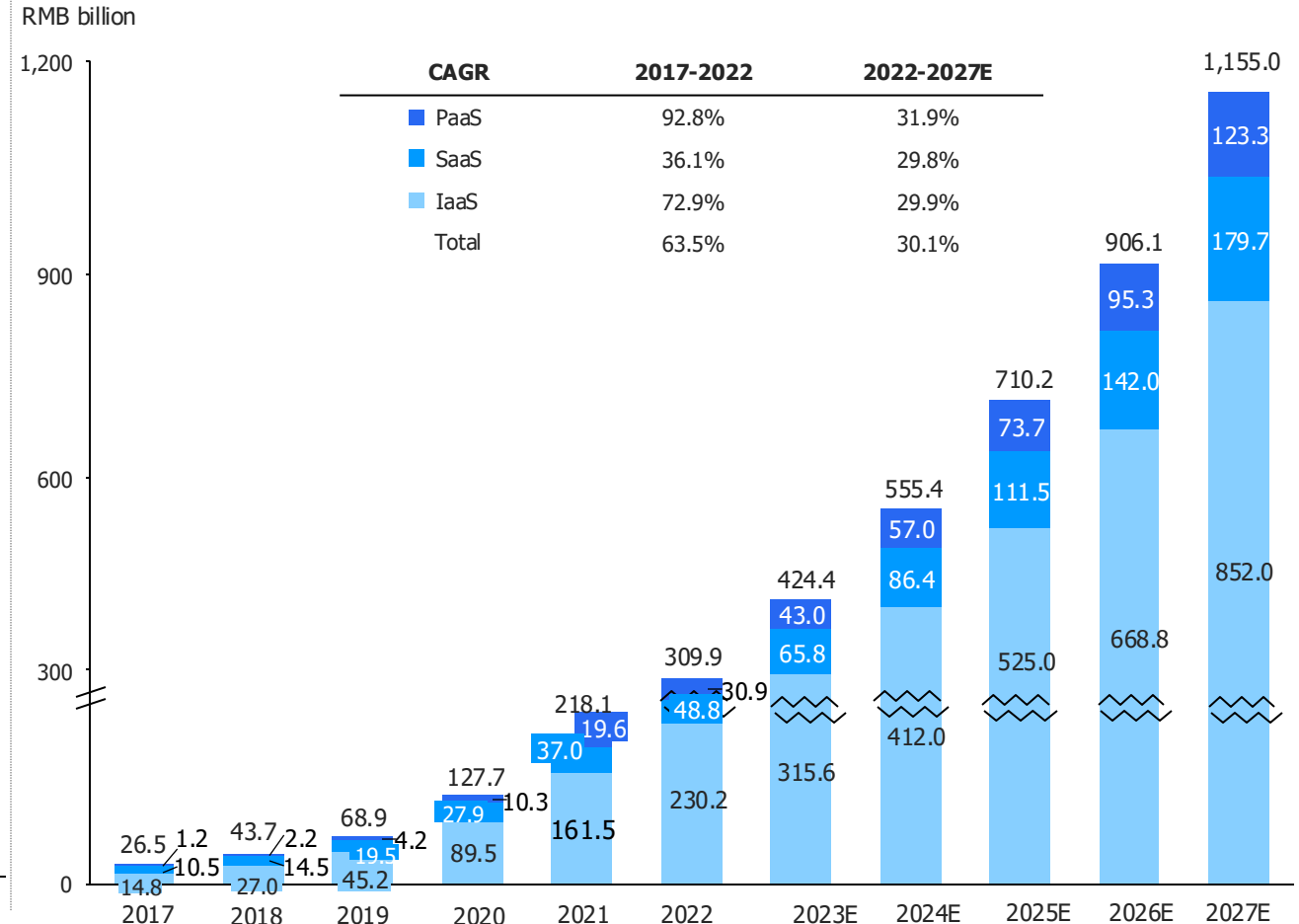


Total retail sales of consumer goods, China, by channel, 2017-2027E



Source: National Bureau of Statistics of China, China Insights Consultancy

Market size of public cloud services, in terms of revenue, by service type, China, 2017-2027E



