



LAKE SIDE HOLDING LIMITED

NASDAQ: LSH

August 2024

www.lakeside-holding.com

AMERICAN BEAR
LOGISTICS 

SPECIAL NOTE REGARDING FORWARD-LOOKING STATEMENTS AND INDUSTRY DATA

This presentation contains forward-looking statements that reflect our current expectations and views of future events. Known and unknown risks, uncertainties and other factors, including those listed under “Risk Factors,” may cause our actual results, performance or achievements to be materially different from those expressed or implied by the forward-looking statements. You can identify some of these forward-looking statements by words or phrases such as “may,” “will,” “expect,” “anticipate,” “aim,” “estimate,” “intend,” “plan,” “believe,” “is/are likely to,” “potential,” “continue” or other similar expressions. We have based these forward-looking statements largely on our current expectations and projections about future events that we believe may affect our financial condition, results of operations, business strategy and financial needs. These forward-looking statements include statements relating to our goals and strategies; our future business development, financial condition and results of operations; the expected growth of the global cross-border e-commerce industry; our expectations regarding demand for and market acceptance of our products and services; our expectations regarding our bases of customers; our plans to invest in our products and services; competition in our industry; and relevant government policies and regulations relating to our industry.

These forward-looking statements involve various risks and uncertainties. Although we believe that our expectations expressed in these forward-looking statements are reasonable, our expectations may later be found to be incorrect. The forward-looking statements made in this presentation relate only to events or information as of the date on which the statements are made in this presentation. Except as required by law, we undertake no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise, after the date on which the statements are made or to reflect the occurrence of unanticipated events. You should thoroughly read this presentation and the documents that we refer to herein with the understanding that our actual future results may be materially different from and worse than what we expect. We qualify all of our forward-looking statements by these cautionary statements.

This presentation contains certain data and information that we obtained from various government and private publications. Statistical data in these publications also include projections based on a number of assumptions. The global cross-border e-commerce industry may not grow at the rate projected by market data, or at all. Failure of this industry to grow at the projected rate may have a material and adverse effect on our business and the market price of our ordinary shares. In addition, the highly-fragmented and rapidly changing nature of the global cross-border e-commerce industry results in significant uncertainties for any projections or estimates relating to the growth prospects or future condition of our industry. Furthermore, if any one or more of the assumptions underlying the market data are later found to be incorrect, actual results may differ from the projections based on these assumptions. You should not place undue reliance on these forward-looking statements.

AT A GLANCE

We are a U.S.-based integrated cross-border supply chain solution provider with a strategic focus on the Asian market, including China and South Korea. We primarily provide customized cross-border ocean freight solutions and airfreight solutions in the U.S. that specifically cater to our customer’s requirements and needs in transporting goods into the U.S.

Founded in Chicago, Illinois in 2018, we are an Asian American-owned business rooted in the U.S. with in-depth understanding of both the U.S. and Asian international trading and logistics service markets. Our customers are typically Asia- and U.S.-based logistics service companies serving large e-commerce platforms, social commerce platforms, and manufacturers to sell and transport consumer and industrial goods made in Asia into the U.S.

Overview		Recent Financial Highlights					
Headquarters	Itasca, IL	<div>Revenues</div> <div><div></div><div></div><div></div></div> <div><div>\$9,605,536</div><div>\$12,872,891</div><div>\$13,525,342</div></div> <div><div>FY 2022</div><div>FY 2023</div><div>9M 2024</div></div>					
No. of Employees	49 (as of Mar. 2024)						
Revenue (FY 2023)	\$12.9M USD 34.0% Y-o-Y						
Revenue (9mo 2024)	\$13.5M USD 54.1% Y-o-Y						
Proposed Exchange Symbol	Nasdaq: LSH	<div>Gross Profit</div> <div><div></div><div></div><div></div></div> <div><div>\$1,808,905</div><div>\$2,564,289</div><div>\$2,687,615</div></div> <div><div>FY 2022</div><div>FY 2023</div><div>9M 2024</div></div>					
Year End	June 30						

OUR MISSION

Our mission is to become a U.S.-backed cross-border supply chain corridor that connects Asia and North America with efficiency, reliability, and affordability

