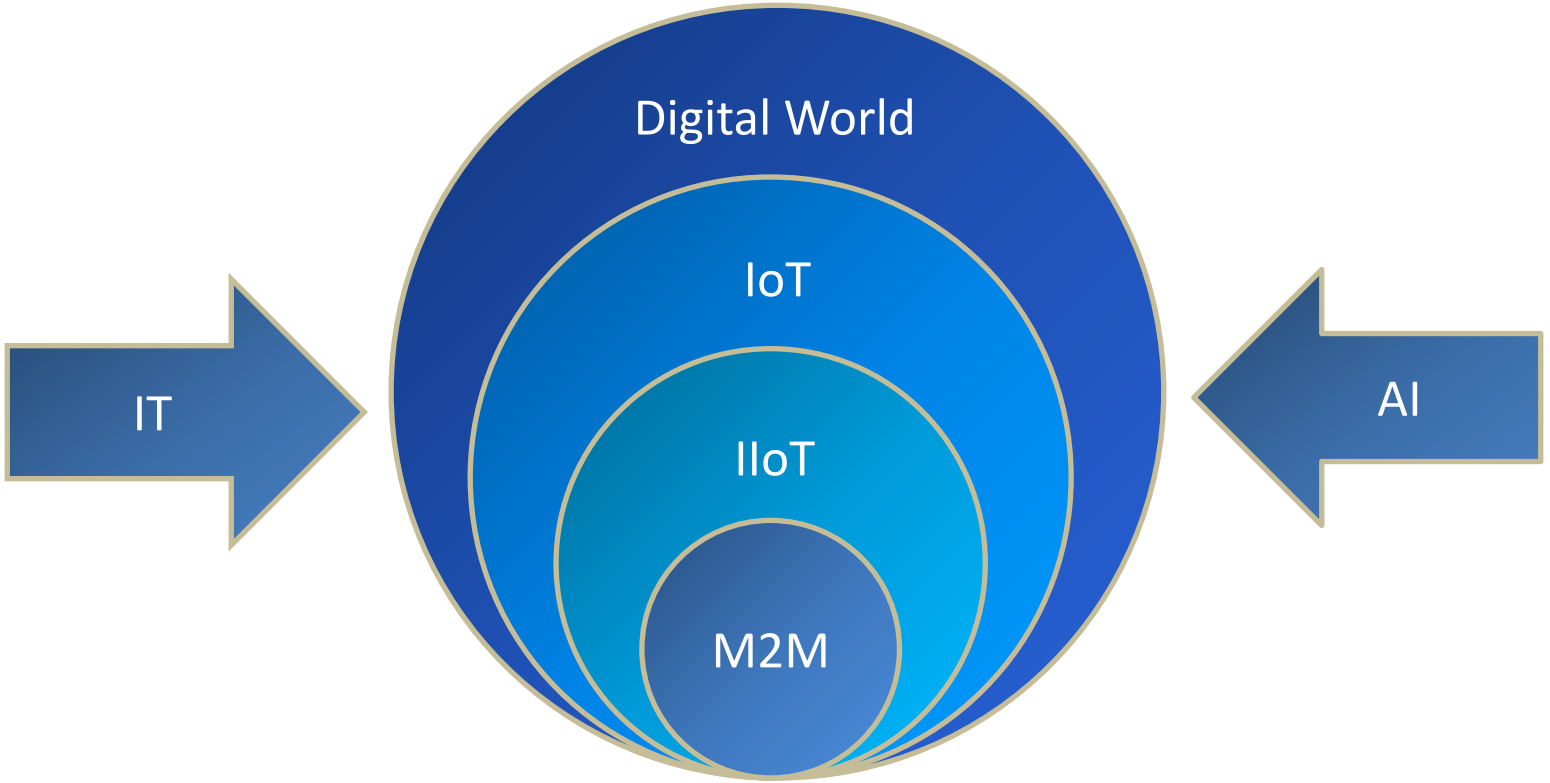
AXIOMTEK

# *WATERLAND Investment Forum 2018*

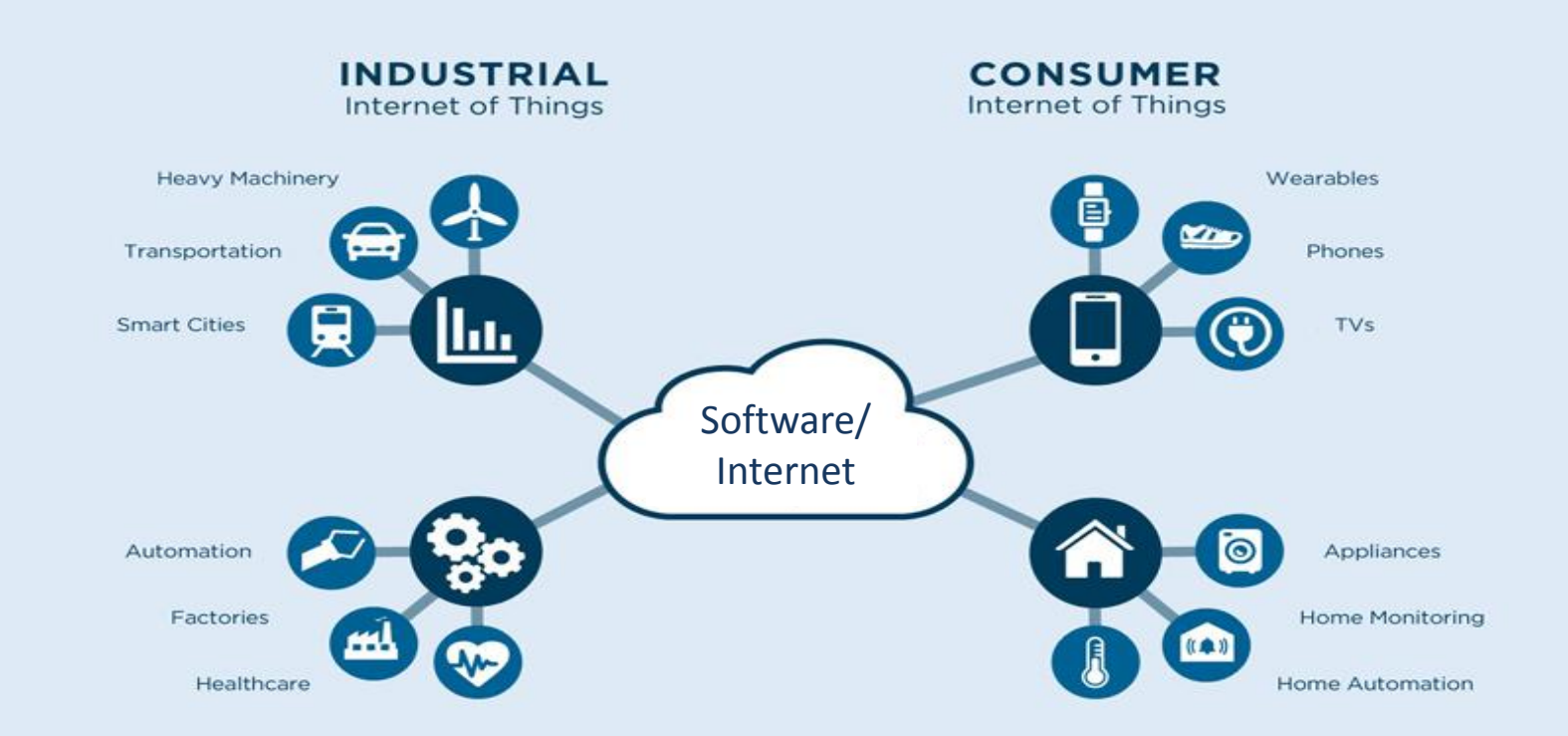
May 15, 2018

- **Focus on Industrial IoT and Industrial 4.0**

