# Investor Presentation

OCTOBER 2023

# Safe Harbor / Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of the U.S. federal securities laws, including, but not limited to, statements regarding the business combination transaction (the "Business Combination") among NetDragon Websoft Holdings, Promethean and Gravitas Education Holding, Inc. ("GEHI"), including the prospective date of completion thereof, the proposed business and business model of the combined company, Mynd.ai (the "Company"), after giving effect to the Business Combination, the markets and industry in which the Company intends to operate, anticipated industry growth rates, the expected market position and product offerings of the Company, the prospective valuation of the Company and the results of the integration of the Company's businesses after the consummation of the Business Combination. These statements are made under the "safe harbor" provisions of the U.S. Private Securities Litigation Reform Act of 1995. These forward-looking statements can be identified by terminology such as "will," "would," "expects," "anticipates," "future," "intends," "plans," "believes," "estimates," "may," "should" and similar statements. Statements that are not historical facts, including statements about the Company's beliefs and expectations, are forward-looking statements. Forward-looking statements are based on management's belief or interpretation of information currently available or management's current expectations with respect to future events and are based on assumptions that are subject to change at any time. Forward-looking statements involve inherent risks and uncertainties and given these risks and uncertainties, you should not rely on or place undue reliance on these forward-looking statements.

A number of factors could cause actual results to differ materially from those contained in any forward-looking statement, including but not limited to the following: any delay in the consummation of the Business Combination; the Company's brand recognition and market reputation; student enrollment in the Company's teaching facilities; the Company's growth strategies and ability to build long-term relationships with schools and other key market participants; the Company's future business development, results of operations and financial condition; trends and competition in the early childhood education markets in which the Company intends to operate; changes in its revenues and certain cost or expense items; the expected growth of the early childhood education market in the Company's targeted addressable markets; governmental policies relating to the Company's industry, including government funding of education opportunities, and general economic conditions in the markets in which the Company intends to operate. Further information regarding these and other risks is included in GEHI's filings with the U.S. Securities and Exchange Commission ("SEC") and is expected to be included in the Company's filings with the SEC after giving effect to the Business Combination. All information provided in this presentation is as of the date of this presentation, and the Company undertakes no obligation to update any forward-looking statement, except as required under applicable law.

### **Pro Forma Information**

This presentation contains unaudited pro forma condensed combined statement of operations data for the Company for the year ended December 31, 2022 and unaudited pro forma condensed combined balance sheet data for the Company as of December 31, 2022 (the "Pro Forma Information"), which presents the combined financial information of the Company after giving pro forma effect to the Business Combination and related transactions (the "Transactions") as if the Business Combination had occurred on January 1, 2022 for the pro forma statement of operations data and December 31, 2022 for the balance sheet data, respectively.

The Pro Forma Information has been presented for illustrative purposes only and does not necessarily reflect what the Company's financial condition or results of operations would have been had the Transactions occurred on the dates indicated. Further, the Pro Forma Information also may not be useful in predicting the actual future financial condition and results of operations of the Company, which may differ significantly from the Pro Forma Information due to a variety of factors, including higher revenues in the 2022 fiscal year due to continued release of COVID funding which may not be available in later periods. The unaudited pro forma transaction accounting adjustments used to prepare the Pro Forma Information represent management's estimates based on information available as of the date of the Pro Forma Information and are subject to change as additional information becomes available and analyses are performed. For more information on the Pro Forma Information included in this presentation, including its basis of preparation and certain related notes, adjustments and assumptions, see the proxy statement filed with the SEC on July 31, 2023 by GEHI in connection with the Transactions.

### No representations or warranties

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## **Table of Contents**



## What is mynd.ai?

### mynd.ai = the platform, not the provider

Our goal is to become the unified platform for digital content in K-12 classrooms, empowering teachers with seamless connectivity so they can focus on what they do best: inspiring young minds.

#### How?

- Agnostic hardware that integrates across technology providers to give teachers quick and simple access to the technology they find most important
- Explain Everything platform helps teachers everywhere create engaging, customizable lessons with interactive presentations, video tutorials and assignments
- Everything you need in one place with Explain Everything at the center of lesson creation and delivery, providing integrated solutions to help teachers augment their lessons in real time
- Addition of AI tools to reduce the time spent by teachers finding content, creating lessons, and conducting assessments
- The classroom is here to stay, but from now on, there will always be tech at the front of the room. mynd.ai aims to be the tech platform of choice.



## The Genesis of mynd.ai

Promethean, the global provider of large-scale interactive displays for classroom and workplace use, is being spun off into an independent entity by its owner, Hong Kong-listed NetDragon (HKG:0777).

