2022 Q3
Investor Conference

Spokesperson
Skin Huang
November 22\textsuperscript{nd}, 2022
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.

<table>
<thead>
<tr>
<th>Established /Headquarters</th>
<th>Founder &amp; Chairman</th>
<th>CEO &amp; President</th>
<th>Revenue /Capital</th>
<th>Facility Space /Employees</th>
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<tbody>
<tr>
<td>May 1990 /Taipei, Taiwan</td>
<td>YT Yang</td>
<td>Albert Huang</td>
<td>$181.8M /$32.6M</td>
<td>17,095m² (HQ) /750+</td>
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**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

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<tbody>
<tr>
<td>Revenue (Million)</td>
<td>1,047</td>
<td>956</td>
<td>1,034</td>
<td>1,211</td>
<td>1,270</td>
<td>1,196</td>
<td>1,173</td>
<td>1,260</td>
<td>1,124</td>
<td>1,149</td>
<td>1,204</td>
<td>969</td>
<td>1,101</td>
<td>1,547</td>
<td>1,452</td>
<td>1,485</td>
<td>1,596</td>
<td>1,723</td>
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<tr>
<td>Gross Margin %</td>
<td>36.43%</td>
<td>33.13%</td>
<td>32.73%</td>
<td>32.64%</td>
<td>33.79%</td>
<td>35.08%</td>
<td>33.73%</td>
<td>37.04%</td>
<td>34.55%</td>
<td>31.73%</td>
<td>33.65%</td>
<td>37.57%</td>
<td>36.10%</td>
<td>33.66%</td>
<td>34.13%</td>
<td>32.99%</td>
<td>31.64%</td>
<td>30.24%</td>
<td>34.13%</td>
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<tr>
<td>Net Profit %</td>
<td>2.89%</td>
<td>79.91%</td>
<td>8.44%</td>
<td>4.54%</td>
<td>7.27%</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>7.73%</td>
<td>9.21%</td>
<td>8.13%</td>
<td>5.30%</td>
<td>5.64%</td>
<td>12.34%</td>
<td>4.17%</td>
<td>8.78%</td>
<td>9.00%</td>
<td>5.03%</td>
<td>11.20%</td>
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<tr>
<td>Operating Expense %</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>24.24%</td>
<td>24.82%</td>
<td>29.59%</td>
<td>27.67%</td>
<td>21.35%</td>
<td>25.21%</td>
<td>22.56%</td>
<td>24.06%</td>
<td>22.04%</td>
<td></td>
</tr>
<tr>
<td>Tax Rate</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>
<td>22.98%</td>
<td>14.80%</td>
<td>35.57%</td>
<td>26.80%</td>
<td>8.54%</td>
<td>34.11%</td>
<td>28.26%</td>
<td>22.93%</td>
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<tr>
<td>Basic EPS</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>
<td>0.82</td>
<td>1.43</td>
<td>0.55</td>
<td>1.58</td>
<td>0.99</td>
<td>1.48</td>
<td>0.89</td>
<td>2.13</td>
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</tr>
</tbody>
</table>
Product Revenue Breakdown by Geography

America

Europe

Asia

The Passion of Doing Great Things
Product Revenue Breakdown by Application

2021
- Automation/Transportation: 40%
- Gaming/Network: 49%
- Medical/Retail: 11%
- Others: 11%

2022 Q3
- Automation/Transportation: 42%
- Gaming/Network: 47%
- Medical/Retail: 11%
- Others: 11%
Thank You