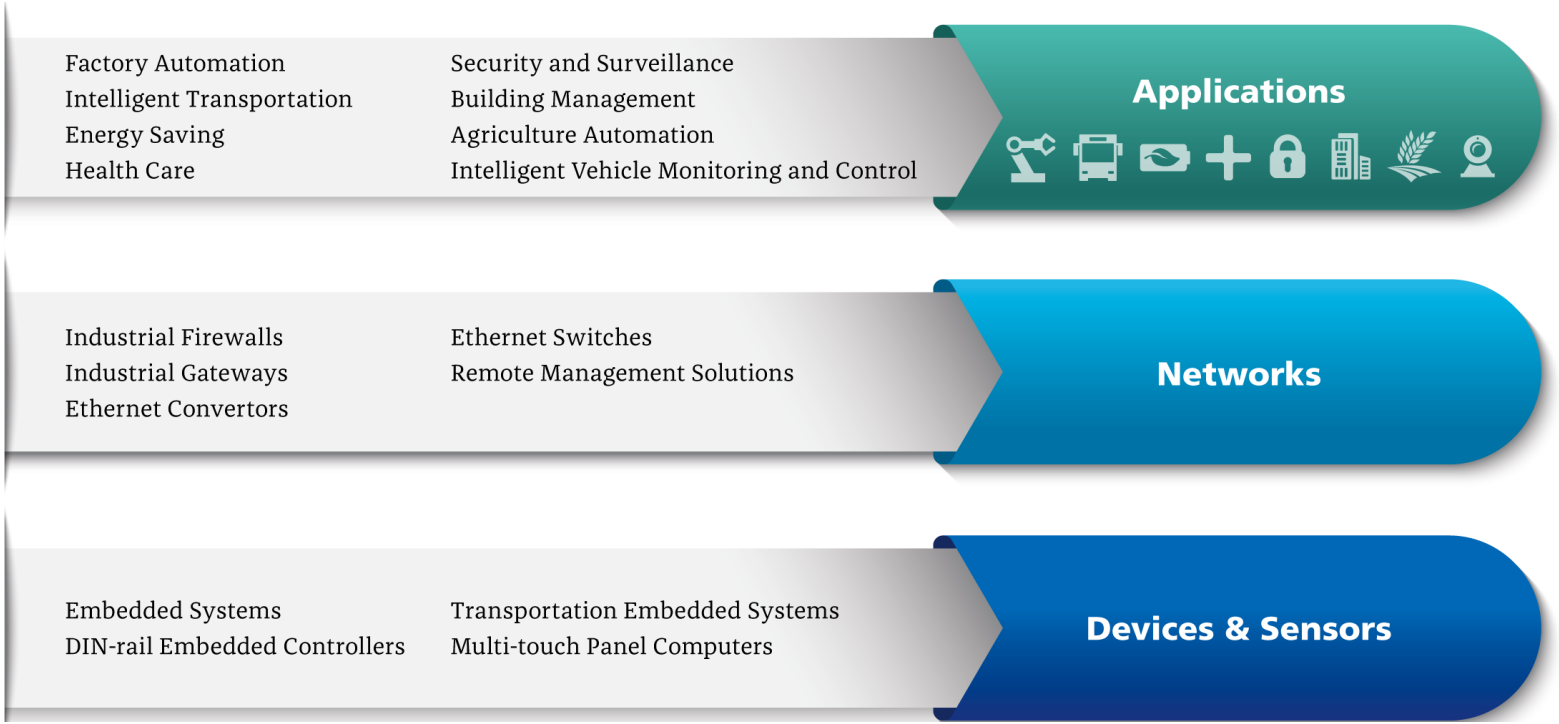
# *Digital Transformation Era*



# *Industrial IoT*

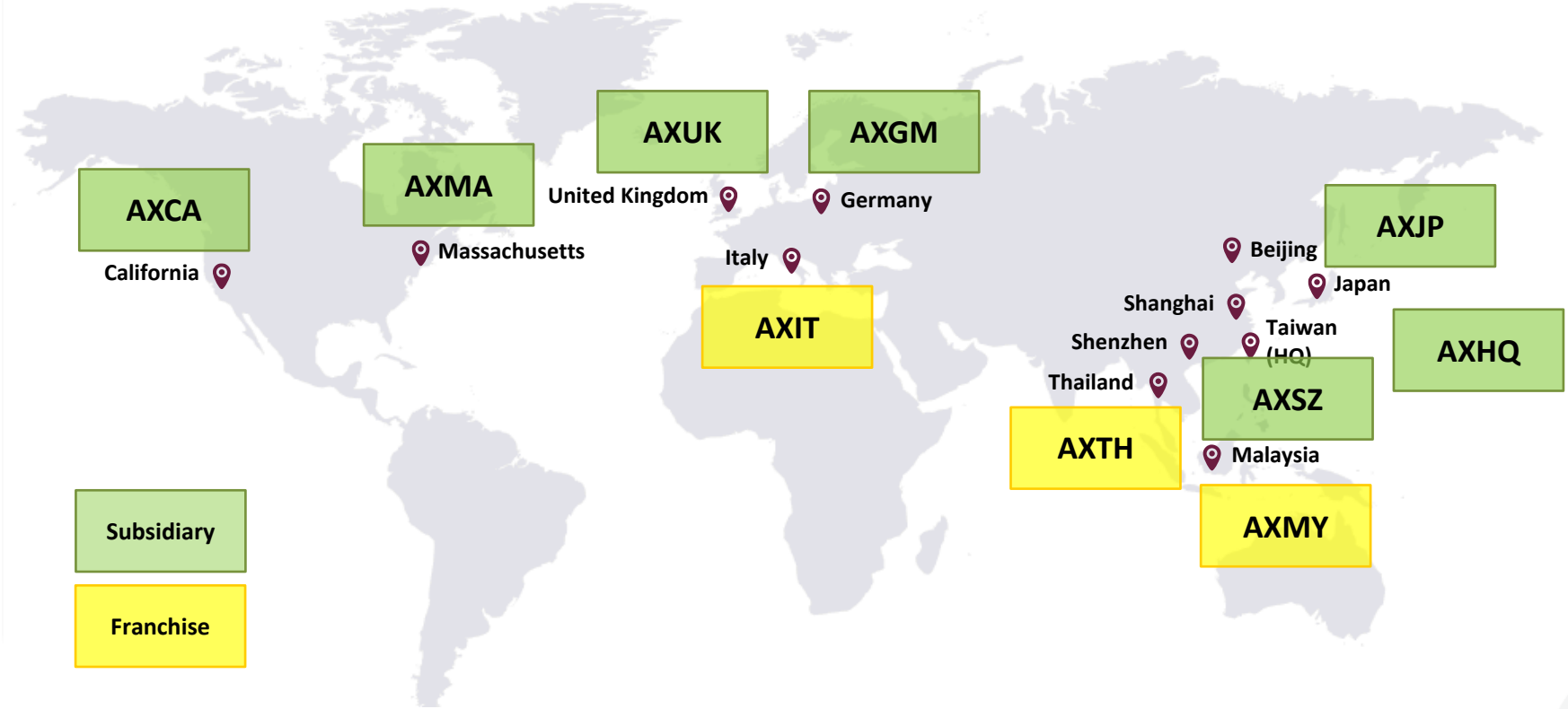


# *Axiomtek IIoT Architecture*

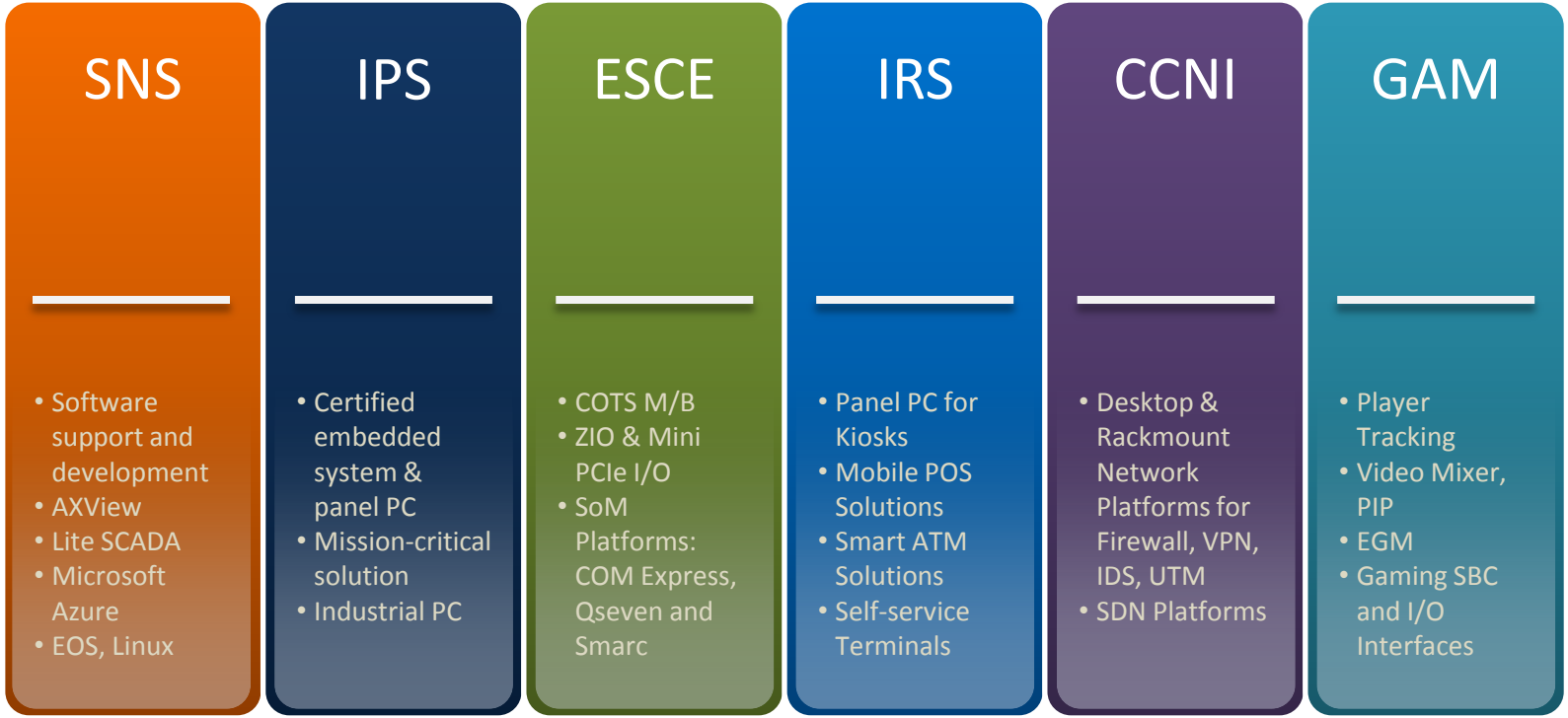


