

ICTREK: Next-Gen Data Infrastructure for the AI Era

We put the data center on your desk, making AI power at your fingertips

99%

99% smaller size
85% lower power consumption
0.06m² desktop ≈ 10m² server room
550W vs. conventional 4000W

95%

95% cost reduction
Zero retrofitting
No OPEX

200%

2X+ IOPS boost
10X+ heterogeneous compute
10X+ data compression

100%

100% Local Data Storage
99.9999% Enterprise HA
Hardware-Level Data Security

ICTREK Vision: Making accessible and tailored AI possible for every SME.

Value: Simple Affordable Efficient Secure.

**Target: The white space between public cloud
and traditional private cloud.**

Pain Points of AI Adoption for SMEs

In the AI era, SMEs are caught between "die if they don't transform, and die if they do"



Financial constraints

High initial cost and slow ROI of private clouds; expensive with restrictions for public clouds. SMEs with limited funds hesitate.



Excessive Technical Barriers

Most SMEs lack in-house IT staff, struggling with complex storage, compute, and network infrastructure.



Insufficient data starves AI models

Local AI training requires massive data, but costly storage traps SMEs in a cycle of ineffective and unaffordable AI.



Data Privacy Anxiety

Migrating core data to the cloud exposes it without protection, risking customer privacy, trade secrets, and intellectual property.

Trillion-Dollar Structural Opportunities

Historic Opportunity in the AI Boom

6000W

China's 60 million SMEs comprise 98% of businesses but account for only 30% of IT spending

1%

Nationwide AI penetration: <1% among enterprises; large-scale models remain in exploratory phase.

1-2%

China's 60 million SMEs: Over 90% spend only 1-2% of revenue on IT.

90%

Over 90% of firms plan higher AI spending, averaging 40% more.

TAM Growth

1.9 Trillion → 3 Trillion
2024-2028

Disruptive Product Innovation

Redefining data infrastructure(coffee-machine-sized)

E1005

Infinitely Scalable Desktop Data Center for Mid-Sized Enterprises



Dimensions

1/5

Traditional Server

Compute

10P_{FLOPS}

100B Model Deployment

Storage

1.8P_B

NVME All Flash

Power

550_w

Desktop Grade

Network

1T_{BPS}

Full-mesh interconnect

Price

1/20

Matches Server Cluster

Growth Model: Lighthouse Customers + Industry-Specific AI + Channel Amplification

Disruptive Product Innovation

Redefining data infrastructure(Cup-Sized)

E1001

Desktop Data Center for Startup Teams



Dimensions

1/35

Traditional Server

Compute

157T_{ops}

14B Model Deployment

Storage

336T_B

NVME All Flash

Power

100_w

Notebook-Class

Network

200G_{BE}

Ultra-Fast Interconnect

Price

1/7

Matches Server

Growth Model: Lighthouse Customers + Industry-Specific AI + Channel Amplification

Scenario Innovation Edge

8 Advantages vs Traditional Solutions



High Performance Low Cost

Zero retrofitting, server-room-free. HDD price, SSD experience.



Massive Storage

Industry-Leading Deep Data Compression & Deduplication



Out-of-the-box

Ditch complex management: maintenance-free, out-of-the-box design.



Ultra-Fast Interconnect

Microsecond latency for real-time critical workloads.



AI Ready

On-device AI: Unified train/inference with massive data retrieval.



Global Data Management

Unified Namespace, Enterprise Data Protection, Granular Access Control



Limitless Scaling

Seamless modular scaling from TB to PB



High Reliability

Fault-Tolerant Architecture: Zero Downtime. Reliable Distributed Cooling.

Competitive Analysis & Moat

20-year unmatched R&D: vertical optimization from chips to apps

Full-Stack Optimization Capability

Edge Full-Mesh Architecture: 50G/100G
Heterogeneous Acceleration Engine (QAT-class)

Unified Namespace **Data-Center-Class 200G/400G Ultra-High-Speed Storage Architecture**

Hardware-Software Co-optimization **NVMeoF/RDMA Optimization**

Disaggregated Storage and Compute **QLC/PLC Optimization** **Video Transcoding Acceleration Engine**

ARM v9-Optimized Algorithms

Filesystem Refactoring & Heterogeneous Acceleration **Deep Compression Algorithm** **Transparent Compression**

