Investor Conference

Spokesperson
Skin Huang
November 14th , 2019
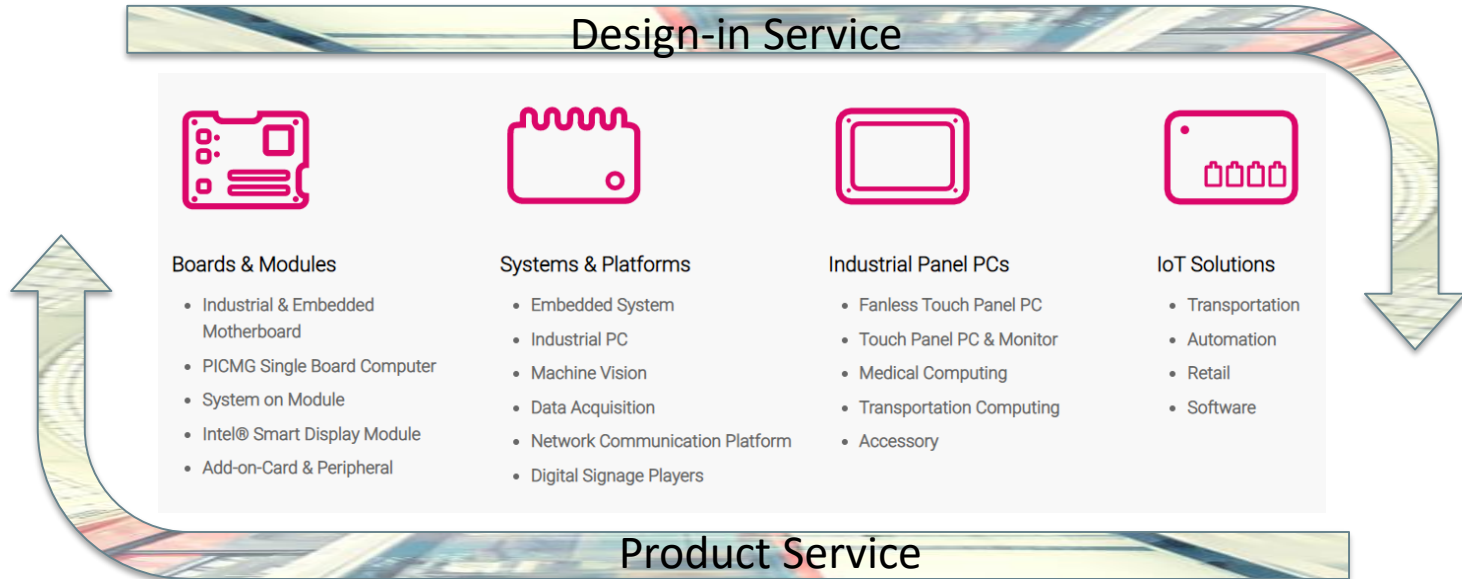
Company and Industry

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:

Design-in Service

Boards & Modules

- Industrial & Embedded Motherboard
- PICMG Single Board Computer
- System on Module
- Intel® Smart Display Module
- Add-on-Card & Peripheral

Systems & Platforms

- Embedded System
- Industrial PC
- Machine Vision
- Data Acquisition
- Network Communication Platform
- Digital Signage Players

Industrial Panel PCs

- Fanless Touch Panel PC
- Touch Panel PC & Monitor
- Medical Computing
- Transportation Computing
- Accessory

IoT Solutions

- Transportation
- Automation
- Retail
- Software

Product Service

IPC Industry

Upper

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

Middle

- IPC manufacturer
  - Board, Embedded System, Peripheral device

Lower

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

Application Framework Architecture

Application	• Factory Automation • Smart City and Smart Building • Smart Energy • Transportation and Logistics • Retail • Agriculture
Software SDK	• Software Framework – AMS • Middleware & SDK (MATLAB & LabVIEW) • Intel Toolkits (Unite, OpenVINO, Deep Learning Suite, etc.) • Utility (TMA, Power & Connection Management) • Others…
Platforms	
Device & Sensor Gateway	