- **Organization and Business Strategy**

# Global Operation



# *Business Units*



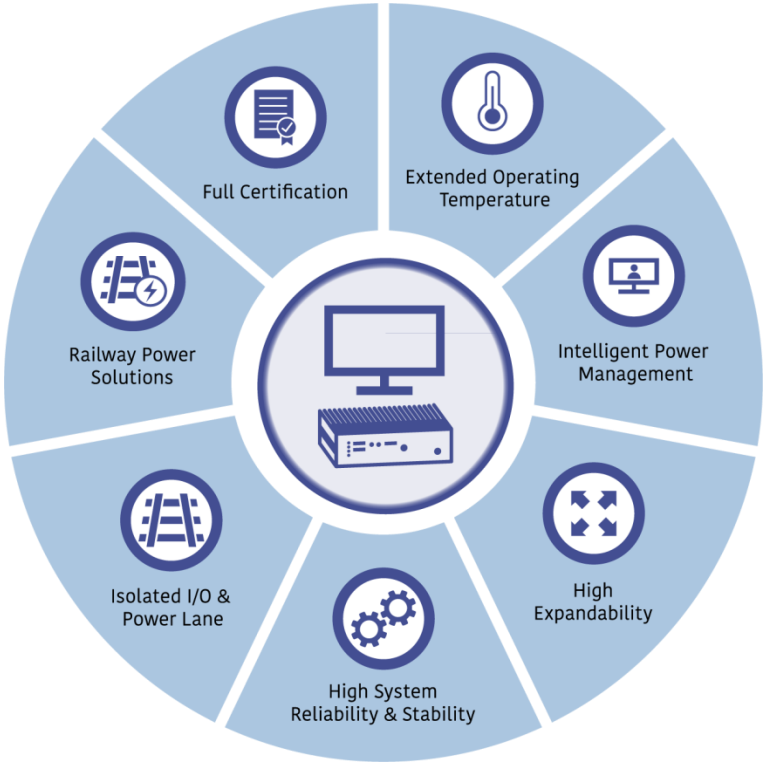
# Strategic Business Focus

| Transportation | Automation | Design-in Services |
|---|---|---|
| Security and Surveillance | Machine Vision | Gaming |
| Test and Control | EtherCAT Solutions | Retail |
| Infotainment Systems | Smart Energy | Cloud Computing & Network Infrastructure |
| Predictive Maintenance | Predictive Maintenance | Embedded Core and Smart Engine |

| 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 |
|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | | |

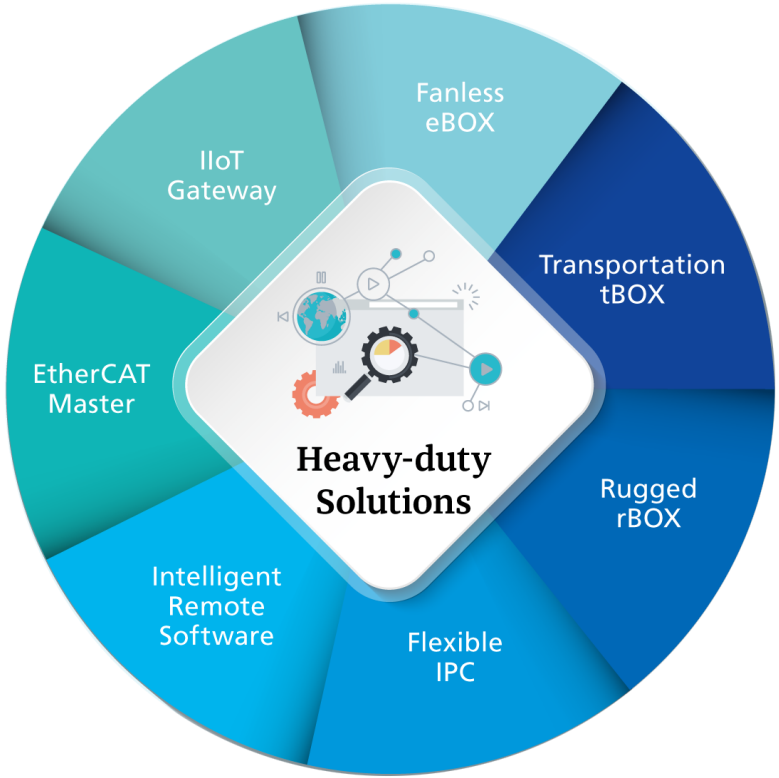
# *Transportation Solution*

Our comprehensive transportation product line includes the tBOX embedded system series, the GOT touch panel computer series, edge service, IOT gateway, and the railway monitor series. They offer a variety of certifications including EN 50155, EN 50121, EN 45545, DNV 2.4, and IEC 60945.



# *Automation Industry*

Axiomtek's focus is to deliver products and services that help solve our customer's challenges. Our expertise includes personalized design assistance and customization services. Standard computing solutions offer innovative design and extensive features that are desirable for most applications.



# Design-in Service

- Digital Signage
- Interactive Whiteboard
- Firewall
- SDN
- UTM

## Fully-customized design service

Fully customized design service provides a total solution from board-level design to system-level integration to deliver a value-add for vertical applications.

## Semi-customized design service

To satisfy the growing demand for embedded solutions, we offer customers a wide range of embedded boards and accessories which can be integrated in customer systems. Whether a customer chooses to design their I/O boards by themselves or receive assistance from Axiomtek. We will always provide all necessary information and cooperation in order to help our customers build their systems.

## Micro-customized design service

Through our micro-customized design service, customers can complete their systems quickly and easily with just a few minor configuration changes. No need to redesign, the almost ready embedded modules can speed up the time to market.

