



**OSS**  
ONE STOP SYSTEMS

NASDAQ:OSS

*AI Transportable Solutions on the Edge*

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Actual results may differ from those set forth in this presentation due to the risk and uncertainties inherent in our business, including risks described in our prior press releases and in our filings with the Securities and Exchange Commission (SEC), including under the heading "Risk Factors" in our Annual Report on Form 10-K and any subsequent filings with the SEC.

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# Senior Management



**David Raun**  
President & CEO, Director

**25 years experience** at senior management and board levels in public and private companies including over 10 M&A/fund raising events, two turnarounds and shareholder enhanced exits.

Former public company **CEO at PLX Technology (PLXT)**, the PCI Express switch leader, later acquired by Broadcom/Avago.



**John Morrison**  
Chief Financial Officer

**30 years experience** in public accounting, and all aspects of financial reporting and financing.

Began career with 15 years at **PricewaterhouseCoopers** in both the U.S. and Asia.



**Jim Ison**  
Chief Sales & Marketing Officer

**26 years experience** in sales and product marketing primarily in industrial, communications and COTS military HPC industries.

Began career as Sales Engineer and District Sales Manager with **Ziatech** leading up to their acquisition by **Intel (INTC)**.

# Performance of the Datacenter at “*the Very Edge*”

## *...the AI Transportable Edge*



*...when AI can't wait for the cloud*

# Edge Computing

Cloud/Central  
Data Center

EDGE  
COMPUTING

Trend: Bringing computing to the user

10  
PERCENT

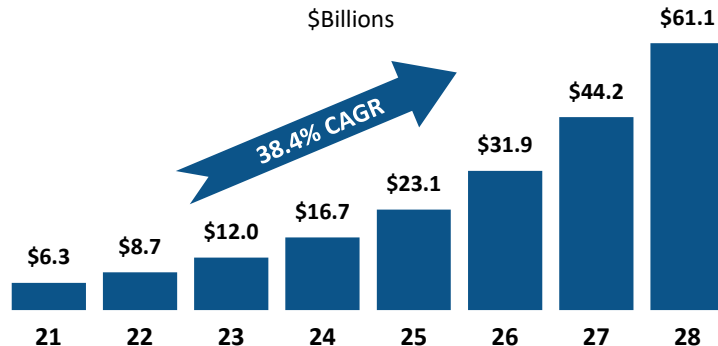
2018

75  
PERCENT

2025

## Global Edge Computing Market<sup>1</sup>

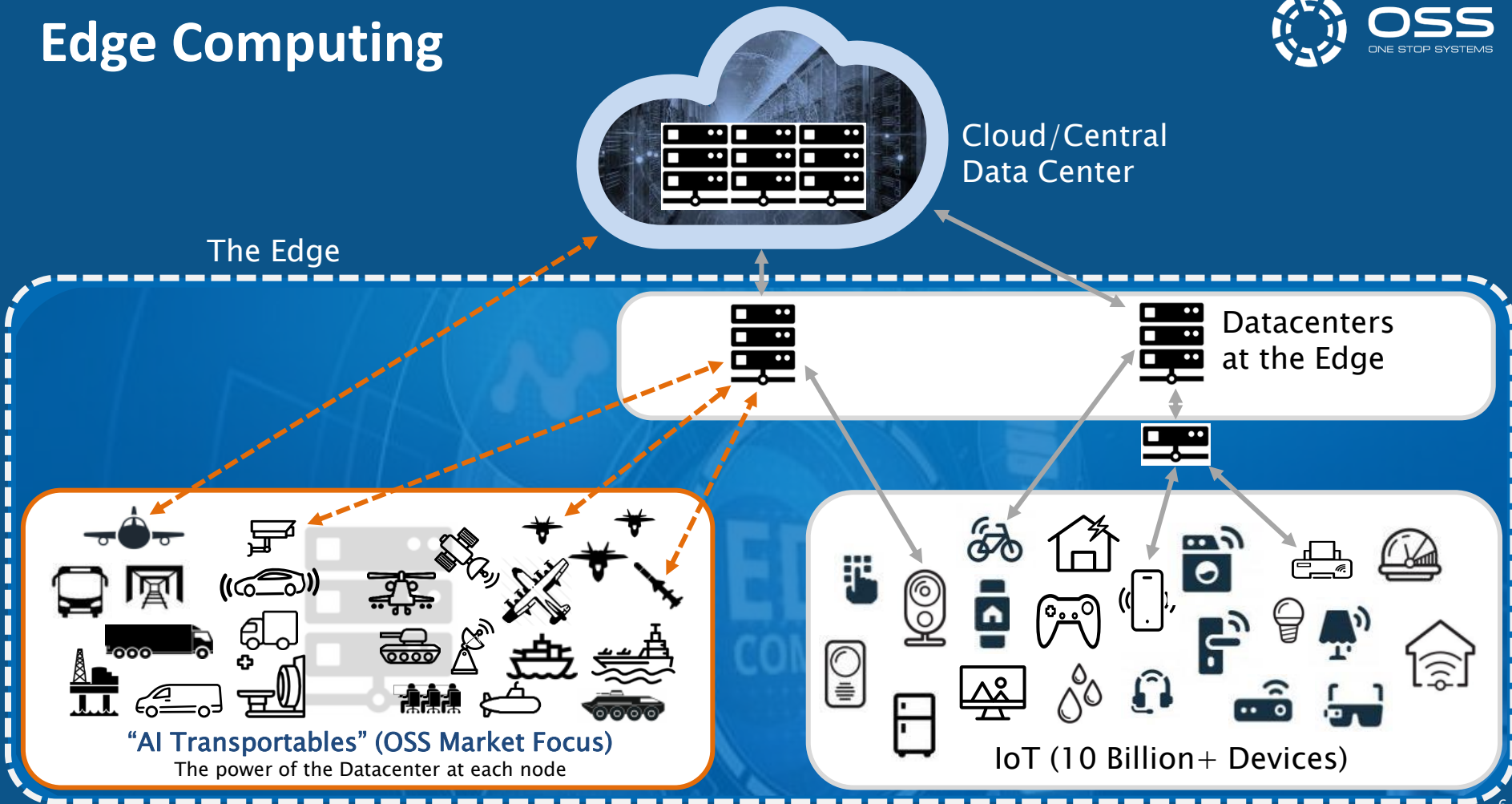
\$Billions



In 2018, only **10% of generated data** was created and processed on the edge<sup>2</sup>

