



2023 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



Established
/Headquarters

May 1990
/Taipei, Taiwan

Founder &
Chairman

YT Yang

CEO &
President

Albert Huang

Revenue
/Capital

\$206M
/\$31.7M

Facility Space
/Employees

20,100m² (HQ)
/800+

IPC Industry

Upper

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

Middle

- IPC manufacturer
- Board, Embedded System, Peripheral device

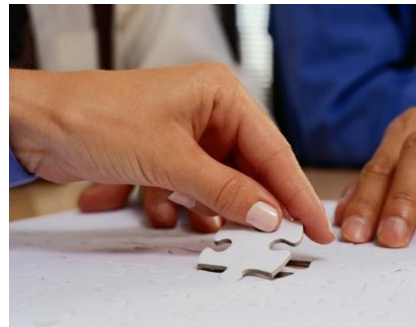


Lower

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

OUR Advantages

Axiomtek has experienced extraordinary growth over the past 30 years. Fueled by our passionate employees, we have leveraged decades of experience which has resulted in a vast portfolio of high value add solutions that we deliver to our trusted customers. We are committed to making long term investments to secure our place at the top of the industrial PC industry. This commitment has yielded a growing team of engineers including software, hardware, middleware and application engineers, that are second to none!



High Quality & Long-Term Availability

Product Lifecycle Management and
Supply Chain Management



Domain- Focused Intelligent System

Agile Design-In Service

Innovation and Fast Time-To-Market through
Axiomtek's Professional Design Engineering
Services

Domain-Focused Systems

To Enable Industry Leading Innovations



AUTOMATION

Edge AI, Machine Vision, HMI, AMR, GPU Workstation

TRANSPORTATION

Surveillance & Security, PIDS, Driver Console & Management Gateway

NETWORK

Ind. Cybersecurity, IIoT Gateway, UTM, IPS/IDS, SD-WAN

RETAIL

Smart Store, Digital Signage, Interactive & Self-Service Kiosk

MEDICAL

Medical Equipment & Device, Medical Imaging, AI Diagnosis

GAMING

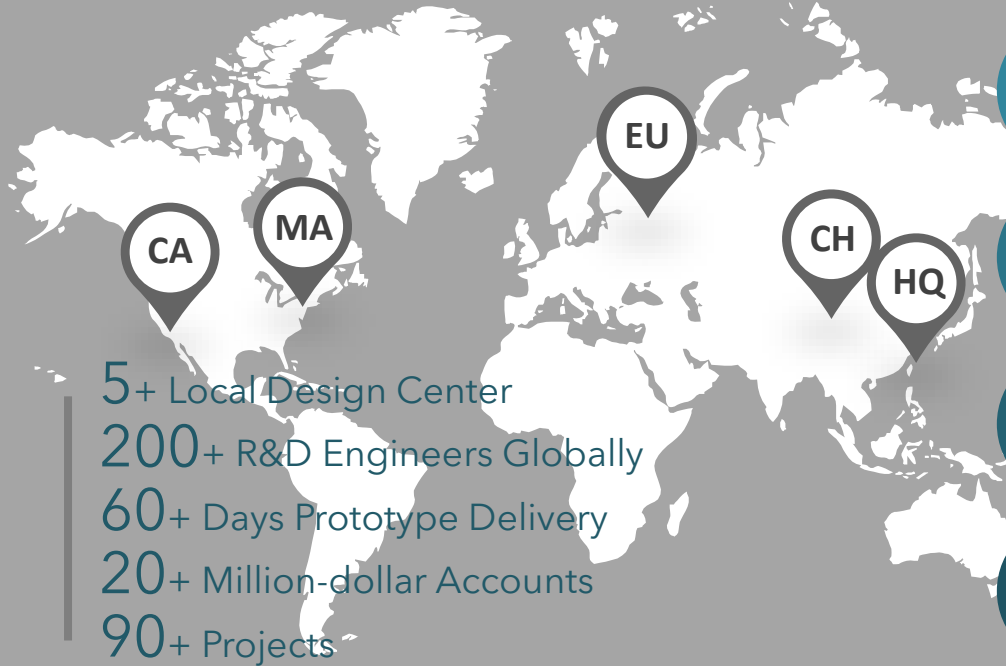
Slot Machine, Electronic Table Game, PTS, Video Mixer



ROS2 docker



Design Engineering Services



Global Support and Service

In-house manufacturing and system assembly.
Global certifications for worldwide product development.



