



Investor Conference

Spokesperson
Skin Huang
November 12th, 2020

*The Passion of Doing
Great Things*

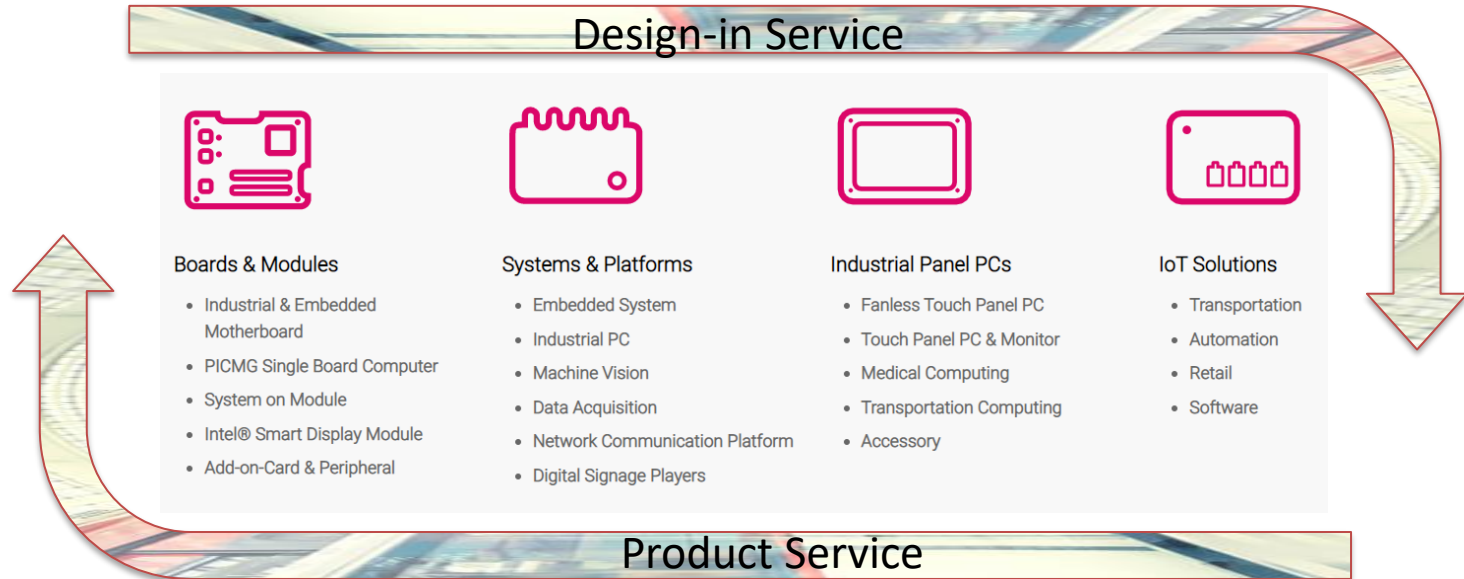
A decorative circular graphic on the right side of the slide. It features a green seedling with two leaves growing out of dark brown soil. To the right of the plant is a circular pie chart with segments in shades of yellow, orange, and red. The text 'The Passion of Doing Great Things' is written in a white, cursive font along the bottom edge of the circle.



Company and Industry



Axiomtek is a leading design and manufacturing company in the industrial computer and embedded field. In order to strong our own technology capabilities, increase the brand core value and create a win-win situation for partners and shareholders, base on trend of Industrial Internet of Things (IIoT) and Industry 4.0, our creative concept of integrated services for embedded computing assures trusted delivery and valuable system integration from board-level design-in to system-level design for vertical markets in Automation, Transportation, Smart Energy, etc. Our products are:



IPC Industry

Upper

- Components
- Semiconductor, Connector, PCB, Power Supply, Case, Storage....