By 2025, data processed on the edge is expected to grow to **75%**<sup>2</sup>

# Edge Computing



# “AI Transportables<sup>1</sup>”

High End AI<sup>2</sup> Platforms that are transportable in harsh environments

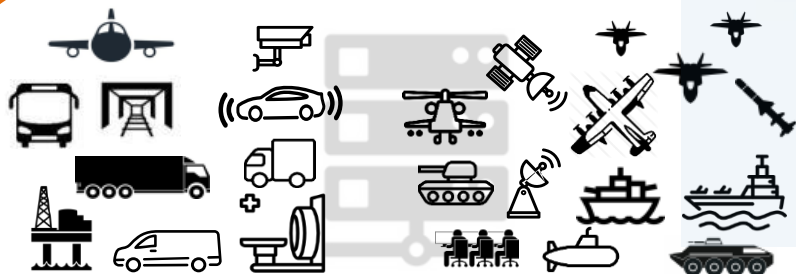
- Heat, Dust, Moisture, Vibration
- Unlike air-conditioned data center on the edge in a building...that does not move

Requires the power of the datacenter at each node

- Trucks, Planes, Medical Equipment, etc.
- Multiple GPUs, CPUs, Memory, IO

Industrial

Military Theater



**“AI Transportables” (OSS Market Focus)**

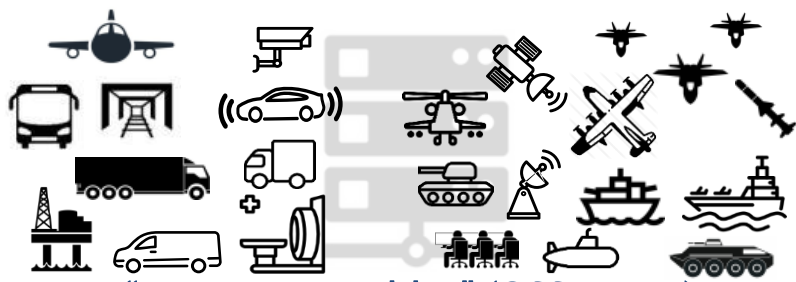
The power of the Datacenter at each node

- Highest End Commercially Available
  - Ruggedized
  - Unique Form Factors
  - Cooling Challenges
  - Power Supply Needs
  - And more...

1. AI Transportables represent the applications we are focused on moving forward leveraging our “AI on the FLY” technology and products  
2. Driven by greatly expanding needs of AI, autonomous and semi autonomous requirements

# “AI Transportable”

- ✓ Highest Performance
- ✓ Low Weight
- ✓ Compact Size
- ✓ Cooling Challenges
- ✓ Unique Power Supply
- ✓ Constant Vibration



## “AI Transportables” (OSS Focus)

The power of the Datacenter at each node



### Example:

# Datacenter in the Sky

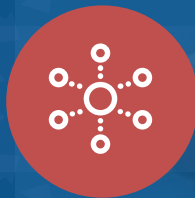


# When action needs to take place now!

Raw Data  
& Sensors



Acquisition



Data Acquisition  
at High Speed  
& Lots of I/O

Storage



Low Latency &  
High Throughput  
NVMe Storage

Compute



Multi GPU Compute Engine,  
Analytics, ML Inference,  
Training & Retraining

Action!



Actionable  
Intelligence

*...in the field, at the edge – when “now” is all the time you have.*

# AI on the FLY<sup>®</sup>

- **The Power of the Data Center at the Transportable Edge**

*"Performance, without compromise"*

- Technology

- Highest Speed Processing in the field
- Most Expansive I/O
- Lowest Latency Networking/Connections
- Highest-Density Solid-State Storage

- Addressing Challenging Environments

- Weight, Size and Power
- Hardened/Ruggedness
- Unique Power Supplies, Cooling, & Simulation

- Action

- Producing actionable intelligence in real-time, at the point of data acquisition



AI  
on the FLY<sup>™</sup>



# Relevance



Submarine Hunter must identify, monitor, process, learn and act immediately.



Autonomous Vehicle must be able to collect, process, learn and act immediately.

# OSS Building Blocks & Solutions



*Performance  
without Compromise  
.....at the very Edge*

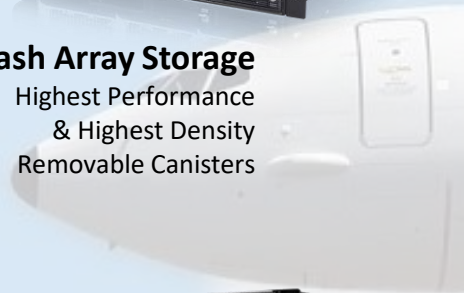
## GPU Compute Accelerators

Up to 16 of the latest GPUs  
Lowest Latency Connect



## Flash Array Storage

Highest Performance  
& Highest Density  
Removable Canisters



## Servers

High Speed Processing in the Field  
Compact & Perfect-Fit  
Ruggedized



## Acquisition & Expansive I/O

Lowest Latency  
Networking & Connections  
PCI Express Gen 4 & NVLink





## Military Theater

## Industrial Applications

## AI Transportables

# AI Transportables Industrial Markets & Applications



## Autonomous Vehicles

Cards, Trucks, Buses, Trains...



## Aviation

Safety, Networking, & Entertainment



## Media & Entertainment

Virtual, Streaming, & Gatherings



## Mining

Excavations & Deep Mine Shafts



## Video Surveillance

Facial, ID, Security



## Medical

Robotics, Laser



## Oil & Gas

Ocean Oil Rigs, Remote



## Agriculture

Tractors, Combines



# AI Transportables in Military Theater of Tomorrow



**Every Node Requiring AI**

# AI Transportables in Military Theater



## Planes

Surveillance, Hunters, Troops



## Watercraft

Autonomous, Threat Detection



## Mobile Radar

Land, Sea, Air



## Vehicles

Autonomous, Semi-Autonomous



## Mobile Command

Battlefield, Drills



## Helicopters

Semi-Autonomous



## Submersibles

Autonomous Submarines

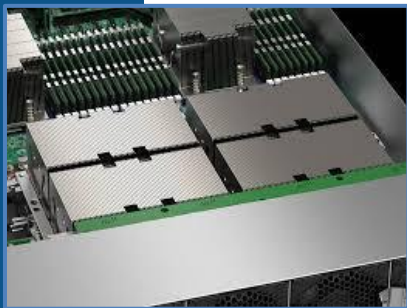


## Drones

Swarms, Wingman



# OSS Unique Strengths



## Advanced Switch Fabrics

### Highest Performance, Lowest Latency

Allows Integration and Interoperability of Vast I/O for AI Data Collection, Large GPU Arrays for AI Compute combined with Large Banks of Solid-State Memory (SSD). Includes latest Gen 4 PCI Express and Nvidia's NVLink.

## Leveraging the Latest Technology & Deploy in the Harshest Environments

We take the highest performance leading commercially available technologies only available in controlled environments like data centers and "ruggedize" them for the most demanding AI Transportable applications. This includes the latest processors, GPUs, memory and I/O.