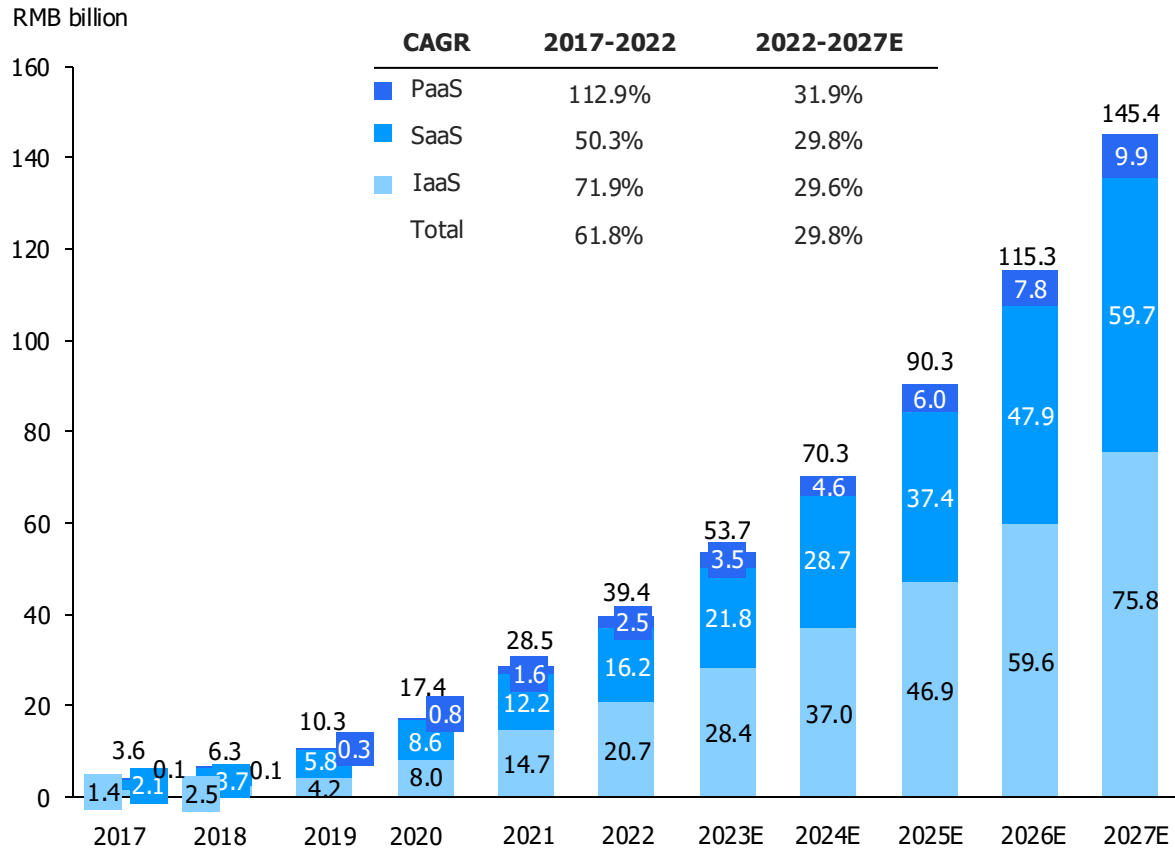
Source: China Academy of Information and Communication Technology, China Insights Consultancy