Middle

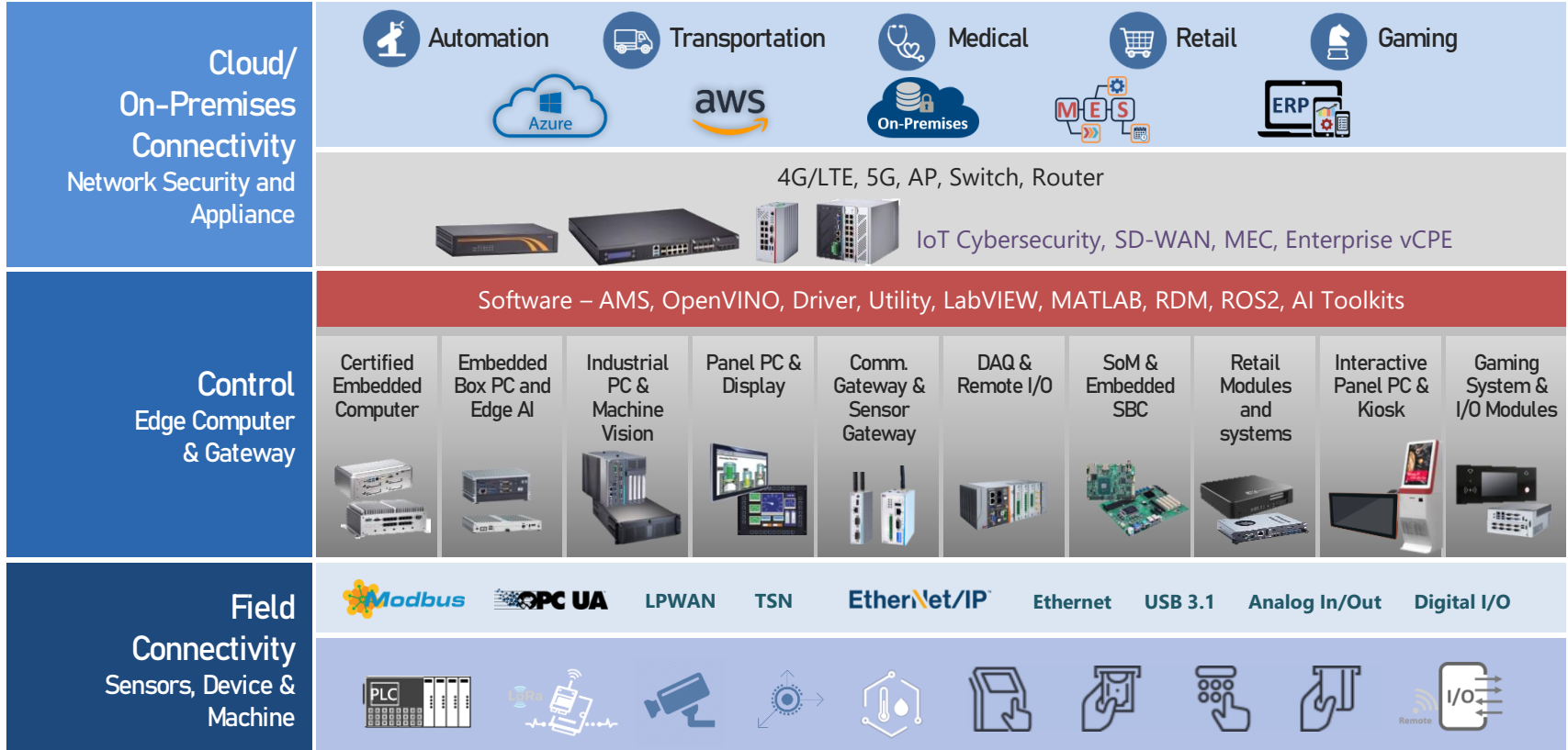
- IPC manufacturer
- Board, Embedded System, Peripheral device