## Standard & Custom Product Design

### Quick to Market working Closely with our Partners

Our modular approach with standard products and the company's ability to bring reliable products in the challenging AI transportable space provides nice balance and value with our customers.

# *Performance without Compromise*

In the Most Harsh and Challenging AI Transportable Edge Environments



## Size & Weight



## Ruggedized



## Form Factor



## Power Supply



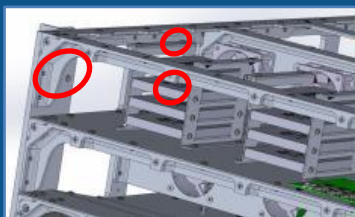
## Cooling



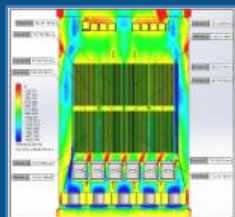
# OSS Value Creation



**Customer Interface  
Unique Requirements**



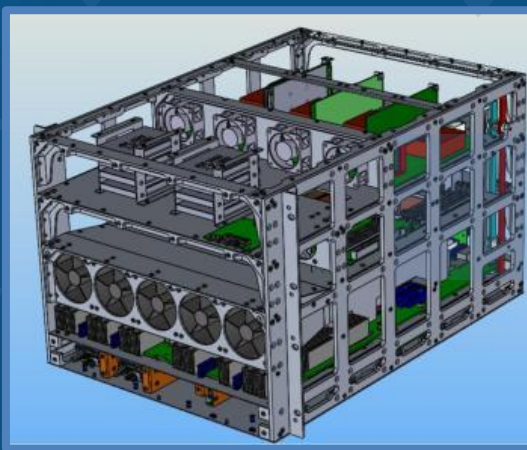
**Strength & Low Weight  
Design/Materials**



**Cooling Challenges,  
Design, & Modeling**

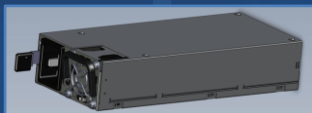


**3D Layout & Stress  
Simulation**



Test Location	Time From Ready State to Voltage Transition Level	Voltage Transition Level Vrms	Decision at Voltage Transition Level in Ready State in Voltage	Time From Ready State to Voltage Transition Level
0	0.1-0.2 sec	0.1V Vrms	0.1 sec	0.1-0.2 sec
1	0.1-0.2 sec	0.1V Vrms	0.1 sec	0.1-0.2 sec
2	0.1-0.2 sec	0.1V Vrms	0.1 sec	0.1-0.2 sec
3	0.1-0.2 sec	0.1V Vrms	0.1 sec	0.1-0.2 sec
4	0.1-0.2 sec	0.1V Vrms	0.1 sec	0.1-0.2 sec
5	0.1-0.2 sec	0.1V Vrms	0.1 sec	0.1-0.2 sec
6	0.1-0.2 sec	0.1V Vrms	0.1 sec	0.1-0.2 sec
7	0.1-0.2 sec	0.1V Vrms	0.1 sec	0.1-0.2 sec
8	0.1-0.2 sec	0.1V Vrms	0.1 sec	0.1-0.2 sec
9	0.1-0.2 sec	0.1V Vrms	0.1 sec	0.1-0.2 sec
10	0.1-0.2 sec	0.1V Vrms	0.1 sec	0.1-0.2 sec
11	0.1-0.2 sec	0.1V Vrms	0.1 sec	0.1-0.2 sec
12	0.1-0.2 sec	0.1V Vrms	0.1 sec	0.1-0.2 sec
13	0.1-0.2 sec	0.1V Vrms	0.1 sec	0.1-0.2 sec
14	0.1-0.2 sec	0.1V Vrms	0.1 sec	0.1-0.2 sec
15	0.1-0.2 sec	0.1V Vrms	0.1 sec	0.1-0.2 sec
16	0.1-0.2 sec	0.1V Vrms	0.1 sec	0.1-0.2 sec
17	0.1-0.2 sec	0.1V Vrms	0.1 sec	0.1-0.2 sec
18	0.1-0.2 sec	0.1V Vrms	0.1 sec	0.1-0.2 sec
19	0.1-0.2 sec	0.1V Vrms	0.1 sec	0.1-0.2 sec
20	0.1-0.2 sec	0.1V Vrms	0.1 sec	0.1-0.2 sec

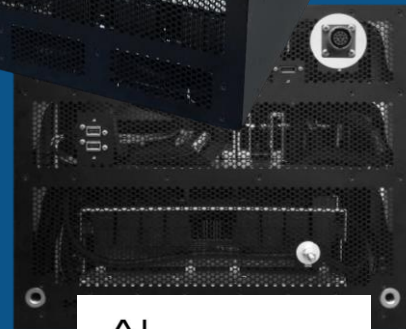
**Conform to  
Transportable Specs**



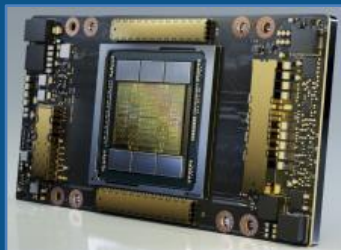
**Unique Transportables  
Power Supply**



