Important Disclaimers & Cautions Regarding Forward-Looking Statements

One Stop Systems cautions you that statements in this presentation that are not descriptions of historical facts are forward-looking statements. These statements are based on the company's current beliefs and expectations. These forward-looking statements include statements regarding the performance of OSS-products and industry trends regarding deployment of computing power in the field, and regarding the company's expectations for revenue growth generated by new products and design wins. The inclusion of forward-looking statements should not be regarded as a representation by One Stop Systems that any of our plans will be achieved.

Actual results may differ from those set forth in this press release due to the risk and uncertainties inherent in our business, including, without limitation: location of customer deployments, timing of shipments by OSS and that our ability to close future production business may not develop as we expect; global pandemics or other disasters or public health concerns in regions of the world where we have operations or source material or sell products, and other 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.

You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof, and we undertake no obligation to revise or update this press release to reflect events or circumstances after the date hereof. All forward-looking statements are qualified in their entirety by this cautionary statement, which is made under the safe harbor provisions of the Private Securities Litigation Reform Act of 1995.

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This presentation contains estimates and statistical data that we obtained from industry publications and reports. We have not independently verified their data, and we do not guarantee the accuracy and completeness of this information. You are cautioned not to give undue weight to such estimates, and the projections, assumptions and estimates of the future performance of the markets in which we operate, which are necessarily subject to a high degree of uncertainty and risk. This presentation shall not constitute an offer to sell or the solicitation of an offer to buy any securities, nor shall there be any offer or sale of any securities, in any state or jurisdiction in which the offer, solicitation, or sale of securities would be unlawful. Some images may be stock photos.
David Raun  
*Interim CEO, Director*

25 years experience at senior management and board levels in public and private companies including over 10 M&A/fund raising events. Former public company CEO at PLX Technology (PLXT), the PCI Express leader which was 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 the bus-board marketplace and the HPC industry. Strong background in COTS military and converged communications accounts for Ziatech and Rittal.
Power of the Datacenter at “the Edge”

...when you can’t wait for the cloud
When action must take place now!

Vast Data

Raw Data & Sensors

Acquisition

Data Acquisition at High Speed & Lots of IO

Storage

Low Latency & High Throughput NVMe Storage

Compute

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

Action

Actionable Intelligence

...on the spot, in the field at the edge
We call it **AI on the FLY®**

- High-Speed Processing *in the field*
- Expansive I/O
- Low Latency Networking/Connections
- High-Density Solid-State Storage
- Ruggedness for Harsh and/or Mobile Environments
- Compact & Special Form Factors
- Specialization

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

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

Autonomous Vehicle must be able to collect, process, learn and act immediately.
Target Markets & Applications

- Military
- Entertainment
- Commercial Aircraft
- Autonomous Vehicles
- Instrumentation
- Medical
OSS Estimate: $3B+

Market Being Served
Specialized High-Performance Edge Computing

Entire Edge Computing Market

High Performance Edge

High Performance Computing (HPC)

Edge Computing $21B Market

$11B

$21B

14.2% CAGR

Building Blocks

**Servers**
Compact & Perfect-Fit
Ruggedized

**Flash Array Storage**
Highest Performance & Capacity
Removable Canisters

**GPU Compute Accelerators**
Up to 16 GPUs
Lowest Latency Connect

**I/O Expansion**
Lowest Latency
PCI Express Gen 4
Expertise

- High Performance, Low Latency Switch Fabrics enabling...
  - Vast IO for Data Collection
  - Multiple GPU Arrays for Compute
  - Large Banks of Solid-State Memory (SSD)

- Using the Latest Technologies like PCI Express Gen 4
  - 16GT/s (Giga Transfers per Second)
  - Used in Switch Fabric & Communication between Building Blocks

- Masters at Signal Integrity
  - A must for Highest Performance Networks, Fabrics and Communications
Enabling

OSS systems with 32 flash cards operate 50x faster than traditional hard drive systems.

OSS systems with 16 GPUs operate 100x faster than traditional CPU processing.