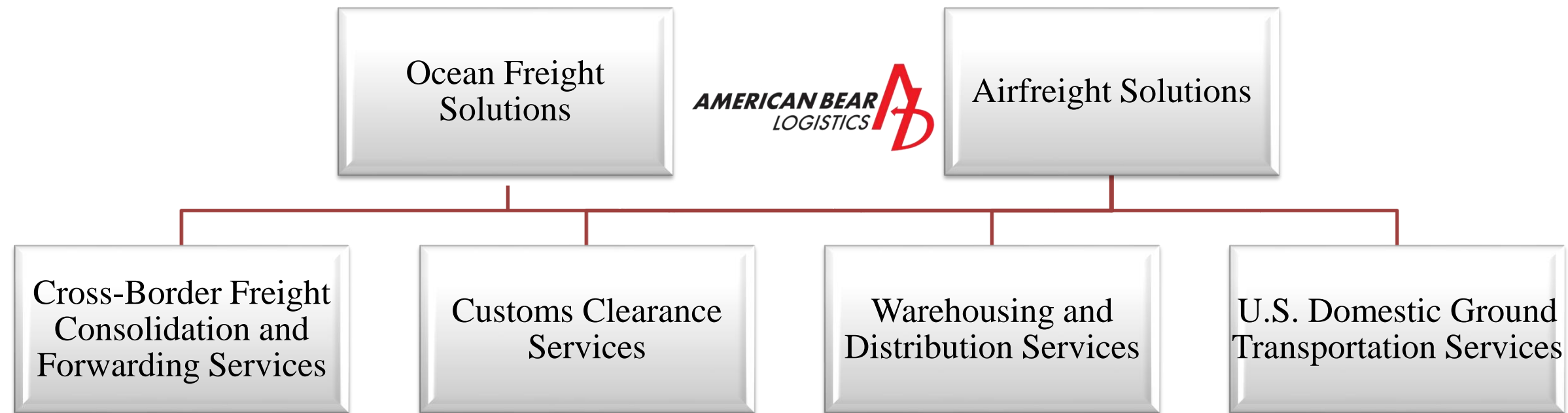
- **Customized Solutions** - Offers tailored ocean freight and airfreight solutions for Asia-based businesses entering the U.S.
- **Comprehensive Services** - Includes cross-border freight consolidation, customs clearance, warehousing, distribution, and U.S. domestic ground transportation
- **Operational Efficiency** - Aims to optimize supply chain efficiency and reliability
- **Global Insights, Local Expertise** – Seeks to ensure seamless cargo movement across borders
- **Advanced Technology** - Utilizes technology for real-time shipment tracking and management
- **Customer-Focused Approach** - Provides personalized service to meet business goals



*Corporate Headquarters, Itasca, IL
'Full Blossom' photographed by American Bear Logistics*

OUR SOLUTIONS AND SERVICES

Tailored Solutions for Cross-Border Excellence



Asia-U.S. Market Bridge

Customized Freight Solutions

- Personalized ocean freight and airfreight options.
- Adaptive strategies for individual business requirements.

Integrated Service Suite

- Cross-border freight consolidation for streamlined logistics.
- Expert customs clearance services for hassle-free entry into the U.S.
- State-of-the-art warehousing and strategic distribution.
- Comprehensive U.S. domestic ground transportation network.

Operational Excellence

- Focus on enhancing supply chain efficiency and dependability.
- Commitment to smooth and uninterrupted cargo movement.

Technological Edge

- Advanced tracking and management systems for real-time visibility.
- Data-driven insights to inform and optimize shipping routes and times.

Client-Centric Approach

- Dedicated to achieving your business objectives.
- Personalized service and support for every client partnership.

OUR INFRASTRUCTURE

Robust Infrastructure for Streamlined Logistics

2 Regional Warehousing and Distribution Centers

75,014 sq. ft.

34 Docks

Up to **3,000**m³ Daily Floor Load

In close contact with

Over 150

Warehouses and Distribution Terminals in the U.S.

FACILITIES OVERVIEW

Itasca, Illinois

- Total Area: 65,981 square feet
- U.S. Headquarters: 8,838 square feet
- Regional Warehousing & Distribution Center: 57,143 square feet
- Lease Term: Expires in April 2026
- Extension Option: Additional 5-year term

Southlake, Texas

- Total Area: 19,451 square feet
- Usage: Regional warehousing and distribution center
- Lease Term: Expires in April 2026
- Extension Option: Additional 5-year term

Key Points:

- Strategic locations to support regional distribution.
- Long-term stability with options to extend leases.
- Prepared for future expansion to accommodate growth.