**OSS & Customer  
Software**



AI  
on the **FLY**™

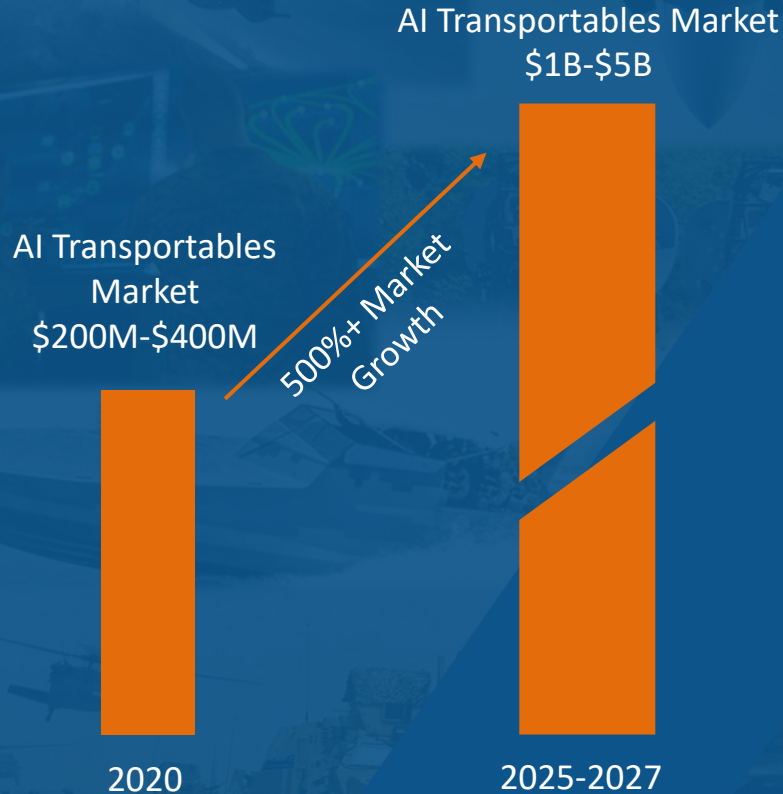


**Latest Commercially  
Available Technology**



# Market Size & Position

## AI Transportable Solutions



Highest  
Value/Repeat  
Wins



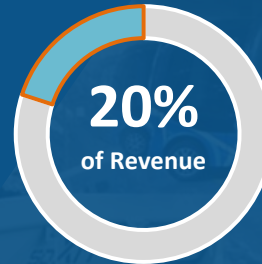
Highest  
Margin OSS  
Business



Fastest Growing  
Segment of  
OSS



Opportunity  
to Carve out  
Leadership  
Position



Expected to  
grow from  
20% in 2020  
to 50% in the  
future

# Key Customers

**Raytheon**

**GENERAL DYNAMICS**  
Mission Systems

**THALES**

**lyft**

 **WaveLight®**

  
**INFLIGHT**  
CANADA

 **NATIONAL  
INSTRUMENTS™**

**Alcon®**

 **BOEING**

 **disguise**

**FLYHT**

 **TELEDYNE LECROY**  
Everywhereyoulook™

 **LIQID**

 **leidos**

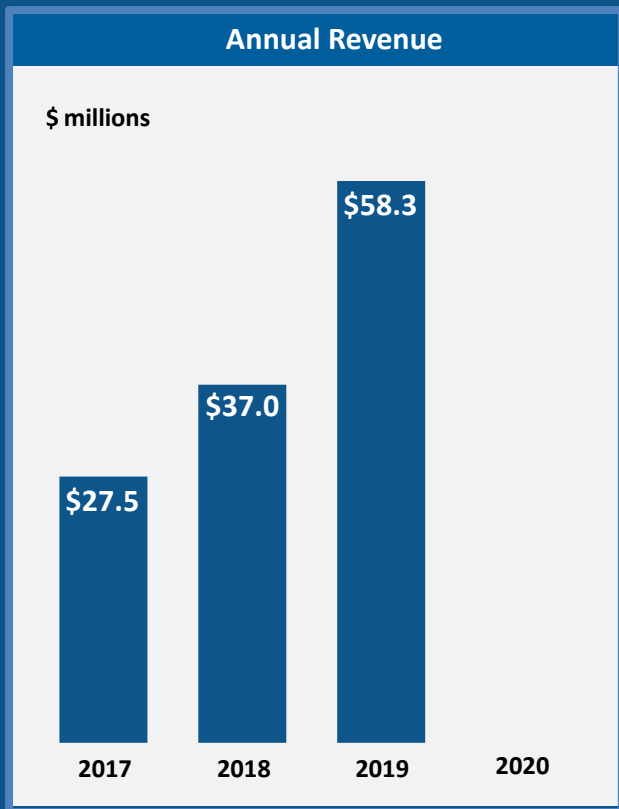
One Stop Systems 2021...



...well positioned for today and the future

# Going into 2020...

*...Nice Revenue Growth but the BOD Desired Improvements on other Fronts*



- **Stock Performance<sup>1</sup>**
- **Expectations**
- **Volume**









- **Margins**
- **Profitability**
- **Cash**



- **Market Focus**
- **Value Proposition**
- **Clear Leadership**
- **Customer Diversification**

# Executed Change in 2020

*...and Foundation Building Implemented to Take Company to Next Level*

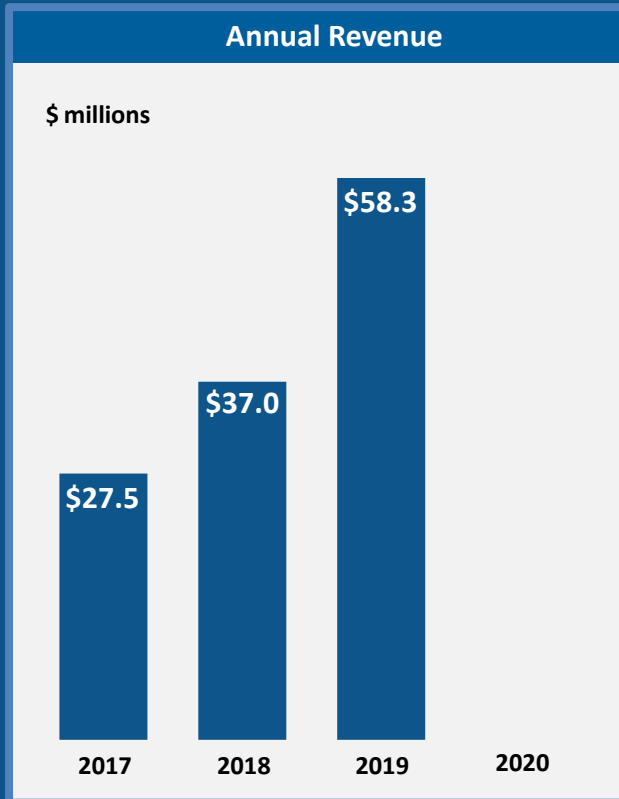
Annual Revenue		Stock Performance <sup>1</sup>	
\$ millions			
	<b>Cash</b>	Focus on building a cash position to exit the year at a much higher level.	
	<b>Governance</b>	Improved board of directors with 3 new board members adding additional skills, more independence while also addressing gender and ethnic diversity. (June 2020)	
	<b>Reorganization</b>	Structure & responsibility changes with more focus on market leadership, enhanced value proposition, margins, ROI & profitability. Complete integration of CDI into OSS.	
	<b>Efficiency</b>	Reduced spend by ~\$2.5M+. Building culture that takes pride in efficiency & expense reduction innovation. Adding back stronger talent as appropriate. (April 2020)	
	<b>Customers</b>	Focus on larger opportunities and new customers to diversify. Won 32 \$1M+ over the two-year period of 2019-2020.	
	<b>Leadership Change</b>	Replaced OSS founder. New skill & experience set required to take company to next level. (Feb 2020)	