Compute Speed of Single GPU vs. CPU

Storage Performance of Single Flash card vs. Hard Disk

Flash Card

Hard Drive

0 1000 2000 3000 4000 5000 6000 7000
Additional Value Proposition

- Size
- Weight
- Power
- Ruggedized
- Customized form factors
- Simplified management
## OSS Key Stats (Nasdaq: OSS)

### Stock Price (5/20/2020)
- **$1.70**
- 52-Wk Low-High: $0.59-$3.25
- Avg. Vol. (3 mo.): 81K
- Shares Outstanding¹: 16.5M
- Free Float Shares (est.): 69%
- **Market Cap**: $28.0M
- IPO: Feb. 1, 2018
- Year End: Dec 31

### Q1 2020 Results
- **Revenue**: $13.4M
- **Gross Profit**: $3.4M
- **Non-GAAP Net Loss**: $714K
- **Adjusted EBITDA**: $950K

### @3/31/20
- **Total Assets**: $37.3M
- **Cash & Cash Equiv.**: $3.0M
- **Total Debt**: $1.7M
- **Total Liabilities**: $10.1M
- **Full-time Employees**: 93

### Annual Revenue
- Acquisitive: $16.9
- Organic: $41.4
- **Total Revenue**: $58.3

### Notes:
1) Shares outstanding as of April 30, 2020.
2) See definition and reconciliation table of this non-GAAP measure in Appendix.

Stock data source: Nasdaq.com

---

![Stock Price Chart](chart.png)

**52-Wk Low-High**
- $0.59-$3.25

**Volume Chart**
- BigCharts.com

**Volume (Millions)**
- 0
- 1
- 2
- 3
- 4

**5/21/20**
- 5.5
- 5.0
- 4.5
- 4.0
- 3.5
- 3.0
- 2.5
- 2.0
- 1.5
- 1.0

**2017**
- $21.6
- $5.9

**2018**
- $32.5
- $4.5

**2019**
- $41.4
- $5.9

**$ millions**
- 12%
- 34%
- 57%
2019

- Closed 16 of 21 key programs
  - Valued at $1M+\textsuperscript{1}
  - 75% were new customers
- Strong 76% win-rate, vs. 30%-40% in 2018
- Three have $10M+ potential\textsuperscript{1}

2020

- 27 additional large opportunities in pipeline
- Eight are PCI Express Gen 4 products
  - Leadership & Higher Margin
  - Reflecting market shift to higher performance Gen 4

\textsuperscript{1) Over multiple years}
Key Customers
Steps Forward
Changes implemented in past 120 Days

Leadership Change
Replaced OSS founder. New skill & experience set required to take company to next level.
- Feb 2020 -

Efficiency
Reduced spend for sustainability & to create lower expense base.
Building culture that takes pride in efficiency & expense reduction innovation.
- April 2020 -

Reorganization
Structure & responsibility changes putting more focus on market leadership, enhanced value proposition, margins, ROI and profitability.
Complete integration of CDI into OSS.
Add back fresh talent when appropriate.
- April 2020 -

Cash Position
Improve cash position for sustainability and stability in current uncertain times by securing $2.5M in debt.
Build cash position over time to minimize need for additional financing.
- May 2020 -
• Focus on Gross Margin & Profitability
• Growing Customer Base
• Enabling High Speed Fabric Expertise
• Specialized High-Performance Edge Market ~$3B
• Executed Change, Difficult but Right Decisions
• Management Team is Excited about OSS’s Future
THANK YOU
## Unaudited Consolidated Balance Sheets

