

NASDAQ: IZM

ICZOOM Group Inc.

November 2023

November, 2023

Forward-Looking Statements

This presentation includes statements that are forward-looking statements. These forward-looking statements involve known and unknown risks and uncertainties and are based on the Company's current expectations and projections about future events that the Company believes may affect its financial condition, results of operations, business strategy and financial needs. Investors can identify these forward-looking statements by words or phrases such as "anticipate," "estimate," "plan," "project," "continuing," "ongoing," "expect," "we believe," "we intend," "may," "should," "will," "could" and similar expressions.

The Company undertakes no obligation to update or revise publicly any forward-looking statements to reflect subsequent occurring events or circumstances, or changes in its expectations, except as may be required by law. Although the Company believes that the expectations expressed in these forward-looking statements are reasonable, it cannot assure you that such expectations will turn out to be correct, and the Company cautions investors that actual results may differ materially from the anticipated results and encourages investors to review other factors that may affect its future results in the Company's registration statement and other filings with the U.S. Securities and Exchange Commission.

Based on the unique electronic component part number and open market anonymous trading business model, **ICZOOM** has created a B2B electronic component open market trading platform, focusing on serving China small and medium-sized enterprises (“SMEs”) market with revenue of approximately \$214 million in fiscal year of 2023.

China Remains the Largest Market for Electronic Components

Amount of the imported integrated circuit in China, 2018-2022



The **market size** of electronic components is vast in China

1. Global semiconductor industry sales totaled **\$574.1 billion** in 2022, the highest-ever annual total and an **increase of 3.3%** compared to the 2021 total of \$555.9 billion. ①
2. The amount of the imported IC was **\$415.6 billion** in China in 2022.②
3. In 2013, China had about **3 million** electronic enterprises, out of which about **3,000** were large companies with revenue over CNY400 million (approximately \$61.9 million). The rest 99% were small, medium and micro size companies.③
4. As of January 2023, there were **51,000** small and micro enterprises, and **27,500** self-employed traders in **Shenzhen Huaqiang North** electronic component market.④

Source:

① The Semiconductor Industry Association (SIA)

<https://www.semiconductors.org/global-semiconductor-sales-increase-3-2-in-2022-despite-second-half-slowdown/>

② General Administration of Customs of the People's Republic of China

<http://www.customs.gov.cn/customs/302249/zfxxgk/2799825/302274/302275/4794311/index.html>

③ Page 67 - Prospectus of Cogobuy Group

https://www1.hkexnews.hk/listedco/listconews/sehk/2014/0708/lt20140708008_c.pdf

④ Futian District Huaqiang North Street Office

http://www.szft.gov.cn/bmxx/hqb/gzdt/content/post_10368035.html

Highly Experienced Management Team, Executing Long-Term Strategy



Lei Xia – Co-Founder & CEO

- Former president of SinoHub
- Former first manager of Arrow Electronics Shanghai
- Pioneered an innovative business model
- Captured an outstanding market position in our industry



- 9 management team members supporting co-founders



Duanrong Liu – Co-Founder & COO

- Former manager of Dragon (Hong Kong) Electronics
- Executive MBA from Tsinghua University



- 16+ years average experience in electronics, e-commerce, and big data analytics for each member