Diverse Industry Experience

Quick innovation on the customized application and fully-integrated simulation technology.



Project Management Service

World-class project managers take ownership of your projects from concept through mass production.



Accelerate Time-to-Market

Utilizes development resources quickly, efficiently, and within budget.

Manufacturing Facility in Taipei, Taiwan

- 5 SMT lines equipped and N2 Lead-free Soldering System
 - Capability of 50-70K boards, 25K systems monthly
 - 2 DIP assembly lines with experienced operators
 - Class 1000 cleanroom and burin-in room
 - ISO 9001, ISO 14001, ISO 45001, and ISO 13485 certified
- Manufacturing Control, Testing and Quality Assurance
 - ShopFloor manufacturing control and tracking system
 - AOI (Automated Optical Inspection)
 - SPI (Solder Paste Inspection)
 - ICT (In-circuit Test)



SMT Lines



N2 Lead-free Soldering System



Assembly Line



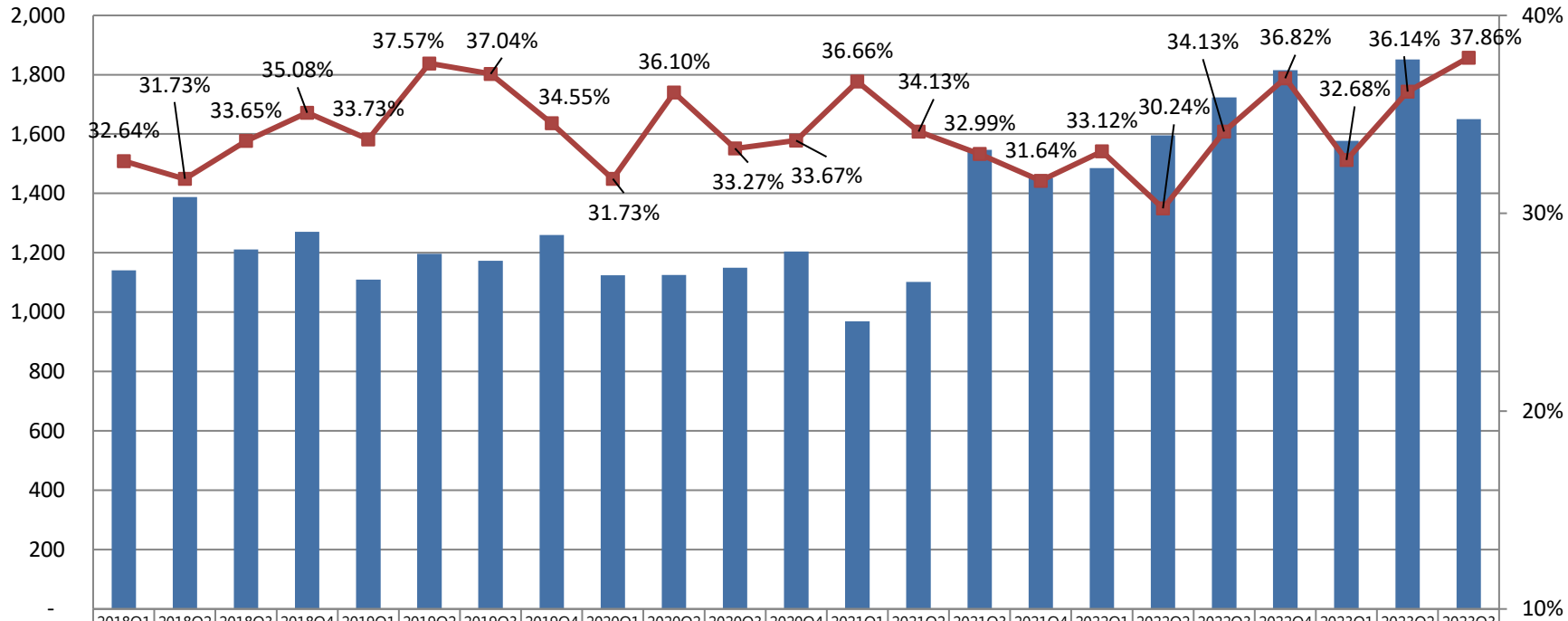
Clean Room





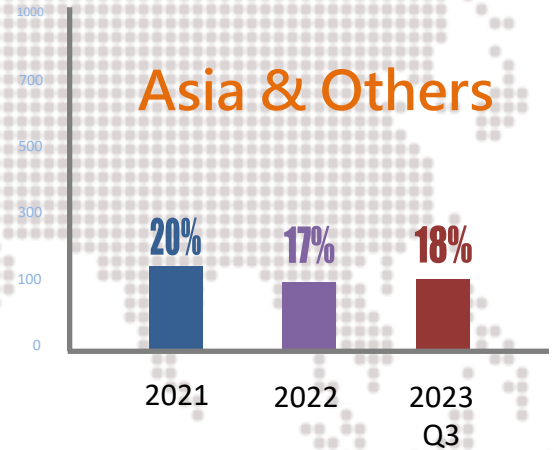
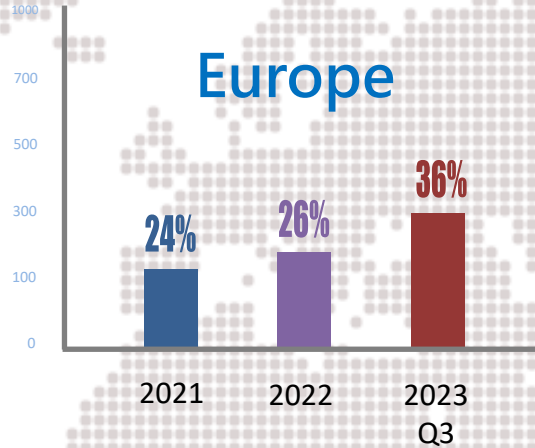
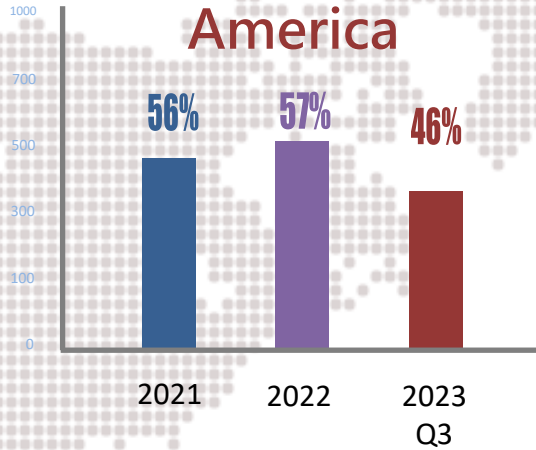
Financial Result