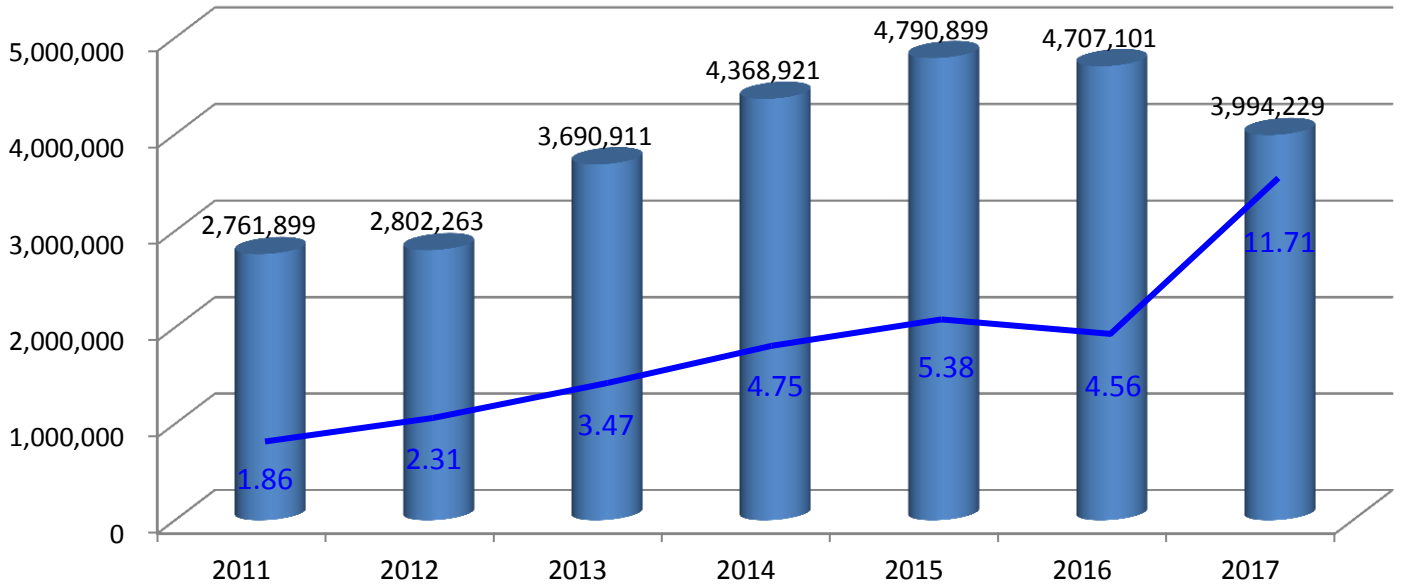
- Gaming
- Player Tracking
- Vending
- Kiosk
- Smart ATM

# Certified Products

| Rail | Vehicle | Marine | Anti-explosion | Substation |
|---|---|---|---|---|
| EN 50155 | ISO 7637 | IEC 60945 | | IEC 61850<br>IEEE 1613 |
| EN 50121-4 | E13 | DNV 2.4 | | |
| EN 50155<br>EN 50121-4 | | | | |
| EN 45545 | | | | |

- **Performance**

# Consolidated Revenue

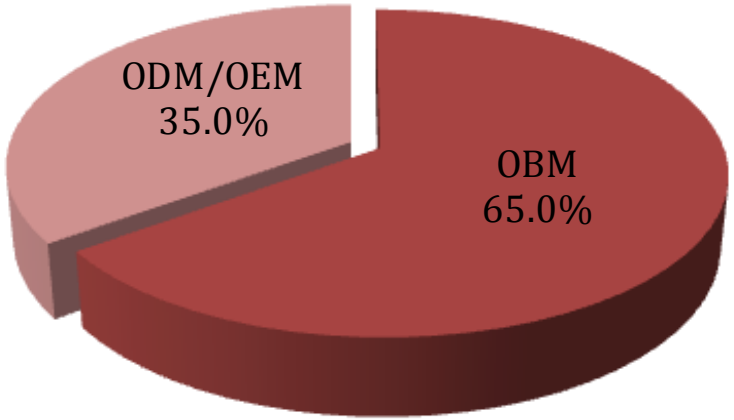



| Year | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|---|---|---|---|---|---|---|---|
| Revenue (NTD K) | 2,761,899 | 2,802,263 | 3,690,911 | 4,638,921 | 4,790,899 | 4,707,101 | 3,994,229 |

