



# ***2022 Q3 Investor Conference***

Spokesperson  
Skin Huang  
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# ***Company and Industry***

# Axiomtek at a Glance

To be atop of the embedded computer industry, recognized by our partners as a trusted source of reliable products and dependable services.

To offer products that are more advanced, intelligent, efficient, and safer, and help our partner to greatly increase quality of services and move towards a sustainable society and environment.



Established  
/Headquarters

**May 1990**  
**/Taipei, Taiwan**

Founder &  
Chairman

**YT Yang**

CEO &  
President

**Albert Huang**

Revenue  
/Capital

**\$181.8M**  
**/\$32.6M**

Facility Space  
/Employees

**17,095m<sup>2</sup> (HQ)**  
**/750+**

# 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....)



## Mission

### iSystems

To make a passionate contribution to the success of our customers by leveraging our intelligent system innovations

## Growth Model

### Domain-Focused

To drive a domain-focused business group aimed at supporting our global partners

## Focus & Goal

### Customer-Focused

To be a trusted intelligent system provider with innovative technology and design-in services

# Domain-Focused Systems

## To Enable Industry Leading Innovations



### AIOT AUTOMATION

Machine Vision, HMI, Edge Computing, AMR, Industrial System

### TRANSPORTATION

Surveillance & Security, PIDS, Driver Console & Management Gateway

### NETWORK

IIoT Gateway, UTM, IPS/IDS, SD-WAN, Next Generation Firewall

### RETAIL

Digital Signage, Interactive Kiosk, Self-Service Kiosk, IWB

### MEDICAL

Medical Equipment & Device, Medical Imaging, AI Diagnosis

### GAMING

Slot Machine, Electronic Table Game, PTS, Video Mixer



# Axiomtek Global Operation

15 Sales offices  
60+ Distributors  
200+ Engineers  
750+ Employees  
\$181.8M Revenue

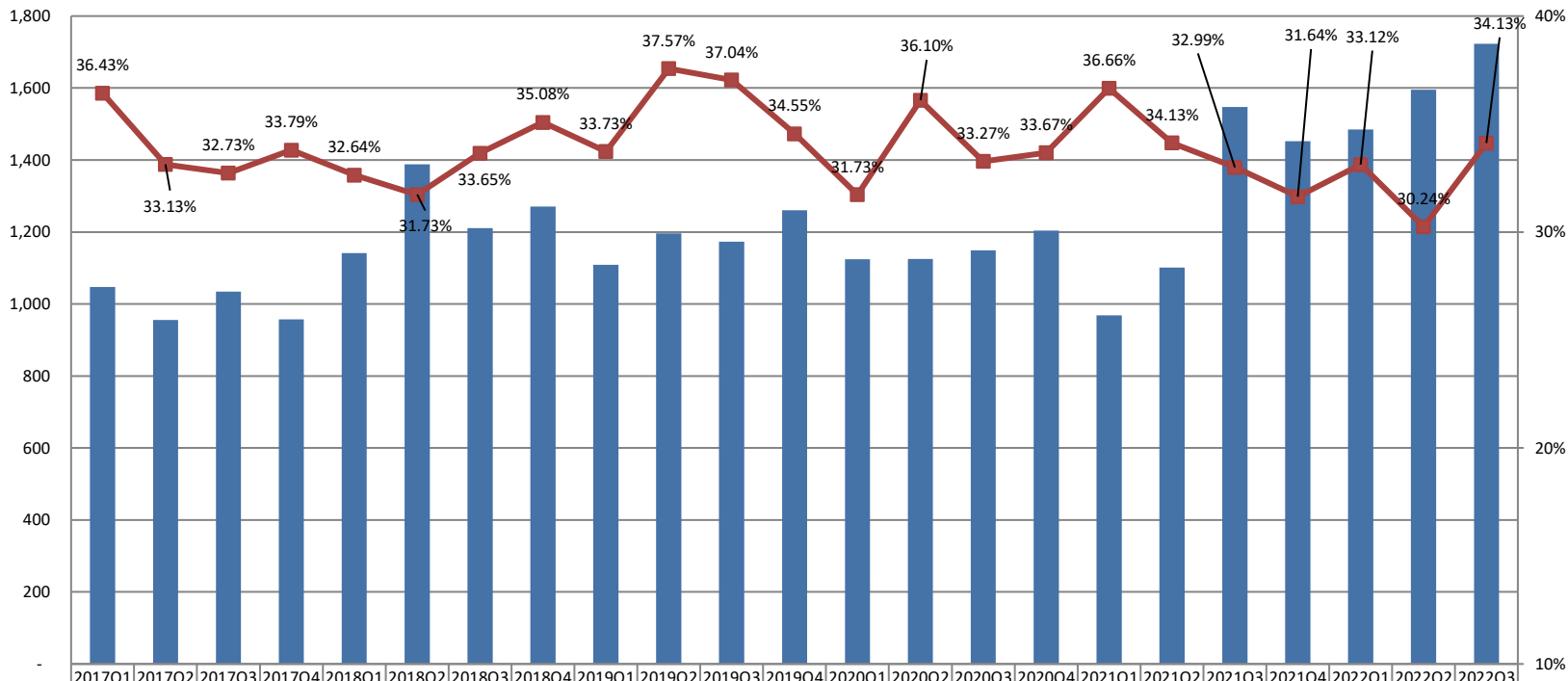




# ***Financial Result***

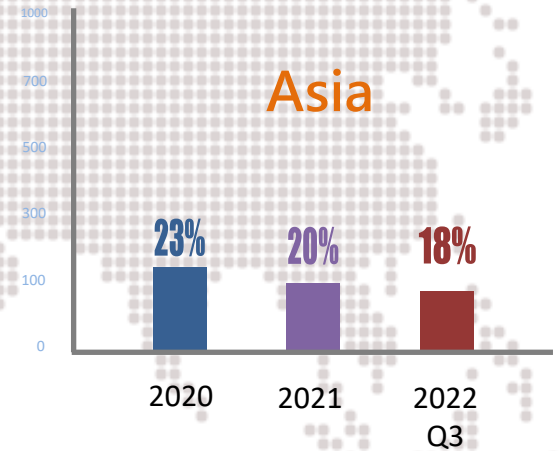
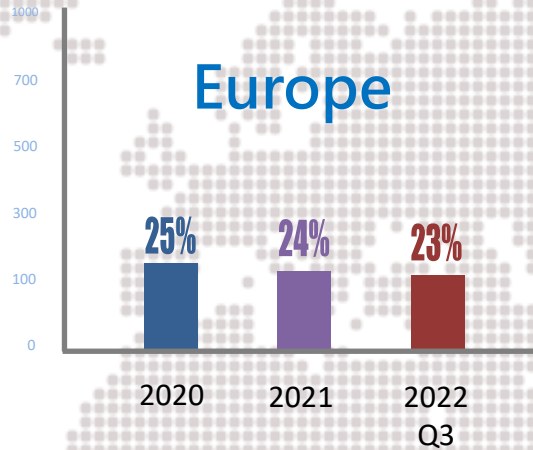
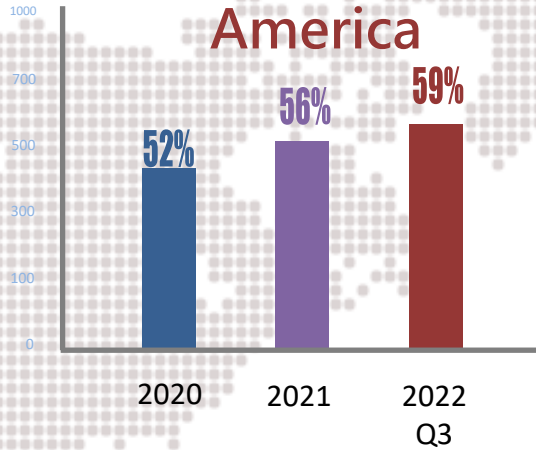


