



2024 Q2 Investor Conference

Spokesperson
Skin Huang
June 18th, 2024





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

\$215.1M
/\$32M

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....)

Axiomtek Global Operation

Founded in 1990, Axiomtek is a leading design and manufacturing company in the embedded, edge computing, and internet of things field. Since our inception, Axiomtek has successfully gained worldwide recognition for its innovative designs and outstanding customer satisfaction.

15 Sales offices
60+ Distributors
200+ Engineers
800+ Employees
\$215.1M Revenue



Manufacturing & Logistic Service Center

Global Support

Axiomtek maintains a global network of international subsidiaries and distributors representing our brand in more than 60 countries. Our sales and technical support resources are seamlessly accessible to our customers and channel partners alike through 15 Axiomtek offices located in APAC, Europe, and the USA.

HEADQUARTERS

Over 9,700 square meters of factory space along with the latest manufacturing equipment gives us the capacity in fully serving the OEM/ODM businesses while achieving high quality on timely deliveries at lower costs. Utilizing the lead-free technology, our manufacturing facilities, including the most advanced SMT assembly lines and optical inspection systems, are ISO 9001, ISO 14001, and ISO 13485 certified.



Domain-Focused Solutions

Value UP
Your Business



AUTOMATION

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

RETAIL

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

TRANSPORTATION

Surveillance & Security, PIDS,
Driver Console & Mgmt. Gateway

MEDICAL

Medical Equipment & Device,
Medical Imaging, AI Diagnosis

NETWORK

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

GAMING

Slot Machine, Electronic Table
Game, PTS, Video Mixer



Service Automation Solution

Chiven Fan
Vice President
Intelligent Design-in Service Business Group

Service Automation

Utilizing technology and software tools to enable users or customers to complete various service operations on their own without relying on human assistance.



■ Product Applications :

Self-checkout: Self-checkout devices and systems in the retail industry.

Self-service terminals: Self-service ticket vending machines at stations, self-registration machines, and payment machines at hospitals.

■ Application Industries

Retail: Self-checkout and self-cashier systems.

Catering industry: Self-ordering systems.

Healthcare: Self-registration machines and self-payment systems.

Transportation: Self-ticketing and ticket checking systems.

Axiomtek Provide



■ Product & Solution

Embedded Systems: Provide reliable hardware platforms to support the operation of self-service equipment (such as self-checkout machines, self-ordering machines, etc.).

Customized Solutions: Provide customized (ODM) hardware solutions to meet the needs of quickly entering different vertical markets.

■ System Integration

Internet of Things (IoT) Applications: Combine Axiomtek's software suite to enhance the interconnectivity and intelligent management of self-service equipment.

Parktron Provide

■ Smart Retail

Self-Ordering System: Provides a one-stop self-service, supports multiple payments, enhances customer experience, and optimizes operational efficiency.

Smart Store Pickup - Multiple Payment and Management System: From front-end multiple payments and security protection to back-end equipment monitoring and data analysis, ensure efficient, safe, and convenient pickup and payment services.



■ Smart Parking

Integrated Parking and Charging

Solution: Participate in the smart city project, providing innovative parking and charging two-in-one payment services.

AI Dynamic Adjustment of Parking Rates:

Develop a cloud data analysis system based on operational data to achieve real-time rate dynamic adjustment °



■ Smart Healthcare

Intelligent Hospital Payment System:

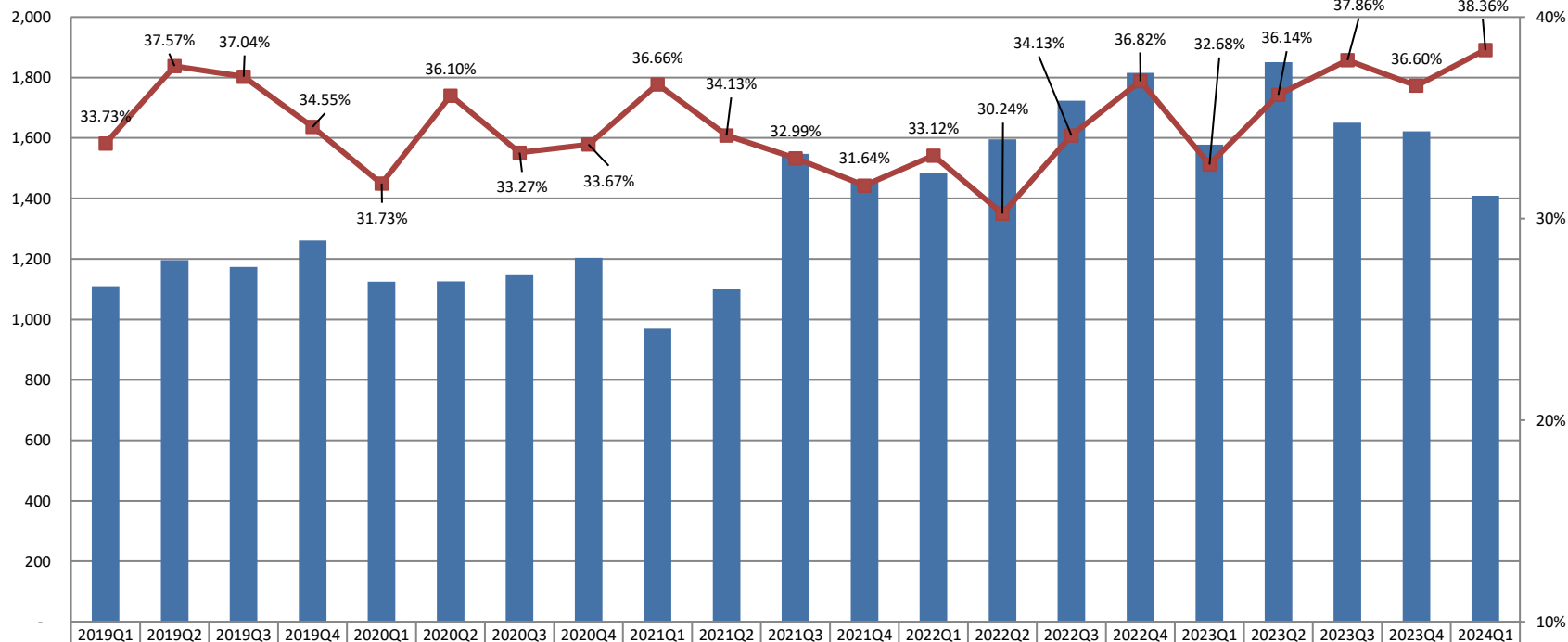
Strengthen integration with the HIS system, provide comprehensive payment and information management, reduce queuing time, and improve service quality. °





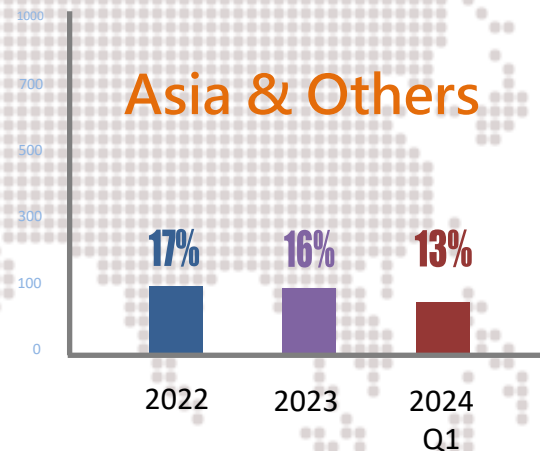
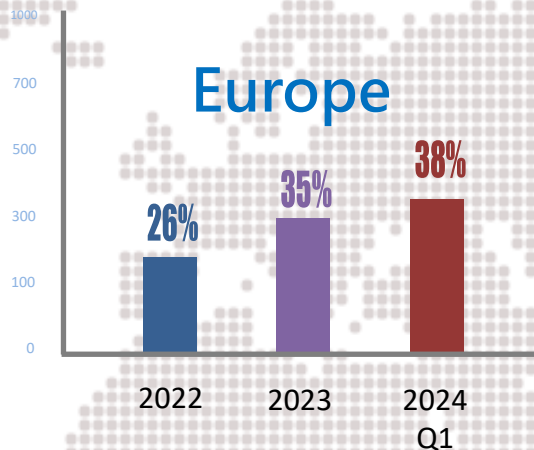
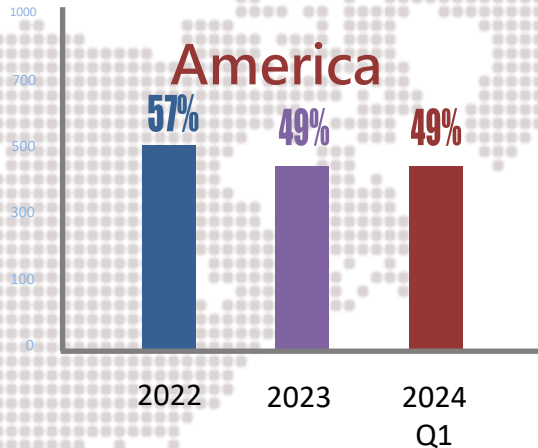
Financial Result