Regional Warehousing and Distribution Center

OUR GEOGRAPHIC FOOTPRINT

As of March 31, 2024, the geographic footprint of our cross-border supply chain solution services had covered two countries in Asia and approximately 48 states in the U.S.



OUR EXTENSIVE SERVICE PROVIDER NETWORK

Robust network supports integrated and reliable services for customers

Adaptable to regulatory and market changes through strategic service provider management

Comprehensive Service Provider Collaborations

- We have formed strong alliances with nearly all major global ocean and air freight carriers and over 200 domestic ground transportation carriers, encompassing a network of 60,000 drivers and 150 terminals.
- Our network has enabled us to efficiently manage over 29,800 twenty-foot equivalent or TEU of container loads and 41,800 tons of air cargo for more than 300 customers globally. We also engage with licensed customs brokers to ensure smooth clearance of shipments.

Strategic Importance and Management of Service Relationships

- Our operations heavily rely on maintaining robust relationships with these providers, a need that has grown due to the pandemic, security concerns, and fluctuating international trade regulations.
- We rigorously select service providers based on compliance, operational efficiency, and quality, managing these relationships with a focus on performance and strategic alignment.

Impact of External Factors on Operational Dynamics

- The stability and capability of our network are subject to changes in financial stability, regulatory shifts, and trade dynamics which could impact capacity and service quality.
- We have cultivated strong partnerships, ready to adapt to industry and regulatory transformations.

LEVERAGING OUR TECHNOLOGY FOR OPERATIONAL EXCELLENCE

Our commitment to integrating cutting-edge technology drives superior service delivery and operational excellence
Continuous innovation in technology and security practices ensures reliability and builds trust with customers

American Bear Logistics Data Tool Management Platform

- **Cloud-Based Scalability:** Facilitates efficient handling of diverse service offerings and enhances operating efficiency
- **Advanced Analytics:** Utilizes extensive route and price data to optimize route-building and pricing for freight forwarding and domestic transportation
- **Automated Functions:**
 - Real-time fee quotes for cross-border ocean and air freight
 - Automatic account management, document generation, and recordkeeping

Intelligent Warehousing System

- **Remote Management Capabilities:** Enables efficient management of two regional warehousing and distribution centers
- **Stock Management:** Automated alerts for inventory levels prevent stockouts and overstocking, ensuring intelligent replenishment and order fulfillment

Robust Network Infrastructure and Comprehensive Data Security

- **Reliability and Stability:** High network availability with minimal downtime, hosted on third-party cloud services
- **Data Privacy and Security:**
 - Rigorous internal data security management policy
 - Firewalls and continuous monitoring to prevent unauthorized access
 - Ongoing reviews and improvements to data privacy policies and security measures

OUR GROWTH STRATEGIES

Enhance our Capabilities and Further Grow our Customer Base

Extensively Expand our Global Footprint

Service Diversification and Expansion through Organic Growth and through Mergers and Acquisitions

Optimize Operational Efficiency and Maintain Premier Service Quality

Continue to Invest in and Advance our Technologies

PLAN TO CONTINUE TO INVEST IN AND ADVANCE OUR TECHNOLOGIES

Core Technology Platform and Automation Systems

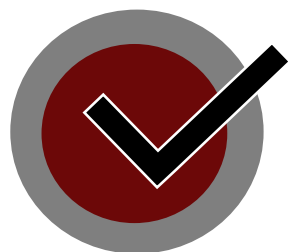
- Seek to enhance and digitize our core technology platform to align with the evolving needs of our operations and customer expectations.
- Continue to develop a robust technology platform that seamlessly integrates our warehousing and distribution systems, pricing engine, and interfaces for cross-border ocean and air carriers, along with U.S. domestic ground transportation.
- Continue to invest in advanced automation technologies with the intent to streamline our operations, reduce the potential for human error, and significantly boost our operational efficiency across all logistics processes.

Innovative Analytical Tools for Enhanced Productivity

- In development of a proprietary analytics suite that incorporates dynamic data science methods, predictive analytics, and machine learning to support our operational decision-making, enhance the optimization of logistics processes, and improve overall service delivery.