# Quarterly Consolidated Revenue and Gross Margin

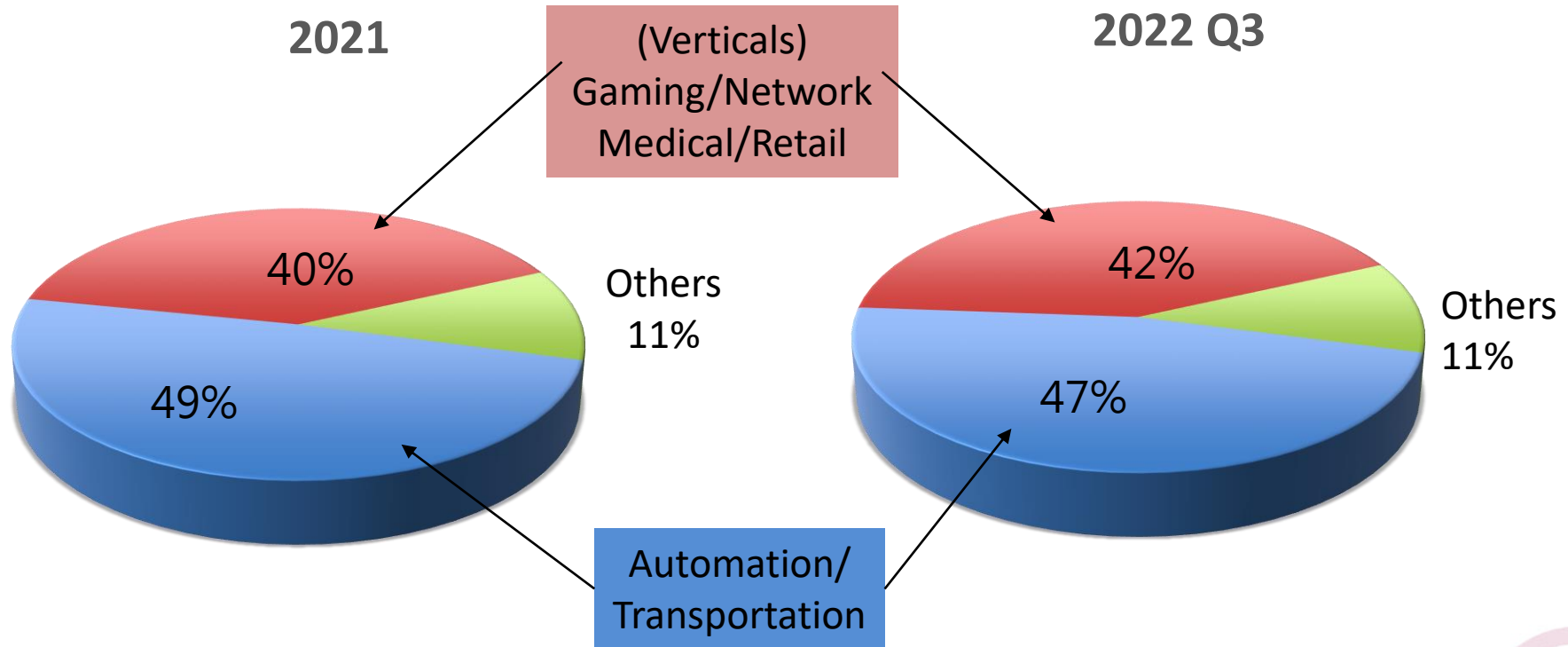


Revenue (Million)	1,047	956	1,034	958	1,141	1,388	1,211	1,270	1,109	1,196	1,173	1,260	1,124	1,125	1,149	1,204	969	1,101	1,547	1,452	1,485	1,596	1,723
Gross Margin %	36.43%	33.13%	32.73%	33.79%	32.64%	31.73%	33.65%	35.08%	33.73%	37.57%	37.04%	34.55%	31.73%	36.10%	33.27%	33.67%	36.66%	34.13%	32.99%	31.64%	33.12%	30.24%	34.13%
Net Profit %	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%	5.64%	12.34%	4.17%	8.78%	6.18%	9.00%	5.03%	11.20%
Operating Expense %	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%	24.82%	29.59%	27.67%	21.35%	25.21%	22.56%	24.06%	22.04%
Tax Rate	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%	22.98%	14.80%	35.57%	26.80%	8.54%	24.11%	28.26%	22.93%
Basic EPS	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	0.82	1.43	0.55	1.58	0.99	1.48	0.89	2.13

# Product Revenue Breakdown by Geography



# Product Revenue Breakdown by Application





# Thank You