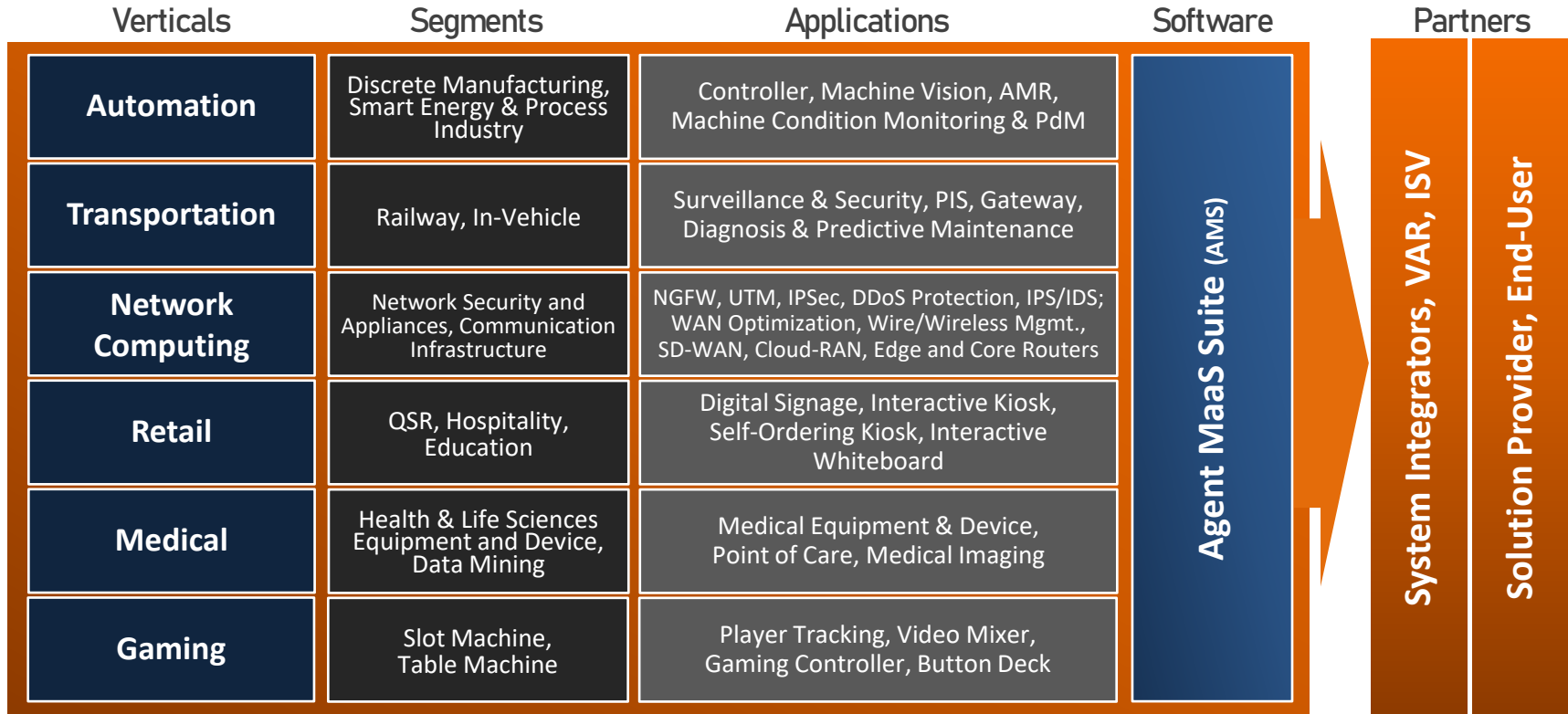
Lower

- Application
- System integration, Agent/VAR, Vertical Markets (Medical, Gaming, Transportation, Network Appliances....)

IloT Architecture & Axiomtek Direction



Vertical Market Focus



Vertical - Axiomtek AMR/AGV Modular Controller

Modular Controller for AMR/AGV

The controller is required to coordinate multiple AMRs to ensure that no collisions occur while tasks are performed. The controller must dispatch AMRs so that the shortest possible cycle time is achieved.



AMR/AGV SOFTWARE

- AMR/AGV Management and Operating
- ROS1 and ROS2 Supported

COMPATIBLE PERIPHERALS

- Wireless Solution (Wi-Fi / LoRa / Zigbee)
- Compatible Sensors (LiDAR / Ultrasonic / Laser / Motor)