Promethean will merge with the Singapore-based business of Gravitas Education Holdings, Inc., a leading early childhood education service provider in China listed on the NYSE under the symbol "GEHI."

The new combined company will be renamed **mynd.ai** and publicly traded in the United States with a new ticker symbol, "MYND."



## **Investment Highlights**



Robust cash reserves of ~\$80M



Strong opportunity for top-line growth in market with stable funding from local, state, and federal sources used to advance quality of education



Growing and evolving SaaS business



Leading position with installed hardware base and extensive data to enhance penetration

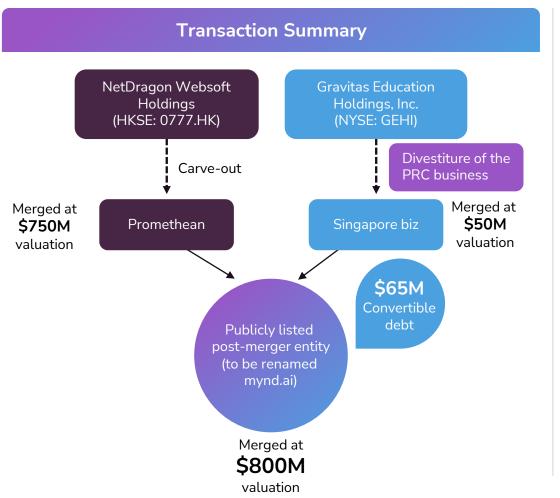


North America revenue (70%) positions for high attach of SaaS business, with additional international growth potential



Anticipated vigorous M&A pipeline & accelerated organic growth through new product offerings

## Well-Positioned to Unlock Value



# At Completion (Q4 expected) NetDragon Websoft Holdings (HKSE: 0777.HK) 72.9% shareholding\* Publicly listed post-merger entity mynd.ai

### **Transaction Overview**

NetDragon will merge its core overseas education business ("NetDragon Education Business") with Gravitas Education Holdings (NYSE: GEHI) at a valuation of \$750 million for the NetDragon Education Business and \$800 million for the merged entity.

The merged entity will be renamed mynd.ai at closing of the transaction to reflect the new brand and direction of the company to pursue the transformation of education with AI.

Expected closing of the transaction is Q4 2023.

<sup>\*</sup> Percentage assumes existing shareholder pool does not elect cash alternative upon NetDragon distribution of the dividend in specie

# mynd.ai At-a-Glance



Market share leader with ~30% of current market



Employees:
Promethean - ~650
GEHI Singapore - ~750



Seattle-based



Operating in 100+ countries



Existing install base of over 1 million classrooms worldwide



Over 4,000 resellers/channel partners in our worldwide network

# **Executive Leadership Team**



**Vin Riera**Chief Executive Officer



**Arthur Giterman**Chief Financial Officer



Matt Cole
Chief Revenue Officer



Paul Heffernan
Executive Vice President, Operations



Allyson Krause
Chief General Counsel



**Lance Solomon**Chief Product Officer



Ronan O'Loan
Chief People Officer

For bios, Click here

## Pro Forma Financials: Income and Expenses

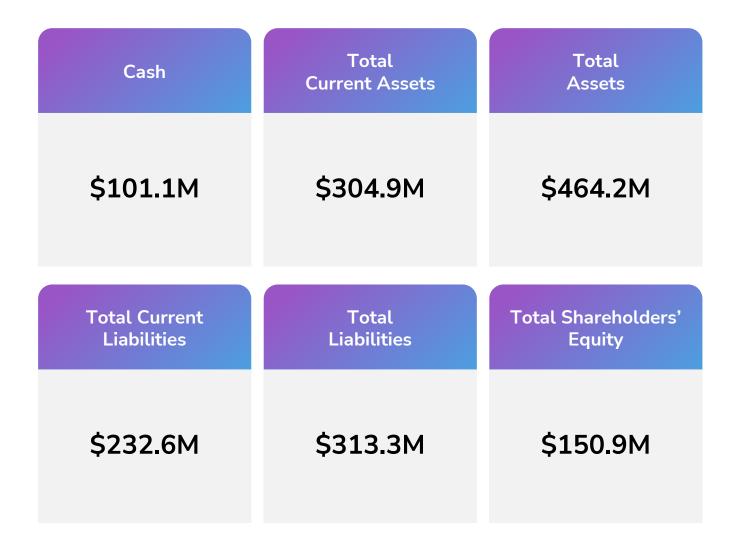
Based on pro forma income statements for the combined components of mynd.ai for the 12 months ending December 31, 2022\*:

Annual Revenue	Gross Profit	Gross Margin	SG&A Expenses	R&D Expense
\$615.4M	\$145.4M	23.6% of revenue	\$128.2M	\$41.5M

<sup>\*</sup>The Pro Forma Information presented above may not be useful in predicting the actual future financial condition and results of operations of the Company, which may differ significantly from the Pro Forma Information due to a variety of factors, including elevated revenues in the 2022 fiscal year due to continued release of COVID funding to state and local education authorities which may not be available in later periods. For more information, see "Pro Forma Information" on page 3.