Industry Overview

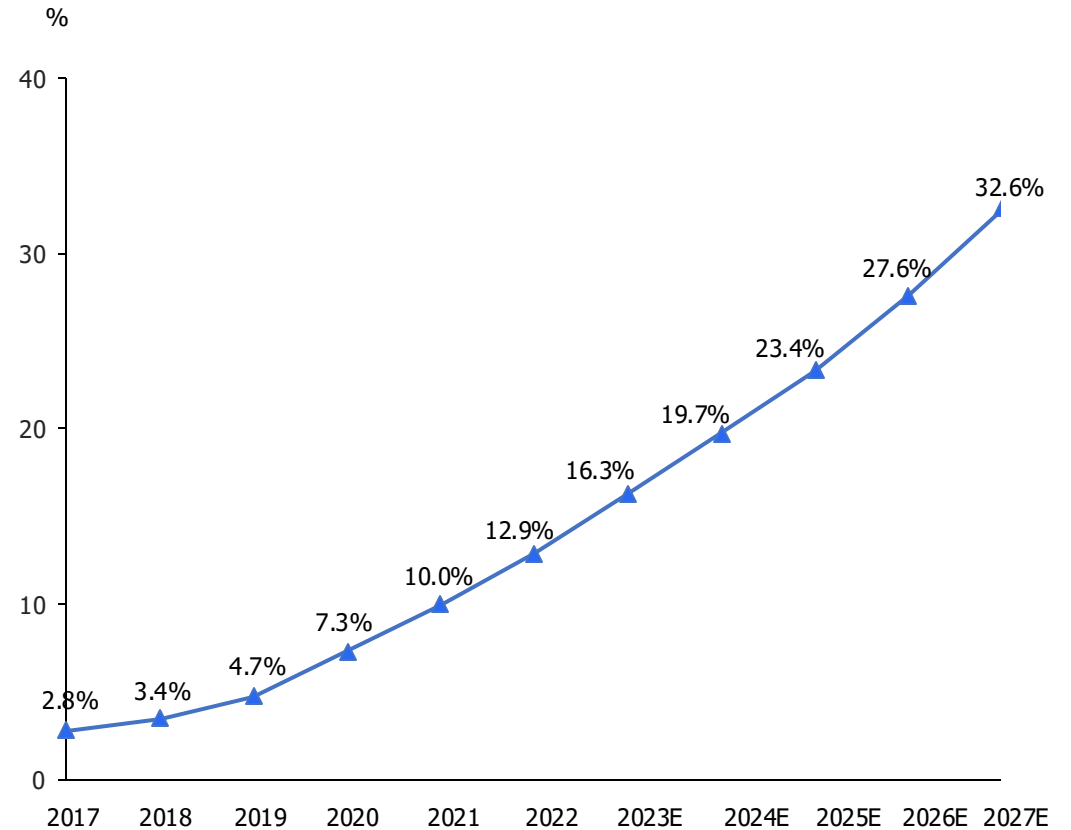


Market size of retail public cloud services, in terms of revenue, by service type, China, 2017-2027E



Source: China Insights Consultancy

Percentage of cloud service spending in the whole IT spending, China, 2017-2027E



Source: Ministry of Industry and Information Technology, China Insights Consultancy

Our Executive Officers and Directors



Shaozhang Lin

Chief Executive Officer and Director

- Mr. Lin has served as our Director since date of incorporation on October 21, 2022 and he has served as our Chief Executive Officer since April 2023.
- Mr. Lin founded our company in Guangzhou and has more than 15 years of experience in the technology R&D.
- Mr. Lin was the CTO and Vice president of Beijing Wuqiong Information Technology Co. Ltd. from July 2016 to February 2018.
- Mr. Lin was CTO of Guangzhou Fifteen Minutes E-Commerce Co. Ltd. from December 2015 to June 2016.
- Mr. Lin was the former technical leader of WeCom and Tencent Enterprise Mailbox.
- Mr. Lin obtained a B.S. degree from South China University of Technology and an M.S. degree from Sun Yat-sen University.



Xirui Guo

Chief Financial Officer

- Mr. Guo has served as our Chief Financial Officer since April 2023.
- Mr. Guo has also served as an Executive Director for Fern Win Group from July 2021 to February 2023.
- Mr. Guo served as the Deputy General Manager and CFO of Shenzhen Chuang Fei Ge (CFG) Environmental Ltd. from January 2021 to July 2021.
- Mr. Guo also served as Assistant President of Yong Cheng Ying Fu (YCYF) Asset Management Ltd from September 2018 to December 2020.
- Mr. Guo obtained a B.S. degree from Sichuan University with a Bachelor of Law and M.A. degree from Macquarie University.



Jinhou Sun

Chairman of Board of Directors and Director

- Mr. Sun is one of the co-founders of our company and has served as a Director and Chairman of our Board of Directors since April 2023.
- Mr. Sun joined our company with four years of experience in product managing in 2018.
- Mr. Sun has worked for Beijing Xiaoju Technology Co., Ltd., which was the company behind DiDi Chuxing for four years, where he participated in a series of important product developments, such as "DiDi Cab" and "DiDi Express".
- Mr. Sun attended from Beijing University of Posts and Telecommunications between 2011 and 2013.

Our Executive Officers and Directors



Qing Gao

Independent Director

- Ms. Gao currently serves as a Vice President and is responsible for the Financial Planning and Analysis of International Data Group.
- Ms. Gao served as the VP, Corporate Controller and Director of multiple regional and international companies.
- Ms. Gao also has served as Corporate Controller of Linden Research, Inc., also known as Second Life, since December 2021.
- Ms. Gao obtained a Bachelor's degree in Business in International Finance from Nankai University in 1973 and a Master of Science in Accounting & Finance from London School of Economics and Political Science.