2  
0  
2  
0



# Results from 2020 Change

*...Addressed all targeted areas*



- Stock Performance
- Expectations
- Volume



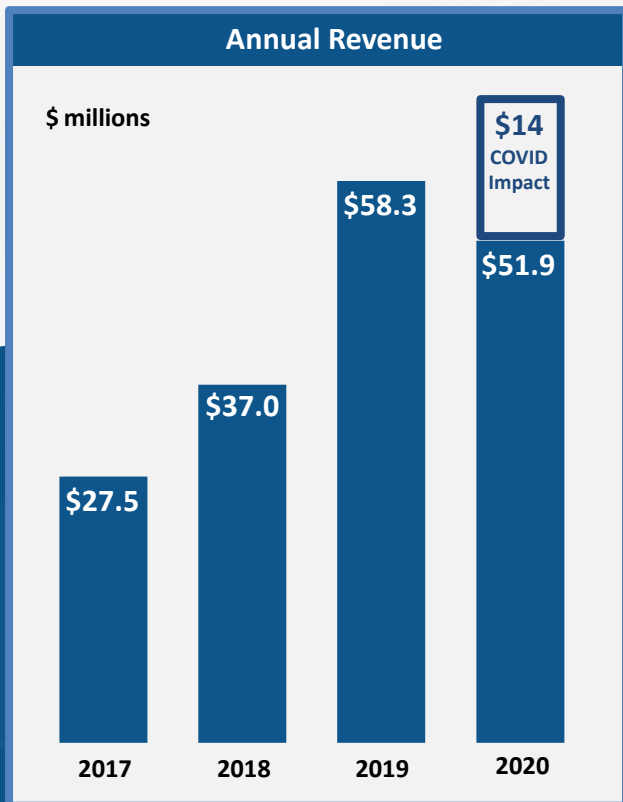
- Margins
- Profitability
- Cash



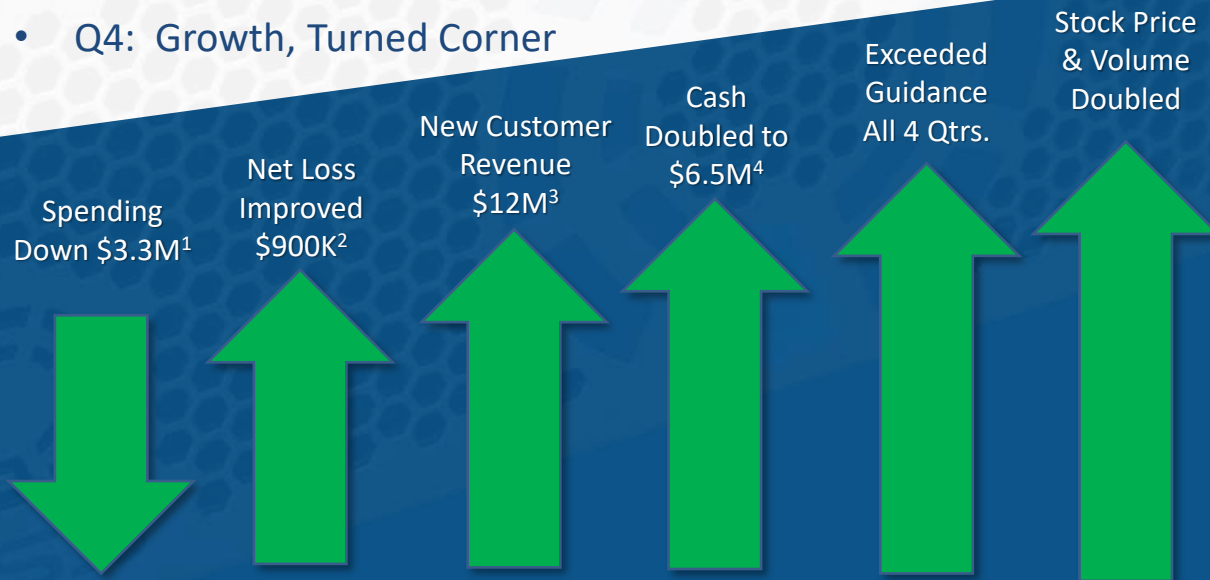
- Market Focus
- Value Proposition
- Clear Leadership
- Customer Diversification



# 2020: Was the Year of Change...Foundation Strengthening



- COVID Related Loss/Delayed \$14M in Revenue...
- ...Yet, OSS improved on Almost Every Other Front
- Q3: Higher Income on Lower Revenues<sup>5</sup>
- Q4: Growth, Turned Corner



## Early Indicators in 2020

1. 2020 spending down \$3.3M vs. 2019
2. Net Income improved by \$900K making 2020 breakeven
3. Diversified customer base with \$12M New Rev.
4. Later \$19M
5. COVID Revenue Impact

# Executed Change Continues in 2021

*...and Foundation Building Implemented to Take Company to Next Level*

	<b>Cash</b>	Increased cash, cash equivalents and short-term investments to <u>\$18.5 million</u> with total debt of approximately \$4.3M (September 2021)	2021
	<b>Strategic Plan</b>	Launched “AI Transportables” strategic plan and focus leveraging our “AI on the Fly” capabilities and products. (March 2021)	21
	<b>Governance</b>	Improved board of directors with 3 new board members adding additional skills, more independence while also addressing gender and ethnic diversity. (June 2020)	
	<b>Reorganization</b>	Structure & responsibility changes with more focus on market leadership, enhanced value proposition, margins, ROI & profitability. Complete integration of CDI into OSS.	2020
	<b>Efficiency</b>	Reduced spend by ~\$2.5M+. Building culture that takes pride in efficiency & expense reduction innovation. Adding back stronger talent as appropriate. (April 2020)	20
	<b>Customers</b>	Focus on larger opportunities and new customers. Won 32 \$1M+ over the two-year period of 2019-2020.	
	<b>Leadership Change</b>	Replaced OSS founder. New skill & experience set required to take company to next level. (Feb 2020)	

# Q3 2021 Financial Highlights

**\$16.0**  
Million

**Strong Revenue**

**Up 23%<sup>1</sup>**

**Up 7% sequentially<sup>2</sup>**

**\$5.5**  
Million

**Gross Profit**

**Up \$0.6M<sup>1</sup>**

**Up 13%<sup>1</sup>**

**\$1.8**  
Million

**Adjusted EBITDA<sup>3</sup>**

**Up 16%<sup>1</sup>**

**11% of quarterly revenue**

**\$1.0**  
Million

**GAAP Net Income<sup>1</sup>**

**Up \$0.1M<sup>1</sup>**

**Up 14%<sup>1</sup>**

**\$1.5**  
Million

**Non-GAAP Net Income<sup>1</sup>**

**Up \$0.3M<sup>1</sup>**

**Up 24%<sup>1</sup>**

## Q4 2021 Outlook

**\$17.1**  
Million

**Revenue<sup>4</sup>**

**Up 7%+ vs. Q3 2021**  
**Up 23%+ vs. Q4 2020**

1) vs. Q3 2020.

2) vs. Q2 2021.