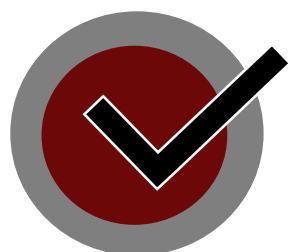


INVESTMENT HIGHLIGHTS



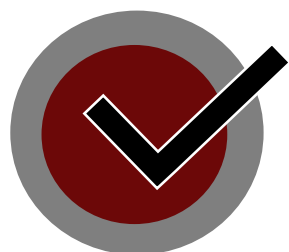
Fast-growing U.S.-Based Cross-border Supply Chain Solution Provider with a Focus on the Asian Market

- Integrated cross-border supply chain solutions tailored for Asia-U.S. trade.
- Extensive networks of cross-border freight and U.S. domestic ground transportation carriers.
- Operations include two major U.S. warehousing and distribution centers in Illinois and Texas.
- Served over 300 customers with cross-border shipments valued at \$1.0 billion across 48 U.S. states.



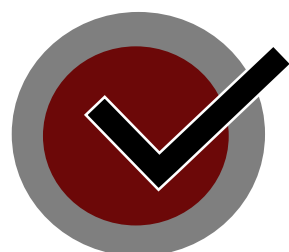
Extensive Service Provider Network of Global Freight Carriers and U.S. Ground Transportation Carriers

- Collaboration with nearly all major global ocean and air carriers and over 200 U.S. domestic ground transportation carriers.
- Managed over 29,800 TEU of container loads and 41,800 tons of air cargo.
- Flexibility and optimization in port origins, shipping routes, frequencies, and delivery times.



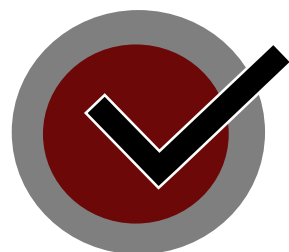
Symbiotic Relationships with a Large Base of Customers with High Demands for Supply Chain Solutions

- Symbiotic relationships with logistics companies, e-commerce, and manufacturers targeting Asia-U.S. trade.
- Over 37,000 cross-border supply chain solution orders fulfilled.
- High service efficiency with <1% damage rate across shipments and strong customer support available seven days a week.



Persistent Focus on Providing Superior Service Efficiency and Quality

- Standardized and unified protocols across all supply chain services.
- Emphasis on achieving high customer service scores for on-time delivery and damage-free freight.
- Established a robust customer support system operational from 8 AM to 11 PM, enhancing service accessibility for international clients.



Visionary and Accomplished Young Management Team with Strong Industry Expertise and in-depth Understanding of Asian Market

- Co-founders Henry Liu and Shuai Li lead with strong industry expertise and a deep understanding of the Asian market.
- The management team's strategic vision and extensive operational experience have propelled rapid growth and customer loyalty, with a significant percentage of repeat customers.

INDUSTRY OVERVIEW AND KEY TRENDS

Cross-Border B2C E-commerce Growth¹

- 2022 Market Size: \$894 billion
- 2032 Expected Size: \$8,138 billion
- CAGR: 24.7% from 2022 to 2032