Richard Wee Yong Seow

Independent Director

- Mr. Seow has served as the Head of High-Performance Computing and AI Sales of Lenovo (HKSE: 992) (ADR: LNVGY) since August 2022.
- Mr. Seow is also the CEO and Founder of Frontier Capital Advisory Pte Ltd since July 2009.
- Mr. Seow has served as the business development director of Atos Information Technology from September 2019 to June 2022.
- Mr. Seow obtained a Bachelor's degree in electrical engineering from the California State University – Fresno in 1998 and obtained an MBA from Oklahoma City University in 1997.

Edward C. Ye

Independent Director

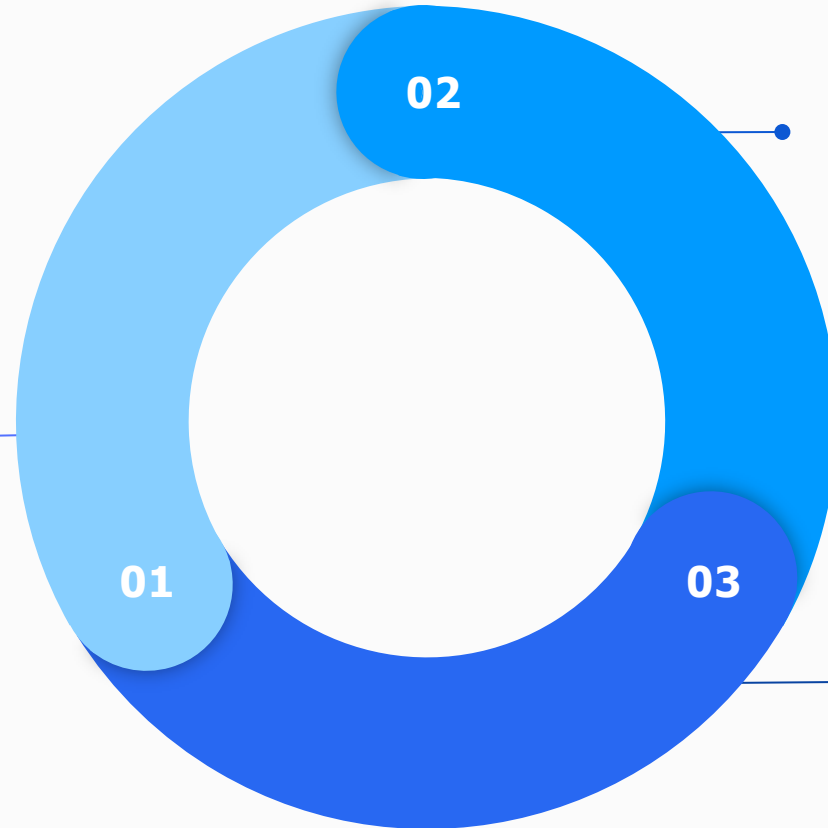
- Mr. Ye has served as Vice President of Finance of Wimi Hologram Cloud Inc. (Nasdaq: WIMI) since 2018.
- Mr. Ye was CFO of Bibi Global from 2013 to 2017.
- Mr. Ye served in the Alan C. Liu, CPA Accounting Office as Senior Manager from 2008 to 2013.
- Mr. Ye obtained a B.S. degree in Business Administration in 2005 from California State University Los Angeles with a major in Finance and a minor in Economics.

Growth Strategy



Optimizing PaaS platform and SaaS Service

Creating customized platforms for our clients to create products that are approximately 90% standardized to meet the needs to mid-tier brands in China while also allowing for additional customization to meet the unique demands of any client.



Continue to Invest in Infrastructure & Technology

Continuing investing in our infrastructure to provide higher-quality cloud services and improve operational efficiency.



Enhance Our Strategic Partner Ecosystem

Forming additional strategic partner relationships with our suppliers, and to accelerate efficient growth via our partners.