3) See definition and reconciliation table of this non-GAAP measure in Appendix.

4) Outlook issued and effective only as of November 10, 2021.

# Key Takeaways

## FOCUS: Fast Growing “AI Transportable” Computing Market on Edge

- *“Performance, without Compromise”*
- Leveraging “AI on the FLY” with the Highest Performance in Challenging Edge AI Applications
- Growing Customer Base

## Executed Changes

- Rightsized Organization
- Management Realignment
- Focused on Growth, GM, Profitability  
...*Shareholder Value*





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**THANK YOU**

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## Appendix

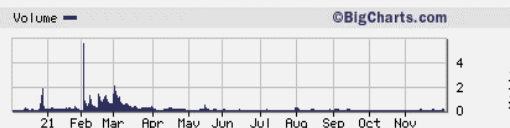
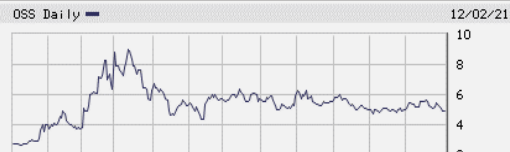




# OSS Key Stats (Nasdaq: OSS)



<b>Stock Price (12/2/2021)</b>	<b>\$4.95</b>
52-Wk Low-High	\$2.65-\$9.50
Avg. Vol. (3 mo.)	89K
Shares Outstanding <sup>1</sup>	18.7M
Free Float Shares (est.)	74.1%
<b>Insider Holdings</b>	<b>25.9%</b>
Institutional Holdings (est.)	31.9%
<b>Market Cap</b>	<b>\$92.4M</b>
IPO	Feb. 1, 2018
Year End	Dec 31

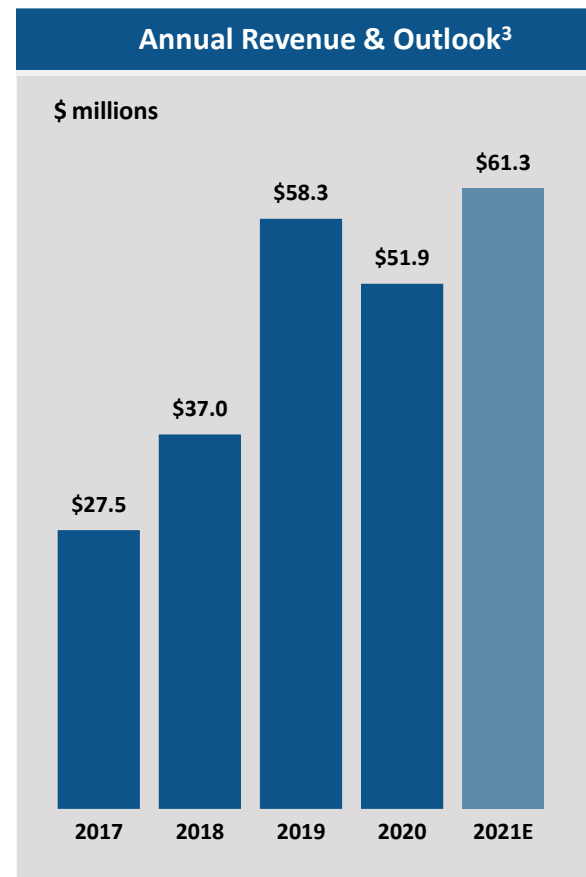


<b>FY 2020 Results</b>	
Revenue	\$51.9M
Gross Profit	\$16.4M
Non-GAAP Net income <sup>2</sup>	\$1.4M
Adjusted EBITDA <sup>2</sup>	\$1.8M
<b>@9/30/21</b>	
Total Assets	\$53.8M
Cash & Short-term Inv.	\$18.5M
Total Debt	\$4.3M
Total Liabilities	\$11.6M
Full-time Employees	105

- 1) Shares outstanding as of October 31, 2021.
- 2) See definition and reconciliation table of this non-GAAP measure in Appendix.
- 3) Outlook issued and effective only as of November 10, 2021.

Stock data source: Nasdaq.com

Free float is calculated by taking shares outstanding less insider holdings and holders with 10% or more of common stock outstanding.





# Public Peer Comparative Valuation

		Ticker	Share Price @12/2/21	Market Cap (\$M)	Revenue ttm (\$M)	Net Income ttm (\$M)	P/R
	Develops high efficiency server technology and provides end-to-end green computing solutions to the data center, cloud computing, enterprise IT, big data, HPC, and embedded markets.	SMCI	\$42.84	\$2,188	\$3,830	\$111	0.57
	Designer and custom manufacturer of components, subassemblies, products and packaging utilizing highly specialized foams, films, and plastics primarily for the medical market.	UFPT	\$69.98	\$527	\$195	\$17	2.70
	Creates secure open architecture solutions powering a broad range of mission-critical applications in the most challenging and demanding environments.	MRCY	\$48.06	\$2,722	\$943	\$39	2.89
Average P/R							2.05
	Designs and manufactures innovative specialized high-performance edge computing modules and systems.	OSS	\$4.95	\$92	\$58	\$3	1.59

ONE STOP  
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Ion  
ACCELERATOR

**CDI** Concept  
Development, Inc.™

  
**BRESSNER**

## Mergers & Acquisitions



**OSS**  
ONE STOP SYSTEMS

- Additional Revenue & Products
- Enhancement to Skill Sets
- Software + Hardware
- International Expansion
- *Future Focus: 1+1=3*

# COVID-19

## Operations

Continued manufacturing while observing government social distancing guidelines. Team members who can work from home, did work from home.

## Customers

Business impact primarily from Entertainment & Commercial Airlines projects. Over \$14M identified in 2020.

## Supply

Longer lead-times and need to find alternative sources. Company is making careful investments to minimize impact.

## September 2021 UPDATE

We see many positive indicators and believe we have returned to growth mode. The worst is behind us and we are excited about the future.

