2019 Review and a Look Ahead

Celebrating 3 Decades of Revolutionizing the World of Industrial Computers and Serving our Customers with Passion for Excellence

2020 is a special year for us at Axiomtek. Not only it is considered by many as the beginning of the new decade, it is also our 30th year of being in business. We are extremely proud of our accomplishments for the past 30 years. The company saw major revenue growth- from $94 million in 2011, to $167 million in 2018. It expanded its global operations to Europe, the US, South East Asia and more.

The US subsidiary alone has experienced consistent growth in sales, made several facility renovations and doubled our staff numbers within the past decade. In 2012, Axiomtek acquired Suntron's embedded integration BU and opened Axiomtek Systems in Massachusetts. In 2019, our gross profit reached an all-time high. We met our goals in increasing our expertise and capabilities, met quality standards and enhanced the level of services we delivered to our customers.

As we look back on our accomplishments in 2019, we would like to share with you the changes and improvements we made to better our solutions, services and, ultimately, the value we have promised to deliver to our customers.

It all Begins with Innovation

We have continued to invest in our R & D and engineering resources. Our product development strategies include focus on AIoT. We are also designing advanced, feature-rich, flexible small form factor motherboards and embedded systems that works well in harsh environments. Many are purpose-built and have certifications for industry-specific applications. We have also developed software solutions for use with our products to offer ease of product development and deployment to our customers.

Our key product launches in 2019 included:

- A versatile, RISC-based motherboard with low power consumption and high performance- the **SCM180**. It was powered by the i.MX 8M processor. The SCM product line was designed and supported locally in the US and offered rich interfaces and flexibility to serve the needs of a wide range of applications.

SCM180

ITC150WM-300S

- Our retail-focused division, the "Intelligent Retail Solutions," developed various smart retail products to serve retail chains, quick-service restaurants kiosk manufactures and retail systems integrators. These developments included Interactive Touch Computers (ITC), **Intel® Smart Display Modules (SDM)** and Smart Kiosk Modules (SKM) for easy kiosk integration.

- Our software division launched **Agent MaaS Suite (AMS)**, a system management software suite consisting of middleware and edge device system management with a great variety of functionalities for remote monitoring and controlling multiple devices through cloud connectivity. It was designed as an easy-to-build POC platform to help ease our customers' project development challenges.

UST100-504-FL

Agent336

- Our transportation embedded systems division launched several new **UST products** and **Agent336** that were great alternatives to our EN-certified **tBOX product line**. They were designed for a variety of applications including video analytics, edge server and in-vehicle uses. The comprehensive options were intended to offer the best and the most effective solutions for individual projects.

Our Highlights and Focuses

Enhancing Customer Support

We always strive to offer our customers the highest level of support and have made investments in expanding our team to improve our level of efficiency, product quality and service. In the past year, we added more experienced engineers (including application and software engineers) and production technicians, as well as expanded our customer service team to shorten response times and provide personalized customer assistance.

Commiting to Our Passion for Excellence

After undergoing an arduous auditing process, we have successfully passed and received the ISO 9001:2015 certification. It is the international standard for quality management systems. Companies with this certification demonstrated the ability to consistently provide products and services with globally recognized standards that also met regulatory requirements.

Facility and Equipment Investments

We positioned ourselves for our future growth by investing in our facilities and equipment, which included a slight renovation in our R&D lab. We have invested in and utilized our 3D printer for various projects, including printing prototype chassis designs to help visualize the designs. We renovated our production facility to enhance our operations. Our quest for efficiency has helped us improve product quality, and customer satisfaction.

Partnerships

To better help our customers with their projects, we developed an ecosystem of partners who are leaders within their industries such as Intel®, Acer Cloud Technology, Genetec, PTC, Blackberry/QNX, Microsoft, AMD and PNY. Together, we have been able to offer synergy with complete, ready-to-integrate industrial computer solutions that met our customers' needs and eased their project development challenges.

Our Plans for 2020

In 2020, we are committed to offering our customers unmatched OEM/ODM capabilities and high level of personalized services that will help support their quests to become the best in their industries. We plan to launch new intelligent products such as an i.MX 8QM system on module with QNX support that will serve our targeted industries with their various needs. We look forward to serving our customers with passion for excellence into the next decade. Thank you for your continuing support and trust throughout the past 30 years.