# **Pro Forma Balance Sheet**

Based on pro forma balance sheet for mynd.ai as of December 31, 2022\*:



<sup>\*</sup>Pro Forma financial information is presented for illustrative purposes only and may not be useful for predicting the future financial condition and results of operation of mynd.ai. The actual financial position and results of operations of mynd.ai may differ significantly from the indicated pro forma amounts due to a variety of factors. For more information, see "Pro Forma Information" on page 3.

# The Competitive Landscape

- Major players in the current hardware space
- Industry growth rates (hardware/software/service)
- Competitors in the software space
- Broader classroom competitors
- Potential entrants/threats



# **Our Competitive Advantage**

Promethean is the global #1 market leader in K-12 classroom interactive display\*

Deep understanding of global market intricacies

Seamless integration of software & hardware for K-12 education

Displays designed by teachers, for teachers

IT admins trust the product

Stable market with room for tremendous growth

Over 4,000 resellers/channel partners in our worldwide network

<sup>\*#1</sup> market share by K-12 classroom interactive display sales volume for global (excl. China) market, according to Futuresource Consulting <Quarter 4 2022 World Interactive Displays> report, Mar 2023

## **Long Growth Runway**

Current penetration of 1 million classrooms:

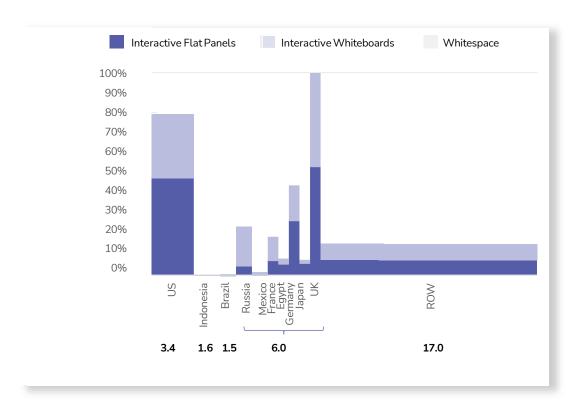
- Solid relationships with teachers and IT professionals
- Entrenched relationships
- Ability to become the pipeline for software

Significant market opportunity with remaining 42 million classrooms globally

<sup>42</sup>M **Total Global Classrooms** ~30M classrooms Addressable Market\* 1M \*Total addressable market does not include China and India.

# Global Market Leader\* in a US\$47B+ immediate addressable market

Global K-12 Classroom Penetration of Interactive Displays



# of classrooms (excl. China and India)



~ 76% un-penetrated



~\$2,000 ASP\*\*

of Interactive Classroom Displays per Classroom



Immediate Addressable Market of

~\$47B

<sup>~30</sup>M global

<sup>\*</sup> Market share and penetration numbers based on Futuresource Consulting < Quarter 4 2022 World Interactive Displays> report, Mar 2023

<sup>\*\*</sup> ASP is for illustrative purpose only (Our ASP for the newest model ActivPanel 9 in 2022 was US\$ 2,229)

## **Strong Ed-Tech Fundamentals**

#### **EXPANSIVE MARKET**

The global K-12 education market is vast, providing significant revenue potential for technology providers.

#### **MARKET STABILITY**

K-12 market is not subject to customer / market consolidation providing environment for long-term development.

## mynd.ai

#### LONG-TERM RELATIONSHIPS

Building relationships with schools (teachers, administrators and IT) can lead to long-term contracts and strong partnerships.

### **CONSISTENT LEVELS OF FUNDING**

Local, state, and federal funds that are used to advance quality of education provide greater revenue stability.

#### **CONTINUOUS DEMAND**

Schools constantly seek innovative solutions to enhance learning outcomes, creating a consistent demand for educational technology.

#### **INNOVATION OPPORTUNITIES:**

The education sector encourages innovation, allowing tech companies to develop cutting-edge products allowing teachers to focus on educating students.

