Company and Industry
Axiomtek is a leading design and manufacturing company in the industrial computer and embedded field. In order to strengthen our own technology capabilities, increase the brand core value and create a win-win situation for partners and shareholders, based on the 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, etc.

**Middle**
- IPC manufacturer
  - Board, Embedded System, Peripheral device

**Lower**
- Application
  - System integration, Agent/VAR, Vertical Markets (Medical, Gaming, Transportation, Network Appliances, etc.)
## IIoT Architecture & Axiomtek Direction

<table>
<thead>
<tr>
<th>Cloud/ On-Premises Connectivity</th>
<th>Network Security and Appliance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Automation</td>
<td>Transportation</td>
</tr>
<tr>
<td>Medical</td>
<td>Retail</td>
</tr>
<tr>
<td>Gaming</td>
<td></td>
</tr>
</tbody>
</table>

### Control Edge Computer & Gateway

- **Certified Embedded Computer**
- **Embedded Box PC and Edge AI**
- **Industrial PC & Machine Vision**
- **Panel PC & Display**
- **Comm. Gateway & Sensor Gateway**
- **DAQ & Remote I/O**
- **SoM & Embedded SBC**
- **Retail Modules and systems**
- **Interactive Panel PC & Kiosk**
- **Gaming System & I/O Modules**

### Field Connectivity Sensors, Device & Machine

- **Modbus**
- **OPC UA**
- **LPWAN**
- **TSN**
- **EtherNet/IP**
- **Ethernet**
- **USB 3.1**
- **Analog In/Out**
- **Digital I/O**

### Connectivity

- 4G/LTE, 5G, AP, Switch, Router

### Software

- IoT Cybersecurity, SD-WAN, MEC, Enterprise vCPE
- AMS, OpenVINO, Driver, Utility, LabVIEW, MATLAB, RDM, ROS2, AI Toolkits

### Network Protocols

- Ethernet
- USB 3.1
- Analog In/Out
- Digital I/O

---

The Passion of Doing Great Things
### Vertical Market Focus

<table>
<thead>
<tr>
<th>Verticals</th>
<th>Segments</th>
<th>Applications</th>
<th>Software</th>
<th>Partners</th>
</tr>
</thead>
<tbody>
<tr>
<td>Transportation</td>
<td>Railway, In-Vehicle</td>
<td>Surveillance &amp; Security, PIS, Gateway, Diagnosis &amp; Predictive Maintenance</td>
<td></td>
<td>Solution Provider, End-User</td>
</tr>
<tr>
<td>Network Computing</td>
<td>Network Security and Appliances, Communication Infrastructure</td>
<td>NGFW, UTM, IPSec, DDoS Protection, IPS/IDS; WAN Optimization, Wire/Wireless Mgmt., SD-WAN, Edge and Core Routers</td>
<td></td>
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<tr>
<td>Retail</td>
<td>QSR, Hospitality, Education</td>
<td>Digital Signage, Interactive Kiosk, Self-Ordering Kiosk, Interactive Whiteboard</td>
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</tr>
<tr>
<td>Medical</td>
<td>Health &amp; Life Sciences Equipment and Device, Data Mining</td>
<td>Medical Equipment &amp; Device, Point of Care, Medical Imaging</td>
<td></td>
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</tr>
<tr>
<td>Gaming</td>
<td>Slot Machine, Table Machine</td>
<td>Player Tracking, Video Mixer, Gaming Controller, Button Deck</td>
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</tr>
</tbody>
</table>

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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.
Axiomtek AMR Solution Architecture

AMR Turnkey Solution
- Applications
  - Inventory Management
  - Smart Production
  - Autonomous Navigation

AMR Management
- AMR Database
- Web Service
- HTTP Server

AMR Operation
- ROS
- Simulator
- Real Motion
- Navigation

AMR Hardware
- MCU Control
- x86 CPU
- I/O Sensors
- Motor
- Ultrasonic
- WLAN/WWAN
- Laser / Lidar

Compatible Sensors & Peripheral

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Global Operation

AXCA California
AXNV Las Vegas
AXMA Massachusetts
AXUK United Kingdom
AXGM Germany
AXIT Italy
AXSZ Suzhou
AXTH Thailand
AXJP Japan
AXHQ Taiwan (HQ)
AXCA AXNV AXMA AXUK AXGM AXIT AXSZ AXTH AXJP AXHQ

Subsidiary
Franchise Partner

AXCA AXNV AXMA AXUK AXGM AXIT AXSZ AXTH AXJP AXHQ

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Financial Result
### Quarterly Consolidated Revenue and Gross Margin