AMR/AGV CONTROLLER

- PC-based Main Board
- Control Board
- I/O & Sensor Board

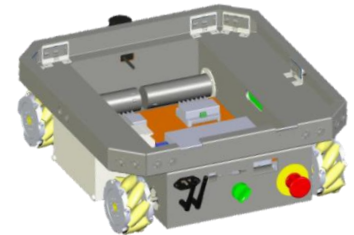


Wireless

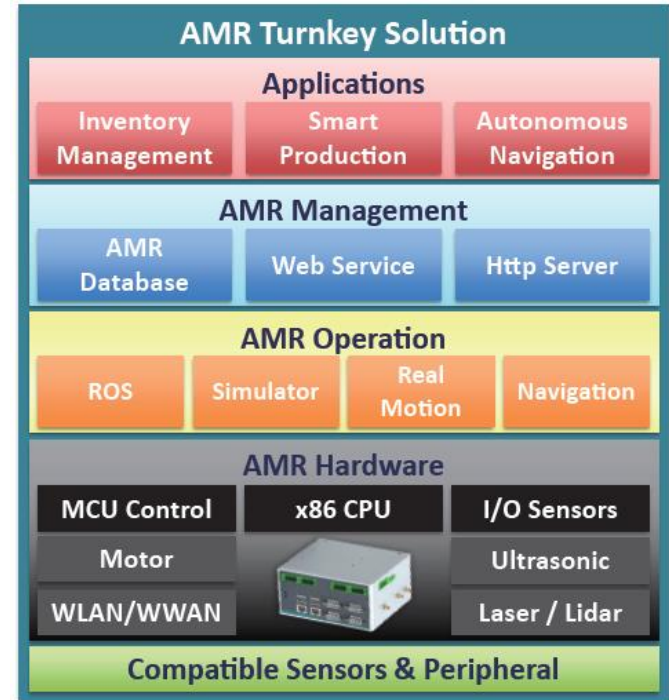
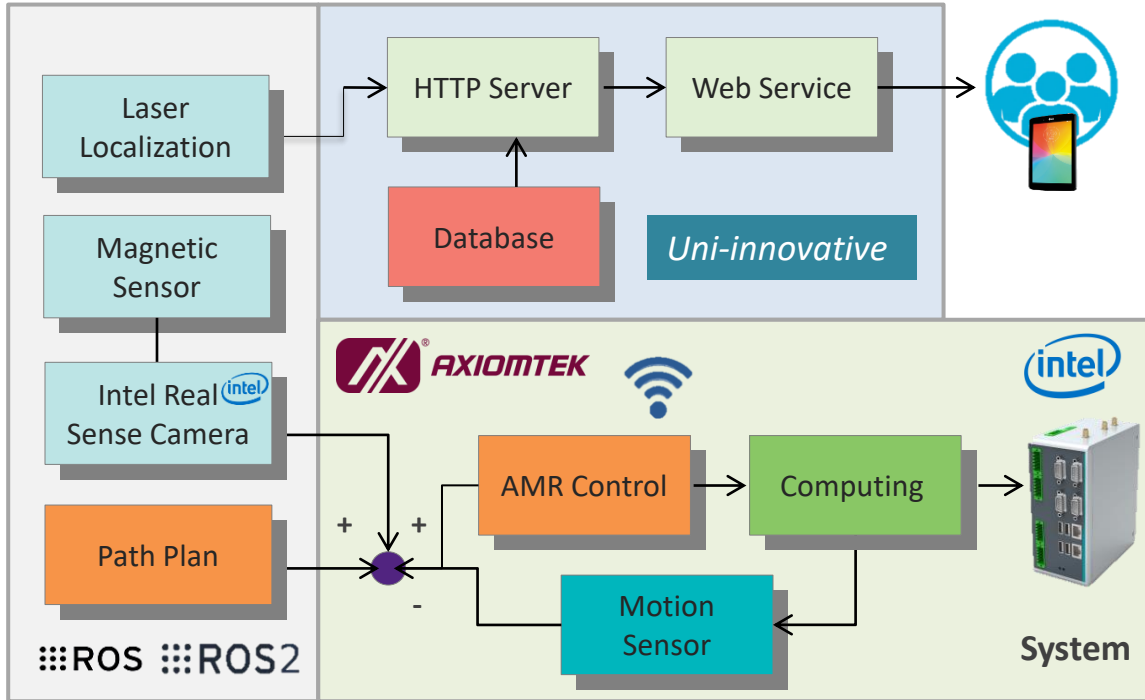
Motion Sensor

