



GridWiz Investor Relations (IR)

Summary

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In the Age of AI Data Centers, Electricity Is a Production Raw Material

The rapid proliferation of AI is driving a surge in data center power demand.

In traditional data centers, electricity was essentially a cost to be minimized. As AI data centers evolve into 'AI factories,' however, electricity is being redefined as a production raw material that directly generates revenue. Going forward, data center competitiveness will be determined not only by computing performance, but also by the ability to secure stable power supply and manage energy operations efficiently.

Over the past 13 years, GridWiz has built up energy data and customer networks through operations in demand response (DR), EV charging, ESS, and renewable energy integration. Building on this foundation, we aim to expand our integrated energy management business to cover data center power demand forecasting, energy cost optimization, demand response (DR), ESS integration, and VPP operation.

Developing Data Center Energy Management as a New Growth Driver

We are developing a business model that supports both power supply stability and operational efficiency.

Data centers face a range of energy challenges, including grid interconnection bottlenecks, fluctuating power consumption, and rising electricity costs. GridWiz believes it can play a role in improving data center power operational efficiency through the provision of flexible resources and participation in the electricity market.

We are also exploring a model that combines DR bidding and electricity market participation to reduce electricity costs, while monetizing data centers' idle power assets by linking them with ESS, DR, and VPP.

In an AI data center environment where electricity consumption directly translates into revenue, energy operational efficiency becomes a direct driver of customer competitiveness.

V2G — A Core Business That Turns Electric Vehicles into Grid Assets

EV batteries are utilized as distributed energy resources contributing to the power grid.

V2G (Vehicle-to-Grid) is a concept whereby power stored in an EV battery is fed back into the grid when needed. Since its founding, GridWiz has accumulated expertise in EV charging communication technology and charger development, and has since expanded its product and technology portfolio to include smart-controlled chargers and bidirectional chargers.

Furthermore, drawing on our experience operating approximately 1 GWh of ESS assets and 24-hour operational data, we expect to be able to offer a monetization model integrating EV chargers, ESS, DR, and VPP once the V2G market matures.

ESS — A Market Where Operational Expertise Matters More Than Storage

We operate approximately 1 GWh of domestic ESS through an integrated platform.

ESS is a core asset that stores electricity for use when needed. Given the high cost of these assets, safe and efficient operation matters far more than simple installation. GridWiz operates ESS by linking it with DR, renewable energy, and electricity consumption patterns to maximize returns.

We are also pursuing a business initiative to acquire or integrate ESS assets that have been installed but remain underutilized. We believe these assets, combined with GridWiz's DR market operating capabilities, can generate improved profitability.

Demand Response (DR) — The Foundation of Grid Stabilization and Market Expansion

We operate with approximately 47% market share in the domestic DR market and approximately 18,000 customer touchpoints.

Demand Response (DR) is a mechanism through which reductions in electricity consumption by electricity consumers are credited equivalently to power generation and traded in the electricity market based on supply and demand conditions. As grid volatility grows with increasing power demand and a higher share of renewable energy, the role of DR is becoming increasingly important. GridWiz is diversifying its DR resource base beyond industrial customers to include ESS-based DR, EV charger-based DR, and building HVAC-based DR.

We Are Actively Pursuing Global Business Expansion

The United States, Australia, China, and Japan are our key overseas strategic markets.

Region	Key Initiatives
U.S.	Pursuing establishment of a joint venture (JV) with a local partner for data center energy supply and energy management solutions. Initial focus on software solution deployment, with a medium- to long-term goal of expanding into data center energy operations.
Australia	Local subsidiary established and investment approved; ESS projects underway. Initial target of securing approximately 100 MW of ESS assets, with a long-term plan to expand to 1 GW.
China	Establishing a sales presence to secure the EV charger and power electronics component supply chain. Aimed at strengthening global supply chain capabilities.
Japan	Exploring business opportunities in Japan based on Korea's DR, ESS, and EV charging operating experience.

Building Toward Profitability Improvement and Mid- to Long-Term Growth

We expect single-digit growth in 2026, with more meaningful growth from 2027 onward.

Since listing, GridWiz has continued efforts to reduce SG&A expenses and improve business efficiency. Q1 operating loss on a consolidated basis narrowed year-on-year, while revenue on a parent company basis increased. Due to the seasonal nature of the DR business — whereby revenue rises during periods of high power consumption in summer and winter — financial performance typically improves in the third and fourth quarters.

Over the medium to long term, we expect the revenue base to expand through a combination of factors, including DR market growth, expansion of the EV charging market, utilization of existing ESS assets, the Australia ESS business, and the emergence of the V2G market.

We Will Grow into an Integrated Operating Platform for the Energy Transition Era

The expansion of renewable energy, the rise of AI data centers, the spread of EVs, and growing ESS demand are all factors amplifying grid volatility. At the same time, these changes represent an opportunity to enhance the value of GridWiz's energy data, operating platform, and customer network.

GridWiz will integrate DR, ESS, EV charging, and renewable energy interconnection technologies into a single platform to aggregate distributed energy resources and grow into an energy platform company that optimizes operations through data.

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