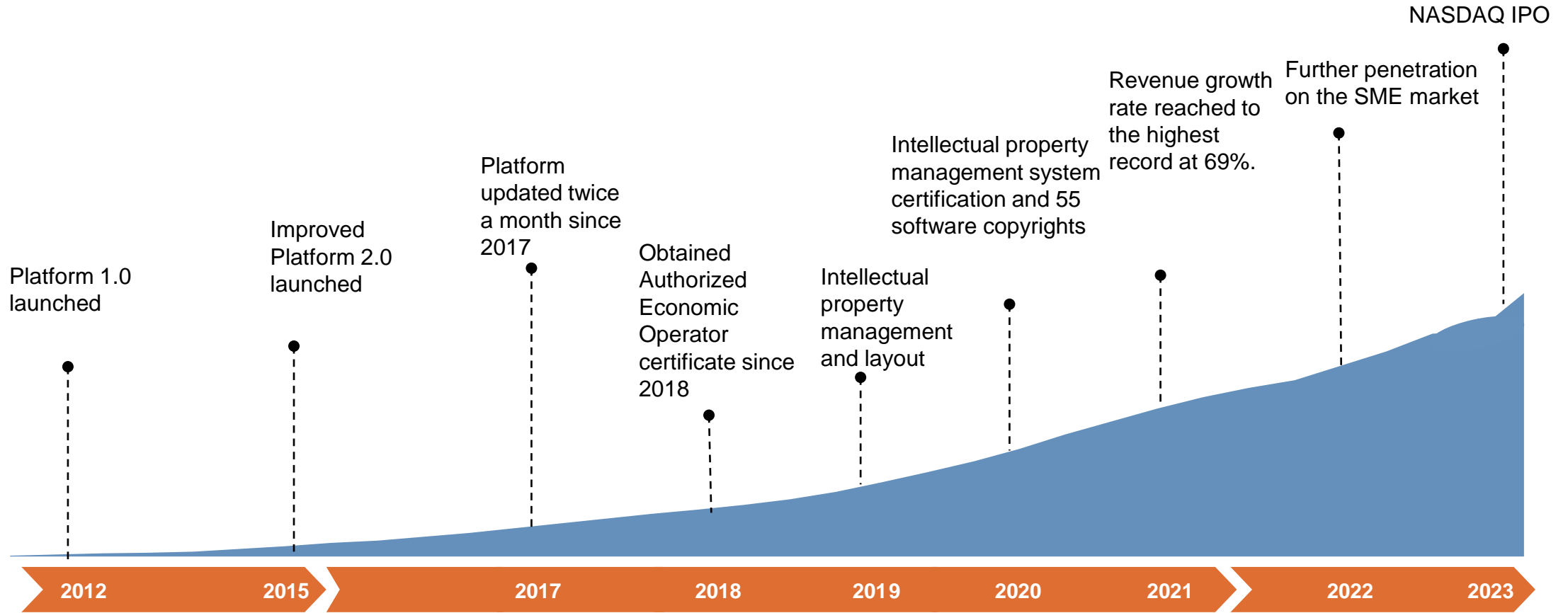
Qiang He – CFO

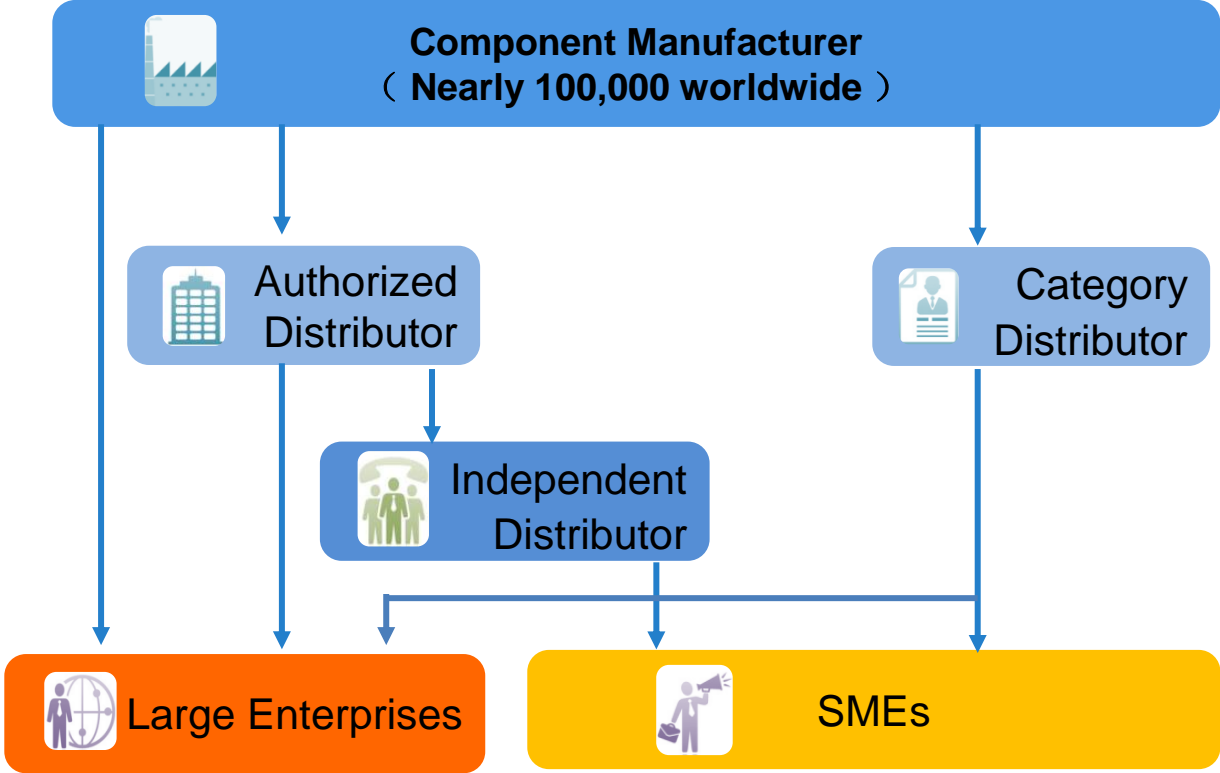
- Former auditor of PricewaterhouseCoopers Zhongtian LLP
- CPA of China and CPA of North Dakota, US