Strategic Business Focus

Verticals	Segments	Applications	Software SDK	Partners	
Transportation	Railway, In-Vehicle	Surveillance & Security, PIS, Gateway, Diagnosis & Predictive Maintenance			
Automation	Discrete Manufacturing, Smart Energy & Process Industry	Controller, Machine Vision, AMR, Machine Condition Monitoring & PdM			
Medical	Health & Life Sciences Equipment and Device, Data Mining	Medical Equipment & Device, Point of Care, Medical Imaging	**Agent MaaS Suite (AMS)**	**System Integrators, VAR, ISV**	**Solution Provider, End-User**
Gaming	Slot Machine, Table Machine	Player Tracking, Video Mixer, Gaming Controller, Button Deck			
Retail	QSR, Hospitality, Education	Digital Signage, Interactive Kiosk, Self-Ordering Kiosk, Interactive Whiteboard			
Network Computing	Network Security and Appliances, Communication Infrastructure	NGFW, UTM, IPSec, DDoS Protection, IPS/IDS; WAN Optimization, Wire/Wireless Mgmt., SD-WAN, Cloud-RAN, Edge and Core Routers			
Embedded SBC & SoM Design-in Services					

Global Operation

AXUK

AXGM

AXCA

AXNV

AXMA

AXJP

United Kingdom

Germany

California

Las Vegas

Massachusetts

Italy

Beijing

AXIT

Japan

Suzhou

Shanghai

AXSZ

Shenzhen

Taiwan (HQ)

AXHQ

Thailand

AXTH

Malaysia

AXMY

Subsidiary

Franchise Partner

AXIOMTEK

Financial Result

Quarterly Consolidated Revenue and Gross Margin
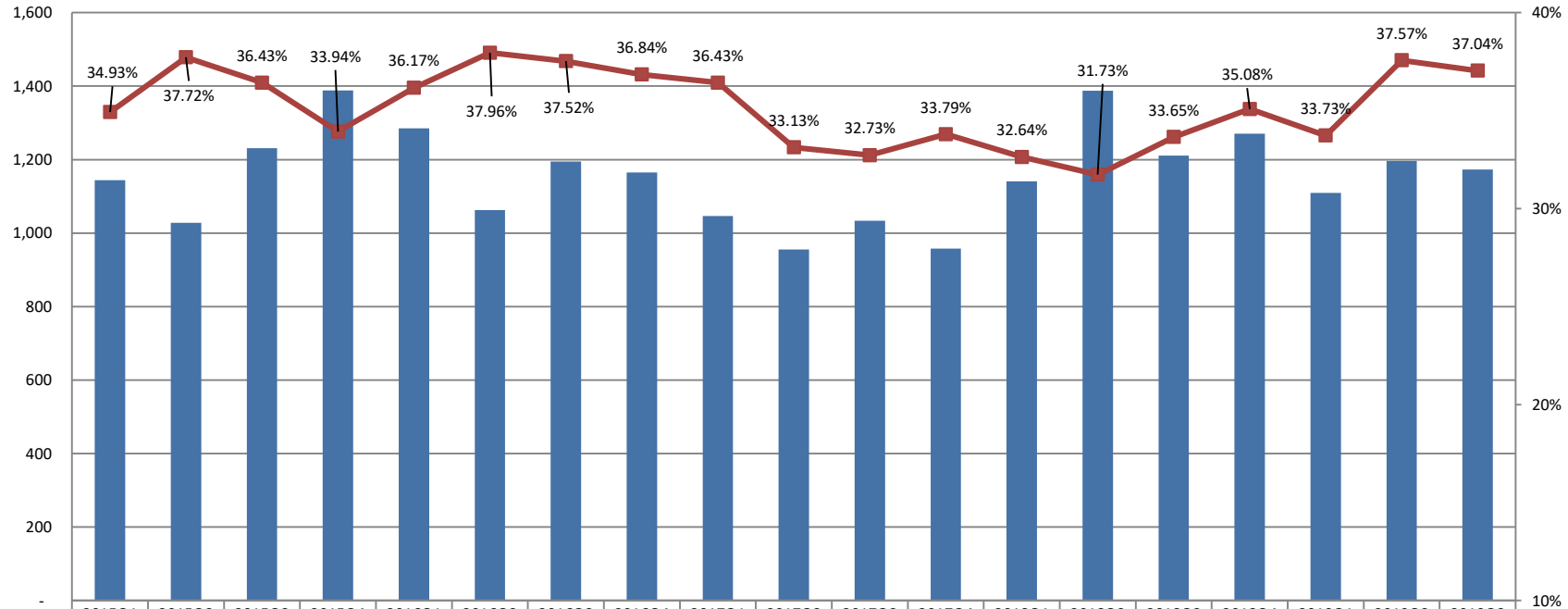
	2015Q1	2015Q2	2015Q3	2015Q4	2016Q1	2016Q2	2016Q3	2016Q4	2017Q1	2017Q2	2017Q3	2017Q4	2018Q1	2018Q2	2018Q3	2018Q4	2019Q1	2019Q2	2019Q3
Revenue (Million)	1,144	1,028	1,231	1,388	1,285	1,063	1,195	1,165	1,047	956	1,034	958	1,141	1,388	1,211	1,270	1,109	1,196	1,173
Gross Margin %	34.93%	37.72%	36.43%	33.94%	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%
Net Profit %	8.08%	7.71%	12.61%	8.18%	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%	0.00%
Operating Expense %	23.57%	26.58%	24.51%	23.23%	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%	25.55%
Tax Rate	22.65%	27.74%	22.98%	20.99%	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%
Basic EPS	1.13	0.98	1.89	1.38	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