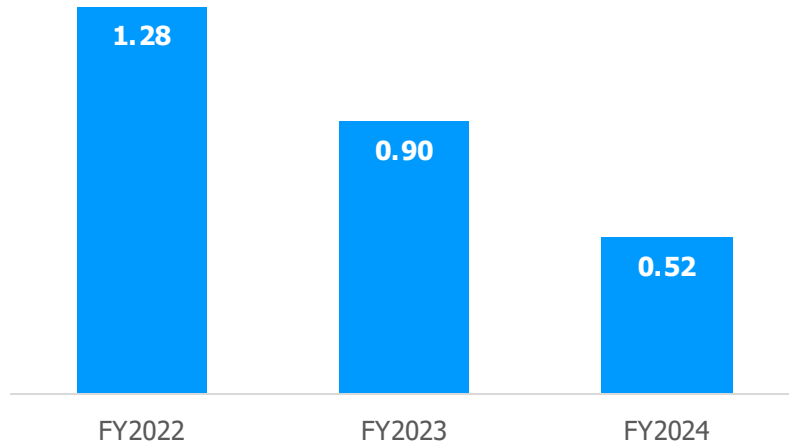


Financial Highlights



Revenue

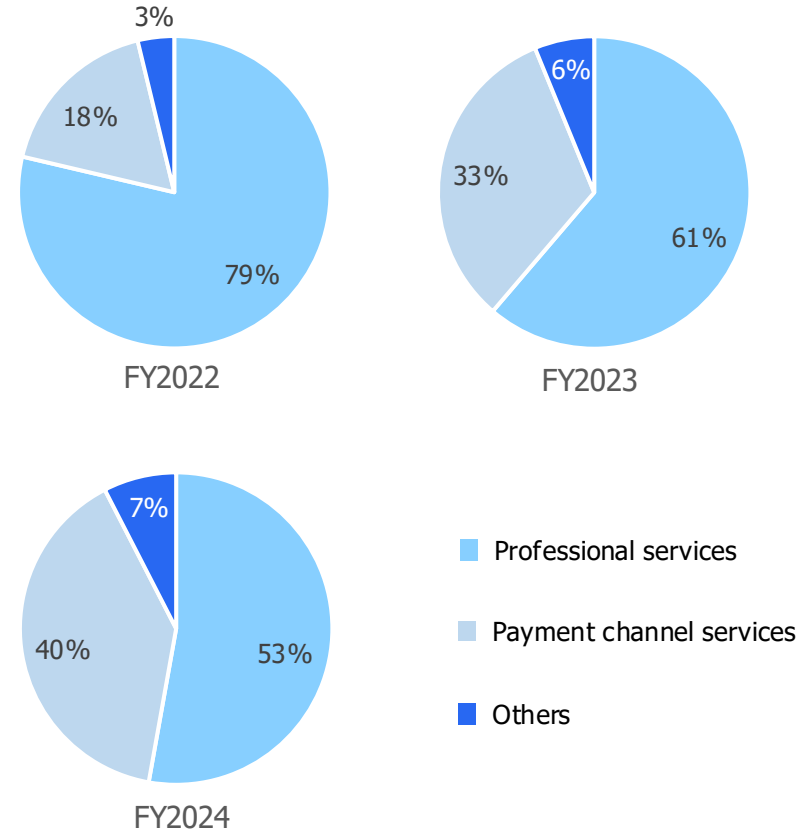
US\$ million



Commentary

- The decrease in revenue was mainly because we gradually reduced operating the customized CRM system development services.
- As of September 30, 2024, we focused on implementing the third-generation PaaS platform into trial for potential customers and distributors.