Product Competitive Landscape

VS Public Cloud

- ✓ Data Security + Cost Efficiency
- ✓ Plug-and-Play, Flexible Scaling

VS Private Cloud

- ✓ Low Cost, High Performance
- ✓ Flexible Deployment, Maintenance-Free

VS Traditional NAS

- ✓ High-Performance Enterprise HA
- ✓ Production-Ready AI with 100B+ Models

Barrier: Proprietary Architecture + Productization

Go-to-Market

Standardization & Scalability

E-Series GTM: Standardization & Scalability

Product	Standard SKUs: 5 Models
Sales	Lighthouse Customers to AI Solution Providers + Online + Industry Channels
Pricing	Transparent Pricing: 100K–300K
Cycle	Decision cycle: 0.5–2 months

Typical Customers

New Economy Companies 50-200 headcount, data-intensive	Cultural Industries Film Production, Design Firms, MCNs
Professional Services Law Firms, Accounting Firms, Medical Institutions	AI Startup On-Device Training & Inference

Market Size

TAM
1900 Billion

SAM
600 Billion

SOM
10 Billion

Customer Base

Lighthouse Accounts + Channel Expansion

Film Production



A RICOH Company

Film Production



AI Writing



新华妙笔

AI 写作学习平台

Smart Manufacturing



Film Production



Film Production



AI Data Governance



Financial Warehouse



Film Production



Film Production



Ultra HD Video



Edge Computing



Next Step Product Roadmap

Not just superior storage, but an accelerator for AI training

X Series

High-End All-Flash Storage for Data-Intensive Enterprises



Disaggregated Storage and Compute

Flexible Compute and Storage Resource
Allocation

Share Everything

Global Intelligent Compression

Higher Performance, 3-5X Storage Space
Savings

60%+ Lower Storage Costs

GDS Passthrough

GPU Utilization Increase

65% → 85%

Metadata Optimization

Memory Pool Access Latency

ms → ns

Business Logic: Enhance computing cluster performance while lowering investment costs.

Business Logic for E & X

1+1>2 Growth Flywheel

E-Series: Evolutionary Path & Market Leadership

Market Value

- ✓ Capture SME Market Fast
- ✓ Build Brand Awareness & Reputation
- ✓ Validate Productization

E→X Synergy

- ✓ Funding: Fast ROI Funds R&D
- ✓ Brand: SME Application Validation
- ✓ Scenarios: Massive Data Validation Algorithm



X-Series: Technology Lighthouse & Upselling

Technical Value

- ✓ Tackling Advanced Tech Challenges
- ✓ Building Tech Leadership
- ✓ Accumulating Core IP Patents

X → E Synergy

- ✓ Technology: Trickle-Down Innovation
- ✓ Trust: Enterprise Validation
- ✓ Talent: Shared & Reusable Tech Teams

Financial System: Tiered Revenue, Market Expansion for E, Premium Benchmark for X, Software Lock-in

E Series

Stable Cash Flow

X Series

High-Margin Growth

Software Subscription

Recurring Revenue

Team & Capabilities

Proven Success, Ready for More

Founding Team

Decades of successful entrepreneurship + world-class technical experts

CEO

ZHOU Zhengning

20-year tech R&D expertise
Backed by ARM & Xilinx

CSO

QIAO Peng

USTC & Tsinghua
Serial Entrepreneur
(Spreadtrum, etc.)

CMO

LIU Chunyang

UESTC & BUAA
Gov-Enterprise
Markets Expertis

Chief AI Expert

LI Weiping

USTC & Stanford
World-Leading AI Expert

Chief Storage Expert

XIE Changsheng

HUST
World-Leading Storage Expert

Chief Codec Expert

FAN Yibo

Fudan, ZJU & Waseda
World-Leading Codec &
Heterogeneous Computing
Expert

Team Milestones

2018

Launched world' s first disaggregated all-flash storage, broke performance records

2019

Developed industry' s most efficient heterogeneous acceleration framework for Xilinx AI applications

2024

Created groundbreaking 20x deep compression algorithm for unstructured data

2024

Led national research project, delivered academia' s highest-performance edge storage-compute system

2025

Released world' s first desktop low-power enterprise data center

Funding Plan & Objectives

Pre-A Funding: CNY 50-80 Million

Use of Funds

50%

E-Series Scaling
Channel/GTM/
Stock Readiness

30%

X-Series
Development: Core
Technologies/POC

20%

Team Expansion:
R&D/Sales/ Delivery

Historical Investors

Sequoia China	Tsingyuan Capital
Seed	Angel

Value Creation Path

12 months

**E-Series 100+
Customers
Validated PMF**

24 months

**E-Series 1K+
Customers
X-Series
Commercialization**

36 months

**Dual-Line
Strategy
Revenue
500M+ CNY**