- Strong management fosters the development of an ecosystem serving China's electronics industry

Platform Development and Innovation Leadership





Our Advantage Over Other Platforms

Platform Type	Income	Inventory Pressure	Cost of Technical Support Team	Product Quality	Relationship with Registered Users	Price Transparency
ICZOOM	Low mark up	None	Low	Guaranteed	Serving	Yes
Authorized Distributor	Surcharge	High	High	Guaranteed	Competing	No
Category Distributor	Surcharge	High	High	Guaranteed	Competing	No
Independent Distributor	Surcharge	High	High	Guaranteed	Competing	No



Anonymous Trading System

- Unique part number as trading mark to facilitate trade without revealing buyer and seller information
- Filters false product information
- Real-time product and price searching



Technology-driven platform

- Proprietary SaaS-based platform to fully digitize the transaction
- Five main models including inventory, procurement, CRM, bill of material and logistics management



Customer-Oriented

- Focus on SMEs electronic component market segment
- On & Offline integrated service for customer needs
- Authorized Economic Operator (AEO) certificate holder

Our growing customers and suppliers

Customers



Suppliers



- Small and medium-sized enterprises in the PRC
- Short inventory turnover period of 1.05 days and 1.83 days as of June 30, 2023 and 2022

FY2022

610

Revenue Per Customer:

\$276,286

FY2023

549

Revenue Per Customer:

\$263,721

- Distributors from Overseas
- Manufacturers in China

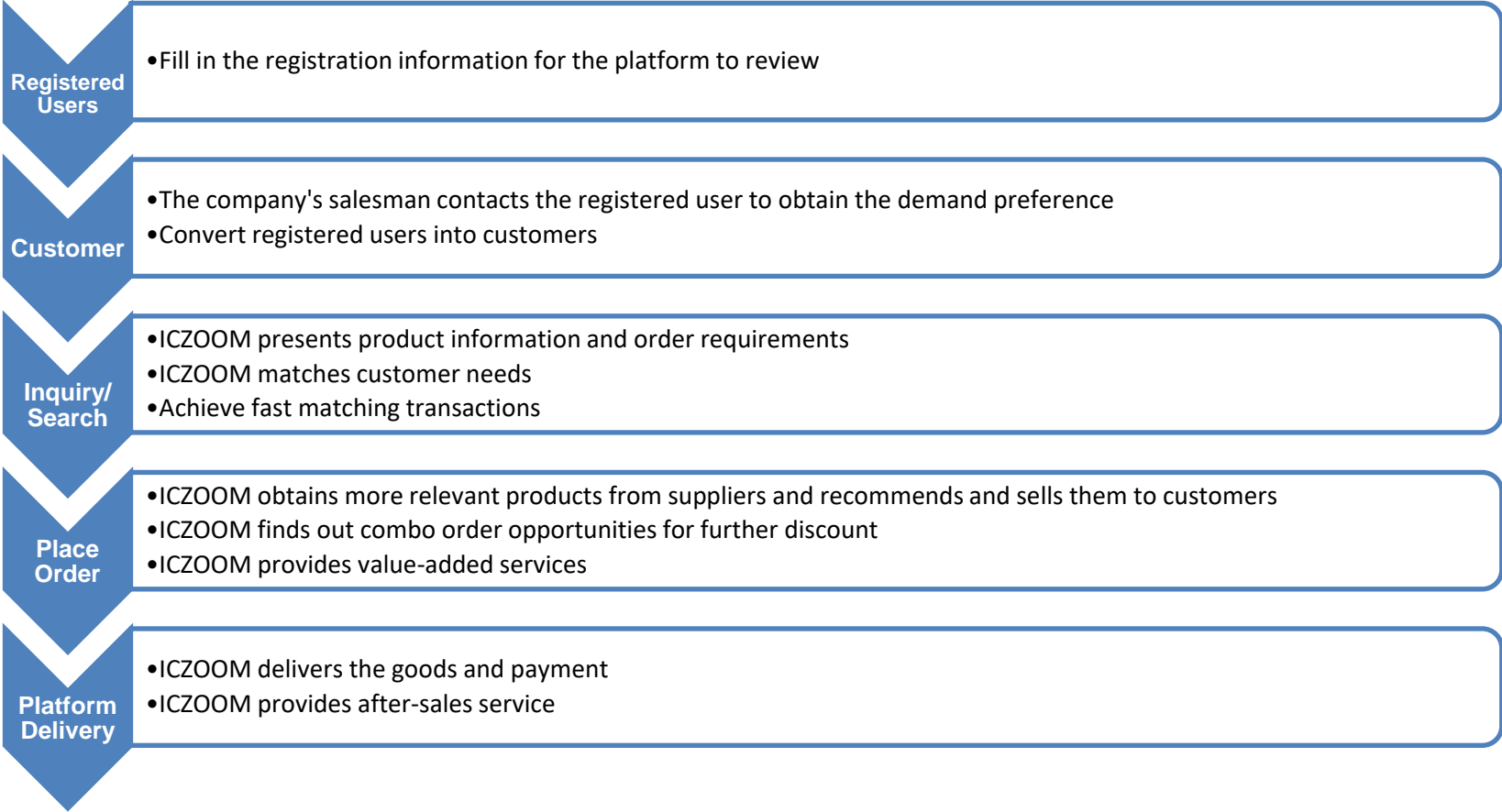
FY2023

1,012

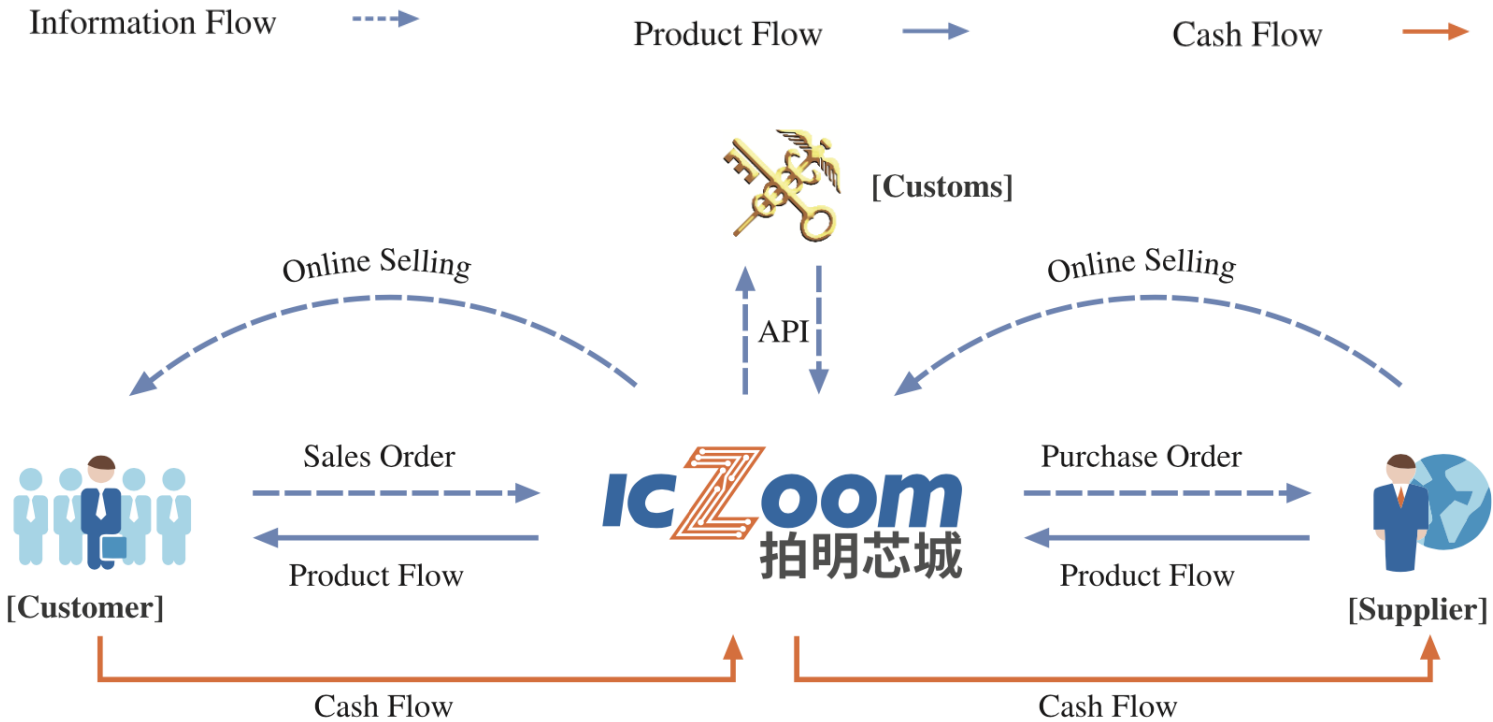
25+ million available SKU

Fiscal Year ends June 30

Our Business Processes



Our Business Model

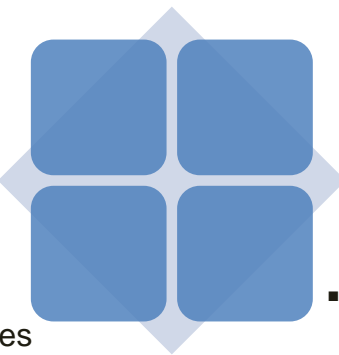


Industry Overview | **Company Overview** | **Growth Strategies** | **Financials** | **Summary**

1		2		3	
Enterprise Level Hierarchical Customer Management		Customized Service		One-stop Customs Clearance	