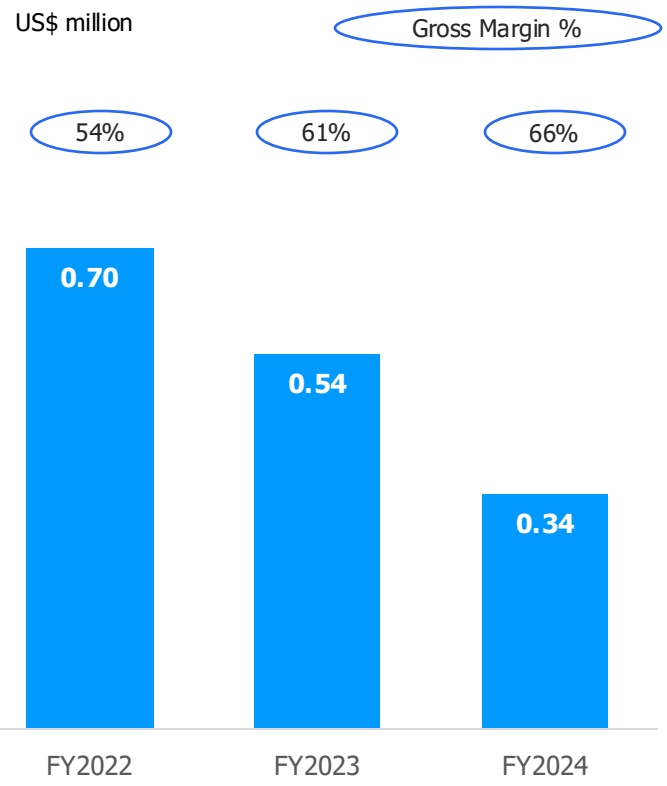
Revenue Breakdown



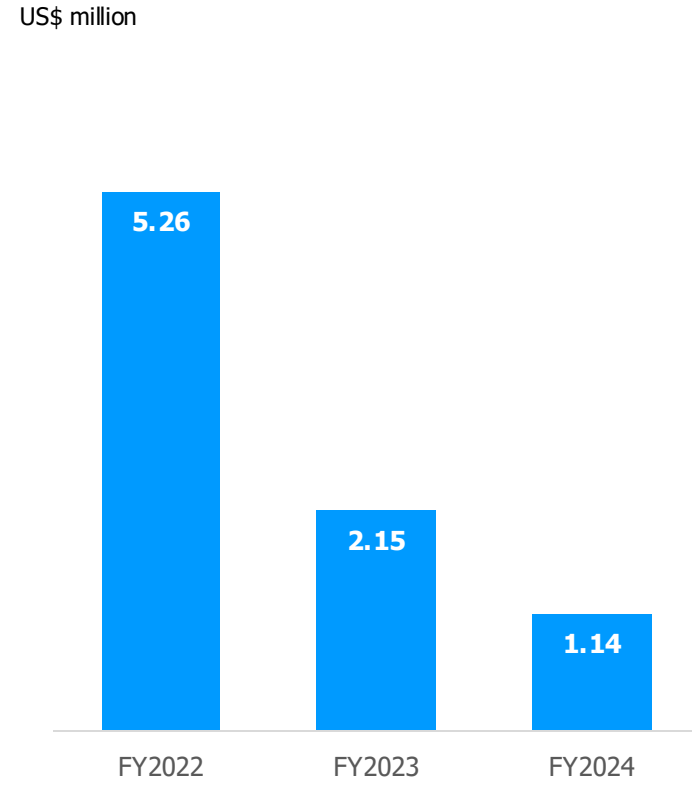
Financial Highlights



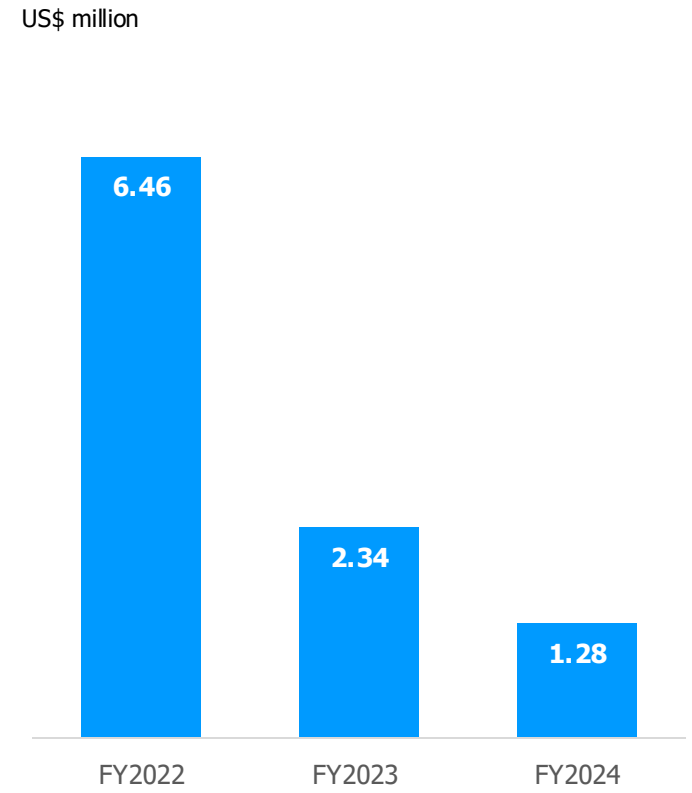
Gross Profit



R&D Expenses



Net Loss



Note: Fiscal Year Ended September 30.



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