Monthly Consolidated Revenue
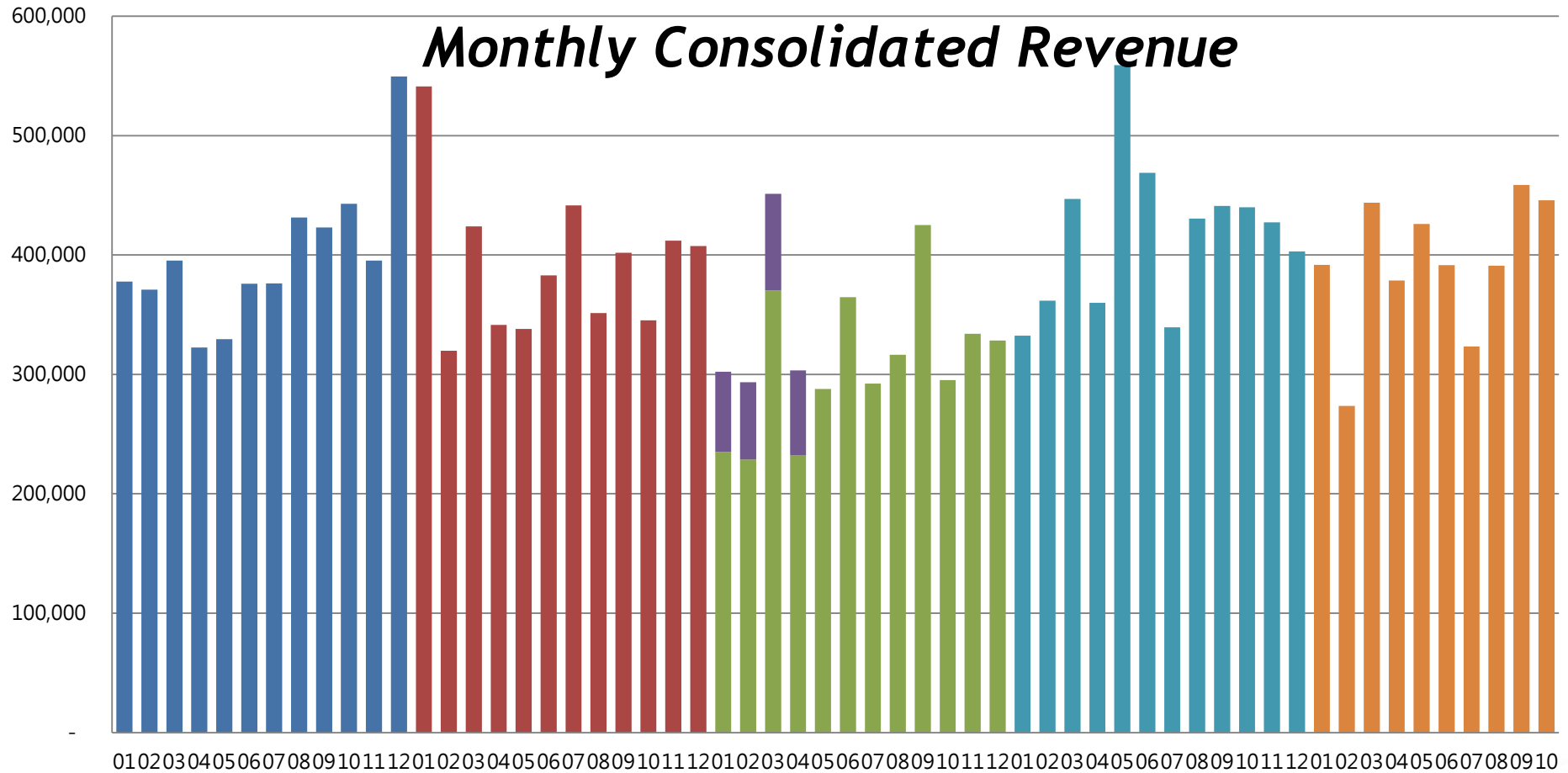
Product Revenue Breakdown by Geography
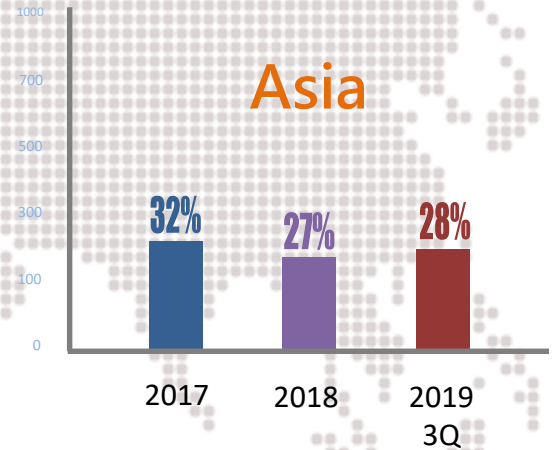