4		5		6	
Temporary Warehousing		Logistic Service		Supply Chain Coordination	
7		And more...			
Customs Qualification					

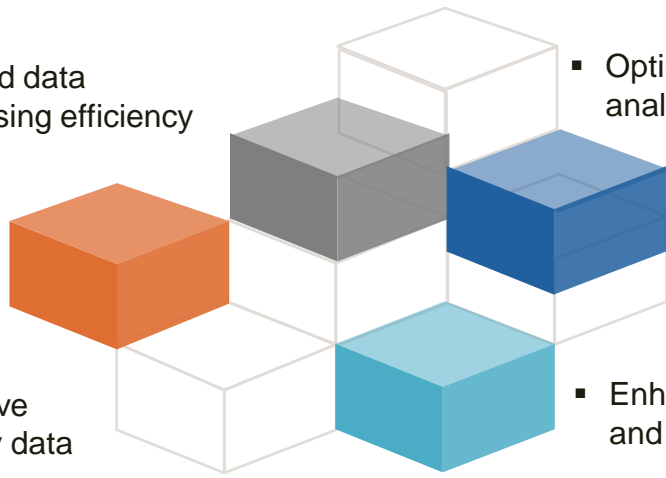
1. Increase number of registered users to generate more customers and revenue

- Strengthen our cooperation with large suppliers
- Increase number of customers and revenue
- Grow storage and customs clearing services
- Offer sell credit to more customers