<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td><strong>Revenue (Million)</strong></td>
<td>1,285</td>
<td>1,063</td>
<td>1,195</td>
<td>1,165</td>
<td>1,047</td>
<td>956</td>
<td>1,034</td>
<td>958</td>
<td>1,141</td>
<td>1,388</td>
<td>1,211</td>
<td>1,270</td>
<td>1,109</td>
<td>1,196</td>
<td>1,173</td>
<td>1,260</td>
<td>1,124</td>
<td>1,125</td>
<td>1,149</td>
</tr>
<tr>
<td><strong>Gross Margin %</strong></td>
<td>36.17%</td>
<td>37.52%</td>
<td>36.84%</td>
<td>36.43%</td>
<td>33.13%</td>
<td>32.73%</td>
<td>33.13%</td>
<td>32.64%</td>
<td>33.79%</td>
<td>35.08%</td>
<td>33.73%</td>
<td>35.08%</td>
<td>33.73%</td>
<td>37.57%</td>
<td>37.04%</td>
<td>34.55%</td>
<td>31.73%</td>
<td>36.10%</td>
<td>33.27%</td>
</tr>
<tr>
<td><strong>Net Profit %</strong></td>
<td>8.61%</td>
<td>7.55%</td>
<td>7.95%</td>
<td>7.64%</td>
<td>7.49%</td>
<td>8.84%</td>
<td>8.13%</td>
<td>7.73%</td>
<td>7.93%</td>
<td>8.08%</td>
<td>9.13%</td>
<td>10.50%</td>
<td>14.25%</td>
<td>8.63%</td>
<td>5.73%</td>
<td>5.99%</td>
<td>5.99%</td>
<td>9.81%</td>
<td>5.30%</td>
</tr>
<tr>
<td><strong>Operating Expense %</strong></td>
<td>24.55%</td>
<td>29.07%</td>
<td>25.82%</td>
<td>27.63%</td>
<td>29.39%</td>
<td>27.75%</td>
<td>22.15%</td>
<td>27.65%</td>
<td>21.88%</td>
<td>20.46%</td>
<td>23.26%</td>
<td>23.19%</td>
<td>25.12%</td>
<td>25.63%</td>
<td>24.94%</td>
<td>24.98%</td>
<td>25.99%</td>
<td>24.55%</td>
<td>24.42%</td>
</tr>
<tr>
<td><strong>Tax Rate</strong></td>
<td>21.71%</td>
<td>24.55%</td>
<td>21.60%</td>
<td>28.69%</td>
<td>11.07%</td>
<td>7.48%</td>
<td>18.11%</td>
<td>18.03%</td>
<td>28.03%</td>
<td>44.28%</td>
<td>26.14%</td>
<td>27.59%</td>
<td>18.35%</td>
<td>20.97%</td>
<td>24.91%</td>
<td>30.00%</td>
<td>14.53%</td>
<td>31.12%</td>
<td>28.52%</td>
</tr>
<tr>
<td><strong>Basic EPS</strong></td>
<td>1.35</td>
<td>0.97</td>
<td>1.15</td>
<td>1.09</td>
<td>0.35</td>
<td>9.66</td>
<td>1.16</td>
<td>0.54</td>
<td>1.05</td>
<td>1.38</td>
<td>1.23</td>
<td>1.46</td>
<td>1.46</td>
<td>2.14</td>
<td>1.27</td>
<td>0.89</td>
<td>0.82</td>
<td>1.35</td>
<td>0.74</td>
</tr>
</tbody>
</table>
### 2019 & 2020 Monthly Consolidated Revenue

<table>
<thead>
<tr>
<th>Year</th>
<th>Month 1</th>
<th>Month 2</th>
<th>Month 3</th>
<th>Month 4</th>
<th>Month 5</th>
<th>Month 6</th>
<th>Month 7</th>
<th>Month 8</th>
<th>Month 9</th>
<th>Month 10</th>
<th>Month 11</th>
<th>Month 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>425,269</td>
<td>356,776</td>
<td>342,191</td>
<td>342,774</td>
<td>356,486</td>
<td>342,774</td>
<td>356,486</td>
<td>373,603</td>
<td>363,168</td>
<td>412,439</td>
<td>397,061</td>
<td>426,006</td>
</tr>
</tbody>
</table>

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Product Revenue Breakdown by Geography

America
- 2018: 51%
- 2019: 52%
- 2020 1-5: 51%

Europe
- 2018: 26%
- 2019: 25%
- 2020 1-5: 29%

Asia
- 2018: 23%
- 2019: 23%
- 2020 1-5: 20%
Product Revenue Breakdown by Application

2019
- Gaming/Network: 48%
- Medical/Retail: 43%
- Others: 9%
- Automation/Transportation: 0%

2020 1-9
- Automation/Transportation: 41%
- Gaming/Network: 49%
- Medical/Retail: 10%
- Others: 0%

(Verticals)

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