# Product Revenue Breakdown

- **by OBM/ODM (Q1‘18)**

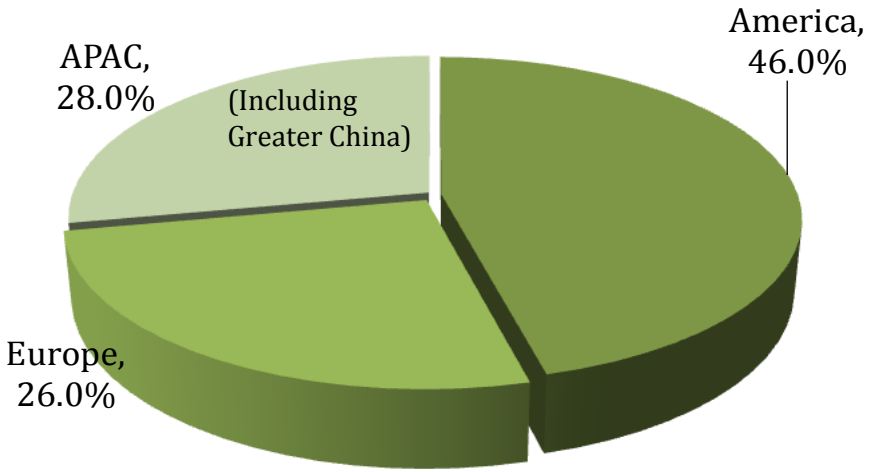
- Gaming
- NA
- POS/Kiosk
- Medical




- Distributors
- System Integrators
- VARs

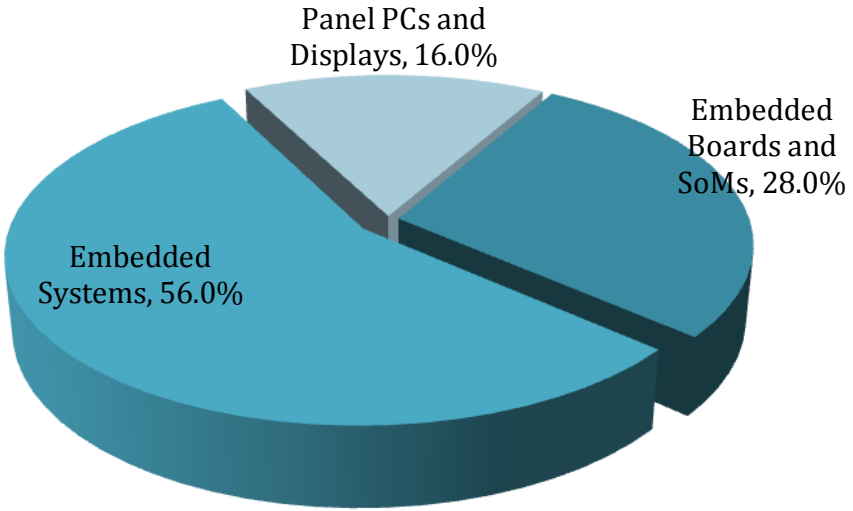
# Product Revenue Breakdown

- **by Geography (Q1'18)**



# Product Revenue Breakdown

- **by Produce Category (Q1'18)**



# *Axiomtek 1H'18 Global Marketing Activities*

| | | | |
|---|---|---|---|
| February 6-8 | **ICE Totally Gaming** | London | UK |
| February 27-1 | **Embedded World** | Nuremberg | Germany |
| March 21-22 | **RTS Embedded Systems** | Paris | France |
| March 27 | **Intel IOT Event** | Kuala Lumpur | Malaysia |
| March 29 | **Intel IOT Event** | Ha Noi | Vietnam |
| March 28-30 | **Automation World 2018** | Seoul | Korea |
| April 9-12 | **Intel Partner Connect** | Singapore | Singapore |
| April 16-20 | **RSA Conference** | San Francisco | USA |
| May 9-11 | **ESEC** | Tokyo | Japan |
| May 22-24 | **SPS IPC Drives Italia** | Parma | Italy |
| June 3-8 | **ITS America** | Detroit | USA |
| June 20-23 | **Manufacturing Expo** | Bangkok | Thailand |
| June 27-29 | **IAMD SHENZHEN** | Shenzhen | China |


19

# Thank You

*www.axiomtek.com*