Quarterly Consolidated Revenue and Gross Margin

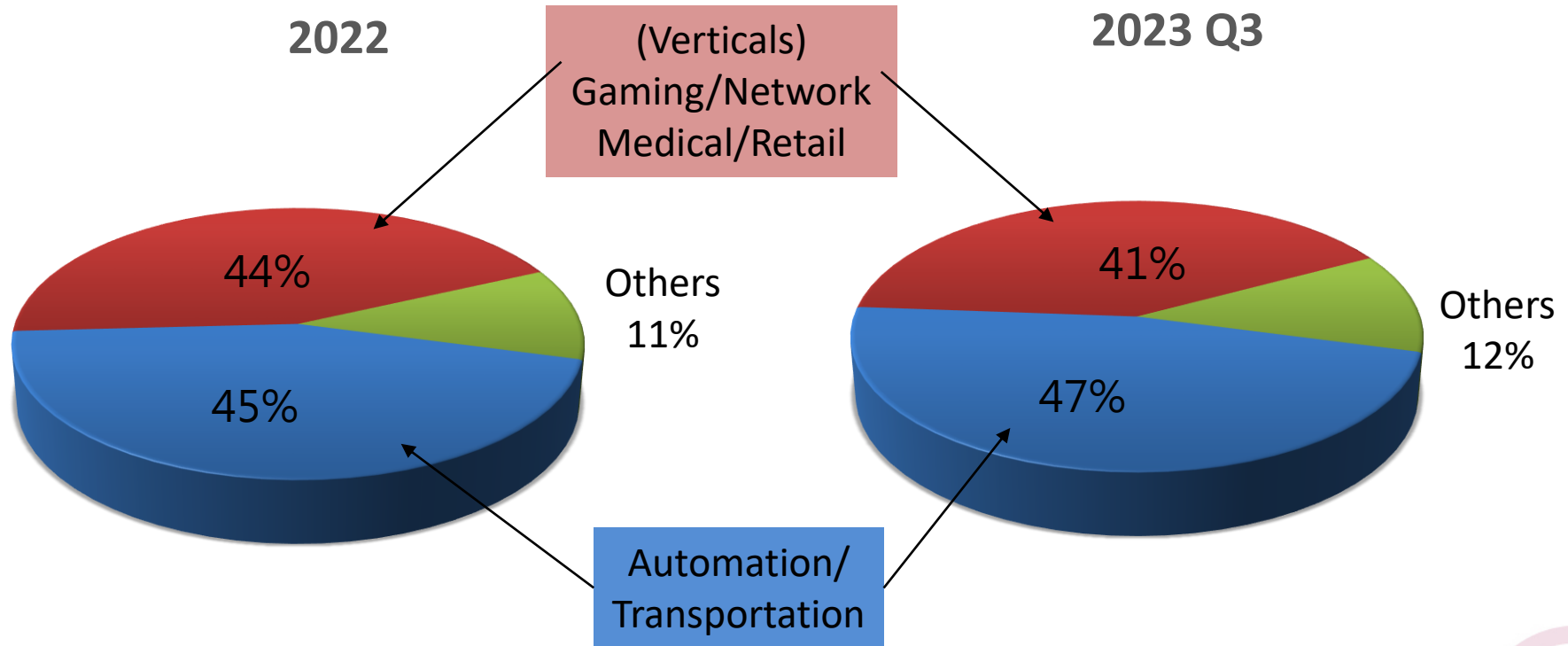


Revenue (Million)	1,141	1,388	1,211	1,270	1,109	1,196	1,173	1,260	1,124	1,125	1,149	1,204	969	1,101	1,547	1,452	1,485	1,596	1,723	1,815	1,578	1,851	1,650
Gross Margin %	32.64%	31.73%	33.65%	35.08%	33.73%	37.57%	37.04%	34.55%	31.73%	36.10%	33.27%	33.67%	36.66%	34.13%	32.99%	31.64%	33.12%	30.24%	34.13%	36.82%	32.68%	36.14%	37.86%
Net Profit %	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%	10.78%	7.85%	11.95%	13.76%
Operating Expense %	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%	22.33%	22.04%	20.63%	22.53%
Tax Rate	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%	23.05%	23.01%	29.20%	26.56%
Basic EPS	0.95	1.25	1.12	1.33	1.33	1.95	1.15	0.81	0.75	1.23	0.67	0.75	1.30	0.50	1.44	0.90	1.35	0.81	1.94	1.95	1.23	2.19	2.24

Product Revenue Breakdown by Geography



Product Revenue Breakdown by Application





Thank You