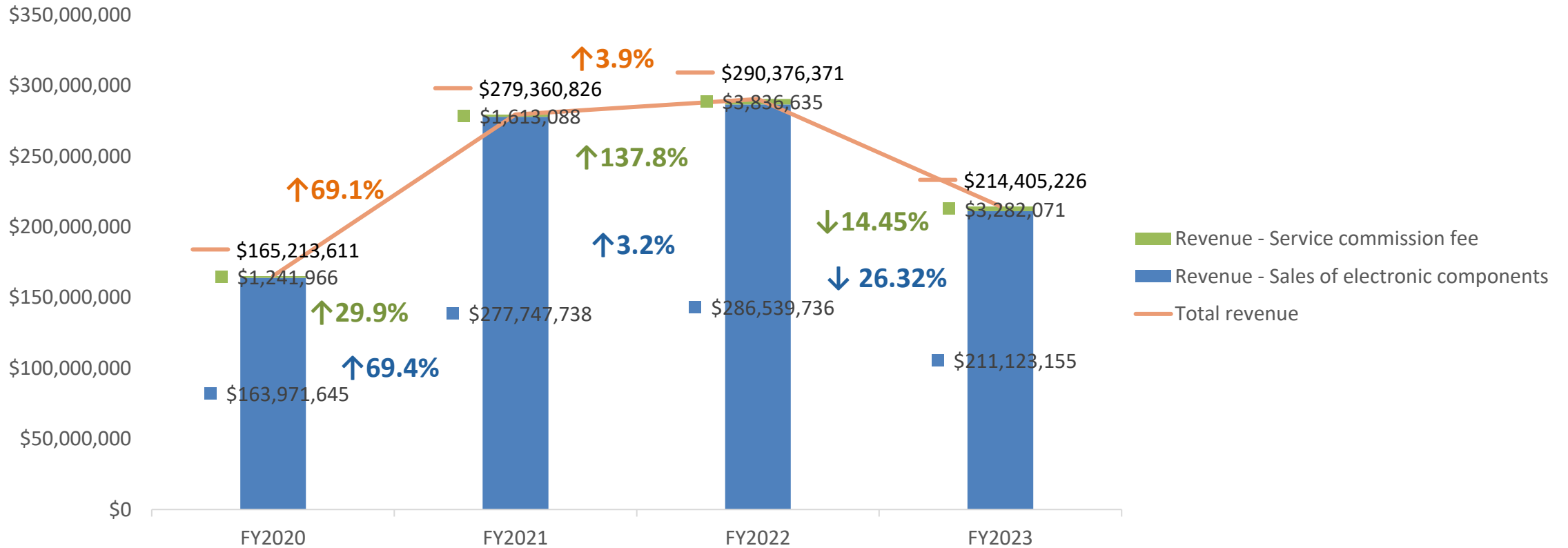


2. Continue to invest in SaaS software system to support growth

- Boosted data processing efficiency
- Optimized data analytics algorithms
- Extensive industry data
- Enhanced data storage and integration