Global Third-Party Logistics (3PL) Market²

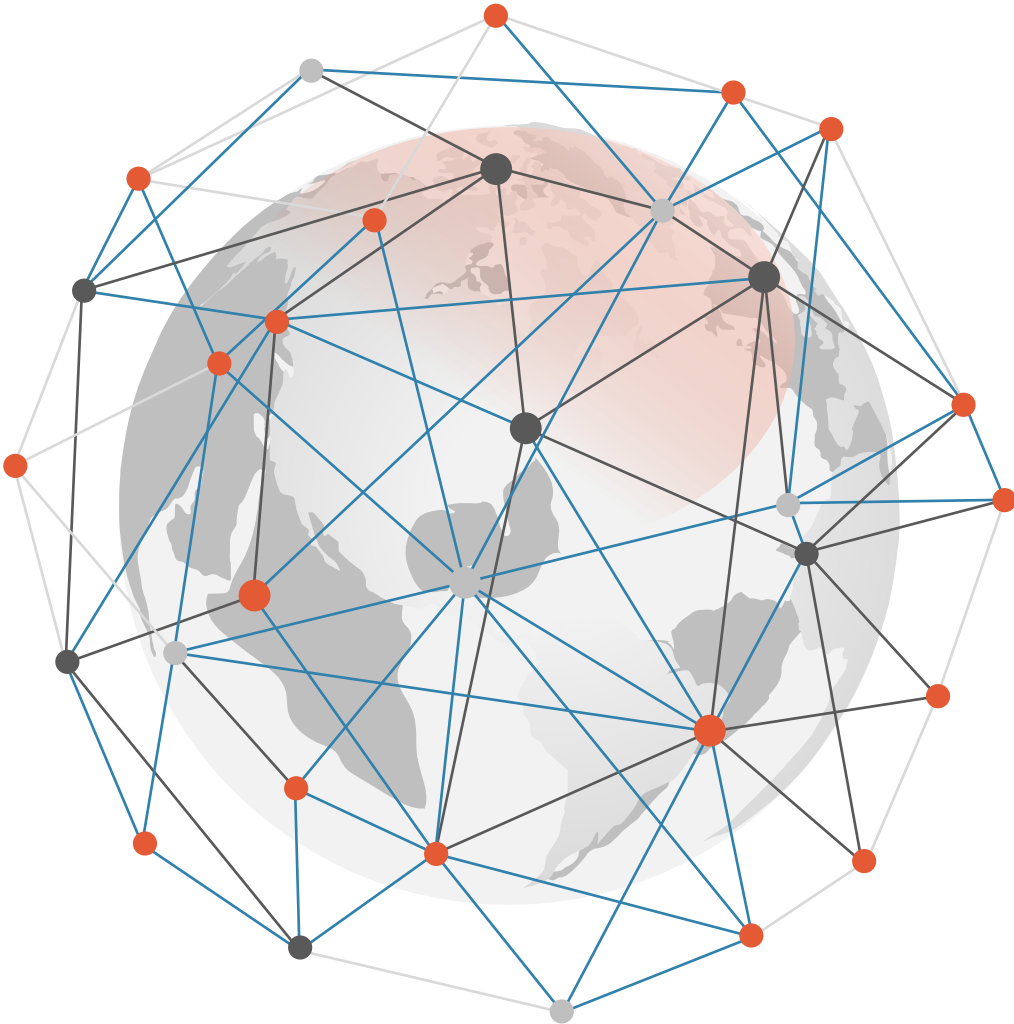
- 2030 Expected Size: \$1.9 trillion
- CAGR: 8.4% from 2022 to 2030

U.S. Freight and Logistics³

- 2024 Market Size Estimate: \$1.3 trillion
- 2029 Expected Size: \$1.6 trillion
- CAGR: 4.0% from 2024 to 2029

Key Factors:

- Increasing demand for efficient cross-border supply chain solutions.
- Growth driven by the rise of e-commerce and the need for agile supply chain processes.



The Rise of E-commerce

- Major driver for growth in cross-border supply chain solutions.
- Creates demand for faster, more efficient international shipping.
- Shift towards shipping smaller quantities more frequently for e-commerce needs.

Importance of Supply Chain Resilience

- Increased awareness of risks from disruptions.
- Strategies include diversifying supply sources, building redundancy, and utilizing advanced tracking technologies.

1. Source: Spherical Insights & Consulting (2023)
2. Source: Global Industry Analysts, Inc. (2024)
3. Source: Mordor Intelligence (2024)

RECENT FINANCIAL HIGHLIGHTS

Significant Revenue Growth

- FY 2023 \$12.9 million, up 34% YoY
- 9M 2024 \$13.5 million, up 54% YoY
- *9M 2024 already surpassing FY 2023*

Gross Profit Trending Higher

- FY 2023 \$2.6 million, up 42% YoY
- 9M 2024 \$2.7 million, up 56% YoY

Key Factors

- Expanded our customer base
- Engaged more customers that serve large e-commerce platforms
- Formed stronger and wider network of service providers including cross-border ocean and air freight carriers and U.S. domestic ground transportation carriers.