Quarterly Consolidated Revenue and Gross Margin

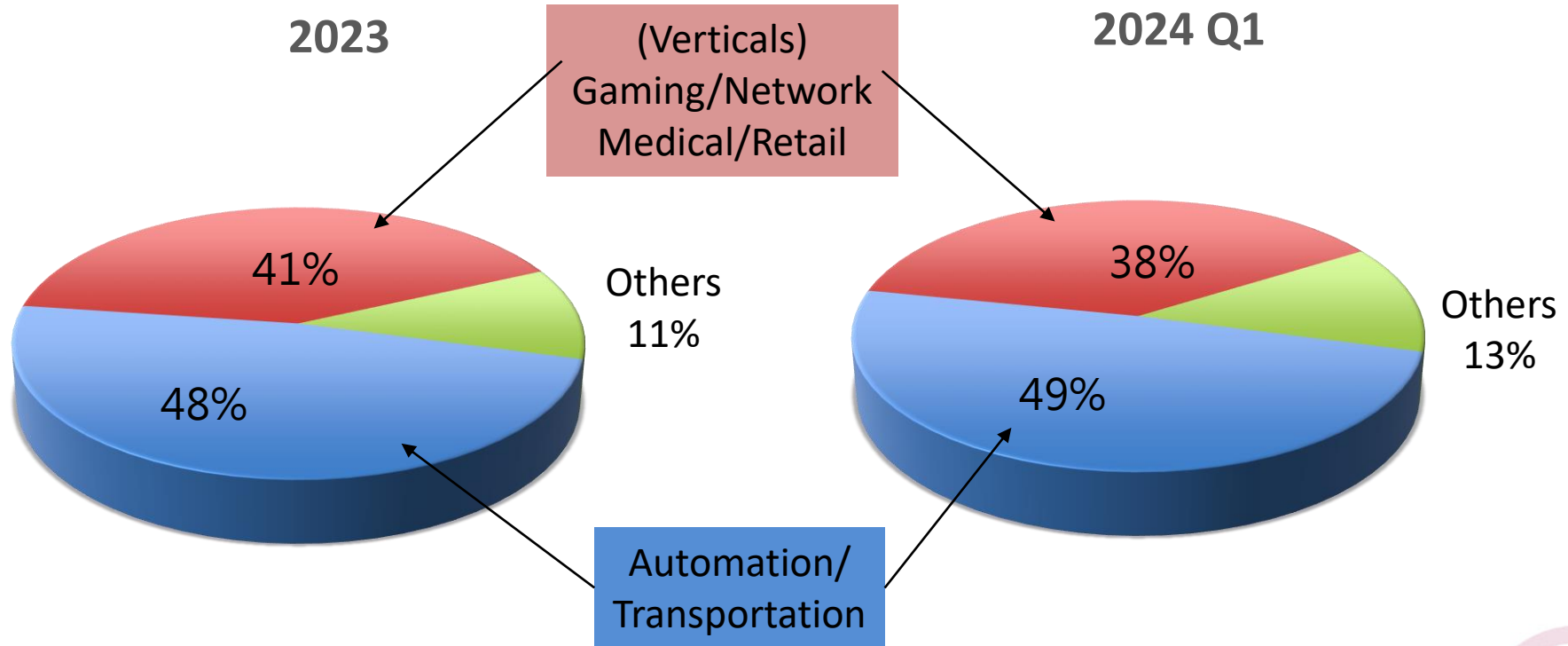


Revenue (Million)	1,109	1,196	1,173	1,260	1,124	1,125	1,149	1,204	969	1,101	1,547	1,452	1,485	1,596	1,723	1,815	1,578	1,851	1,650	1,622	1,409
Gross Margin %	33.73%	37.57%	37.04%	34.55%	31.73%	36.10%	33.27%	33.67%	36.66%	34.13%	32.99%	31.64%	33.12%	30.24%	34.13%	36.82%	32.68%	36.14%	37.86%	36.60%	38.36%
Net Profit %	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%	9.59%	10.50%
Operating Expense %	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%	21.94%	26.65%
Tax Rate	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%	21.88%	33.85%
Basic EPS	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	1.53	1.45

Product Revenue Breakdown by Geography



Product Revenue Breakdown by Application





Thank You

The Passion of Doing Great Things