# Unaudited Consolidated Balance Sheet



	Unaudited September 30, 2021	December 31, 2020
<b>ASSETS</b>		
Current assets		
Cash and cash equivalents	\$ 3,955,215	\$ 6,316,921
Short-term investments	14,534,084	-
Accounts receivable, net	5,808,184	7,458,383
Inventories, net	14,361,034	9,647,504
Prepaid expenses and other current assets	1,121,868	655,708
Total current assets	39,780,385	24,078,516
Property and equipment, net	3,090,908	3,487,178
Deposits and other	35,629	81,709
Deferred tax assets, net	3,604,607	3,698,593
Goodwill	7,120,510	7,120,510
Intangible assets, net	170,556	662,257
Total Assets	<u>\$ 53,802,595</u>	<u>\$ 39,128,763</u>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Current liabilities		
Accounts payable	\$ 3,846,282	\$ 976,420
Accrued expenses and other liabilities	3,442,091	3,481,444
Current portion of notes payable, net of debt discount of \$0 and \$2,047, respectively	1,736,546	1,365,204
Current portion of related party notes payable, net of debt discount of \$0 and \$6,726, respectively	-	199,943
Current portion of senior secured convertible note, net of debt discounts of \$20,462 and \$256,242, respectively	2,570,447	1,789,212
Total current liabilities	11,595,366	7,812,223
Senior secured convertible note, net of current portion and debt discounts of \$0 and \$14,107, respectively	-	531,347
Paycheck protection program note payable	-	1,499,360
Total liabilities	11,595,366	9,842,930
Commitments and contingencies		
Stockholders' equity		
Common stock, \$.0001 par value; 50,000,000 shares authorized; 18,666,022 and 16,684,424 shares issued and outstanding, respectively	1,867	1,668
Additional paid-in capital	41,040,749	30,758,354
Accumulated other comprehensive income	207,333	287,547
Accumulated earnings (deficit)	957,280	(1,761,736)
Total stockholders' equity	42,207,229	29,285,833
Total Liabilities and Stockholders' Equity	<u>\$ 53,802,595</u>	<u>\$ 39,128,763</u>

# Use of Non-GAAP Financial Measures and Reconciliation of Adjusted EBITDA to GAAP



Management believes that the use of adjusted earnings before interest, taxes, depreciation and amortization, or adjusted EBITDA, is helpful for an investor to assess the performance of the company. The company defines adjusted EBITDA as income (loss) before interest, taxes, depreciation, amortization, acquisition expenses, impairment of long-lived assets, financing costs, fair value adjustments from purchase accounting, stock-based compensation expense and expenses related to discontinued operations. For this reporting period, it excludes PPP loan forgiveness, which the company does not anticipate will reoccur in the foreseeable future.

Adjusted EBITDA is not a measurement of financial performance under generally accepted accounting principles in the United States, or GAAP. Because of varying available valuation methodologies, subject to assumptions and the variety of equity instruments that can impact a company's non-cash operating expenses, management believes that providing a non-GAAP financial measure that excludes non-cash and non-recurring expenses allows for meaningful comparisons between a company's core business operating results and those of other companies, as well as providing management with an important tool for financial and operational decision making and for evaluating the company's own core business operating results over different periods of time.

The company's adjusted EBITDA measure may not provide information that is directly comparable to that provided by other companies in its industry, as other companies in the company's industry may calculate non-GAAP financial results differently, particularly related to non-recurring, unusual items. The company's adjusted EBITDA is not a measurement of financial performance under GAAP, and should not be considered as an alternative to operating income or as an indication of operating performance or any other measure of performance derived in accordance with GAAP. Management does not consider adjusted EBITDA to be a substitute for, or superior to, the information provided by GAAP financial results.

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2021	2020	2021	2020
Net income (loss)	\$ 980,696	\$ 857,790	\$ 2,719,016	\$ (250,404)
Depreciation and amortization	396,165	410,552	1,171,737	1,208,762
Amortization of deferred gain	-	-	-	(53,838)
Stock-based compensation expense	399,148	210,280	1,302,878	503,419
Interest expense	128,315	174,205	447,328	393,175
Interest income	(92,105)	(143,931)	(159,203)	(267,911)
PPP loan and interest forgiveness	-	-	(1,514,354)	-
(Benefit) provision for income taxes	(320)	57,753	295,495	(851,056)
Adjusted EBITDA	<u>\$ 1,811,899</u>	<u>\$ 1,566,649</u>	<u>\$ 4,262,897</u>	<u>\$ 682,147</u>

# Use of Non-GAAP Financial Measures and Reconciliation of Non-GAAP EPS to GAAP



Adjusted EPS excludes the impact of certain items and therefore has not been calculated in accordance with GAAP. Management believes that exclusion of certain selected items assists in providing a more complete understanding of the company's underlying results and trends and allows for comparability with its peer company index and industry. Management uses this measure along with the corresponding GAAP financial measures to manage the company's business and to evaluate its performance compared to prior periods and the marketplace. The company defines Non-GAAP (loss) income as (loss) or income before amortization, stock-based compensation, expenses related to discontinued operations, impairment of long-lived assets and non-recurring acquisition costs. For this reporting period, it excludes PPP loan forgiveness, which the company does not anticipate will reoccur in the foreseeable future. Adjusted EPS expresses adjusted (loss) income on a per share basis using weighted average diluted shares outstanding.

Adjusted EPS is a non-GAAP financial measure and should not be considered in isolation or as a substitute for financial information provided in accordance with GAAP. These non-GAAP financial measures may not be computed in the same manner as similarly titled measures used by other companies. Management expects to continue to incur expenses similar to the adjusted income from continuing operations and adjusted EPS financial adjustments described above, and investors should not infer from the company's presentation of these non-GAAP financial measures that these costs are unusual, infrequent or non-recurring.

The following table sets-forth non-GAAP net loss attributable to common stockholders and basic and diluted earnings per share:

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2021	2020	2021	2020
Net income (loss)	\$ 980,696	\$ 857,790	\$ 2,719,016	\$ (250,404)
Amortization of intangibles	163,900	170,985	491,701	520,035
Stock-based compensation expense	399,148	210,280	1,302,878	503,419
PPP loan and interest forgiveness	-	-	(1,514,354)	-
Non-GAAP net income	<u>\$ 1,543,744</u>	<u>\$ 1,239,055</u>	<u>\$ 2,999,241</u>	<u>\$ 773,050</u>
Non-GAAP net income per share:				
Basic	<u>\$ 0.08</u>	<u>\$ 0.07</u>	<u>\$ 0.17</u>	<u>\$ 0.05</u>
Diluted	<u>\$ 0.08</u>	<u>\$ 0.07</u>	<u>\$ 0.15</u>	<u>\$ 0.05</u>
Weighted average common shares outstanding:				
Basic	<u>18,636,337</u>	<u>16,585,773</u>	<u>18,170,700</u>	<u>16,469,457</u>
Diluted	<u>19,963,270</u>	<u>17,018,614</u>	<u>19,466,023</u>	<u>16,902,298</u>

# Bressner Technology Subsidiary



- **Value-added reseller (VAR):**
  - Specialized computing systems
  - Rugged industrial tablets
- **Strategic benefits:**
  - Sales and support center
  - Design and manufacturing capabilities
  - Further expansion into EMEA markets
  - Expands product offerings
- **Major OEM design wins:**
  - Medical Panel PC for laser surgery equipment
  - Security video analysis server system