AMR/AGV Controller

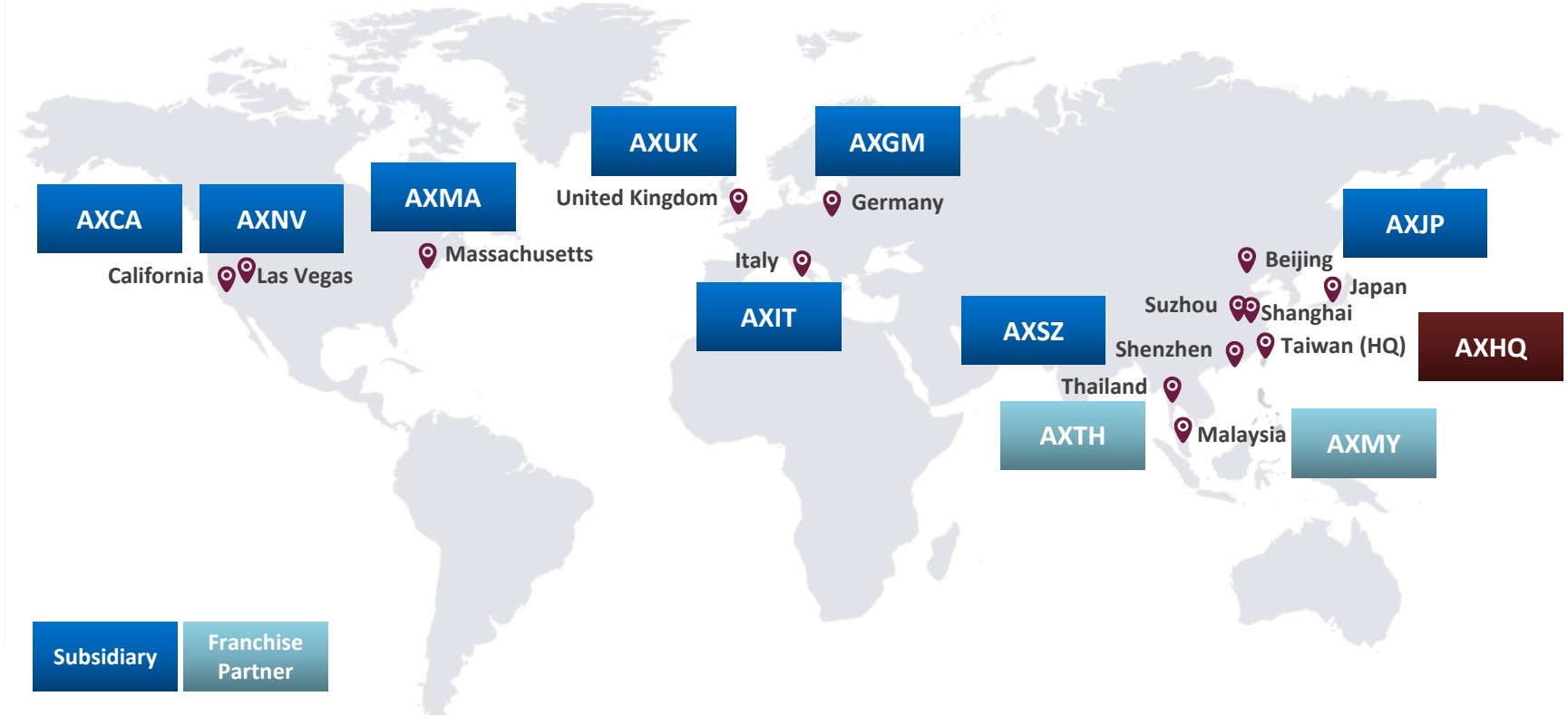
AMR/AGV



Axiomtek AMR Solution Architecture



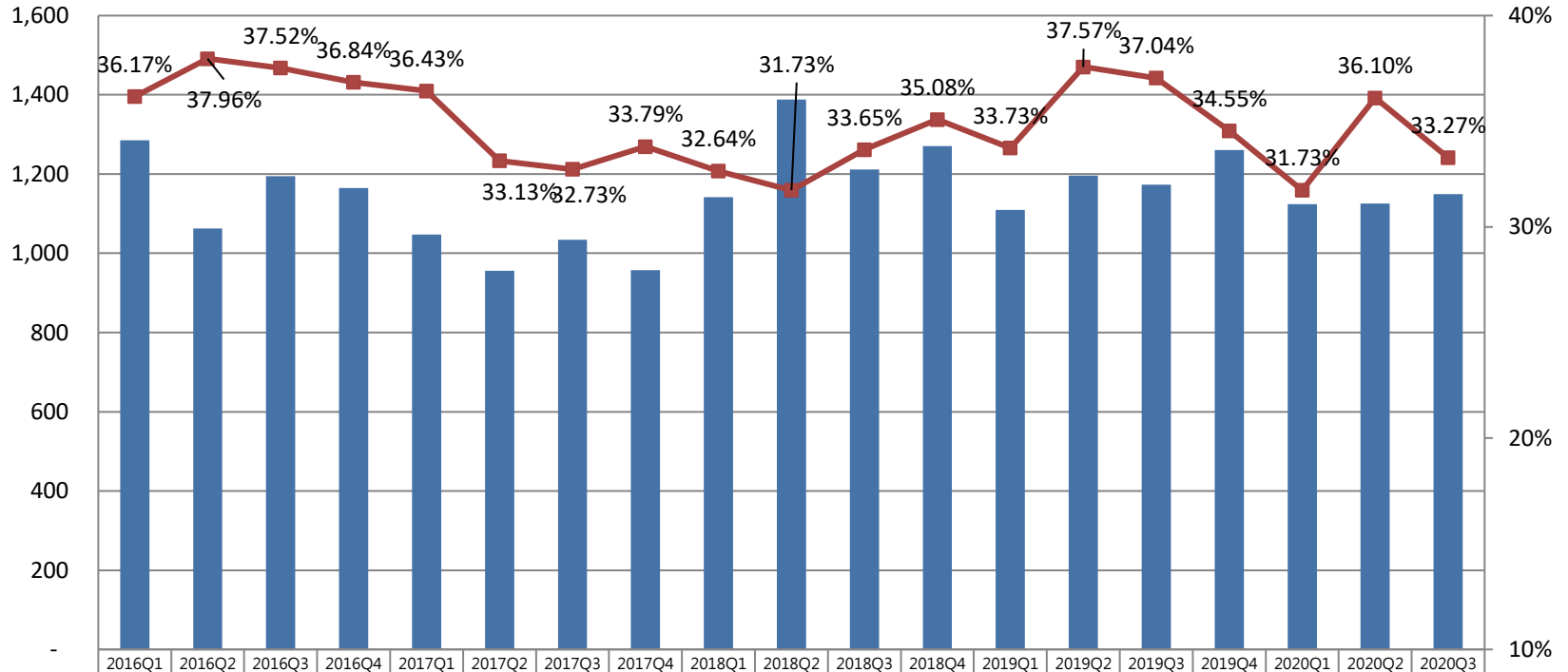
Global Operation





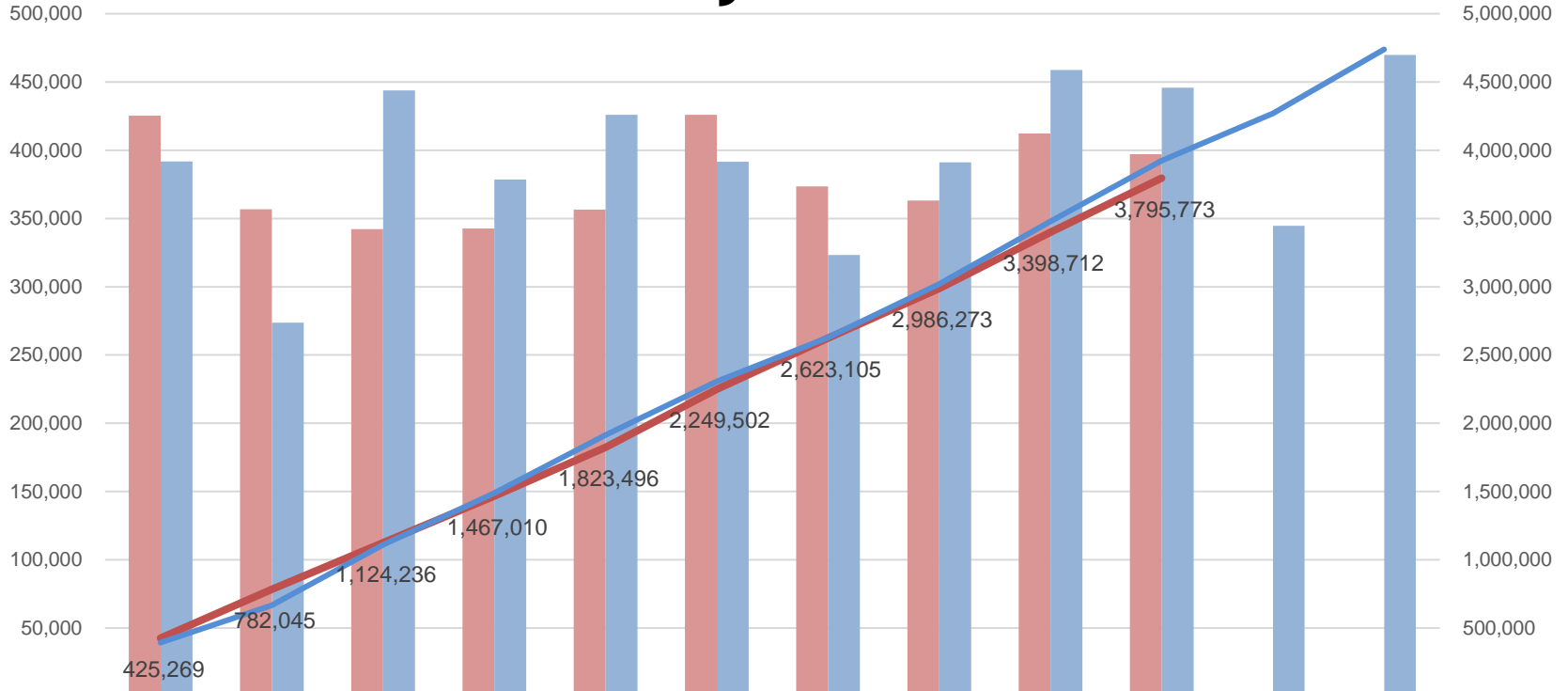
Financial Result

Quarterly Consolidated Revenue and Gross Margin



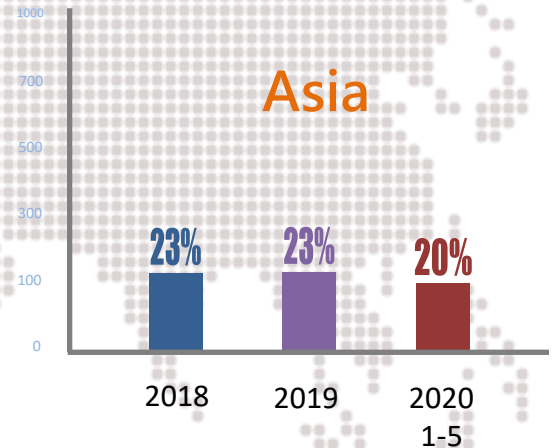
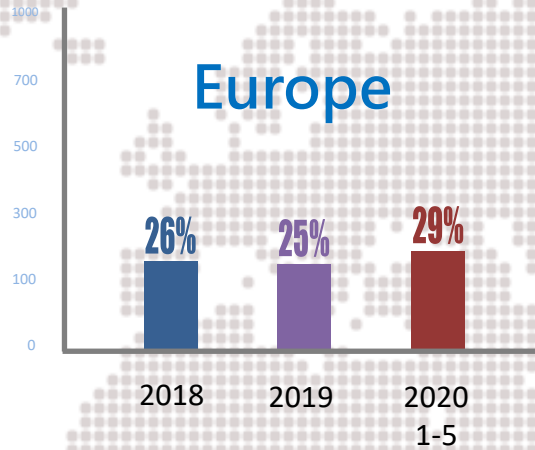
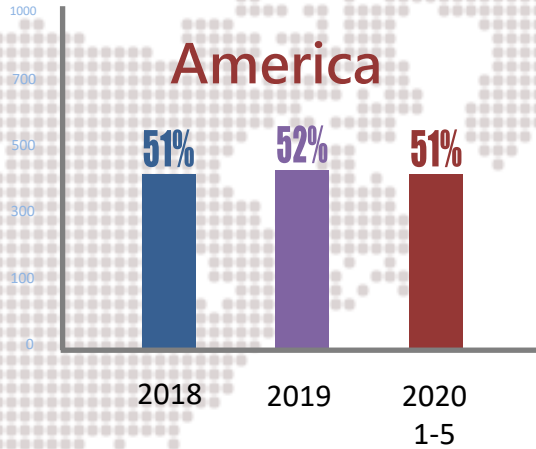