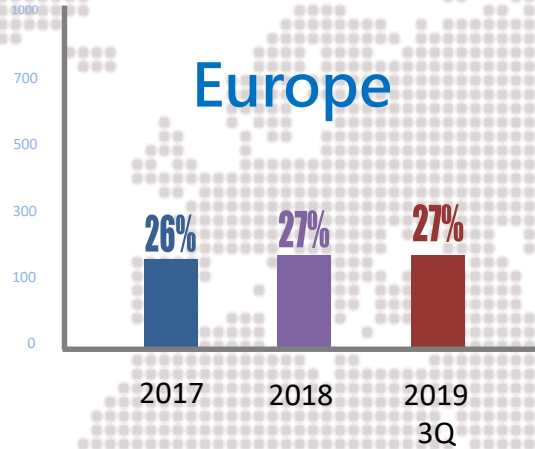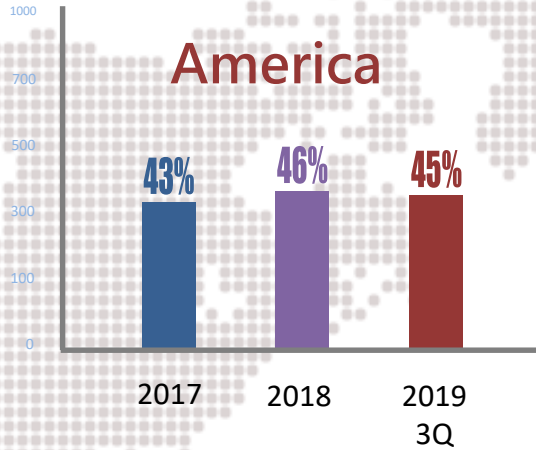
Product Revenue Breakdown by Application