SCORPION: Rugged Tablet PCs



VULTURE 6": Mobile Payment Terminal



RUGGED: Embedded PCs

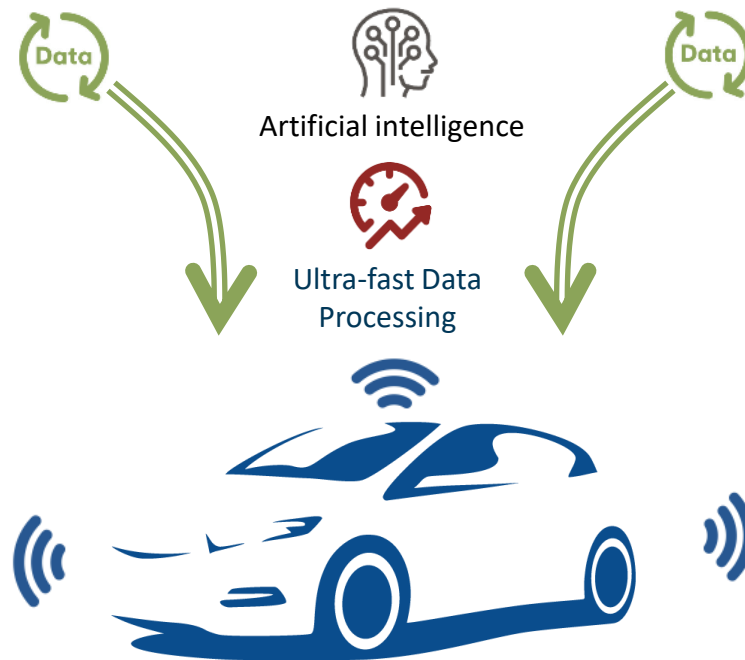


TOUCAN Series: Multi-Touch Panel PCs

# Autonomous Vehicle Wins



- Application Value
  - AI on the Fly
  - Ultra High Processing at the Edge (in the Car)
    - Can't wait for the cloud!
- OSS providing several electronic elements:
  - GPU interconnection electronics
  - Communication interconnects
  - Example of CDI & OSS contributing
- Major Customers
  - Large rideshare provider
  - European auto manufacturer





# Military Program Wins



Ground-based  
missile defense  
radar simulation  
for U.S. Military

Data storage unit for  
radar data in-flight  
for the U.S. Navy

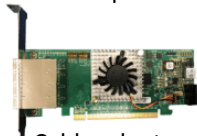
Single server for  
U.S. Navy AI '*Data  
Center in the Sky*'

Three server  
cluster for U.S.  
Navy AI '*Data  
Center in the Sky*'

# Technology Leadership: PCIe Gen 4 Product Introductions



Backplane



Cable adapter



## Gen 4 PCIe over cable adapters & backplanes

New Gen 4 PCIe over cable solutions offer double the data transfer rate for high speed compute acceleration, flash storage and I/O expansion.

## PCIe Gen 4 render accelerator and video recorder platforms

Designed to accelerate media workflows and production.

## Portfolio of PCIe Gen 4 expansion building blocks

Supports servers based on first PCIe Gen 4 processor.

New OSS PCIe 4.0 value expansion system incorporating the latest NVIDIA A100 GPU.

## PCIe Gen 4 storage solution

Achieves unparalleled 56GB/s data storage throughput, doubling the performance of current systems.

## PCIe Gen 4 GPU Accelerator System

Provides industry-leading 1 terabit per second of low latency PCIe externally-cabled interconnect between high performance servers and AI accelerators.

# Growth Drivers



## Fulfilling Industry Market Needs

Address needs for high performance processing, I/O expansion and storage on “the very edge”



## Increase Market Awareness

Market needs and focus on AI Transportable applications



## Recent Wins

Increasing technology leadership & AI Transportables focus increases closure rate on new opportunities



## Sustainable Revenue Programs

Multi-year OEM contracts provide ongoing revenues



## Satisfied Customers with Add-on programs

Long term programs with substantial annual volume

# Fragmented Competitive Landscape



- **Media & Entertain. Vertical Vendors**
  - Boxx, Cubix, Sonnet

- **Military/Aerospace Vertical Vendors**
  - Mercury Systems, Curtiss Wright, Crystal
- **Specialized Horizontal HPC**
  - Trenton, Cyclone
- **AI Edge Vendors**
  - Neousys, AAEON
- **Customer In-House Design**
  - Raytheon, National Instruments, etc.

# Awards & Recognition



## Rapid Growth



2017 Fastest Growing Private  
Companies in N. America

7<sup>th</sup> Time on the List, Top 2%



9<sup>th</sup> Time on the List



2020 Technology  
Fast 500™ awards

## Innovative Technology



Silicon Review 2017



## Customer & Market Excellence



Supplier Excellence Award 2017

*"Outstanding innovation, technical  
achievement, and customer support"*



SAN DIEGO BUSINESS JOURNAL  
**Manufacturing**  
*awards 2017*

# Global Presence



San Diego

## San Diego, CA

- Corporate headquarters
- Design and manufacturing



Salt Lake City

## Salt Lake City, UT

- Software design center



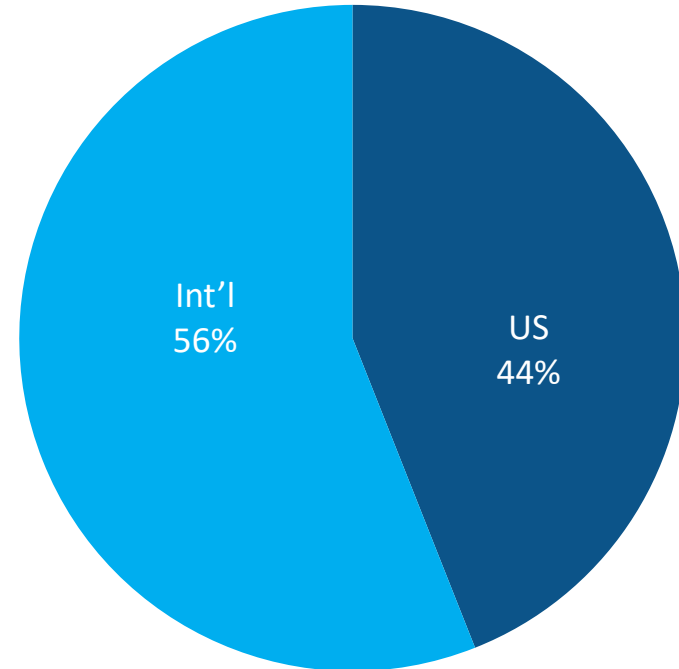
Gröbenzell

## Gröbenzell, Germany

- Bressner Technology
- Design and manufacturing
- Supports Europe, Middle East and Africa

Plus Sales Personnel and/or Offices

## Global Revenue 2020



# Contact Us



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