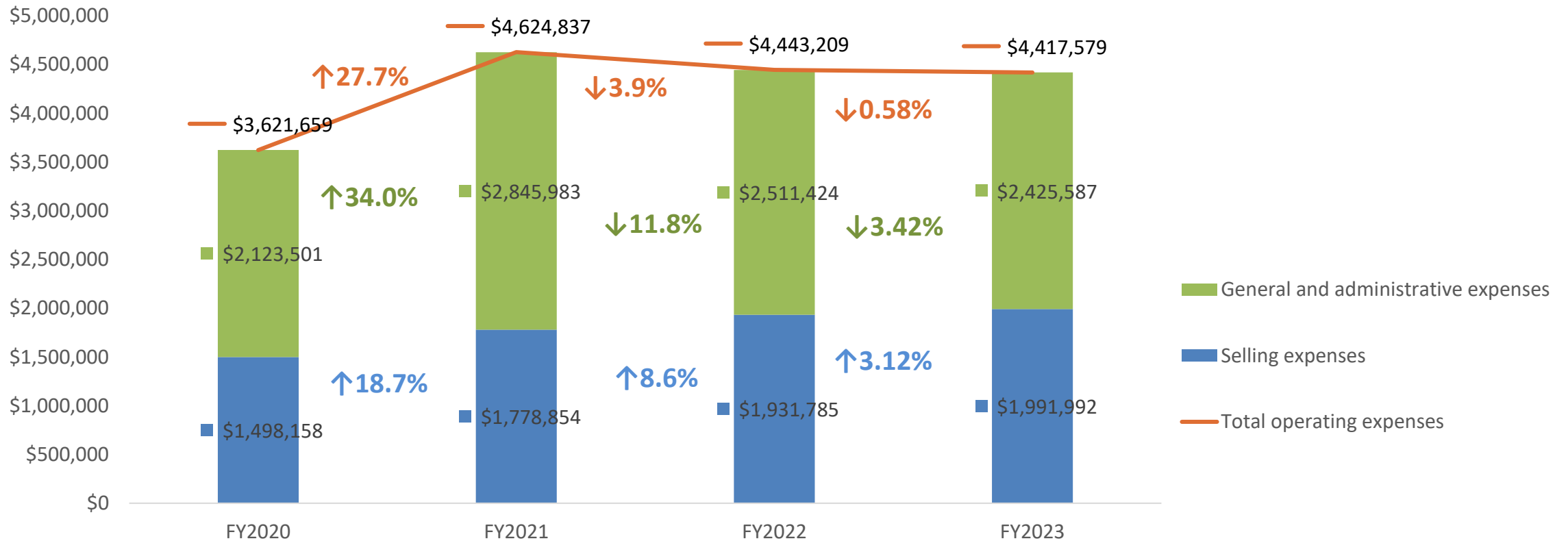


Driving Revenue Growth

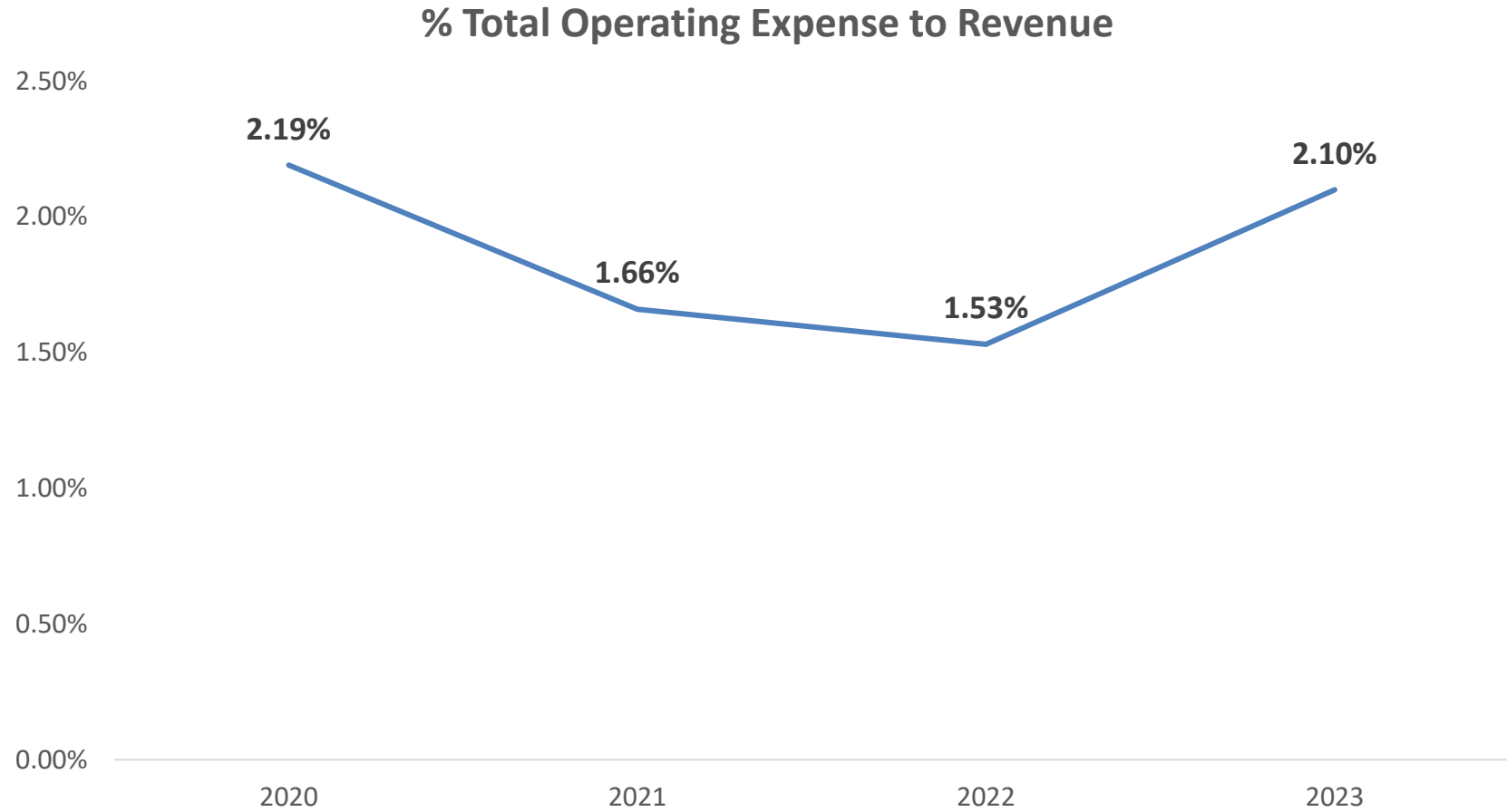


Fiscal Year ends June 30

Holding Operating Expenses

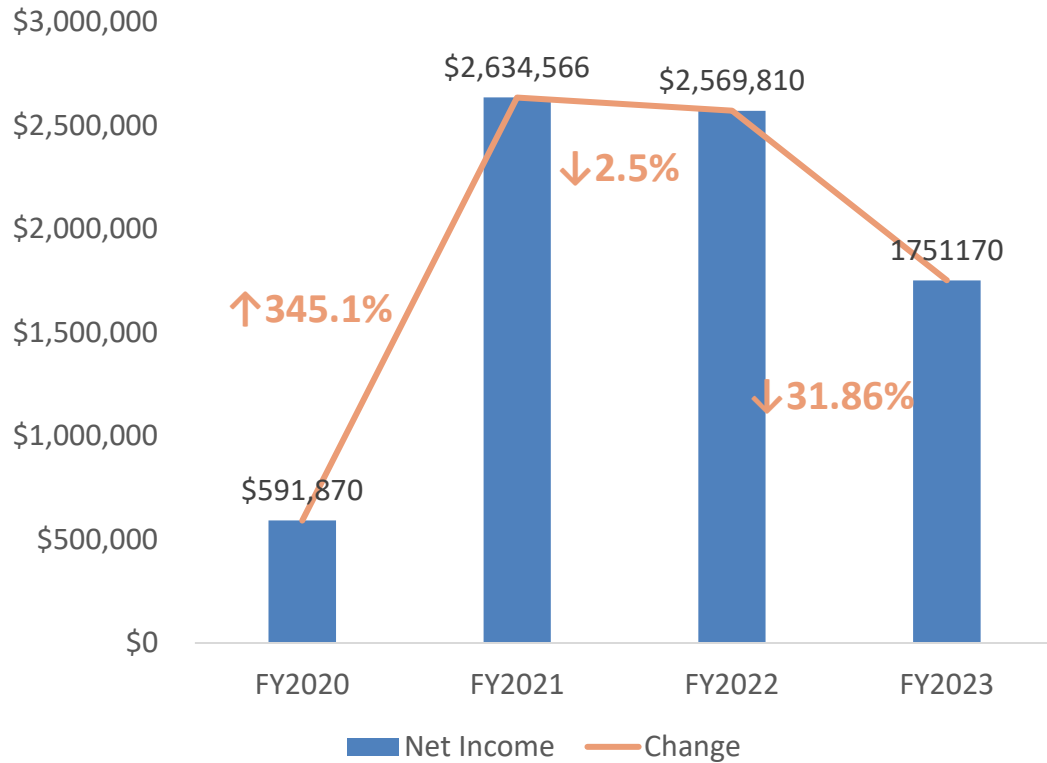


Fiscal Year ends June 30

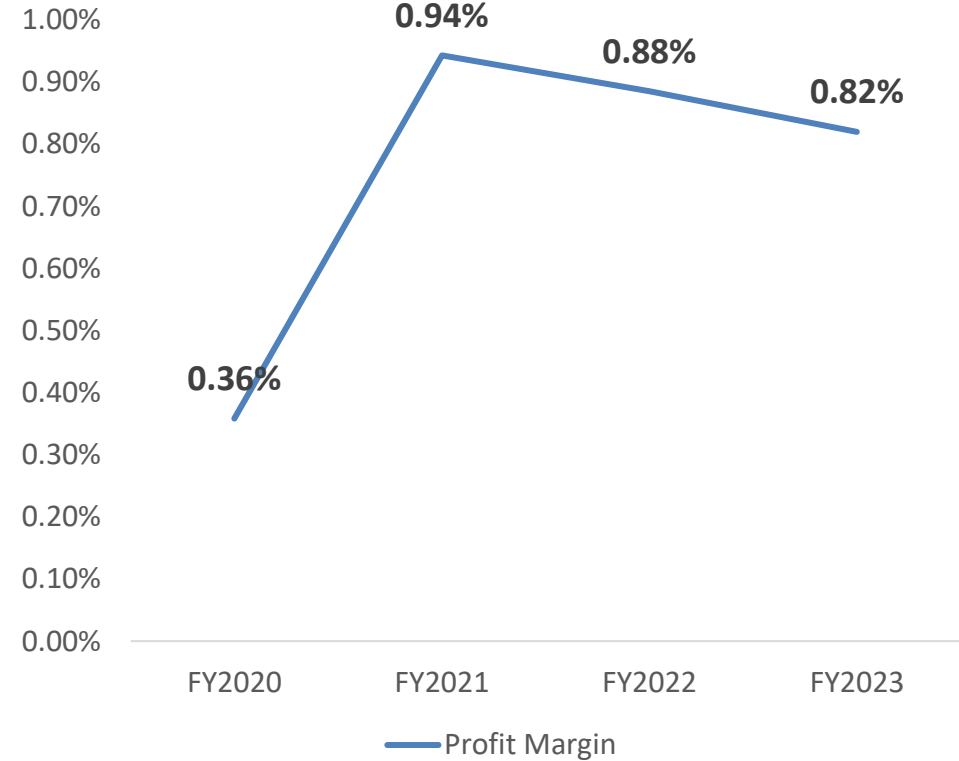


Fiscal Year ends June 30

Net Income



Profit Margin



Fiscal Year ends June 30

Investment Highlights

- Experienced Management Team with Long-term Strategy
- Focused on China's Large & Growing Electronic Component Market
- Exclusive Growing B2B e-Commerce Platform
- Highly Growth, Asset-Light, Scalable e-Commerce Model
- Serving Small and Medium-Sized Enterprises (“SMEs”)
- Anonymous Trading, SaaS Scalable System, Value-added Services
- Positive profitability for many consecutive years

Thank You!



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