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>Unaudited</th>
<th></th>
<th>December 31,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>March 31,</td>
<td></td>
<td>2020</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Current assets</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$ 3,038,006</td>
<td>$ 5,185,321</td>
<td></td>
</tr>
<tr>
<td>Accounts receivable, net</td>
<td>9,111,679</td>
<td>11,667,157</td>
<td></td>
</tr>
<tr>
<td>Inventories, net</td>
<td>8,984,877</td>
<td>7,369,356</td>
<td></td>
</tr>
<tr>
<td>Prepaid expenses and other current assets</td>
<td>840,525</td>
<td>453,938</td>
<td></td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td>21,975,087</td>
<td>24,675,772</td>
<td></td>
</tr>
<tr>
<td><strong>Property and equipment, net</strong></td>
<td>3,552,551</td>
<td>3,568,564</td>
<td></td>
</tr>
<tr>
<td>Deposits and other</td>
<td>45,133</td>
<td>47,146</td>
<td></td>
</tr>
<tr>
<td>Deferred tax assets, net</td>
<td>3,459,972</td>
<td>3,019,823</td>
<td></td>
</tr>
<tr>
<td>Goodwill</td>
<td>7,120,510</td>
<td>7,120,510</td>
<td></td>
</tr>
<tr>
<td>Intangible assets, net</td>
<td>1,171,667</td>
<td>1,346,192</td>
<td></td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>$37,324,920</td>
<td>$39,778,007</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES AND STOCKHOLDERS' EQUITY</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Current liabilities</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>$ 3,833,791</td>
<td>$ 4,115,977</td>
<td></td>
</tr>
<tr>
<td>Accrued expenses and other liabilities</td>
<td>4,610,506</td>
<td>4,607,432</td>
<td></td>
</tr>
<tr>
<td>Current portion of notes payable, net of debt discount of $7,019 and $7,019, respectively</td>
<td>1,016,814</td>
<td>1,377,751</td>
<td></td>
</tr>
<tr>
<td>Current portion of related-party notes payable, net of debt discount of $23,060 and $23,060, respectively</td>
<td>575,422</td>
<td>561,441</td>
<td></td>
</tr>
<tr>
<td><strong>Total current liabilities</strong></td>
<td>10,036,533</td>
<td>10,662,601</td>
<td></td>
</tr>
<tr>
<td>Notes payable, net of current portion and debt discount of $292 and $2,047, respectively</td>
<td>15,722</td>
<td>149,301</td>
<td></td>
</tr>
<tr>
<td>Related-party notes payable, net of current portion and debt discount of $961 and $6,726, respectively</td>
<td>50,686</td>
<td>199,943</td>
<td></td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td>10,102,941</td>
<td>11,011,845</td>
<td></td>
</tr>
<tr>
<td><strong>Commitments and contingencies</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Stockholders’ equity</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Common stock, $.0001 par value: 50,000,000 shares authorized; 16,476,661 and 16,121,747 shares issued and outstanding, respectively</td>
<td>1,647</td>
<td>1,612</td>
<td></td>
</tr>
<tr>
<td>Additional paid-in capital</td>
<td>30,144,896</td>
<td>30,537,015</td>
<td></td>
</tr>
<tr>
<td>Noncontrolling interest</td>
<td>-</td>
<td>500</td>
<td></td>
</tr>
<tr>
<td>Accumulated other comprehensive loss</td>
<td>(73,340)</td>
<td>(17,773)</td>
<td></td>
</tr>
<tr>
<td>Accumulated deficit</td>
<td>(2,851,224)</td>
<td>(1,755,192)</td>
<td></td>
</tr>
<tr>
<td><strong>Total stockholders’ equity</strong></td>
<td>27,221,979</td>
<td>28,766,162</td>
<td></td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>$37,324,920</td>
<td>$39,778,007</td>
<td></td>
</tr>
</tbody>
</table>
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) attributable to common stockholders 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.

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, subjective assumptions and the variety of equity instruments that can impact a company’s non-cash operating expenses, OSS management believes that providing a non-GAAP financial measure that excludes non-cash and non-recurring expenses allows for meaningful comparisons between the company’s core business operating results and those of other companies, as well as providing the company with an important tool for financial and operational decision making and for evaluating its 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 its 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. OSS management does not consider adjusted EBITDA to be a substitute for, or superior to, the information provided by GAAP financial results.

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

<table>
<thead>
<tr>
<th></th>
<th>For The Three Months Ended March 31,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2020</td>
</tr>
<tr>
<td>Net loss attributable to common stockholders</td>
<td>$(1,096,032)</td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>395,825</td>
</tr>
<tr>
<td>Amortization of debt discount</td>
<td>7,520</td>
</tr>
<tr>
<td>Amortization of deferred gain</td>
<td>(41,479)</td>
</tr>
<tr>
<td>Stock-based compensation expense</td>
<td>207,761</td>
</tr>
<tr>
<td>Interest expense</td>
<td>68,784</td>
</tr>
<tr>
<td>Interest income</td>
<td>(24,637)</td>
</tr>
<tr>
<td>Acquisition expense</td>
<td>-</td>
</tr>
<tr>
<td>Benefit for income taxes</td>
<td>(467,298)</td>
</tr>
<tr>
<td>Adjusted EBITDA</td>
<td>$(949,556)</td>
</tr>
</tbody>
</table>
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. OSS 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. OSS management uses this measure along with the corresponding GAAP financial measures to manage its business and to evaluate the company’s performance compared to prior periods and the marketplace. The company defines Non-GAAP (loss) income attributable to common stockholders as (loss) or income before amortization, stock-based compensation, expenses related to discontinued operations, impairment of long-lived assets and non-recurring acquisition costs. 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. The company 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 tables reconcile net (loss) income attributable to common stockholders and diluted earnings per share:

<table>
<thead>
<tr>
<th>For The Three Months Ended March 31,</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net loss attributable to common stockholders</td>
<td>$(1,096,032)</td>
<td>$(944,729)</td>
</tr>
<tr>
<td>Amortization of intangibles</td>
<td>174,525</td>
<td>349,419</td>
</tr>
<tr>
<td>Stock-based compensation expense</td>
<td>207,761</td>
<td>167,474</td>
</tr>
<tr>
<td>Non-GAAP net loss attributable to common stockholders</td>
<td>$(713,746)</td>
<td>$(427,836)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Non-GAAP net loss per share attributable to common stockholders:</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Basic</td>
<td>$(0.04)</td>
<td>$(0.03)</td>
</tr>
<tr>
<td>Diluted</td>
<td>$(0.04)</td>
<td>$(0.03)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Weighted average common shares outstanding:</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Basic</td>
<td>16,332,898</td>
<td>14,239,711</td>
</tr>
<tr>
<td>Diluted</td>
<td>16,332,898</td>
<td>14,239,711</td>
</tr>
<tr>
<td>Section</td>
<td>Details</td>
<td></td>
</tr>
<tr>
<td>---------</td>
<td>---------</td>
<td></td>
</tr>
<tr>
<td><strong>Employees</strong></td>
<td>No known cases within company. No known cases with family members of employees.</td>
<td></td>
</tr>
<tr>
<td><strong>Operations</strong></td>
<td>Continued manufacturing while observing government social distancing guidelines. Team members who can work from home are doing so.</td>
<td></td>
</tr>
<tr>
<td><strong>Customers</strong></td>
<td>Business impact primarily from Entertainment &amp; Commercial Airlines projects.</td>
<td></td>
</tr>
<tr>
<td><strong>Supply</strong></td>
<td>Longer lead-times and need to find alternative sources. Company is making careful investments to minimize impact.</td>
<td></td>
</tr>
</tbody>
</table>
Mergers & Acquisitions

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

- $2.1M in Orders to Date
  - Large rideshare provider
  - European auto manufacturer
Technology Leadership: PCIe Gen 4 Product Introductions

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 V100S Tensor Core GPU

PCIe Gen 4 storage solution
Achieves unparalleled 56GB/s data storage throughput, doubling the performance of current systems.
<table>
<thead>
<tr>
<th>Growth Drivers</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fulfilling Industry Market Needs</td>
<td>Address needs for high performance processing, I/O expansion and storage on “the edge”</td>
</tr>
<tr>
<td>Increase Market Awareness</td>
<td>Market needs for specialized edge computing - more proposals with higher values</td>
</tr>
<tr>
<td>Recent Wins</td>
<td>Increasing technology leadership increases closure rate on new opportunities</td>
</tr>
<tr>
<td>Sustainable Revenue Programs</td>
<td>Multi-year OEM contracts provide ongoing revenues</td>
</tr>
<tr>
<td>Satisfied Customers with Add-on programs</td>
<td>Long term programs with substantial annual volume</td>
</tr>
</tbody>
</table>
Awards & Recognition

Rapid Growth

2017 Fastest Growing Private Companies in N. America
7th Time on the List, Top 2%

Innovative Technology

Raytheon Supplier Excellence Award 2017
“Outstanding innovation, technical achievement, and customer support”

Customer & Market Excellence

2017 Fastest Growing Private Companies in N. America
7th Time on the List, Top 2%

9th Time on the List
Global Presence

San Diego, CA
- Corporate headquarters
- Design and manufacturing

Irvine, CA
- Concept Development (CDI)
- Design and manufacturing

Salt Lake City, UT
- Software design center

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

Plus Sales Personnel and/or Offices

Global Revenue 2019

- US 38%
- International 62%
Contact Us

Company Contact

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ir@onestopsystems.com

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