Revenue (Million)	1,285	1,063	1,195	1,165	1,047	956	1,034	958	1,141	1,388	1,211	1,270	1,109	1,196	1,173	1,260	1,124	1,125	1,149
Gross Margin %	36.17%	37.96%	37.52%	36.84%	36.43%	33.13%	32.73%	33.79%	32.64%	31.73%	33.65%	35.08%	33.73%	37.57%	37.04%	34.55%	31.73%	36.10%	33.27%
Net Profit %	8.61%	7.55%	7.95%	7.64%	2.89%	79.91%	8.84%	4.54%	7.27%	7.93%	8.08%	9.13%	10.50%	14.25%	8.63%	5.73%	5.99%	9.81%	5.30%
Operating Expense %	24.55%	29.07%	25.82%	27.63%	29.39%	27.75%	22.15%	27.65%	21.88%	20.46%	23.26%	23.19%	25.12%	25.63%	24.94%	24.98%	25.99%	24.55%	24.42%
Tax Rate	21.71%	24.55%	21.60%	28.69%	11.07%	7.48%	18.11%	18.03%	28.03%	44.28%	26.14%	27.59%	18.35%	20.97%	24.91%	30.00%	14.53%	31.12%	28.52%
Basic EPS	1.35	0.97	1.15	1.09	0.35	9.66	1.16	0.54	1.05	1.38	1.23	1.46	1.46	2.14	1.27	0.89	0.82	1.35	0.74

