Investor Conference

Spokesperson
Skin Huang
November 14th, 2018
Strategic Business Structure
Axiomtek IIoT Architecture

Industrial IoT Comprehensive Solutions

Applications
- Factory Automation
- Intelligent Transportation
- Energy Saving
- Health Care
- Security and Surveillance
- Building Management
- Agriculture Automation
- Vehicle Controlling and Monitoring

Networks
- Industrial Firewalls
- Industrial Gateways
- Ethernet Convertors
- Ethernet Switches
- Remote Management Solutions

Devices & Sensors
- Embedded Systems
- Din-rail Embedded Controllers
- Transportation Embedded Systems
- Multi-touch Panel Computers
Strategic Business Focus

**Transportation**
- Security and Surveillance
- Monitoring System
- Information System
- Communication Gateway

**Automation**
- IIoT Gateway
- Machine Vision
- AI in Video Edge
- Data Acquisition (DAQ) and Predictive Maintenance (PdM)

**Embedded Board Design-in**
- Application Reference Boards for Design-in
- Vertical Application Driven

**Retail**
- Digital Signage
- IWB
- Interactive Kiosk
- Self-ordering Kiosk
- Mobile POS

**Networking**
- IIoT Cyber Security
- Industrial Network Security
- Industrial Network Management

**Gaming**
- Player Tracking System
- Video Mixer
- Gaming Machine Controller

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Agent Maas Suite (AMS)
Strategic Business Units

**SNS**
- Software support and development
- AXView
- Lite SCADA
- Microsoft Azure
- EOS, Linux

**IPS**
- IPC & Embedded Application Systems
- Vertical Certified embedded System & Panel PC

**ECSE**
- Embedded SBC & Modules
- SOM Modules & Application Reference Boards

**IRS**
- Digital Signage Box PC
- Commercial PPC
- Mobile POS
- Kiosk & Peripheral Integration

**CCNI**
- IIoT Cyber Security
- Industrial Network Security Platforms

**GAM**
- Gaming Management Systems
- Gaming Machine Controllers
- Gaming Machine M/B & IO

Certified Computer
- Embedded Box PC
- Industrial PC
- Panel PC & Display

Certified Panel PC & Display
- SoM & Embedded SBC
- Industrial Gateway & I/O
- DAQ & Remote I/O

Network Appliance & SDN
- Gaming System & I/O Modules
Global Operation

AXCA
California

AXMA
Massachusetts

AXUK
United Kingdom

AXGM
Germany

AXTH
Thailand

AXMY
Japan

AXSL
Shenzhen

AXJP
Beijing

AXCA
Massachusetts

AXMY
Japan

AXHQ
Axiomtek Global Operation

Subsidiary
Franchise Partner

AXTH
Thailand

AXCA
Massachusetts

AXMY
Japan
Financial Result
Quarterly Consolidated Revenue and Gross Margin

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (NT$ '000)</th>
<th>Gross Margin %</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017Q1</td>
<td>1,046,832</td>
<td>36.43%</td>
</tr>
<tr>
<td>2017Q2</td>
<td>955,825</td>
<td>33.13%</td>
</tr>
<tr>
<td>2017Q3</td>
<td>1,033,935</td>
<td>32.73%</td>
</tr>
<tr>
<td>2017Q4</td>
<td>957,637</td>
<td>33.79%</td>
</tr>
<tr>
<td>2018Q1</td>
<td>1,141,235</td>
<td>32.64%</td>
</tr>
<tr>
<td>2018Q2</td>
<td>1,387,877</td>
<td>31.73%</td>
</tr>
<tr>
<td>2018Q3</td>
<td>1,211,077</td>
<td>33.65%</td>
</tr>
</tbody>
</table>
Product Revenue Breakdown of 2018 First 3Q

by OBM/ODM

- ODM/OEM 40.0%
- OBM 60.0%

- Gaming
- NA
- POS/Kiosk
- Medical
- Distributors
- System Integrators
- VARs
Product Revenue Breakdown of 2018 First 3Q

by Geography

- America, 46.0%
- Europe, 27.0%
- APAC, 27.0%
  (Including Greater China)
Thank You

www.axiomtek.com