	For the Nine Months Ended March 31, 2024	For the Nine Months Ended March 31, 2023	% Change
Revenues	\$ 13,525,342	\$ 8,777,930	54.1%
Gross profit	2,687,615	1,722,872	56.0%
Operating expenses	2,898,660	1,814,341	59.8%
Income (loss) from operations	(211,045)	(91,469)	130.7%
Other income (expense), net	111,487	594,678	-81.3%
Income taxes expense	(130,735)	(32,457)	
Net income (loss)	\$ (230,293)	\$ 470,752	
Earnings (loss) per share, basic and diluted	\$ (0.04)	\$ 0.08	

	For the Fiscal Year Ended June 30, 2023	For the Fiscal Year Ended June 30, 2022	% Change
Revenues	\$ 12,872,891	\$ 9,605,536	34.0%
Gross profit	2,564,289	1,808,905	41.8%
Operating expenses	2,317,392	1,926,665	20.3%
Income (loss) from operations	246,897	(117,760)	-309.7%
Other income (expense), net	761,901	114,871	563.3%
Income taxes expense	(65,068)	—	
Net income (loss)	\$ 943,730	\$ (2,889)	
Earnings (loss) per share, basic and diluted	\$ 0.16	\$ —	

VISIONARY AND ACCOMPLISHED MANAGEMENT TEAM

Strong Industry Expertise and In-Depth Understanding of Asian Market

Mr. Henry Liu

Co-Founder
Chairman of the Board of Directors
Chief Executive Officer

Mr. Shuai Li

Co-Founder, Director
President
Chief Operating Officer

Mr. Long (Leo) Yi

Chief Financial Officer

- Mr. Liu is the co-founder and has been serving as the chairman of the board of directors and CEO of our company since its establishment.
 - He also leads American Bear Logistics Corp., our Illinois operating subsidiary, focusing on operations, client relationships, and business development alongside Mr. Shuai Li.
 - Holds a Bachelor’s degree in Bioengineering from Northwest Agriculture and Forestry University, China (June 2013) and a Master’s degree in Food Safety and Technology from Illinois Institute of Technology (December 2015).
- Co-founder and driving force behind American Bear Logistics, overseeing operations and advancing the company's growth.
 - He manages operations, client relationships, and business development since the company's inception.
 - He has a robust background in logistics and supply chain management, previously serving as an executive salesman at Express Distributor Corp, and as a sales consultant at Lala Lulu Online Store, focusing on cross-border trade.
 - Mr. Li earned a Bachelor's degree in Communications from Wuhan Institute of Physical Education (2007) and an MBA from Benedictine University (2013).
- Mr. Yi is a CPA with over 15 years of experience in the accounting and finance sectors, previously holding significant executive roles, including CEO of Urban Tea, Inc. (NASDAQ: MYT), CFO of TD Holdings, Inc. (NASDAQ: GLG) and iFresh Inc (OTC: IFMK).
 - Throughout his career, Mr. Yi has applied his expertise primarily in companies at the intersection of technology and finance.
 - He holds a Bachelor degree from Northeastern University Shenyang (1998), and Master’s degrees from the University of Rotterdam (2004) and McGill University (2006).

BOARD OF DIRECTORS

Henry Liu - Chairman of the Board of Directors

Shuai Li – Director

Independent Director Nominees



Yiye Zhou

Independent
Director

- Ms. Zhou has served as the Investor Relations Director at Senmiao Technology Ltd. since September 2019, focusing on the online ride-hailing industry in China.
- She previously held positions as a business analyst at Gravity Ball, a healthcare startup in Los Angeles, and as a research analyst at McKinsey in Shanghai, where she was involved in research, strategies, and risk control.
- Ms. Zhou earned her bachelor’s degree in business management from Regensburg University of Applied Sciences and a master’s degree in management and strategy from the London School of Economics & Political Science.



Zhengyi (Janice) Fang

Independent
Director

- Ms. Fang is a certified public accountant recognized by the American Institute of Certified Public Accountants, currently serving as a senior consultant at Ernst & Young in Haikou, China, where she specializes in valuation, modeling, and economic consulting services.
- Prior to her current role, she worked at KPMG from September 2018 to November 2020, initially as an audit associate and later as an assistant manager.
- Ms. Fang holds a bachelor’s degree in business administration with a focus on accounting and a master’s degree in professional accounting, both from Seattle University.



Cynthia Vuong

Independent
Director

- Ms. Vuong currently serves as a game portfolio planner in business operations at Microsoft Corporation, a position she has held since January 2021.
- Previously, she was a launch manager at Microsoft from October 2018 to January 2021, and prior to that, she worked as a senior consultant at multiple consulting firms including Unify Consulting, Revel Consulting Services L.L.C., and Sogeti USA.
- Ms. Vuong earned her bachelor’s degree in international studies from the University of Washington in June 2010.

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