2019 & 2020 Monthly Consolidated Revenue

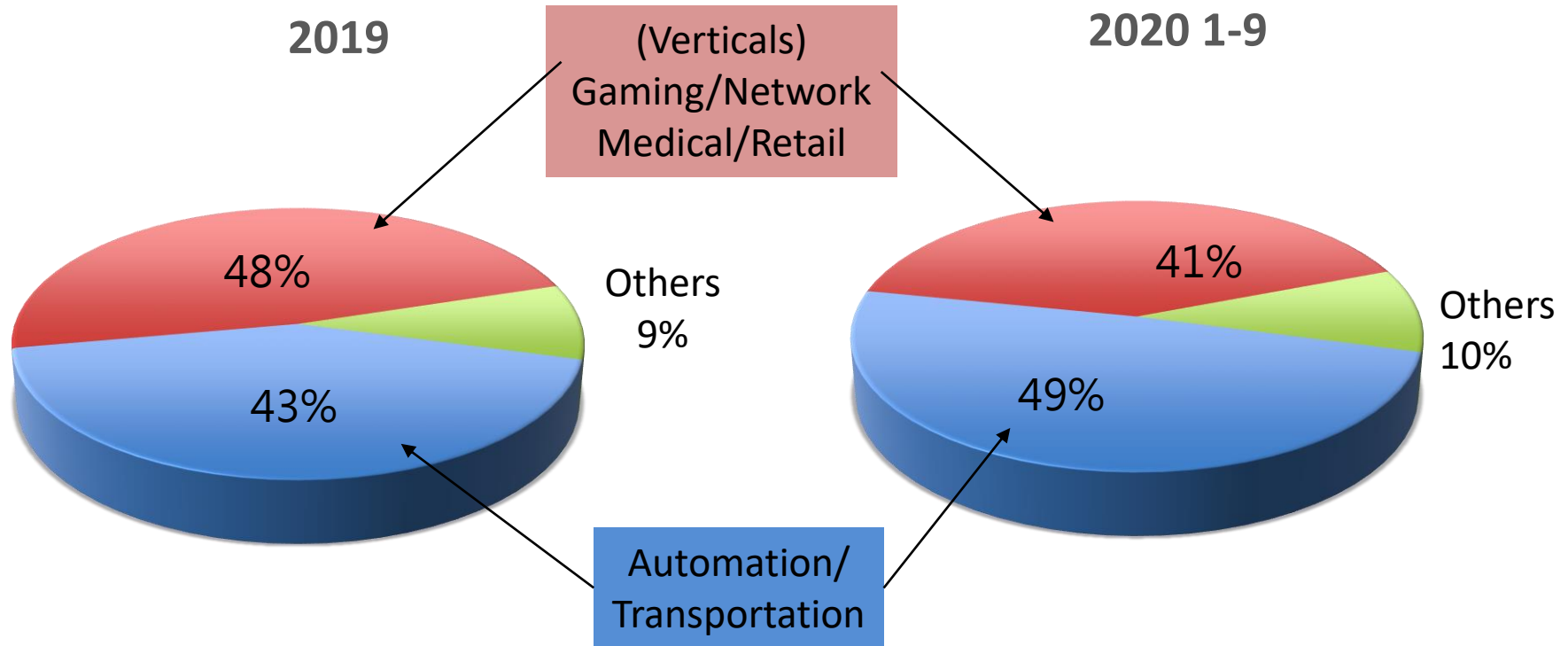


	1	2	3	4	5	6	7	8	9	10	11	12
2020	425,269	356,776	342,191	342,774	356,486	426,006	373,603	363,168	412,439	397,061		
2019	391,803	273,638	443,776	378,658	425,985	391,551	323,321	391,082	458,816	445,759	344,616	469,906
2020	425,269	782,045	1,124,236	1,467,010	1,823,496	2,249,502	2,623,105	2,986,273	3,398,712	3,795,773		
2019	391,803	665,441	1,109,217	1,487,875	1,913,860	2,305,411	2,628,732	3,019,814	3,478,630	3,924,389	4,269,005	4,738,911

Product Revenue Breakdown by Geography



Product Revenue Breakdown by Application



The Passion of Doing Great Things

大膽轉身, 熱情串聯 | 追求卓越, 迎向冠軍