2018

20193Q

Verticals (GAM/IRS/CCNI)

42.4%

49.5%

Others 7.3%

Others 8.0%

50.3%

42.5%

Automation/ Transportation (IPS&ECSE)

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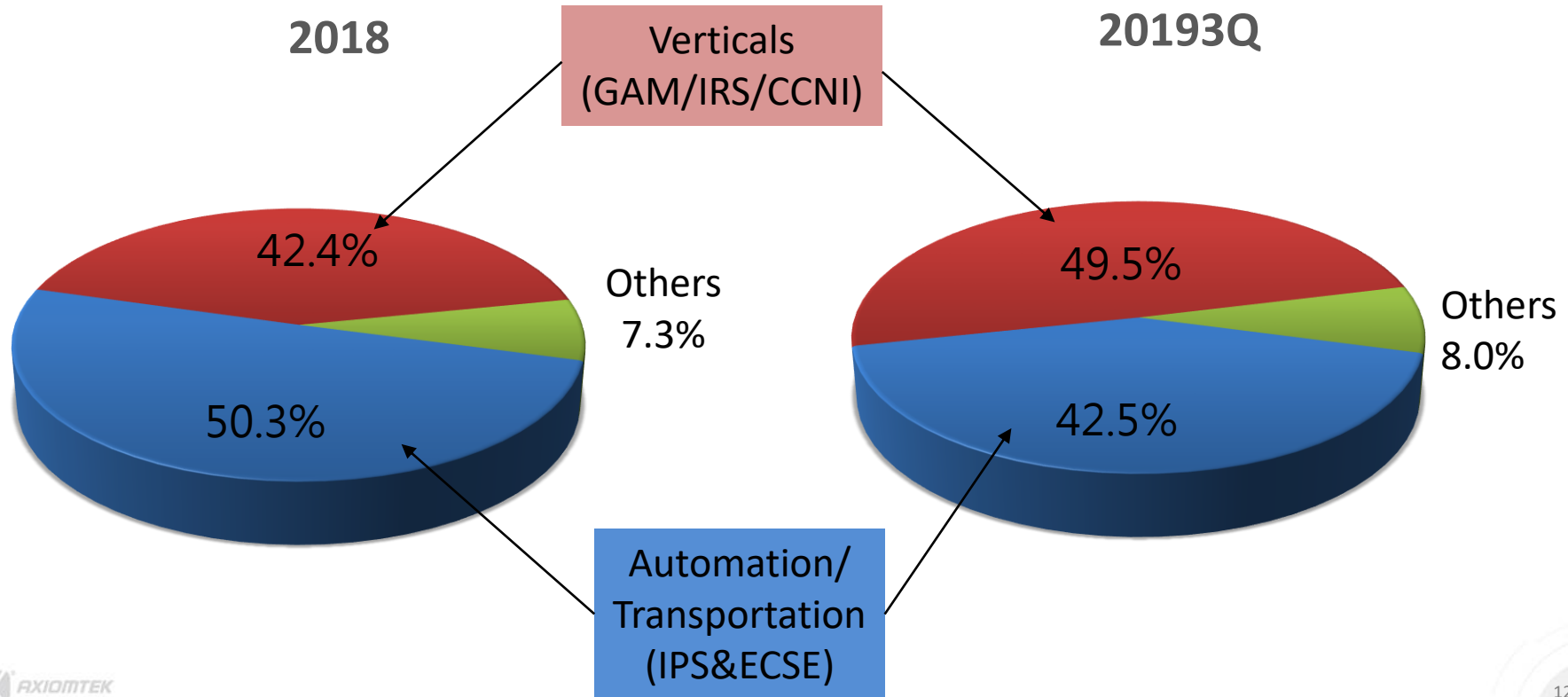
Thank You

www.axiomtek.com