# Market-Leading Flagship Products

Strong industry recognition and a sticky user base successfully grew Promethean into the market leader in classroom technology



>1 Million Classrooms\*\* (installed base)



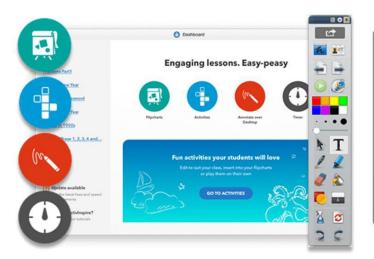
40+ Million Students\*\*



150+ Countries



**#1 Market Share\*** 





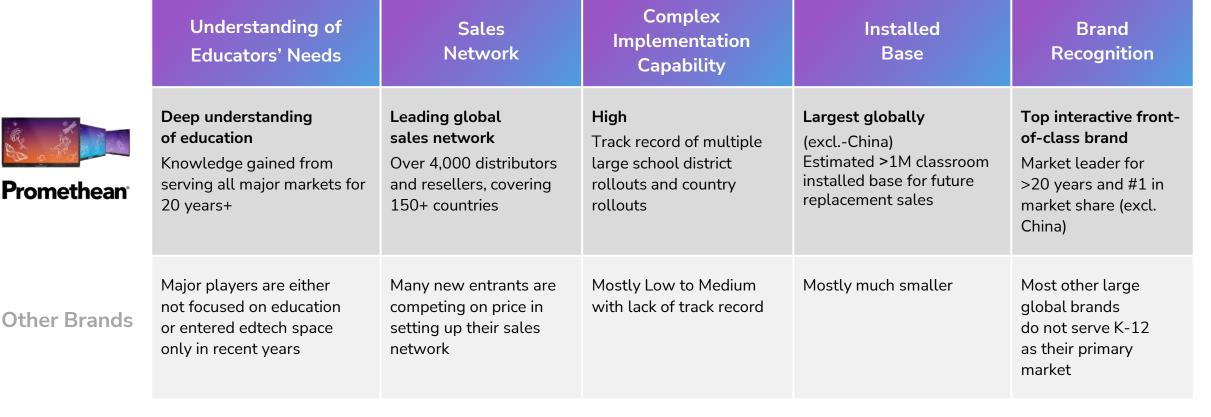
## **Promethean®**

### **Interactive Classroom Technology**

- Global #1 Market Leader in K-12 Classroom Interactive Display\*
- Hardware + Software integration (display panel + lesson prep & delivery software)
- Enables interactive teaching and collaboration

## **Market-Leading Flagship Products**

Our overall competitive edge positions us to win in the market



Source NetDragon Investor Presentation: http://file.download.99.com/down/ir\_e\_20230613.pdf

# The Future of Education

## mynd.ai believes the classroom is here to stay, and its hardwareagnostic platform will:

- Enable teachers to be the best they can be
- Enhance the effectiveness of learning
- Become the display of choice in North America and the developed world
- Partner with teachers, administrators and parents for the benefit of students – core value of preparing future generations for global success

# The Evolution of mynd.ai

Evolve from being a hardware provider to being a SaaS business, specifically Classroom as a Service (CaaS), built on the foundation of our hardware business:

- creating an agnostic platform that hosts a multitude of content providers
- delivering a set of complimentary SaaS offerings for a frictionless teaching experience
- establishing the company as a unified provider for K-12 market

Simultaneously expand the hardware business into the workplace/corporate market as an additional long-term growth channel.



## CaaS is the Future

- The hardware is a product, not a subscription, which will require a transition to new model in 3-5 years when it naturally ages out
- Integrates selected software within the Explain Everything whiteboard platform starting in ~2024
- The platform aggregates content and is an attractive landing for software providers
- Teacher support before, during and after class
- Integration of AI to assist teachers in reaching students:
  - predictive resource provisioning for live classrooms
  - interactive feedback to adjust lessons to student needs in real time
  - measuring learning outcomes for students
- Recording lessons
- Integrating features/software from multiple providers

## **Attractive Current Valuation**

Merger transaction entered into at \$750-800 million valuation:

Pro forma calculated sales multiple 1.3x; below median multiples and pre-pandemic industry valuations

Compelling Long-Term Value North American penetration presents growth opportunity as the business evolves

Competitive advantages, relationships, installed base penetration represent intangibles not fully valued

History of internal cash generation to support growth



## **Key Milestones**

### **Our Catalysts for Success:**

- Continued growth of hardware revenue currently driving business
- Integration of Explain Everything with hardware
- Furthering market leadership in hardware + software space
- Begin moving toward CaaS vision

# Why Invest?



Robust cash reserves of ~\$80M



Market with stable funding sources regardless of macroeconomic conditions



Leading position with installed hardware base and extensive data to enhance penetration



North America revenue (70%) positions for high attach of SaaS business, with additional international growth potential



Vigorous M&A pipeline & accelerated organic growth through new product offerings